



**5,000 homeowners...
...one family at a time.**



2004 Annual Report

Year at a Glance

- Assisted a record 110 organizations interested or involved in the Mutual Self-Help Housing Program. All of this activity leveraged over \$8 million in Section 502 mortgage funds.
- Helped three multi-family housing developments to complete construction. These developments provide 60 units of affordable housing to the Delmarva Peninsula. An additional 257 units are under construction or have been funded because of NCALL's assistance.
- Counseled and assisted 266 first-time homebuyer closings, leveraging over \$32 million in attractive mortgages.
- Counseled and assisted 37 rural households to obtain Rural Development mortgages or home repairs, leveraging over \$4 million in attractive mortgages.
- Counseled 47 public housing residents participating in NCALL's Individual Development Account program and three became homeowners.
- Helped the Delaware Rural Housing Consortium to embark on its new three year plan with the goal of completing 12 projects, leveraging \$69 million in housing financing, and serving 740 rural households.
- NCALL's Loan Fund was awarded a CDFI Planning and Technical Assistance Grant, with product development, capitalization, and loan originations and commitments underway.
- Reached the milestone of 5,000 homeowner closings, leveraging more than \$429 million in attractive conventional and Rural Development mortgages.

This annual report reflects the activity of the National Council on Agricultural Life & Labor Research Fund, Inc. (NCALL) during the time period of October 1, 2003 - September 30, 2004.

Message from the President and Executive Director

Dear Friends,

2004 has been a banner year for NCALL's Board of Directors and staff in many ways, as each team made substantial progress achieving goals, providing housing technical assistance, and facilitating households to shape and improve their housing future.

Many people know NCALL from the variety of housing technical assistance we provide including self-help housing, multi-family housing development, CHDO assistance, and work through the Delaware Rural Housing Consortium. Our nonprofit customers know us from our housing development, asset management, and organizational development technical assistance. Another whole set of stakeholders know NCALL for its direct services, assisting low and moderate income households to achieve their personal housing goals through Homeownership Counseling, Rural Development (RD) mortgage packaging, and Individual Development Account counseling.

NCALL's direct services started in 1985 through a pilot project to see how much RD Section 502 financing we could bring into Delaware by helping low and very low income households to package their mortgage applications for new homes. That assistance has continued over the years, helping rural Delawareans to access this very attractive mortgage program. A full-fledged homeownership counseling program was established in Kent County, Delaware in 1989 with a substantial curriculum and backing from a number of banks. Demand soon drove NCALL

north to New Castle County and south to Sussex County, so that now our homeownership education and counseling services are provided statewide with offices in each county. NCALL also became the largest volume pre-purchase counseling agency in terms of actual customer caseload and closings in Delaware.

We celebrate NCALL's 5,000th homeowner in 2004. The economic impact of 5,000 homeowners to Delaware cannot be underestimated. NCALL has helped the state reach one of the highest homeownership rates in the nation. Attractive mortgages leveraged \$429 million which represents substantial real estate activity and dramatic economic output. However, the non-economic impact is just as dramatic as decent, affordable housing and wealth creation impacts family health, education, esteem, prosperity and more. We are pleased to share the story of NCALL's 5,000th homeowner, Olivia Thomas, and appreciate her helping us to celebrate this accomplishment.

Furthering our homeownership work this year, NCALL joined the Neighborhood Reinvestment Corporation's NeighborWork's Campaign for Homeownership. A June announcement and celebration kicked off the campaign. Without the counseling and education component, it is doubtful that many of our customers would have become homeowners.



NCALL's Executive Director Joe Myer and Board President Roland Ridgeway.

NCALL continues to tweak its program to assure the highest level of consumer education.

The full Board of Directors retreated for two days of strategic planning for NCALL's future. NCALL's Loan Fund continues its transformation with an important Community Development Financial Institution technical assistance and planning grant and the hard work of the Loan Fund Committee.

Please join us in celebrating the accomplishment of 5,000 homeowners. A heart-felt thanks goes to our many stakeholders who continue to make the good work of NCALL possible.

