



CONNECTIONS

NEWS, INSIGHTS AND OPPORTUNITIES FOR COMMUNITY BUSINESSES & ORGANIZATIONS



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The 100% Solution

It will soon be 30 years since my father died. He was a small man, taking after his mother. What he lacked in stature he made up for in an extraordinary amount of home spun wisdom, which for the most part was wasted on me during the time it would have been most beneficial. Like many of his generation, his formal education was short lived. Most of what he knew resulted from paying attention to life. His "higher" education came from North Africa and Italy during the Second World War and years spent focusing on responsibility to his family and community. It is only now that I am at the age where remembering things my father told me seems to be easier than recalling the code for the garage door opener that the effect of my father's little "pearls" has become clear.



James R. Klein,
 Chief Executive Officer

Dad's solutions, which were not taught but none the less caught, were quite simple. First, do what works. If it doesn't work, do something else. Second, none of us are better than any of us. Third, always remember what you say is who you are, so remember who you are. Finally, always do your best. Maybe it's the age thing, but it seems to me, in a world that has become increasingly polarized by ideologies, this basic common sense has been misplaced.

What if we did what works rather than doing nothing, because we can't agree on what works? The willingness to be flexible has been compromised by the gods of idealism. It's good to have a sense of who you are and where you have come from. A tradition of thinking that ties us to who we have been and defines who we have become is a good thing. However, blind faith is just that: blind. Tradition is faithfulness to the living ideas of the dead. Traditionalism is faithfulness to the dead ideas of the living. Tradition says, "How can we change and remain faithful to who we are?" Traditionalism says, "How can we stay the same at all costs?" The first is inclusive, the second exclusive. It is many times characterized by subtleties, such as the ideology behind the statement; "You're either for us or against us." rather than, "If you're not for us, you're against us." The first statement

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Thank You, National City!

Finance Fund would like to thank National City Bank for their generous support of our increasing technology needs. National City Community Development Corporation awarded Finance Fund a \$5,000 tech grant to help cover the costs of updating our On-Line Application Station (OLAS). We appreciate National City's commitment to our shared mission of revitalizing low-income communities. ■



Accepting Applications

Applications are being accepted for the following programs:

- New Markets Loan
- Linked Deposit Fund
- Economic Development Grant
- PreDevelopment Program
- PreDevelopment Section 8 Program
- Child Care Capital Fund

Potential applicants are encouraged to contact one of our Program Officers at (614) 221-1114 or via email at info@financefund.org. ■

News Wanted!

The Finance Fund welcomes its partners to contribute articles for publication in our quarterly newsletter. If it's news to you, it's news to us. So, if you have a message for Finance Fund members, "Connections" is your forum. Email your editorial to jdeuber@financefund.org or please call Jennifer Deuber at (614) 221-1114 Ext. 27 for more information.

The 100% Solution (continued)

sets up the 100% solution that if you don't think and act like we do, there is no other choice than to be "outside." The second statement exposes the crack of flexibility and becomes the starting point of compromise rather than the ending point. The 100% solution is usually not the solution because it alienates rather than integrates.

"Sit down and think about it for a minute, none of us are better than any of us."

It seems as though things have become more one dimensional. People are categorized by one issue definitions. You can be conservative or liberal, business or labor, pro security or privacy, tax or anti-tax, bigger

government or smaller government, but being a liberal businessperson favoring the idea of minimum living wages is outside of many professed ideologies. The result of the 100% solution is the fanaticism of polarization. Rather it is in government, religion, or personal affairs, ideas have become more divergent, less tolerant, and more offensive in dealing with different opinions. The axiom that the purpose of the confrontation of compromise is to change relationships has fallen into disfavor.

The 100% solution has always had an effect on all levels of culture. Human history is full of the pendulum swing of tolerance and intolerance and I suppose this is no different. Dad would say, "Sit down and think about it for a minute, none of us are better than any of us. Remember who you are and just do your best." ■

Community Connection

Mt. Vernon's Triple Play

As Finance Fund continues to award funds to organizations who are striving to make a difference in their communities, we see first hand how one project can reap multiple rewards.



Take Mt. Vernon's DMS project. This plastics recycling facility used Finance Fund products to purchase the building it inhabited. DMS now projects that they will be able to add 10 new jobs due to their growth. In addition, the purchased warehouse space also has room for at least one new tenant, which means more tax revenue for the city of Mt. Vernon.

Included on the land it purchased was a baseball diamond. DMS has graciously offered the community complete control over the land and the baseball diamond which is now home to Mt. Vernon's little league program.

