



LOAN FUND IMPACT REPORT

Fiscal Year 2022

Housing Assistance Council
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Washington, DC 20005

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Dear Friends,

Across rural America, organizations are working to overcome the unique housing challenges facing their communities. Many of these groups struggle to access the capital to move projects forward. The Housing Assistance Council's (HAC) Loan Fund works to meet this need. In fiscal year 2022 (October 2021-September 2022), HAC's Loan Fund provided \$16.6 million of financing so that 36 organizations — including 14 minority-led borrowers — could build, rehabilitate, or preserve 689 affordable homes.



Almost seven hundred rural households will have safe, healthy, and affordable homes because of our lending this fiscal year. This not only reflects a continued commitment to our mission of improving housing standards in communities across rural America; it also includes an 18% increase of our investment in homeownership for low- and very low-income households.



Eileen Neely
Director of Lending



David Lipsetz
CEO

HAC is committed to providing flexible financing so rural housing developers can innovate and solve the specific challenges their communities face.





ACROSS RURAL AMERICA

When Oikos Development Corporation, a non-profit developer formed in 2018, first came to the HAC Loan Fund, it had only ever worked in rural communities surrounding Kansas City, KS. Now, almost three years later, it has active HAC-financed developments in three states: Kansas, Nebraska, and Florida.

From land acquisition for 76 affordable homes in Gardner, Kansas, to the preservation of the only subsidized housing in Nebraska City, Nebraska, financing from HAC’s Loan Fund has supported Oikos’ work to build or preserve 129 units of affordable housing in Kansas and Nebraska.

HAC is also helping Oikos expand their work outside of the Midwest. Pahokee, Florida, is a small agricultural town on the southeastern bank of Lake Okeechobee. With over 30% of families living in poverty, Pahokee is in dire need of affordable housing for low-income farmworkers, which is why community leaders invited Oikos to redevelop the site of an abandoned hospital.

In March 2021, we closed a \$280,000 predevelopment loan so Oikos could acquire the land. And in FY2022, we increased our loan to \$480,000, funding the predevelopment costs for Oikos to line up and close the USDA financing needed to redevelop the lot into 60 units of farm labor housing. Oikos has worked hard to expand their footprint and deepen their impact. HAC’s Loan Fund has helped them make it happen.



In FY22, **44%** of homes supported by HAC lending were in majority-BIPOC census tracts.

FY 2022 IMPACTS

\$16,671,481

Dollars Invested

\$115,377,007

Dollars Leveraged

36

Loans Closed

689

Homes

405

Homes (new for sale)

152

Homes (new rental)

132

Homes (rehab)

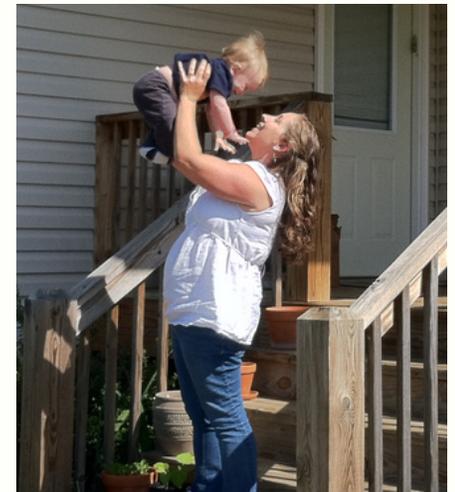
MEETING BORROWERS WHERE THEY ARE

In the rural beach town of Lewes, Delaware, survivors of domestic abuse have only one choice for transitional housing where they can live with their children.

What is Your Voice, Inc. runs a shelter where up to four adult residents and their children can begin to heal after experiencing domestic abuse.

Like many young nonprofits, What is Your Voice relied on a high interest rate loan and personal guarantees from its founder to build their family shelter. This reduced resources available for program expenses and opened the founder, who was already working dozens of unpaid hours per week, to personal financial risk.

HAC worked with the group, refinanced the loan and enabled the nonprofit to save hundreds of dollars in interest per month. Now What is Your Voice is building a credit history for more favorable borrowing in the future while also focusing their resources on expanding their programs—like counseling, job placement, and education—for hundreds of abuse survivors every year.