Roland R. Ridgeway, President

Joe L. Myer, Executive Director

The Significance of 5,000 Homeowners

During NCALL's 2004 fiscal year, we passed a major milestone. Our homeownership counseling/RDHI programs produced NCALL's 5,000th homeowner. NCALL is proud to have had a positive impact on these 5,000 families. It is hard to imagine all of the individual stories that could be told from these homeowners. One such story is that of Olivia Thomas. Olivia Thomas is thrilled! And NCALL is proud of its 5000th Homeowner!

Olivia became a homeowner for the first time in June, 2004 after completing NCALL's homeownership counseling process with her counselor, Denise Freeman. "The whole process was easier than I thought it would be," explains Olivia. "NCALL is helpful, and Denise was a really big help. She was more than willing to assist at any time, always promptly returning my calls, and never rushing any of the sessions."

Denise says that Olivia was very motivated. During the year that NCALL worked with her, she stayed focused on her goal of becoming a homeowner and worked on her budget, creating savings and resolving some credit issues.

Olivia and her two daughters, Nichelle and Ashley, previously lived with her parents while she was preparing for homeownership. Olivia's parents were very supportive, but now Olivia feels a sense of independence that she never had before. "Homeownership provides a source of equity and tax deductions – not to mention opportunities for sleepovers for the girls and cook-outs!" says Olivia.

She strongly advocates home-

ownership and has even recommended NCALL's services to a friend of hers, who is now a hopeful prospective homebuyer in the early stages of the process.

NCALL congratulates not only Olivia, but all of the other homeowners that preceded her. We are proud to be a part of all of their success stories.

NCALL's achievement of 5,000 homeowners is significant for many reasons. Homeownership has many benefits; it's impact can be felt not only by the individual and their family, but also by their surrounding community.

Although the economic benefits are very significant (*economic benefits are shown in the box on the next page*), there are many social and community benefits associated with housing families and individuals in decent, safe, and affordable homes and expanding access to homeownership. Two studies share such social benefits: *Investing To Meet Delaware's Affordable Housing Needs: An Economic Impact Analysis (2004)* and *Meeting Our Nation's Housing Challenges*, a 2002 Millennial Housing Commission report to Congress, which shares: "*Decent, affordable, and accessible housing fosters self-sufficiency, brings stability to families and new vitality to distressed communities, and supports overall economic growth. Very particularly, it improves life outcomes for children. In the process, it reduces a host of costly social and economic*



Olivia Thomas, NCALL's 5,000th homeowner, stands proudly with her homeownership counselor, Denise Freeman.

*problems that place enormous strains on the nation's education, public health, social service, law enforcement, criminal justice, and welfare systems. **Housing very much matters – to the individual, to the family, to the neighborhood, and to the nation.***

Studies Show the Following:

- Decent, affordable, and stable housing fosters family stability and provides a positive environment for children to grow up in.
- Families unable to afford good-quality housing may move more frequently and disruptions have a strong impact on school performance.
- There are correlations of homeownership with completion of high school and lower teenage pregnancy rates.
- Affordable housing has a direct connection with success in school and later on in life.
- There is a relationship be-

tween better-quality housing and lower levels of psychological distress, reduced health care costs and improved productivity.

- Children who live in substandard housing are more likely to suffer health conditions from lead poisoning, which is linked to learning disorders and behavioral problems. The incidence of asthma and allergies is increased in substandard housing and faulty electrical systems, poor lighting, incomplete plumbing, and other deficiencies increase the risk of illness, injuries, and death.
- State efforts to promote transitions from welfare to work benefit from access to and removal of barriers from decent, affordable housing and homeownership.
- Homeownership represents 44% of the gross assets for families earning \$50,000 or less, enabling families to build financial resources that can be tapped for other purposes.
- Female heads of households with children, one population targeted by NCALL, are most vulnerable to poverty, homelessness and extreme rent burden.
- When choosing where to locate, employers consider cost-of-living and quality-of-life indices, including availability of housing affordable to a cross-section of workers.

