

NCALL News

Spring 2006

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Articles contributed by
NCALL staff

NCALL Rated "Exemplary" by NeighborWorks America

NCALL was notified in February that the Organizational Health Tracking Committee of NeighborWorks America ranked it as "Exemplary". The Committee took into account standards for organizational health such as Resource Management, Organizational Oversight, and Production/Program Services. Rating categories for NeighborWorks America chartered organizations include Exemplary, Strong, and Vulnerable. NCALL is pleased to receive the highest recognition and will strive to maintain this status.

NCALL became a chartered NeighborWorks America organization in 2003 joining the Mid-Atlantic District of this premier housing network after a rigorous chartering review process. Over the past two and a half years NCALL has thoroughly appreciated the relationship with NeighborWorks America. The benefits have been substantial, both to NCALL and Delaware. Access to the outstanding training institutes, the substantial expertise available at the district and national levels, learning and exchanging with other network members, and being part of the National Campaign for Homeownership and Financial Literacy initiatives, all help to poise NCALL for the future so that we can better serve our customer base.

NeighborWorks America has also facilitated NCALL's goal of capital expansion of our Loan Fund. As a Community Development Financial Institution working hard to offer products that help fill the many financing gaps experienced by nonprofit housing organizations through community development lending, NCALL greatly appreciates the opportunity to access capital resources from NeighborWorks. Securing capital resources to serve Delaware and the Eastern Shores of Maryland and Virginia by helping to leverage affordable housing and community based facilities is an important part of NCALL's mission as we strive to strengthen the nonprofit housing sector. Through our collaboration with NeighborWorks America, NCALL is pleased to bring this new resource to town.

Raising Housing Awareness in Delaware

A grassroots advocacy event, *Day for Housing*, was held on March 22, 2006 and was organized by the Delaware Housing Coalition. NCALL, along with 34 other organizations, sponsored the event and converged on Dover to make legislators more aware of the housing issues affecting Delaware citizens. Coalition members and concerned citizens had an opportunity to speak to their Delaware legislators about specific concerns and about legislation being proposed. Building a small house on the legislative mall was the event's kickoff and was followed by a forum where speakers shared

about a number of affordable housing issues in Delaware.

Many of the participants advocated for \$8 million more for housing in the State's Housing Development Fund. Other issues addressed were the longstanding concern with the precarious situation of owners of manufactured housing on leased land, fair housing and housing discrimination, and rising cost of housing stock in Delaware. Signs spelling out H-O-U-S-I-N-G were displayed as well as other slogan signs such as "Help Wanted: Affordable Housing." Joe Myer, NCALL's Executive Director, was

quoted saying "The sheer price of housing, that has risen so dramatically, is causing housing problems for many more Delawareans." Ken Smith of the Housing Coalition shared that "Housing is a universal concern."

Recent research has shown that it takes an hourly wage of \$16.46 to afford a two bedroom apartment these days. Karen Speakman, NCALL's Deputy Director, stated at the event "I think the affordable housing issue is hitting everybody in this state."

Old Landing II Now Under Construction

Old Landing II L.P. closed on their construction loan at the end of January and the project is currently under construction. Old Landing II is a multi-family affordable housing complex that will be located in Millsboro, Delaware. This new housing project is sponsored by Millsboro Housing for Progress, Inc.

Old Landing II is a 30-unit apartment development comprised of 6 one-bedroom units, 12 two-bedroom units, 12 three-bedroom units, and a much needed community building. The construction phase of the project began in early March 2006 and it is progressing on schedule and is expected to be complete in August 2007.

This complex is being funded by Low Income Housing Tax Credits and HDF financing from the Delaware State Housing Authority, construction financing via a cooperative partnership between Discover and Commerce Banks, Enterprise

Community Investment, Inc. providing equity through tax credits, and grant funds from Discover Bank.

The permanent financing for this project was also innovative and is from an array of funders. Those sources include NCALL Research, Inc., Delaware State Housing Authority and Millsboro Housing for Progress, Inc.

A unique addition is rental assistance from the Delaware State Housing Authority for six units that are to be rented to households that are at or below 30% of Area Median Income. This is part of Governor Minner's initiative to serve families in poverty. In addition, to permanent financing, NCALL packaged the Old Landing II project and will continue to provide technical assistance throughout the construction phase.

Congratulations and good luck to Millsboro Housing for Progress!!

NCALL Participates in National Self-Help Housing Conference

NCALL's Self-Help Housing team of nine traveled to Denver, Colorado in mid-April to attend and present sessions at the National Self-Help Housing Conference.

The theme for the conference was "Self-Help Housing: A Window of Opportunity." NCALL's staff, along with approximately 650 other attendees enjoyed the two and a half days of training and networking that the conference offered.

Forty-nine training sessions were offered covering topics from Fair Housing & Civil Rights to Section 8 Homeownership Program. There were also times to network at a reception and a luncheon that were held during the conference.

