



# THE NCALL UPDATE

NCALL.ORG

WINTER 2021

## NCALL LOAN FUND DEPLOYS \$20 MILLION OF NEW MARKETS TAX CREDITS

### *Grant from CDFI Fund Provides Additional Financing to Underserved Communities*

Four community development projects received New Markets Tax Credits (NMTC) as part of their financing structure, and two of the projects benefitted despite being smaller in size than a typical NMTC project. This was due to the Loan Fund utilizing its credits to capitalize what is known as a small loan pool, a growing trend in the industry to finance smaller projects. The Loan Fund refers to its pool as the “Good Trouble Fund” (GTF) in honor of the late John Lewis, a Congressman from Georgia. Mr. Lewis was an American statesman, civil rights leader, and galvanizing orator known for his powerful quotes such as “...never, ever be afraid to make some noise and get in good trouble...”

The Loan Fund recently deployed the last of its \$20 million New Markets Tax Credits (NMTC) allocation received in July 2020 from the Department of Treasury’s Community Development Financial Institutions (CDFI) Fund.

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## A MESSAGE FROM KAREN SPEAKMAN, EXECUTIVE DIRECTOR

*“The organization who moves a mountain begins by carrying away small stones.”* -- I am paraphrasing a well-known saying by Confucius, as that describes what we do at NCALL -- we carry small stones every time we assist a household buy a house, or a nonprofit develop affordable housing in order to diminish and move the mountain of injustice and inequality. We help households and nonprofits often in small ways that make a BIG impact.

As we begin the holiday season, I am grateful for the work that we have accomplished over the past year and how staff have managed working remotely. I am also grateful for our many funders, partners, and clients. You will find many examples of carrying small stones throughout this newsletter – lending to small projects with unique blended financing, taking a tour of wholistic community development work in Dover, plans for a new home for our Restoring Central Dover effort as well as a small business incubator and shared space in partnership with Delaware State University, a series of financial workshops for single moms, and addressing the health and safety needs in Dover.



A few things not mentioned are that we had an incredible year assisting Delawareans become ready to purchase a home and **370 households bought a house!** I am not sure if it was the low interest

rates and/or the forced living of many in cramped conditions due to COVID-19 that caused the large increase in families wanting to become homeowners.

We also experienced two organizational assessments: **1) NCALL was named an exceptional organization by NeighborWorks America** by exceeding or meeting each performance objective of their review. Their overall conclusion states: “NCALL is highly productive and financially healthy .” and **2) As a CDFI, NCALL received an Aeris rating of \*\*\*+A+ .** These symbols stand for: “Impact Management Performance: \*\*\* The CDFI shows strong alignment of its impact mission, strategies, activities, and data that guide its lending, programs, and planning. Policy Plus: + The CDFI leads initiatives to change government policy to benefit the community development finance industry or disadvantaged people and communities. Financial Strength and Performance: A+ The CDFI has strong financial strength, recent performance, and risk management practices relative to its size, complexity, and risk profile.”

We at NCALL will continue our efforts to move mountains by the work that we do as well as advocating for policy changes for income and racial equality and increased federal and state funding for housing and community development.



## Developing local entrepreneurs that can transform Delaware communities, revitalize neighborhoods and uplift families.

Launcher is ready to help individuals who have the passion to bring their dreams to fruition by starting/expanding their business. **To date, the Dover chapter has graduated 130 entrepreneurs from the Launcher program—and 24 businesses have successfully opened a brick and mortar location in Dover.**

**To learn more please reach out to Will Grimes, NCALL’s Director of Operations, at [wgrimes@ncall.org](mailto:wgrimes@ncall.org) or visit: [launcherde.org](http://launcherde.org).**

## NCALL LOAN FUND CONTINUED...

The two borrowers that received financing through the GTF were the Latin American Community Center (LACC) and 212 9th, LLC. As with all NMTC deals, these high-impact projects are located in low-income communities that have historically lacked access to credit. But unlike a typical NMTC deal, the total development costs were significantly lower – an average of \$6 million. In contrast, the two other NMTC projects averaged more than \$27 million in development costs. LACC, an organization that primarily serves the Latinx community in Wilmington, is using its funding to build a 17,200 square foot addition to its Early Childhood Development Center.



In addition to deploying the New Markets Tax Credits, the Loan Fund provided traditional financing for the projects. The Loan Fund utilized a portion of a \$1.8 million grant award it received from the CDFI Fund through the Rapid Response Program. The Loan Fund was one of 800 CDFIs nationwide selected to receive one of these grants, and the amount was the largest that a CDFI could receive.

This new facility, pictured above, will allow LACC to more than double its enrollment of children from 106 to 214. It will also bring several new quality jobs to the community. 212 9th is renovating a building in Wilmington that will provide new retail space on the ground floor and residential apartments above. The retail space will be leased by NERDiT Now, an information technology (IT) company that provides multiple services to the community. NERDiT's flagship workforce development program teaches young men and women the IT skills necessary to build careers in tech.