Economic Impact of 5,000 Homeowners

New Homebuyers: 5,000
Attractive mortgage financing leveraged: \$429,324,779

The above facts were applied to the NeighborWorks [Guide to Estimating the Economic Benefits of Homebuyer Programs](#) using conservative rates and indices to determine the following estimated economic outcomes of NCALL's accomplishment:

One-Time Benefits

Lender Revenues from Loan Fees	\$4,240,000
Fees and Commissions for Real Estate Brokers	25,740,000
Title Insurance Premiums	1,070,000
Transfer and Fees for Local Governments	5,360,000
Attorney's Fees	1,500,000
Added "Move-In" Spending by Households*	12,220,000
Local Economic Income from New Construction Units**	80,166,000
Local Jobs Supported through Construction (FTEs)	1,985

Ongoing Benefits***

Wealth Accumulated as Home Equity over 10 Years @ 3%	\$233,905,000
Lender Revenues from Mortgage Interest over 10.5 Years	143,580,000

Grand Total in Economic Benefit Dollars \$507,781,000
Grand Total in Job Creation 1,985

*Includes home maintenance, furniture, appliance, floor covering, and property insurance purchases.

**Includes direct, indirect, and induced income for portion of homes that were new construction.

***Average length of ownership on first-time homebuyer loans is 10.5 years.

NCALL believes deeply in the importance of homeownership and will continue to strive to make the American Dream come true for thousands more Delaware families.

Olivia Thomas and her daughters in front of their Dover townhouse.



Housing Development

NCALL's housing development team assisted an array of nonprofit housing development corporations during fiscal year 2004 whose goals were to develop affordable housing to serve low-income families, the elderly, and farmworkers. The addition of these units helps to bridge the housing affordability gap that exists on the Delmarva Peninsula. This gap exists in sizable proportions in rural Delmarva for several reasons. Rural areas typically have lower median incomes, and many of the jobs are service sector and related to agriculture. Delmarva's rural areas have the highest rate of substandard housing when compared to its urban counterparts, and often, these rural areas do not have adequate public water or sewer systems, which also complicates the ability to develop this much needed housing.

In 2004, NCALL helped to obtain new or supplemental financing from a mixture of sources, including Rural Development's Section 515 rental program, Rural Development's Section 514-516 farm labor housing program, Low Income Housing Tax Credits, State Housing Financing, HOME funds, and Federal Home Loan Bank funding. Rental assistance has also been secured for these units, which means that they will

be affordable to very-low income households.

Fiscal year 2004 is no different than past years in that it has taken an assortment of complicated financing sources to



Located in Bridgeville, Delaware, Elizabeth Cornish Landing Annex is a 16 unit migrant farmworker housing complex sponsored by Delmarva Rural Ministries. This complex is being financed by Rural Development.

reach the goal of affordable housing. NCALL's technical expertise helps sponsors wade through the necessary paperwork and complicated regulatory requirements of each financing source.

NCALL is pleased to announce that in fiscal year 2004, 60 units of affordable housing were completed. Listed below are the locations, sponsors and number of units for these three complexes.

- Greenbrier Court, Snow Hill Citizens for Decent Housing, Inc., Snow Hill, MD – 24 units
- Park Royal, Milford Housing Development Corporation, Milton, DE – 32 units
- Knollwood Revitalization, New Knollwood Civic

Association, Claymont, DE – 4 units

In addition to the 60 units completed, NCALL is assisting several nonprofits with developing rental housing complexes that are either under construction, have received funding, or are in the predevelopment phase. There are 39 units currently under construction, 218 units with committed funding, and 18 units in the predevelopment phase.

A new in-depth focus of NCALL's is to offer organizational development assistance to locally based nonprofit housing corporations. We want to ensure that Boards of Directors, committees, and staff are functioning

in a manner that enhances their organization. The service includes assessments customized to the needs of nonprofit organizations to determine strengths to enhance and weaknesses to improve upon. Often smaller organizations with few staff can benefit from organizational development assistance with planning, operations, Board recruiting, internal controls, etc. Also, more mature organizations often need to take time to step back, see where the organization has come from, and where the Board wants it to go, as well as determine what kind of organizational infrastructure is necessary to get there. From time to time, all nonprofits experience organizational issues and can benefit from state-of-

the-art assessment, planning, and implementation assistance. Asset Management technical assistance is also available to member organizations of the Delaware Rural Housing Consortium. This holistic approach to housing technical assistance puts NCALL at the front of rural housing intermediaries.

The work of NCALL's housing development team is funded through a Department of Labor grant to assist nonprofits to provide permanent and temporary housing for farmworkers throughout the Delmarva peninsula and a HUD

CHDO technical assistance contract to assist Delaware

nonprofits. Private funding also supplements these services.