Finance Fund is proud to see our clients pay it forward by not only using the funds as intended, but also giving back to the community. We are hopeful that this will encourage other supporters to do the same. ■



Project Connections

Recent Board Approvals for Award Activity

(July 1 through September 30)

The Lagrange Development Corporation, Toledo

Project: 2800 Block of Lagrange—Phase II
Award: \$15,000 (Predevelopment)

Central Ohio Housing Development Organization, Inc., Columbus

Project: American Addition
Award: \$20,000 (Predevelopment)

Detroit Shoreway Community Development Organization, Cleveland

Project: Gordon Square Home L.P.
Award: \$53,336 (Economic Development)

The Lagrange Development Corporation, Toledo

Project: The Shoppes on Lagrinka
Award: \$100,000 (Economic Development)

Improved Solutions for Urban Systems, Inc., Dayton

Project: Economic Development
Award: \$100,000 (Economic Development)

Mt. Pleasant NOW Development Corporation, Cleveland

Project: Heritage Town Center Project
Award: \$20,000 (Predevelopment)

Inner City Catholic Parishes, Inc., Columbus

Project: Nazareth Towers
Award: \$20,000 (Predevelopment)

East Mound CDC, Newark

Project: Newark Homes, LLC Project
Award: \$20,000 (Predevelopment)

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Notes of Faith from COHHIO's Executive Director, Bill Faith



Reprinted with permission from COHHIO's September Newsletter

Poor Ohio. We recently earned the top spot on the nation's least coveted list, America's poorest cities. According to the U.S. Census Bureau, Cleveland edged out Detroit this year for the title, with nearly one in every three residents living in poverty. Cincinnati also made the list at number eight, making Ohio the only state with two cities in the top 10. Rural Ohio has its own woes: 19 percent of children live in poverty, making our state one of only five in the last five years in which child poverty rates have increased by more than five percent.

Below are few more unpleasant poverty stats from the 2006 American Community Survey:

- The poverty rate among African-Americans in Ohio increased from 26.2% in 2004 to 30.9% in 2005. The poverty rate among Latinos increased from 17.4% in 2004 to 25% in 2005, an increase of 7.6%. In comparison, the poverty rate among whites decreased by .2% from 2004 to 2005.
- The numbers of Ohio residents living in deep poverty, which is defined as 50% of the Federal Poverty Threshold, remains a prominent concern across the state. In 2005, these individuals were surviving on annual incomes of less than \$10,000 for a family of four. In 2004 646,279 individuals lived in deep poverty, slightly less than the 657,415 individuals who lived in deep poverty in 2005.
- Of those living in poverty in Ohio in 2005, 45.3% were living in deep poverty, slightly more than the national rate of 43.1%.

Poor Ohio. Years of ignoring domestic programs have taken their toll. But pity is the last thing we need; as poverty climbs in Ohio, immediate action is required on a state and federal level.

We must remember that Ohio's troubling statistics are a stark reminder of how much further we need to go. ■

Tax Credits Available

Interested in receiving tax credits, interest payments, syndication benefits, and CRA credit annually? The Finance Fund has investors lined up for over 50% of its New Markets Fund III and plans to have it fully committed by the end of fall. Investors, there is still time to inquire! Contact Valerie Heiby, Director of Development, 614.221.1114 ext 12 or email at vheiby@financefund.org. ■



Project Connections (continued)

New Home Development Company, Inc., Defiance

Project: Upton Heights
Award: \$20,000 (Predevelopment)

Over The Rhine Community Housing, Cincinnati

Project: Mulberry Vistas
Award: \$20,000 (Predevelopment)

Family Recovery Center, Lisbon

Project: Permanent Supportive Housing
Award: \$20,000 (Predevelopment)

Community Family Complex Outreach, Warren

Project: Economic Development Outreach
Award: \$20,000 (Predevelopment)

Resource Connection

Enterprise Network Conference

October 25-27, 2006
www.enterprisemeetings.org

Ohio Capital Corporation for Housing Conference

November 7-9, 2006
www.occh.org

Cincinnati-Hamilton County Community Action Agency 42nd Annual Meeting

Friday November 10, 2006
www.cincy-caa.org

Novogradac & Company LLP

October 24-26, 2006
www.novoco.com

Ohio Covering Kids and Families 2006 Back-to-School Mini-Grant

For more information contact Christine Kozobarich, ckozobarich@cdfohio.org

Market Assessment for Continued Product Development

As an organization whose mission is to offer products and services that can truly help communities overcome economic struggles, Finance Fund is committed to developing new products based on identified needs in the community. How do we determine those needs? We ask.

This past summer we began conducting a series of three market assessment meetings. In order to gain insight on the needs from different viewpoints, we decided to hold open discussion meetings with representatives of the state, clients and investors. The results from these sessions will be compiled and used to develop new products and obtain resource support. We strongly believe that this is a holistic approach to developing new products.

Our first meeting was with a small group of state representatives. We asked them a series of questions about perceived needs: in the market, in the community, and at the state level. The two prevailing necessities from this group were the lack of healthcare facilities in rural and inner city areas, and the need for a plan to handle vacant and abandoned properties.

At the recent Ohio Community Development Corporation's annual meeting, we addressed these same questions with our clients and supporters. Their insight confirmed the state's perceptions of what is needed. This group also pointed out the need for more education along the lines of technical assistance and business training for smaller nonprofits or organizations looking to enter the economic development arena.