For more information on how NCALL's Loan Fund can help serve your organization, contact Dave Callahan at [dcallahan@ncall.org](mailto:dcallahan@ncall.org).



## PROJECT SAFE NEIGHBORHOODS

New to NCALL is Project Safe Neighborhoods (PSN), which is a nationwide U.S. Department of Justice violent crime initiative. NCALL was selected to spearhead the community-based partnership that includes the Dover Police Department for enforcement support and Delaware State University as the project research partner.



**PSN has four core principles:** (1) fostering legitimacy and trust in communities; (2) supporting community-based organizations to prevent crime; (3) setting focused and strategic enforcement priorities; and (4) collecting data to measure strategic outcomes.



Follow Restoring Central Dover



@CentralDover

Locally, downtown Dover, Simon Circle, and Manchester Square were designated as PSN communities and NCALL has hired two Engagement Specialists, one working with adult returning citizens and the other working with the area's youth to prevent recidivism and incarceration.

## WE ARE HERE TO HELP. OPIOID OUTREACH

Our Restoring Central Dover team continues to offer Opioid Outreach resources to those in need. If you or someone you know is in need of service, please reach out to Rona, NCALL's Opioid Outreach Specialist, at **302.678.9400**.

**NARCAN KITS + TRAINING AVAILABLE**





## BUILDING ON SOLID GROUND: RESTORING CENTRAL DOVER

REAL ESTATE DEVELOPMENT



The Restoring Central Dover initiative began its community revitalization work in earnest six years ago, completing the Phase I Plan in June 2020 and is now implementing Phase II for the years 2020 – 2024. **Phase I had a particular focus on increasing homeownership from the then extremely low rate of 25%, which has been increased to 30%.** NCALL, working with our partner Central Delaware Habitat for Humanity and other contractors, began purchasing vacant and boarded up buildings that were a blight, demolished them, and developed new single family for sale homes. The homes are sold to low- and moderate-income households creating a diverse, mixed income community.

NCALL and Habitat target specific blocks for redevelopment, working together to create maximum impact. This type of investment and concentration of demolition and revitalization has had a major impact on the community's appearance, the perception of downtown Dover, and the pride of those who have already invested in and remain in the neighborhood. NCALL and Habitat could not build our homes and sell them to qualified buyers without essential gap funding received from Delaware State Housing Authority from the Strong Neighborhood Housing Initiative and the Housing Development Fund, and Dover's Downtown Development District rebates.

### A Community Tour

On a recent chilly Wednesday morning, NCALL staff led a tour of the community for members of Housing Alliance Delaware's Community Development Network. Beginning at Solid Rock Outreach Center, which was financed by NCALL's Loan Fund, the group passed blocks that have been transformed by the joint efforts of NCALL and Habitat. Two houses recently completed by NCALL were toured by the group. The tour continued past a lot where NCALL plans to build an office building and economic development center in partnership with Delaware State University. Also viewed were six lots NCALL will be developing into four homes. This is presently a troubled area with a lot of illegal activity, but so have been other blocks targeted for revitalization. A tour of the same blocks had previously been conducted with Delaware State Housing Authority's new Director, Eugene Young, who was so impressed, he used photos of one such block in his budget presentation to the Office of Management and Budget as an example of effective collaboration and investment by DSHA.

**NCALL has built ten homes in Central Dover, with eight more planned for 2022.** Habitat has built and sold 28 homes with at least six more planned for 2022. This partnership is transforming Central Dover and the lives of new homeowners.

For more information contact Trish Kelleher at [pkelleher@ncall.org](mailto:pkelleher@ncall.org).

Watch a recap of the community tour—use your smart device to scan the QR code to the right.





## NCALL's Mission: Strengthen Communities through Housing, Lending and Education

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### PLANT SEEDS FOR THE FUTURE

You can make a lasting statement of what is most important to you! Estate planning is for everyone, and there are so many creative possibilities beyond wills, bequests, and trusts. Consider making NCALL a beneficiary of a life insurance policy or a retirement fund. Gifts of real estate, stock, artwork, vehicles, or any property are great ways to celebrate your life, remember what you value most, and leave a legacy that will touch people long after you are gone. A future contribution to our modest Endowment Fund will help it grow and make a difference in the lives of people who want a better life, a home of their own, and a chance.

To learn more about planned giving, contact Marianne Gellman ([mgellman@ncall.org](mailto:mgellman@ncall.org)), our Resource Development Director.



### HELP US GROW.

"To plant a seed today is to believe in the future."

- Audrey Hepburn



Online donations are gratefully accepted. Simply scan the QR code with your smart device to access our donation portal.



**OUR WORK IS GREATLY ASSISTED BY YOUR GENEROUS SUPPORT.**

Please fill out this form and mail it to: **NCALL, 363 Saulsbury Road Dover, DE 19904**

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Please accept my donation of \$ \_\_\_\_\_ Date \_\_\_\_\_



NCALL is an IRS-designated 501(c)(3) nonprofit organization based in Dover, Delaware, that specializes in affordable housing development, education and lending.