Charleston Place represents the renovation of a sewing factory into 11 units of elderly housing developed by Better Homes of Seaford, Inc. This complex is located in Seaford, DE and expects to be completed in 2005.

NCALL Loan Fund

Over this past year, and as NCALL moves into 2005, much progress has been made to position NCALL's Loan Fund to better serve the housing and community development needs of our nonprofit customers as we begin offering a higher level of financial assistance as an emerging Community Development Financial Institution (CDFI).

This progress has been supported and made possible by a very active Loan Fund Committee and substantial guidance from NCALL staff. The following members of the board serve on the Loan Committee: Jeanine Kleimo, Chair; Joe Belden; Roger Pryor; Roland Ridgeway; and Hal Wilson. This committee has substantial lending, CDFI, loan fund, servicing, and collections experience that will help move NCALL's Loan Fund to the next level.

If your organization or project needs financial assistance, contact NCALL to discuss tailoring a loan to meet your needs.

During the 2004 fiscal year NCALL continued to originate and underwrite new loans to nonprofit organizations throughout Delmarva; requested and received \$226,320 in new capital resources; developed new loan products; began development of a capitalization strategy for the Loan Fund; established loan loss reserves for the Loan Fund; greatly increased internal technical lending capacity with the employment of a Loan Fund Manager; and received a technical assistance contract award from the CDFI Fund, U.S. Department of the Treasury. NCALL also joined the National Community Capital Association (NCCA), the largest membership organization nationwide for loan funds.

NCALL applied for CDFI status and is in the process of becoming certified as a CDFI and a Community Development Entity (CDE).

A Market Analysis will be contracted for in 2005 to measure demand for NCALL's financial services, help with new product development, and determine the geography to be served by the Loan Fund. Current and prospective customers and overall Loan Fund stakeholders will be interviewed to assess "real world" demand and seek guidance so NCALL's Loan Fund can best address the housing and organizational financing gaps that exist.

NCALL no longer has a formal application process and suggests that, as this CDFI emerges, nonprofit organizations with financing needs discuss their situation with NCALL. The assistance can be tailored specifically to the customer while offering sound financial advice. This approach is resulting in very creative financial products which will set the stage for filling some of the real gaps in financing that now exist both organizationally and with housing projects.

The Delaware Rural Housing Consortium

Formed in 1997 by seven non-profit organizations, the Consortium's goal is to address the affordable housing needs of rural Delaware. NCALL is the administrative agent for the Consortium.

2004 was the first year of the Consortium's new Three-Year Housing Development

Plan 2004-2006. This new plan encompasses 12 housing projects/services valued at \$69 million and will serve 740 rural households with new or improved housing conditions. The projects are a mix of new construction apartments, rehabilitated apartments, self-help homes, emergency home repairs and revitalization, and homeownership counseling closings. This fiscal year has been a productive year with projects in development and financing stages and a few already reaching construction.

This plan culminates from the initial 2000-2003 Plan that was so successful at coordinating the housing development activities of seven nonprofit housing organizations serving central and southern Delaware.

The objectives of the 2004-2006 Plan are:

1. Develop a variety of affordable housing choices for at-risk households.
2. Provide quality consumer housing counseling on a pre-purchase basis for first-time homebuyers.
3. Introduce a major Asset

Management component for existing and new properties.

4. Undertake and enhance Resident Services at multi-family housing sites.
5. Undertake and enhance the consolidation of professional services for housing development, property management, and operations.

The Consortium is embarking on a new three-year initiative encompassing 12 projects, leveraging \$69 million in housing financing, and serving 740 rural households.

The Delaware Rural Housing Consortium continues to be a highly successful example of collaboration and capacity building. The most recent aspect of shared Asset Management Services is a model initiative to train rural nonprofit owners how to assure their multi-family properties are properly structured, have sufficient

organizations will perform both now and well into the future, benefiting the owner, all financing agencies, and not the least, the residents. Boards, committees, and staff are eagerly learning about this new responsibility and implementing necessary policies and procedures.

To date the following institutions have financially supported the Consortium's Three-Year Housing Development Plan 2004-2006: Artisans' Bank, Bank One Foundation, Deutsche Bank, Housing Capacity Building Program, JPMorganChase Foundation, Laffey-McHugh Foundation, Wilmington Trust, and Wilmington Savings Fund Society.