Currently, we are scheduling our last meeting with a group of investors and potential funders. This meeting will take place in early November. You may contact Valerie Heiby, Finance Fund's Director of Development, at 614-221-1114 ext. 12 or by email at vheiby@financefund.org for more information about this project, to add your comments about community needs, or to inquire about attending the third meeting. ■

Finance Fund is committed to developing new products based on identified needs in the community.

Program Announcement

Remember: We have increased the maximum amount in our PreDevelopment Grant from \$12,000 to \$20,000. This increase means that community-based organizations are able to take on larger projects in some cases; other projects will come to fruition in a shorter time period now that more dollars are available for planning activities. ■

Board Connection

Regretfully, the Board of Directors accepted resignations from Robyn Mackey, Chase, as well as, the resignation of board advisor, Theresa Chelikowsky, Microenterprise Organization of Ohio. Mackey has been a member of the board since 2000, and Chelikowsky since 2003. ■



FINANCE FUND BOARD OF DIRECTORS

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Investment Opportunities

The following investment opportunities are currently available to banks, private investors, organizations, corporations, foundations, or individuals. For more information contact Valerie Heiby, Director of Development at (614) 221-1114 ext. 12.

- **Direct Investment** to support the Finance Fund's mission and its operation.
- Become a **Benevolent Investor**; as a result child care, affordable housing, and economic development projects will receive additional capital at lowered rates.
- **Equity Equivalent Investment** to support economically disadvantaged communities; in addition, receive CRA credit annually.
- Assist the Finance Fund with a **Program Related Investment** to support charitable activities and programs.
- Receive tax credits annually by making a **Qualified Equity Investment** in Finance Fund's Community Loan Fund through **New Markets Tax Credit** opportunities.
- Support Finance Fund through **Membership**.
- As an **Event Sponsor** each organization receives advertising benefits and/or marketing promotions.
- **Volunteer** your time or services.
- Contribute a **monetary donation** or an **in-kind donation** and receive a tax deduction.

Member Spotlight

In the third quarter of 2006, the following groups either renewed their membership with the Finance Fund or joined the Finance Fund as a new member. We would like to thank them all for their support!

Association for Urban Training
Opportunities
Burten, Bell, Carr Development, Inc.
City of Columbus –
Department of Development
Community Development for All People
Community Family Outreach Complex
Cornerstone Community Loan Fund
Corporation for Ohio Appalachian
Development (COAD)
Detroit Shoreway CDC
East Columbus Development Corp.
Enterprise Community Partners
Fairfax Renaissance Development Corp.
Faith in Action, Inc.
Family Recovery Center
GMN Tri-County CAC, Inc.
HHWP Community Action Commission
Humility of Mary Housing, Inc.

Lazarus Arise Christian Community
Development Corp.
Lima Allen Council on Community Affairs
Microenterprise Organization of Ohio
Nazareth Housing Development Corp.
Nazareth Towers
New Home Development
Ohio State University Extension
Rock of Faith CDC
Rural Appalachian Housing Development
Sprec Services
Tri-County Community Action Commission
United Community Builders, Inc.



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BETH KOHR

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OPERATIONS

TAMRA HALL

Director of Operations

JENNIFER DEUBER

Marketing Manager

TIM MARCUM

Information Technology Manager

AMANDA POOLE

Administrative Assistant

AMBER SEITZ

Office Assistant

Staff Connection

Finance Fund Hires Marketing Manager



*Jennifer Deuber,
Marketing Manager*

As Finance Fund continues to grow as an organization, so has our need to devote more time and energy to the marketing of our products and services. In order to continue getting the needed funds out on the streets and into the communities, we need to generate more top-of-mind awareness and a deeper understanding of what we have to offer. To do just that, Finance Fund has hired Jennifer Deuber as our full-time marketing manager.

As marketing manager of Finance Fund, Ms. Deuber is responsible for the planning, coordination and execution of all marketing and public relations efforts for the organization. In addition to more traditional activities, such as advertisements, newsletters, collateral materials, tradeshow materials, marketing contributions, and web site, Ms. Deuber is leading all community outreach, media relations and government relations activities.

Ms. Deuber has a bachelor of arts in communications with a minor in marketing. She has spent the last five years working in a marketing agency where she managed numerous accounts including other nonprofit organizations, real estate, manufacturing, health care, education, and professional services. ■



It's a Boy!

Julie and Paul Nichols became proud parents of another baby boy on July 29, 2006. Justin Paul Nichols was born at Mt. Carmel West at 10:33 a.m. and weighed 7lbs. 13oz., 20 inches long. Both he and mother are doing great! ■

Mission Statement

"The Ohio Community Development Finance Fund fosters healthy and vital communities by offering funding support to community-based organizations that work to improve the quality of life for low- and moderate-income persons. Based upon a commitment to quality, the Finance Fund engages in creative approaches that build bridges between capital markets and distressed communities."

Vision Statement

"The Finance Fund will be a preeminent provider of financial and related services to empower distressed communities to increase the quality of life."