

Loan Packaging Express

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Welcome to the Loan Packaging Express!

For the past several months, we have stressed the importance of loan packaging to both our Rural Development (RD) Single Family Housing staff and packaging partners. This innovative approach to program delivery has proven to be an effective means of reaching eligible borrowers that may not otherwise know about our services.

Section 502 Direct Loan packaging is a major policy initiative for RD, epitomizing our partnership and innovation policy objectives while furthering the Secretary's goals to ensure

that USDA programs are delivered efficiently, effectively and with integrity and a focus on customer service, to facilitate rural prosperity and economic development. Through means like this newsletter, we will continue to keep loan packaging moving forward as an available resource in all states. To date nationally, a total of 18 percent of our obligated Direct Loans are packaged loans. This percentage is increasing. We expect to reach 25 percent by fiscal year (FY) 2019.

We appreciate the partnership that we have with our **13 intermediaries** nationwide

and all of the nonprofit packagers currently participating. There are many more potential nonprofits that we would like to have participate in the program. I am confident that our performance record and outreach efforts will lead to many new partnerships in the coming months.

Thanks for all you do to help Rural Development deliver our loan programs across the nation.

Roger Glendenning
Deputy Administrator, Single Family Housing

The Kennedy Family – An Indiana Success Story

Buying a home seemed stressful, and impossible on one income, for Ian and Sarah Kennedy. However, the family was renting a small, three-bedroom apartment that didn't meet their needs because it was not fully accessible for their 16-year-old daughter, Maddie, who has disabilities.

A niece who works for the Home Ownership Center of Pathfinder Services, Inc., told them her organization might be able to help. After working with center staff, the Kennedys realized that owning a home might be within reach. They were surprised to learn that, not only could they afford to buy a home through RD's Direct Loan program, but their monthly loan payments would actually be \$150 less than their rent.

"Staff at the center kept an open line of communication with us," Ian Kennedy said. "They provided us with realistic time estimates and were patient with all of our questions. They made the process easy, and were always there for us."

Now, the Kennedys have a new, three-bedroom ranch home with plenty of room for their daughter to navigate in her wheelchair and be part of everyday family activities. "The center made the impossible a reality," Kennedy continued. "Maddie has access to the entire home and we also feel safe for the first time in years."

Pathfinder Services
Homeownership Center



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Contract Renewals



I am excited to report that we have renewed the contracts for our four Technical & Management Assistance (T&MA) providers covering the nation. This was a lengthy process and we completed the renewals by March 31. We are glad that Florida Non-Profit Housing, Little Dixie, NCALL, and RCAC are still partnering with RD to help deliver one of our most important new construction programs. We have more than 90 grantees delivering this program all over the country.

As our Mutual Self-Help Housing grantees are already gearing up for the spring and summer building season, please know that you have our full support as you carry out your construction-related activities. Please continue to work with your state RD staff and your assigned T&MA provider for any questions or training needs you may have. Together, we want to make sure that everyone, both RD staff and grantees, has full knowledge of the program requirements.

We have received our full year allocation and it will be a busy second half of FY 2018 working to obligate all of our allocated funds. Have a great spring, and thanks for all you do.

Myron Wooden

Chief, Special Programs/New Initiatives

Update on FY 2018 Direct Loan Allocations

Welcome to the first edition of the loan packaging newsletter, another method to share success stories, ideas, and program information with our partners and RD staff to continue to help build the loan packaging program.

It was great to meet with many of our intermediaries in Berea, Ky., in March. Curtis Anderson, Cathy Glover, and Don Harris enjoyed the opportunity to hear your challenges, successes, and ideas. We are committed to building the partnership with packagers, intermediaries and RD.

As Mr. Anderson stressed during his opening remarks, loan packaging is a priority with the agency and the Administration. Please continue outreach activities to find new, qualified non-profits in your service area who may be interested in loan packaging, so that we can continue to grow.

We have received our full year 502 Direct Loan allocation, and we need your help in marketing the program to eligible individuals and families. With your assistance, we will be able to obligate the full \$1.1 billion that Congress recently approved for the program.

Thanks again for your support and to those individuals who contributed in launching this newsletter. As always, if you have any questions, please contact me at (360) 999-0251 (Pacific Time) or at Tammy.Repine@wdc.usda.gov.

Tammy Repine

SFH Finance and Loan Analyst

FAHE Helps Facilitate NCALL Packaging

“NCALL (the National Council on Agricultural Life & Labor Research Fund, Inc.), based in Dover, Delaware, became a USDA packager in May 2017. It was recommended we enlist the services of an intermediary as an additional step towards submitting packaged applications.

We heard about FAHE and decided to give them a try. We could not be more pleased with our decision. They are one of the most dependable and professional partners we’ve dealt with. FAHE has been a wonderful resource and advocate for our staff. They provide guidance and tools necessary for successful submissions to USDA.

We would recommend anyone interested in becoming a packager to enlist the services of FAHE as their intermediary. They are the real deal.”

Denise R. Freeman

NCALL Housing Counseling Director

March 2018 Packaging Intermediaries Meeting



In March 2018, several of our Packaging Intermediaries met in Berea, Kentucky, to discuss ideas to improve Loan Packaging program delivery. Curtis Anderson, Cathy Glover, Tammy Repine, and Don Harris from RD headquarters were able to participate. Anderson reemphasized to the attendees that loan packaging is a high priority with the Administration. RD is committed to increasing the number of qualified loan packagers across the nation and to ensure that all states are continuing to maintain and develop effective working relationships with our non-profit packaging partners.