Charleston Place Opens Its Doors



On January 9, 2006, William Roupp, Executive Director of Better Homes of Seaford, Inc. (BHS) held the Ribbon Cutting Ceremony for Charleston Place, which is an eleven unit senior citizen apartment complex. The financing for this project was obtained through USDA Rural Development, Delaware State Housing Authority, and grants from Wilmington Trust Company, Discover Bank, JP Morgan/Chase and Better Homes of Seaford, Inc. NCALL provided technical assistance to BHS.

What is now known as Charleston Place was once a shirt sewing factory with its history dating back to the 1940's. Norman N. Poole, President of the BHS Board of Directors and Mayor Short shared memories of this building housing a shirt factory during their childhood. The property was abandoned by its owners and had become an eyesore to the Seaford community so renovating this building into an affordable housing complex not only provides housing for the elderly it also helps preserve the community.

Charleston Place is the first of its kind for BHS as BHS' first conversion and first housing complex for income levels between 50-80% of area median income with no rental assistance. According to Mr. Roupp this housing complex is reaching a segment of Delaware's population that does not normally qualify for affordable housing and for this he is grateful. Charleston Place is also different in that this is the first time a senior citizen complex has more two-bedroom units than one bedrooms. Charleston Place is comprised of 3 one-bedroom units and 7 two-bedroom units.

The Ribbon Cutting Ceremony was well attended by the citizens of Seaford as well as representatives from local, state and federal governments. Rep. Castle also attended and spoke at the affair. Charleston Place is now fully rented-up and East Coast Property Management firm provides property management at this site.

Congratulations BHS!

NCALL Joins NWA's Financial Fitness Initiative

NeighborWorks America (NWA) has asked NCALL's Financial Literacy program to join NWA's national Financial Fitness Initiative.

NCALL's *Growing Your Money curriculum* is incorporated into NCALL's Homeownership Education and Counseling program to assist potential homebuyers with credit and budgeting issues in a classroom setting. NCALL's *Growing Your Money* entails ten hours of group education as well as individualized counseling.

As part of this initiative, NCALL expects program enrollees to number 125 persons per year, including low-income, minorities, and Spanish speaking households.

NCALL Turns 30!!

Where were you in 1976? Gas was fifty-nine cents per gallon, a new house cost about \$43,000, and a new car was under \$5,000. And most importantly in 1976, NCALL Research located on the Delmarva Peninsula and set out on a journey of rural housing improvement that continues today.

NCALL Research is celebrating its 30th Anniversary and will mark the occasion at an upcoming banquet in October. Please stay tuned for more information on this exciting event as we finalize the details.

NCALL Bids a Fond Farewell to Three Board Members



At the December, 2005 Board meeting, NCALL said goodbye to three very faithful and diligent board members after substantial tenures of service. Terms ended for Roger Pryor, Anthony DePrima, and Randy Adams last September. They were invited back for a dinner with the Board in December for some "appreciation time". Each was also presented with an engraved clock and a framed NCALL poster.

All three Board members helped to usher in major change at NCALL over the past few years. This included becoming a Charter member of NeighborWorks America which brought NCALL new training opportunities and resources. Additionally, all foresaw NCALL's rural housing services becoming more financial in nature and helped plan the expansion of NCALL's Loan Fund and the organization becoming a Community Development Financial Institution.

Roger Pryor served on NCALL's Board the longest, bringing his skills as the CRA /Community Affairs Director with Discover Bank. As such he provided leadership in many areas, including finance and lending. Roger was very helpful in launching the Delaware Rural Housing Consortium and helped by

reviewing the 3-Year Housing Plan and accompanying leaders to meetings with funders. He attended a number of NCALL's training sessions over the years watching staff in action. Through Discover, Roger supported NCALL's efforts in Kent and Sussex County through grants for homeownership counseling and NCALL's Loan Fund. Finally, Roger was a key member of NCALL's Loan Fund Committee.

Anthony DePrima served on the Board for the past several years as NCALL's governmental representative in his employment as City Manager of Dover, Delaware. Tony previously was Director of Planning for the City of Dover and this planning background was very beneficial to NCALL as it undertook strategic planning. He was particularly helpful linking NCALL with a major Downtown Dover Initiative to increase the homeownership rate and improve the quality of housing in the CDBG target area. Also, under Tony's tenure, NCALL worked with the City's planning staff to design and implement the City's First Start downpayment and settlement program to assist first-time homebuyers.

Randy Adams served as a Board member for several years helping to bring a national perspective to NCALL's Board of Directors. Based in Washington, D.C., Randy was the Director of Rural Community Assistance Program (RCAP) providing national support to an important network of regional nonprofits working on water and waste water issues so critical to rural areas. Randy always brought NCALL a funding update as both RCAP and

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NCALL's Loan Fund

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There are some great stories behind these recent accomplishments. In meeting one of our objectives related to stimulating community development impact, the Loan Fund built has been able to participate with Inter-Faith Mission of Sussex County through financing a building which InterFaith operates as a group home available for poultry workers, financing the acquisition of land and its pre-development for rental housing; and offering financing of a building to be used as Inter-Faith's offices. In meeting an objective related to capitalization, NCALL has been fortunate to receive a diverse range of resources from NeighborWorks capital, Wachovia and a very recent commitment from FNMA. These commitments have been critical in NCALL's capitalization work to date. In meeting our objective related to collaborating with other financing entities and leveraging their resources, we have been successful in arranging participations in our loans with others. For example, the Housing Assistance Council (HAC) is a 50% participant in one of the Inter-Faith loans.