The Delaware Rural Housing Consortium is directed by a Steering Committee made up of two persons from each member organization. The member organizations have entered into a joint Memorandum of Understanding which details how the Consortium will operate, as well as the standards the member organizations will abide by. Minutes and financial reports of each monthly meeting are maintained. Assets of the Consortium are held in the custody of NCALL which restricts their use solely to Consortium expenditures. Member organizations move forward with their coordinated housing projects through the predevelopment, financing, construction, and occupancy stages. Resources are passed through to Consortium member organizations to help assure the ambitious goal of 740 households assisted will be achieved.

Consortium Members

"Doing together what we cannot do alone"

Appoquinimink Development, Inc.
Better Homes of Seaford, Inc.
Delmarva Rural Ministries, Inc.
InterFaith Mission of Sussex County, Inc.
Milford Housing Development Corporation
Millsboro Housing for Progress, Inc.
NCALL Research, Inc.

budgets and replacement reserves, are well maintained, are in compliance, have capital improvement plans, and offer resident services and satisfaction. Prior to this new initiative, the Boards of Directors and staff of rural Delaware nonprofits did not have access to an Asset Management professional. This new form of technical assistance is helping to assure that multi-family housing properties developed by Consortium member

Self-Help Housing

NCALL administers a regional self-help housing technical assistance contract with the National Office of USDA's Rural Housing Service. NCALL's self-help team provides existing and prospective nonprofit grantees with training and management assistance throughout the 21-state northeast/midwestern quadrant of the nation. Services include training in application packaging, program planning, construction and grants management, and capacity building assistance.

During this fiscal year, NCALL's self-help team provided technical assistance and services to 110

organizations. This number includes 70 inquiries, 14 operating grantees operating 16 grants, nine organizations with approved pre-development applications, and 17 prospective



Self-Help Region

grantees. Four of the operating grantees were new this year, which represents a significant amount of additional start-up work.

The team made an incredible 187 trips throughout the region this year providing our technical services to these groups. Some of these trips included 25

orientation trips, four outreach meetings, 16 Pre-Development trainings and 12 Final Application trainings.

In April 2004, NCALL hosted a regional self-help housing conference in Providence, RI. This event was attended by 74 participants, including staff and speakers. Thirty roundtable topics and six



This is a typical self-help home built in Wisconsin; it has three bedrooms, two bathrooms and a basement. An average self-help home built in our region this year has 1,219 sq. ft., with 3.1 bedrooms and 1.65 bathrooms.

general sessions were held during the two and a half day conference. Outside speakers included two accountants, an insurance agent, representatives from the American Red Cross and OSHA, a lawyer that works with banks to improve their CRA commitment and the National Manager of Rural Initiatives for Neighbor-Works. In June NCALL staff also attended and conducted sessions at the National Self-Help Housing Conference in San Diego, CA.

A total of \$3,038,475 in 523 dollars were obligated during FY 2004. This total represents ten pre-development grants, seven operating grants and two subsequent grants. Other noteworthy regional statistics include the 85 families that closed on their self-help loans and the \$17,778 average savings families gained using their own "sweat equity".

All of this activity leveraged over eight million dollars in Section 502 mortgage funds and \$561,283 in non-502 conventional financing.



A Rural Development worker volunteers to help the self-help participants in Washington Court House, Ohio.

Homeownership Counseling



NCALL employees Debbie Andrews and Lucia Campos along with Leandro Herrera Perez, a graduate of the Finanzas Program. He continued with NCALL to receive homeownership counseling and successfully purchased his own home in January of 2004.

NCALL's Homeownership Counseling provides education and counseling services to Delaware's low and moderate income families so they can achieve the dream of homeownership. During fiscal year 2004, NCALL assisted 266 families in becoming homeowners.

NCALL's statewide homeownership counseling program utilizes a proven, state-of-the-art curriculum that walks the families through every step of the home buying process. Homeownership counseling emphasizes money management skills, resolving credit problems, establishing savings, evaluating housing options, and comparing available mortgage loans and down payment and settlement assistance programs. In addition, NCALL counselors prepare the families for the responsibility of homeownership. Workshops are held monthly in each county and are followed by one-on-one

sessions, which are tailored to the client's needs. The counselors are available to the families throughout the entire home buying process.