Much was learned from this meeting and we were glad that Hilda Legg, RD Kentucky State Director, and Blaine Barnes, RD Kentucky Housing Program Director, were able to join us. A big thanks to Jim King and Laura Meadows from FAHE for hosting the meeting.



USDA Spotlights

Little Dixie Community Action Agency

Little Dixie Community Action Agency, Inc., a nonprofit in Hugo, Oklahoma, is celebrating its 50th year of "Helping People, Changing Lives." We are excited to be a USDA Rural Development Intermediary.

We are working with six nonprofit qualified employers with 11 certified packagers. Our goal is to greatly increase those numbers.

We have three staff members working in loan packaging. We have found that directly contacting every nonprofit agency involved

in housing in each state has brought the most success. Having a uniform process in all states would greatly improve the loan packaging program.

We became involved in the intermediary program because we feel this will be the way of the future for RD and we want to be a part of that. Making safe, affordable housing available to families is a big part of what our agency strives to do. And creating new home buyers is what we like best about the loan packaging program.

Little Dixie Staff

Shannon Roberson

Shannon Roberson, a Direct Loan Specialist in RD's Knoxville, Tenn. Area Office, has been a specialist for four years, with 22 years of overall experience at RD. She has worked with Foothills Community Development Corporation, Clinch-Powell Resource Conservation and Development Council, Blount County Habitat, Loudon County Habitat and Live-It Ministries.

Roberson says that RD in Tennessee has worked with most of their packagers for over two years and working with FAHE has helped to reduce the turn-around time for approving application packages.

What she likes best about the Loan Packaging program is that having packagers brings in more applicants. Additionally, packagers take away a lot of the front-end work, allowing RD staff more time to work on other projects.

When asked about recommendations to improve the program, Roberson says,

"In Tennessee, most of the packagers are located in one area. It would be great to get more packagers in our state. We only have a limited number of employees for the division. We need to depend on more packagers to get the application process completed."



Shannon Roberson



New Packagers

Welcome to our newest packagers now working with applicants and RD:

- Advantage Housing, Inc., Kokomo, Indiana
- Appalachian Housing and Redevelopment, Rome, Georgia
- Family Counseling Center of Mobile, Mobile, Alabama
- Fayette County Community Action Agency, Inc., Uniontown, Pennsylvania
- Housing Options and Planning Enterprises, Oxon Hill, Maryland
- Lynchburg Community Action Group, Lynchburg, Virginia
- Neighborhood Housing Services of Richmond, Richmond, Virginia



Joel Baxley is the new Administrator of Rural Housing Service (RHS). Thank you to Curtis Anderson (RHS Chief of Staff) for holding down the fort!

Woman Finds Home in Missouri After Escaping Hurricane

For Rita Webster, timing was everything.

She bought a house in Bowling Green, Mo., through a program administered by N.E. Community Action Corporation (NECAC), after living for 26 years in Texas – leaving the Lone Star State just before Hurricane Harvey swamped the Houston apartment complex where she used to live.

“The good Lord moved me out of there just in time,” the 56-year-old Hannibal native said. “It was like it was supposed to happen.” Webster’s mother, Leola, had urged her daughter to move closer to home. Webster, who had rented her entire life, called NECAC after hearing about agency homeownership programs from her sister. She looked into the USDA Rural Development 502 Direct Loan program administered by NECAC.

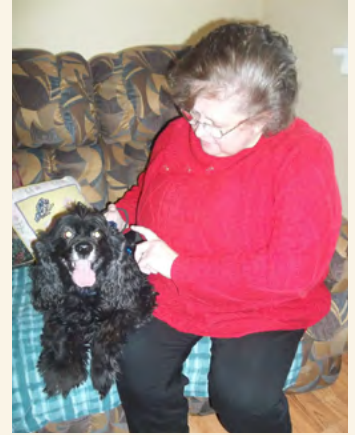
“People told me I couldn’t own a home because I’m on a fixed income,” she recalled. “They said I should just sign up for housing assistance and rent. I said ‘Don’t tell me I can’t do something.’”

As part of the program, NECAC offers homeownership classes that teach participants about housing opportunities and financing, obstacles to homeownership, record-keeping, understanding credit, cash flow, meeting with financial institutions, getting a loan, taxes and other topics. Each year, NECAC puts more than 50 families on the road to purchasing a home.

NECAC Homeownership Programs Director Alicia Lopez thinks Webster is a role model for others who would like to buy a home through USDA’s program.

“It was a pleasure working with such an admirable woman,” Lopez said. “She is an inspiration and example that realizing the dream of homeownership is possible to many who think it’s not.”

Webster encourages others to take the leap of faith and call NECAC at (573) 324-6622. “Don’t let people tell you that you can’t do it,” she said. “You can do anything you set your mind to.”



N.E. Community Action Corporation

Contact Us

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www.rd.usda.gov
Single Family Housing Direct Home Loan Program
RD Regulations and Guidance

RD 502 Intermediaries

- Federation of Appalachian Housing Enterprises (FAHE)
- Homes are Possible, Inc.
- Little Dixie Community Action Agency
- Native Community Finance
- N.E. Community Action Corporation
- NeighborWorks Montana
- NeighborWorks Southern New Hampshire
- Northwest Regional Housing Development Corporation
- Rural Community Assistance Corporation (RCAC)
- Tierra del Sol Housing Corporation
- Wilson Community Improvement Association (WCIA) on behalf of the North Carolina Community Economic Development Network (NCCED)
- Windham and Windsor Housing Trust

For coverage and contact information, please visit the [Single Family Housing Intermediary Map](#).