Stay tuned to the Loan Fund as it is certainly making headway. If you have further questions or want some more information, please contact Karen Kollias, the Loan Fund Coordinator through email at: kkollias@ncall.org.

NCALL's Loan Fund Committee consists of Jeanine Kleimo, Joe Belden, Douglas Hazelton, Roland Ridgeway, Helen Stewart, and Hal Wilson.

NCALL Welcomes Carolyn Figueroa!



Late last fall NCALL welcomed Carolyn Figueroa as our new Receptionist. Carolyn is a graduate of the Katharine Gibbs School in New York and has an Associates Degree in Office Administration.

After graduation she began working for LISC, a nonprofit organization that assists community development organizations help rebuild distressed neighborhoods, as an Executive Secretary for the Program Vice President of the NE Region. In June 2003, she relocated to Delaware and began work as an Office Administrator for a local daycare business.

Carolyn enjoys the work she does as NCALL's Receptionist. She is also starting the home buying process herself with NCALL's housing counseling program. She hopes to soon achieve her goal of homeownership for her eight-year son and herself.

NCALL welcomes Carolyn!

What's Up with NCALL's Loan Fund? Lots!

For nearly 20 years, NCALL provided modest pre-development loans to non-profit organizations. In the middle of 2003, NCALL recognized that the financial needs and opportunities for such loans were growing and the transactions were getting more complicated. In this regard, NCALL made a commitment to build the Loan Fund to better meet the market and opportunities of community development loans. NCALL's lending market is defined with:

- Non-profits which have housing as a major part of their mission are the target borrowers;
- Loans are targeted for projects in rural locations;
- The Loan Fund reaches to communities throughout the Delmarva Peninsula;
- Offering a broad range of products, but each specifically tailored to the needs and capacity of the borrower and the project;
- Building relationships so there is a mutual desire to provide new loans to existing borrowers.

In the last two years a lot has changed. In early 2004, NCALL hired a seasoned community development lender, began an aggressive pursuit of capital and developed a business plan outlining the products and target markets for the Loan

Fund. The following progress has been made thus far.

- Certification of the Fund as a Community Development Financial Institution (CDFI).
- Closing in on a \$5 million capitalization goal nearly a year early.
- Origination of \$1.9 million in loans and \$800,000 in commitments ready to close this summer. This represents 11 total loans.
- Establishment of several loan products (including acquisition/site development, pre-development and bridge financing, working capital, community based facilities, specific types of multi-family financing, and revolving lines of credit for homeownership projects).
- Connecting loans with community benefit and an increase in financial strength for our non-profit borrowers.
- Increasing the technical (full-time staff) capacity in NCALL committed to the Loan Fund.
- Through the end of 2006, the Loan fund has a pipeline of over \$2 million, and due to collaborations, leveraging more than \$10 for every Loan Fund \$1.

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NCALL's 2005 Annual Report Available

NCALL's Annual Report for 2005 is now available. If you have not yet received one, please contact us for a copy. They are also available to review online. Visit our website at www.ncall.org.

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NCALL is an affiliate of the United Way of Delaware



Federal Budget Update

<i>USDA or HUD Housing Programs (in millions of dollars)</i>	<i>FY 2006 Approp.</i>	<i>Proposed Budget FY 07</i>
502 Single Family Direct	\$1,140.8	\$1,238
502 Single Family Guaranteed	3,681	3,565
504 Repair Loans	35	36.3
504 Repair Grants	30	30
514 Farm Labor Hsg. Loans	38.5	41.6
515 Rental Hsg. Direct Loans	100	0
516 Farm Labor Hsg. Grants	14	13.9
523 Self-Help Tech. Asst.	34	37.6
521 Rental Assistance	653	486.3
CDBG	4,220	3,032
HOME	1,750	1,916*
RHED	17	0

NCALL Staff Recognized for Longevity

At NCALL's Annual Christmas Party in December, several staff members were recognized and awarded for their longevity of service to NCALL. Nathaniel Horsey, Stephanie Johnson and Maggie Cook-Pleasant received awards for five years. NCALL's Senior Secretary, Joan Edwards, was recognized for her 15 years of dedication.

In May, two other employees were recognized. Lisa Spellman and Dorothy Lyman both left NCALL for other opportunities and later returned to NCALL, having each now provided NCALL with a total of seven years of service. We are grateful for returnees!!

Thanks to all of these employees for their dedication! NCALL is grateful to each of you for your years of service and longevity!

* Includes \$100 million as part of the American Dream Downpayment Initiative.

Board Members *(Continued from Page 4)*

NCALL utilized a number of USDA's programs.

We want to thank all of these dedicated professionals for giving of their time and talents to help NCALL better carry out its mission. Each was a model Board member in his own way.