NCALL also has a partnership with Chase Manhattan Mortgage Corporation to provide homeownership education and counseling to homebuyers through Chase's "Fast Track" Mortgage Loan Program. This unique program offers Chase's mortgage loan applicants a Saturday workshop along with an individual counseling session prior to settlement.

An exciting partnership between Fannie Mae, Delaware State Housing Authority, Citizens Bank, Perdue Farms, and NCALL has the goal of educating the employees at the Perdue poultry plant on basic banking and money management skills. As a result of the pilot program, employees became more interested in using local financial institutions and considering homeownership opportunities. NCALL's Spanish speaking housing counselor led this program called *Finanzas*. During this past fiscal year, four six-week long pilot classes were held at Perdue in Georgetown, DE, where meetings occurred

twice per week. A total of 40 employees participated with 31 completing the course. The FDIC's "Money Smart" program curriculum was used as a study guide. All clients were invited and encouraged to continue working with the housing counselor to prepare for homeownership even after the course was completed. Seven of the course graduates are still working with NCALL to prepare for homeownership. Now the Finanzas Program has been funded to expand and offer the program to the other Delaware poultry plants in Sussex County. Finanzas won a national NeighborWorks award in 2004 for "Best Strategy for Reaching Minority Home Buyers" under their Innovations in Homeownership competition.

This year NCALL joined the Neighborhood Works Campaign for Homeownership. The campaign's five year goal is to achieve 50,000 new homeowners nationwide.

NCALL is a HUD certified Housing Counseling agency and all of our counselors are certified Homeownership Counselors. NCALL has offices in Dover, Newark, and Georgetown for the convenience of our clients. Workshops and counseling sessions are also available in Spanish at our Georgetown location.

Housing Counseling Statistics for FY 2004

- 832 New clients
- 266 Families achieving homeownership (closings)
- \$32,356,638 Mortgage loans leveraged
- 40% Female headed households
- 60% Households had incomes below 80% of median income
- 126 Households received downpayment and/or settlement assistance
- 31 Participants graduated from Finanzas

Rural Delaware Homeownership Initiative

NCALL's statewide Rural Delaware Homeownership Initiative provides assistance to families who wish to apply for homeownership loans and home repair loans and grants from the USDA Rural Development's Section 502 homeownership and Section 504 home repair programs. The excellent mortgage financing is available for families with incomes that are 80% or less of county median income. Rural Development also offers a leveraged mortgage program where at least 20% of the financing is provided by a conventional lender at the same time as the Rural Development Direct loan.

The RDHI Housing Counselors' services to potential borrowers include: credit and budget counseling, training on program specifics, development of pre-purchase and post-purchase budgets, assistance with the search for property, preparation of the loan application, and counseling assistance on all

phases of the Rural Development loan process.

Health and safety related home repair loans are available to very low income homeowners through the USDA Rural Development Section 504 program. Elderly homeowners may apply for home repair grants or grant and loan combinations. The RDHI Counselors assist homeowners in qualifying for this program and obtaining cost estimates from contractors for the needed repairs.



Along with her daughters, Juanita Gomez proudly stands in front of the new home that she purchased with a Rural Development 502 loan.

RDHI Statistics for FY 2004

502&504 applications packaged/submitted	70
502&504 loans & grants closed	37
Families served with incomes below 50% of median	70%
Average income of families served	\$20,189
Homeownership & repair financing leveraged	\$4,072,410

Individual Development Account Program

In collaboration with First State Community Loan Fund and through a contract with the Delaware State Housing Authority, NCALL provides financial literacy, asset specific training, and counseling to public housing tenants interested in establishing an Individual Development Account (IDA) in Kent and Sussex Counties.

Twenty-one IDA savings accounts were opened this year for a total of 47 investor clients enrolled in NCALL's program. All interested IDA investors must attend a financial literacy course and choose an asset to save for.

They can choose to save for a house, a small business, or a post secondary education. A great incentive is offered as a 1.5 match is provided of their savings up to \$ 1,500. So, one could save \$ 1,500 towards their goal and receive another \$2,250 for a total of \$3,750. While investors are saving money in their IDA accounts, they are also working on their credit situation and budgets. One on one counseling sessions are held to help the families with credit repair and debt repayment, so that they can reach their asset and saving goals. In addition, there are peer group sessions

held bi-monthly to discuss issues and strategies with the investors.

