

## Lender News & Updates February 2020

### A Letter from Executive Director, Kaia Peterson



Hello NWMT Lending Partners,

As the new Executive Director, I wanted to take a moment to introduce myself to you. I have had the pleasure of getting to know many of you through my work with the organization over the past seven years, and I look forward to getting to know and work with many more of you in my new role. I have been with NWMT for seven years, the past three as Assistant Director, and prior to that as the manager of our Housing Education and Counseling Program and our Resident Owned Communities Program.

Lending is one of the most important aspects of our work at NWMT, increasing access to capital for low- and moderate-income households and communities. My passion for the power of creating opportunity through finance started by getting my MBA at the University of Washington and then moving to Montana where I first worked in small business community development for five years as a loan officer and then risk and portfolio manager. Community Development Financial Institutions (CDFIs) like NWMT look for opportunities to meet the needs of people and places that are just outside of bankability, and provide a combination of appropriate financing, education and support that helps them succeed.

I find this to be an incredibly powerful model that builds on existing community assets and leverages private sector dollars to the benefit of people and places who may not otherwise have access to these resources. We use our finance brains and our community focused hearts to say yes where others have said no, and we help clients succeed not only in securing a loan but in successfully paying off those loans as they gain more financial security. I know you as lenders relate to the power of helping clients realize their dreams and the joy of getting to be a small but critical part of their success.

Here are a few of the things we at NWMT do with our financing:

- Give clients a chance to prove new types of development like Homeward's Montana Street Homes.
- Help meet the growing need for rental homes that are affordable to our lowest-income residents through projects like Rockcross Commons in Great Falls.
- Welcome new buyers to homeownership through down payment assistance that helps them build stronger futures for themselves and their families in communities as small as Kinsey and as large as Billings.
- Work side by side with residents of manufactured home communities as they gain the stability and opportunity that comes with owning their own land, like the residents of View Vista Community in Livingston who became the newest Resident Owned Community just last month.

NWMT's loan fund has grown substantially over the past ten years, from \$3 million in 2009 to \$25 million at the end of 2019. While this is a small fund in comparison to assets held by traditional lending institutions, the power of these dollars is that they leverage other financing sources and allow them to reach people and places they otherwise could not serve.

You and your lending institutions are essential partners in this work, and we are so grateful for your work with us and in the communities you serve. As we build new programs and products, we will be looking to you for insights and collaboration. What are the gaps and needs in your communities that you think different financing could help meet? What are the assets and strengths in your communities that you think need a chance to be leveraged? Do you have an idea? Give me a call, send me an email, get in touch. NWMT staff and I will be asking these questions as we are out in Montana communities, and we look forward to working together to give every Montanan the opportunity to live in a home where they can thrive.

In partnership and with gratitude,  
Kaia Peterson  
Executive Director



## Join us in Helena for the 2020 Montana Housing Partnership Conference

**JUNE 15 - 17, 2020**

This year's plenary speakers are booked, and we are excited for them to share their knowledge and ideas with all of you. We will be joined by Rural Sociologist and Senior Research Fellow for the University of Minnesota Extension, Ben Winchester; Senior Vice President of Artspace, Greg Handberg; and Communication Coach and Owner of Elkins Consulting, Sarah Elkins.

On Tuesday afternoon we are thrilled to offer four tours for you to choose from, each with a different area of focus. We will also have a wonderful opportunity to network with one another while appreciating our state's history during the Networking Reception, being held at the Montana Historical Society.

Stay tuned for more details to come as registration begins March 2 with early bird prices! The conference website will also go live that day, and we will email all the information that morning.

# Neighborworks Montana Homebuyer Education Across Montana February 2020

Statewide Partner	Contact	HBE Dates
The Home Center Billings	406-206.2717	February 8
Homeownership Center Bozeman	406.585.4895	February 10-11 February 22
NeighborWorks Great Falls	406.761.5861	February 22
Bitter Root RC&D Hamilton	406.363.5450	February 15
HRDC 4 Havre	406.265.6743	February 20-21
RMDC Helena	406.457.7461	February 22
CAPNM Kalispell	406.752.6565	February 8
Homeword Missoula	406.532.4663	February 8
SKHA Ronan	406.675.4491	February 13



Don't see a class in your area? Please visit our website or call us to find out more about our online course options (phone counseling will be required to receive certificate).

**nwmt.org/homeownership**  
**406.604.4540**



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