

*Awardee Profiles
by State*

New Hampshire

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BERLIN

BERLIN ECONOMIC DEVELOPMENT COUNCIL, INC. (BEDCO) (2000 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Location: Berlin, New Hampshire
Award: \$52,000 technical assistance grant
Contact: Dennis M. Cote - (603) 752-3319

Established in 1979, Berlin Economic Development Council, Inc., (BEDCO) a certified Community Development Financial Institution, provides direct and subordinated loans to assist the development and expansion of businesses in North Country, NH, which includes Coos and the northern portions of Grafton and Carrol Counties. Through its financing activities, BEDCO seeks to not only diversify the economy but also create quality and sustainable jobs for low-income residents throughout the region. The technical assistance award will be used for obtaining the services of a consultant to perform a market analysis, conduct an evaluation of the organization's financial products policies and procedures, develop a capitalization plan, and support overall board development. It will also be used for staff and board training and acquisition of technology.

CONCORD

NEW HAMPSHIRE COMMUNITY LOAN FUND (1996 CDFI PROGRAM)

Location: Concord, New Hampshire
Award: \$1 million grant
Type: community development loan fund and microenterprise fund
Service Area: New Hampshire
Products: short term debt, microloans to self-employed entrepreneurs
Contact: Ms. Juliana Eades - (603) 224-6669

Since its inception in 1983, NHCLF has developed a strong track record serving the low-income population of New Hampshire. Close to 200 loans with a value above \$11 million have been made. Its innovation in responding to community capital needs has resulted in national models for development finance. In particular NHCLF has pioneered and perfected financing for the purchase and conversion of mobile home parks into resident owned cooperatives. Commercial lenders in New England now entertain similar financing due to this fund's successful efforts. This success has helped to attract over \$6 million in investments to NHCLF from 350 lenders, including individuals, religious entities, philanthropies and businesses. More recently it has expanded its services to lower income people with microenterprise lending. Through a network of community partnerships it intends to broaden this initiative throughout the state. CDFI financial support of a \$1 million grant will be a major boost for the organization's initiatives.

(1998 CDFI PROGRAM - CORE)

Award: \$2,500,000 Capital Grant
Type: Housing/Facilities Loan Fund
Contact: Juliana Eades - (603) 224-6669

Serving the small towns and rural communities of New Hampshire since its inception in 1983, the New Hampshire Community Loan Fund (NHCLF), a non-profit loan fund, has assisted traditionally underserved people in meeting their own economic needs by complementing and extending the reach of conventional lenders and public institutions. NHCLF's lending products and services finance and support development of affordable housing, community facilities and small and micro business finance. Since June 1984, NHCLF has made more than \$15 million in loans to projects totaling \$46 million in total development costs and has financed 1,800 units of affordable housing, 350 child care spaces, and created or preserved 181 jobs. The \$2,500,000 capital grant from the CDFI Fund will help

expand NHCLF's current lending program and several recently launched initiatives including single family home ownership financing for people with developmental disabilities, pre-development financing, manufactured housing financing, and equity investments in businesses that provide employment opportunities for low income persons.

(1999 CDFI PROGRAM - CORE)

Award: \$1,500,000 capital grant
Type: Housing/Facilities Loan Fund
Contact: Betsy Black - (603) 224-6669 ext. 26

New Hampshire Community Loan Fund (NHCLF) is a statewide, non-profit CDFI founded in 1983 to provide financing and technical assistance to low-income residents of New Hampshire. NHCLF provides credit products that support affordable housing, community facilities, and economic opportunity. The CDFI Fund's \$1,500,000 capital grant will strengthen NHCLF's financial position to increase the number, amount, and types of its loans.

(2001 CDFI PROGRAM - CORE)

Award: \$2,500,000
Contact: Ms. Juliana Eades (603) 224-6669

New Hampshire Community Loan Fund (NHCLF) provides loans and technical assistance to community economic development projects that benefit low-income people in New Hampshire. NHCLF provides financing in the areas of affordable housing, childcare facilities and non-profit facilities lending, micro enterprise and micro credit. The CDFI Fund award of \$2,500,000 will be used towards capitalization of their loan funds and expansion of lending activities.

PROVIDIAN NATIONAL BANK (2001 BEA PROGRAM)

Location: Concord, New Hampshire
Award: \$1,110,000.00
Contact: Kathy Bogle Shields - (603) 227-8203

Providian National Bank of Concord, New Hampshire received an award of \$1,110,000 for making a \$7.5 million equity like loan to the National Community Capital Association of Philadelphia, Pennsylvania, a certified Community Development Financial Institution. Providian's investment will help fund the first national child care facilities fund which will provide financial assistance to child care providers and thereby increasing the availability of affordable childcare slots for disadvantaged families and communities. The awardee is a national bank with total assets of \$17 billion.

SALEM

SOUTHERN NEW HAMPSHIRE BANK AND TRUST CO. (2001 BEA PROGRAM)

Location: Salem, New Hampshire
Award: \$22,000.00
Contact: Paul Suprenant - (603) 894-5700

Southern New Hampshire Bank and Trust of Salem, New Hampshire received an award of \$22,000 for making deposits of \$100,000 each into two certified Community Development Financial Institutions (CDFIs): Elk Horn Bank and Trust Company in Arkadelphia, Arkansas and First National Bank of Phillips County in Helena, Arkansas. The awardee is a state-chartered bank with total assets of \$176 million.