Of the 47 investors with accounts opened in NCALL's IDA program, 95% are single parent households, their average income is \$18,675, 87% are African American, and 44 have chosen to save for homeownership. There were 11 financial literacy graduates this year.

During the 2004 fiscal year, three of the IDA clients received their matching funds when they purchased their own homes.

NCALL's Mission

To provide opportunities for safe, decent, affordable housing and improve housing conditions of low and moderate income people primarily in rural areas. To that end we seek to:

- *Engage in and encourage others to participate in effective community housing efforts.*
- *Provide training, technical assistance, and support, including financial, to organizations to enhance their capacity.*
- *Encourage, support, and educate people to obtain decent, affordable homeownership, home repairs, and rental housing.*
- *Increase public awareness about successful housing models and the need to improve housing conditions.*
- *Formulate and advocate improved public policy.*

Comprehensive Financial Statements

Following are comprehensive financial statements excerpted from NCALL's Fiscal Year 2004 (October 1, 2003 - September 30, 2004) audit performed by the accounting firm of Barbacane, Thornton and Company, Certified Public Accountants, Wilmington, Delaware. Complete audited statements are available from NCALL upon request.

Balance Sheet As Of Sept. 30, 2004	Statement of Revenue and Expenses Year Ended Sept. 30, 2004
Assets Cash and Investments \$1,691,930 Cash restricted by the Consortium 147,398 Cash restricted by the Loan Fund 226,320 Loans receivable 236,360 Grants receivable 127,728 Fees receivable 54,350 Prepaid Insurance 7,887 Fixed assets, net 1,076,383 Total Assets \$3,568,356	Revenue Program revenue \$2,259,555 Other revenue 34,019 Total Revenue \$2,293,574 Expenses Program activities \$1,323,720 Support Services 372,759 Total Expenses \$1,696,479 Increase in Net Assets \$597,095
Liabilities and Net Assets Funds held on behalf of Consortium 147,398 Other liabilities 138,173 Net assets 3,282,785 Total Liabilities & Net Assets \$3,568,356	

Funding Sources

Grants, Contributions, & Contracts (October 1, 2003 - September 30, 2004)

Debbie Andrews	Discover Bank	JPMorgan Chase Foundation	Debra Singletary
Artisans' Bank	East Coast Property	JPMorgan Chase	Bruce Smith
Bank of America Charitable Campaign	Management	David Keach	Lisa Spellman
Bank of New Castle	Joan Edwards	Laffey-McHugh Foundation	State Employees Charitable Campaign
Bank One Foundation	Fannie Mae, Delaware Partnership Office	Mark Lasocha	State Farm Mutual Insurance
Marsha Carson	Fannie Mae Foundation	Connie Louder	Kenneth Thorpe, Jr.
Catholic Charities	Florida Non-Profit Housing, Inc.	MBNA America Bank	Natishia Tolliver
Citigroup Foundation	Angela Fraley	James McDowell	United Way of Delaware
Citizens Bank	Denise Freeman	Joellen Mitchell	US Department of HUD
Tara Clifford	F.B. Heron Foundation	Ulla Moore	USDA, Rural Housing Services
Stacie Collins	Tara Gallagher	Joe Myer	Alexander Vasquez
County Bank	Christy Harrington	Nationwide Foundation	Bonnie Wertanen
John Covington	Housing Capacity Building Program	NeighborhoodWorks / NRC	Wesley United Methodist Church
Frank DeFroda	Patricia Hughes	New Castle County	Whirlpool Financial National Bank
Delaware Federation of Housing Counselors	Andrea Illig	New Castle County Board of Realtors	Tamara Williams
Delaware Grant-in-Aid	InterFaith Mission of Sussex County	New Castle Presbytery Speer Trust Fund	Wilmington Trust
Delaware State Housing Authority	Adrienne Jackson	Carolyn Overton	WSFS
Delmarva Rural Ministries	Ralph Johnson	PNC Foundation	
Deutsche Bank	Stephanie Johnson	Barbara Peterson	
Sherry DeZwarte		Gregg Quander-Smith	
		Denise Roberson	

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The Board of Directors

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Roland Ridgeway
Jeanine Kleimo
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Ralph Johnson

Randy Adams
David Annis
Patricia Batchelor
Joe Belden
Anthony DePrima

William Hughes
Roger Pryor
Debra Singletary
Harold Truxon
Harold Wilson



Pictured left to right. First row: Marilyn Morris, Jeanine Kleimo, and Roland Ridgeway. Second row: David Annis, Ralph Johnson, Harold Wilson, Anthony DePrima, Roger Pryor, Randy Adams, William Hughes and Joe Belden. Not pictured: Harold Truxon, Patricia Batchelor and Debra Singletary.

