

## Community Development Impact



Community Legal Aid Society, Georgetown, DE  
Community based office facility



Old Landing II Apartments, Millsboro, DE  
Multi-family housing



Interfaith Community Housing of Delaware,  
Wilmington, DE, Single family homes

## The Mission of the Loan Fund...

To provide financing to qualified borrowers for affordable housing and community development efforts primarily in the Delmarva region. The loans provided by NCALL foster the growth and overall financial strength of the borrower while resulting in significant community development impact.

In addition to the Loan Fund, NCALL also offers comprehensive affordable housing services including technical and capacity building assistance to nonprofit customers and homeownership education, financial literacy, and default and foreclosure counseling for low and moderate income households.

NCALL is a chartered NeighborWorks America organization and a United Way of Delaware affiliate agency.



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THE LOAN FUND  
OF  
NCALL RESEARCH, INC.

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*A New  
Financial  
Resource for  
Delmarva*



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## How We Help...

Since 1976, NCALL, the National Council on Agricultural Life and Labor Research Fund, Inc., a Dover, Delaware based nonprofit, has taken the lead in creating affordable housing alternatives and educating families with housing needs to access homeownership. As part of its housing development services, NCALL undertook lending services in 1983 to Delmarva's nonprofit housing sector primarily for project predevelopment purposes. After twenty years of success, NCALL's Board of Directors commissioned a more comprehensive approach to lending to further support community development and affordable housing efforts on the Peninsula.

This led to NCALL's designation as a Community Development Financial Institution by the U. S. Department of Treasury in 2004. This certification was accompanied by the formation of a strong Loan Fund Committee made up of NCALL Board members, the employment of a nationally known community development lender, development of sound loan making policies, and implementation of capitalization and product development strategies designed to aggressively address the comprehensive finance needs of Delmarva's nonprofit housing sector.

The goal of the Loan Fund is to support the overall mission of NCALL. This is especially true as it pertains to providing financial support and increasing the capacity of non-profit

customers to undertake community development projects.

To that end, the Loan Fund aids borrowers that develop housing for low income, rural or farmworker families primarily on the Delmarva Peninsula. Since our designation as a CDFI, NCALL has leveraged more than \$26 million in financing resulting in over 290 housing units. The Loan Fund has the ability to respond promptly to financing requests and offers flexible loan products. The fund strives to provide services that will help develop the financial strength of the borrower.

## What We Offer...

The Loan Fund maintains a common sense approach to the lending process. It engages in conversations with its borrowers which allow it to be responsive to creative projects or changing market conditions. The ability of the Loan Fund to understand the borrower's financing needs and to provide tailored loan products is critical to the success of both parties. NCALL's Loan Fund offers a comprehensive approach to finance needs experienced by nonprofit customers through a unique combination of project and organizational underwriting.

The Loan Fund offers a variety of loan products:

- ◆ Pre-development loans
- ◆ Revolving lines of credit

- ◆ Construction loans
- ◆ Gap/bridge financing
- ◆ Community based facilities
- ◆ Credit enhancement / guarantees

## Who We Are...

The Loan Fund is led by a committee composed of NCALL Board members. The Committee is the approving body for loans and policy development and they have substantial lending, banking, finance, and community development experience. Loan Fund Committee Members:

**Jeanine Kleimo**, Chairperson  
**Joe Belden, Doug Hazelton, Roland Ridgeway, Helen Stewart and Hal Wilson**

NCALL's Loan Fund is staffed by Director, Karen Kollias, a nationally known community development lender with 25 years of lending experience who directs underwriting and capitalization; Loan Operations Coordinator, Dave Callahan, with 15 years of community banking experience, who oversees customer service, settlements, and servicing activities. NCALL's Executive Director, Joe Myer, provides leadership, oversight, and guidance to the Loan Fund.