CONSUMER SERVICES

# A NEW VISION - FINANCIAL EMPOWERMENT WORKSHOPS FOR SINGLE MOMS



Supported in part by Fund for Women, through the Delaware Community Foundation, *A New Vision - Financial Empowerment Workshops for Single Moms*, is an interactive program designed to give practical tools, resources, and a solid foundation to single mothers as they strive to reach their financial goals.

**Topics will include:**

- Understanding Credit
- Preparing a Budget
- Couponing 101
- The Road to Homeownership
- And more!

To learn more about A New Vision - Financial Empowerment Workshops for Single Moms, call 302-678-9400, or email Camille at [cmoman@ncall.org](mailto:cmoman@ncall.org).

**The next cohort starts in January!**

Considering the VERY virtual world we live in today, we are making an attempt to go digital with majority of our communication channels.

To be added to our email list, please fill out this form and mail it to:  
 NCALL, 363 Saulsbury Road Dover, DE 19904

NAME:

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**OR** Please use your smart device to subscribe to our e-news!



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## TOWN HALL MEETING—THE STATE OF AFRICAN AMERICAN HOMEOWNERSHIP



In June, NCALL together with the local chapter of NAREB, Realtist Association of Delaware hosted a virtual Town Hall Meeting—The State of African American Homeownership in Delaware. **The agenda provided participants a deeper understanding of the African American homeownership gap.** This meeting was the first of an ongoing conversation to continue throughout the new year. Please subscribe to our newsletter and follow us online to stay up-to-date about ongoing programs and events. It's so important to come together to support the equality of our communities.

**EVERYONE DESERVES A SAFE, AFFORDABLE HOME.**



## FUTURE MULTI-USE SPACE

NCALL is planning a two-story office building in Downtown Dover. Previously, an unsafe four-unit apartment building (one apartment could only be accessed by ladder) and a vacant storefront stood on this site. Both structures were demolished and the leveled lots are now awaiting construction while final drawings and the site plan are completed.

Delaware State University is a key partner and will launch a community economic development center on the second floor of the building named the Center for Urban Revitalization and Entrepreneurship (CURE). The first floor will provide office space to NCALL's Restoring Central Dover endeavor.

Fundraising is ongoing and we have been fortunate to receive generous donations from the Longwood, Welfare, Crestlea and Borkee-Hagley Foundations, as well as a significant allocation from the Delaware State Bond and Capital Improvements Act.

The development team currently consists of Architectural Alliance and Mountain Engineering; once the drawings and plans are completed, bids will be sought for a general contractor. Construction should begin in spring 2022. The building will be highly energy efficient and is designed to complement the surrounding structures, including the brick buildings of the former Wesley College.

This new venture will be a great asset to the community and has the potential to revitalize this important commercial corridor in downtown Dover. Stay tuned for more information as we progress with development!

**And we need a name for the building, so if you have any ideas, please contact us!**

**For more information contact Trish Kelleher at [pkelleher@ncall.org](mailto:pkelleher@ncall.org).**

Building Rendering



## STATE OF THE NATION'S HOUSING 2021

The Joint Center for Housing Studies of Harvard University recently released its annual report detailing the housing conditions in the US. The "State of the Nation's Housing 2021" is an eye-opening, informative look on the impact of the pandemic and the disproportional housing cost burden on those with low incomes. Harvard has been publishing this report for more than 30 years.

**To read the report, use your smart device to scan the QR code to the right —** or visit their website at



**<https://www.jchs.harvard.edu/state-nations-housing-2021>**. There you can also find a video of the release event. The event was a one-hour long interview by a journalist from the Washington Post talking with Chris Herbert, the Managing Director of the Joint Center for Housing Studies, and several others influential and knowledgeable about housing. It's a worthwhile way to spend an hour!

**NCALL's Self-Help Housing Team provides technical and management assistance to organizations in the 21-state northeast region that are operating, or plan to operate, self-help housing programs in their community. Is your organization interested in Self-Help Housing? Contact our team, we'd love to help—email Jill Lordan at [jlordan@ncall.org](mailto:jlordan@ncall.org).**

## RESPONDING TO COMMUNITY NEEDS

J. Randall Kunkle, Board President  
Karen Speakman, Executive Director  
Jennifer Lawson, Editor



*NCALL is a partner agency of the  
United Way of Delaware*



**363 Saulsbury Rd,  
Dover, DE 19904**

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## NCALL's Mission: Strengthen Communities through Housing, Lending and Education.



**NCALL is proud to be named one of Delaware's Top Workplaces in  
2021!**

**Yay—3 years in a row!**

**We are so proud of the work we do, with the people we do it with!**

**[LEARN MORE AT NCALL.ORG/ABOUT/CAREERS/](https://ncall.org/about/careers/)**

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