NCALL's Staff

Executive Director	<i>Joe L. Myer</i>	Housing Counselor	<i>Nathaniel Horsey</i>
Deputy Director	<i>Karen B. Speakman</i>	Housing Counselor	<i>Stephanie Johnson</i>
Self-Help Hsg. Coord.	<i>Sherry L. DeZwarte</i>	Asset Manager	<i>Karen Kollias</i>
Hsg. Counseling Coord.	<i>Debbie J. Andrews</i>	Self-Help Hsg. Specialist	<i>Mark S. Lasocha</i>
Housing Counselor	<i>Dorothy Broadnax-Lyman</i>	SH Spec./Grant Writer	<i>Julie Loescher</i>
Housing Counselor	<i>Lucia C. Campos</i>	Self-Help Hsg. Specialist	<i>Jill E. Lordan</i>
Housing Counselor	<i>Sharon Y. Cephas</i>	Financial Coordinator	<i>Connie H. Louder</i>
Hsg. Development Spec.	<i>Maggie Cook-Pleasant</i>	Self-Help Hsg. Specialist	<i>Ulla M. Moore</i>
Housing Counselor	<i>Tomeka Crawford</i>	Self-Help Hsg. Specialist	<i>Mary E. Randall</i>
Senior Secretary	<i>Joan S. Edwards</i>	Receptionist / Clerk	<i>Pauline Smith</i>
Housing Counselor	<i>Denise Freeman</i>	Self-Help Hsg. Specialist	<i>Lisa M. Spellman</i>
Hsg. Development Spec.	<i>Rochelle Graham</i>	Housing Counselor	<i>Joyce A. Stell</i>
		Self-Help Hsg. Program Analyst	<i>Valerie Thompson</i>



Pictured left to right. First row: Karen Kollias, Karen Speakman, and Joe Myer. Second row: Maggie Cook-Pleasant, Stephanie Johnson, Debbie Andrews, Sherry DeZwarte, Rochelle Graham, and Denise Freeman. Third row: Connie Louder, Sharon Cephas, Pauline Smith, Ulla Moore, Joyce Stell, Lisa Spellman, and Julie Loescher. Fourth row: Joan Edwards, Tomeka Crawford, Valerie Thompson, Nathaniel Horsey, Mary Randall and Mark Lasocha. Not pictured: Dorothy Broadnax-Lyman, Lucia Campos, and Jill Lordan.

Year at a Glance

- Assisted a record 110 organizations interested or involved in the Mutual Self-Help Housing Program. All of this activity leveraged over \$8 million in Section 502 mortgage funds.
- Helped three multi-family housing developments to complete construction. These developments provide 60 units of affordable housing to the Delmarva Peninsula. An additional 257 units are under construction or have been funded because of NCALL's assistance.
- Counseled and assisted 266 first-time homebuyer closings, leveraging over \$32 million in attractive mortgages.
- Counseled and assisted 37 rural households to obtain Rural Development mortgages or home repairs, leveraging over \$4 million in attractive mortgages.
- Counseled 47 public housing residents participating in NCALL's Individual Development Account program and three became homeowners.
- Helped the Delaware Rural Housing Consortium to embark on its new three year plan with the goal of completing 12 projects, leveraging \$69 million in housing financing, and serving 740 rural households.
- NCALL's Loan Fund was awarded a CDFI Planning and Technical Assistance Grant, with product development, capitalization, and loan originations and commitments underway.
- Reached the milestone of 5,000 homeowner closings, leveraging more than \$429 million in attractive conventional and Rural Development mortgages.

This annual report reflects the activity of the National Council on Agricultural Life & Labor Research Fund, Inc. (NCALL) during the time period of October 1, 2003 - September 30, 2004.