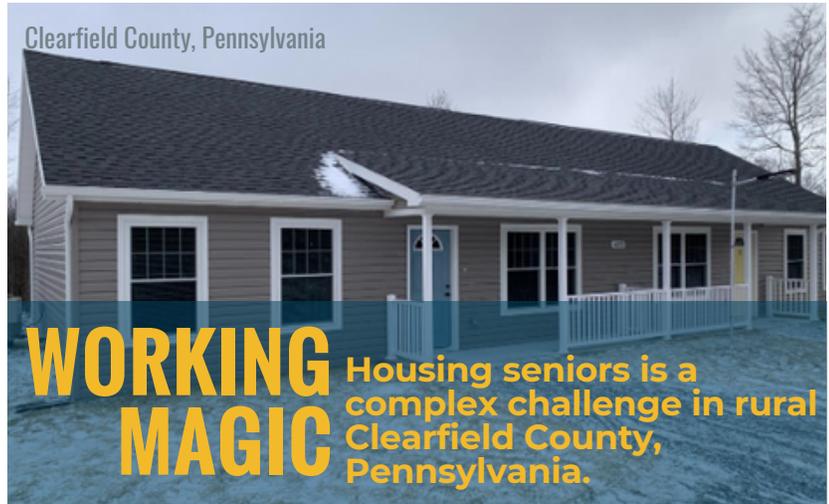
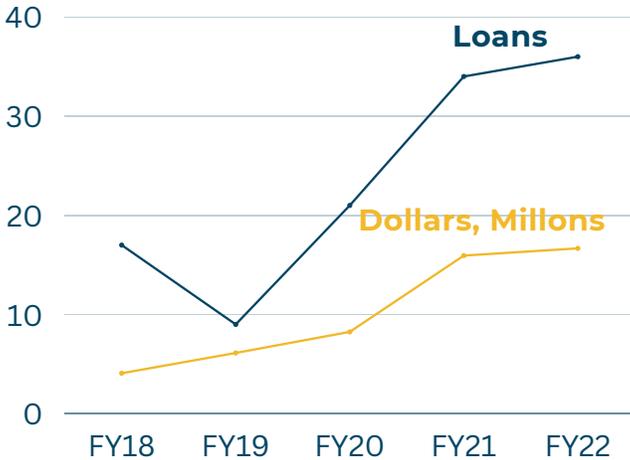
In FY 22,

38.9%

of Loans Closed were made to organizations borrowing from HAC for the first time.

HAC LENDING

From Fiscal Year 2019 to Fiscal Year 2022
(Loans Closed)



Seniors are one of only two growing age groups in Clearfield County. With waiting lists for senior housing up to three years long and with closed waiting lists for public housing, the county's 19,000 seniors have few options. Plus, forty-five percent of grandparents in the county are raising grandchildren, and the county also lacks sufficient supportive housing options for those living with disabilities. It's no wonder that the Mature Resources Area Agency on Aging (MRAAA) decided that Clearfield County could use a little MAGIC—a Multi-Ability, Multi-Generational, Inclusive Community.

MAGIC is a new framework for supportive housing that emphasizes inclusive design, smart homes, and the benefits of welcoming individuals and families of all ages and abilities. Realizing the county's need for housing that works for seniors, intergenerational families, and people of various levels of ability, MRAA decided to—for the first time anywhere in the country—bring the innovative MAGIC paradigm to a rural community.

In September 2022, HAC lent \$1.4 million to MRAAA to finance the construction of the first ten units of their Village of Hope project, a MAGIC development which will include fifty homes and a community center. The Village of Hope is one of the first three projects in the country to apply this paradigm. HAC's Loan Fund helps rural communities innovate. Thanks to our financing, MRAAA is working MAGIC.



SNAPSHOT: HAC's increased investment in For-Sale Housing

From Fiscal Year 2019 to Fiscal Year 2022
(Loans Closed)



PORTFOLIO SNAPSHOT

As of 9/30/22

Total Outstanding	\$ 40,175,362,9	(7%)
Loan Loss Reserve	\$ 97,755	
Delinquencies	\$ 336,780	(<1%)
Number of Loans	122	

LOAN COMMITTEE

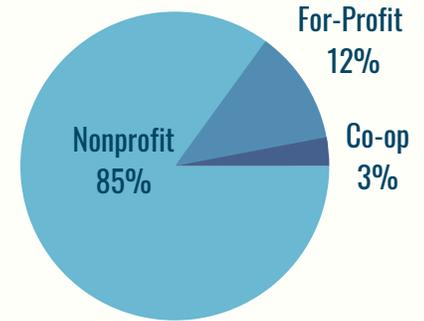
Andrew Winter, Chair
Laura Buxbaum, Vice Chair
Gideon Anders
Dave Castillo
David Lipsetz
Nick Mitchell-Bennett
Luke Villalobos
Peter Carey (alt.)

LENDING TEAM

Daniela Apolito
Kristin Blum
Nicolas Derimais
Alison Duncan
Matthew Haynes
Jennifer Lam
Eileen Neely
Ainsworth Thompson

HAC BORROWERS

Loans Closed, FY 22



Our lending is an investment in the financial capacity of organizations building a better future across rural America. We thank our Loan Fund Investors for their commitment to HAC and rural communities.

OUR INVESTORS

U.S. Department of Agriculture
U.S. Department of Housing and Urban Development
U.S. Department of Treasury CDFI Fund
Wells Fargo Bank
Woodforest National Bank
American Express National Bank
Capital One, National Association
Northern Trust
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Opportunity Finance Network
U.S. Small Business Administration
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