



**NCIE** NATIONAL  
COMMUNITY  
INVESTMENT  
FUND

LEVERAGING CAPITAL FOR CHANGE™

# Vice President, Lending and NMTC

*April, 2023*

POSITION PROFILE

**August Leadership**

SEARCH & LEADERSHIP ADVISORY

LOCATION

Chicago, IL

REPORTS TO

President & CEO

WEBSITE

[www.ncif.org](http://www.ncif.org)



## ABOUT NATIONAL COMMUNITY INVESTMENT FUND

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### Overview

National Community Investment Fund (**NCIF**), is an impact investor and national nonprofit Community Development Financial Institution (CDFI) formed in 1996 with a mission to increase access to responsible financial products and services in underserved communities. Currently, total assets under management at NCIF are ~ \$210 million, including a balance sheet of \$60 million and \$158 million of New Markets Tax Credits (NMTC) allocations. In 2019, NCIF launched a \$30 million Credit Strategies Fund for lending and is in the process of raising another \$30-\$50 million of debt capital to support growth and impact. NCIF achieves its mission via three complementary business lines:

1. Equity Investing in mission-oriented Certified Development Financial Institutions (CDFI), Minority Depository Institutions (MDIs), and Mission-Oriented Financial Institutions (MOFIs) as agents of change across the US and its territories. These can be banks and non banks as well as large corporates that act as anchors in communities. NCIF is the largest investor in the CDFI banking industry, with investments in ~ 10% of all certified CDFI Banks;
2. New Markets Tax Credits: Since 2003, NCIF has received \$376 million in NMTC allocations that are being deployed into real estate, operating companies, health care facilities, schools, other nonprofit and for-profit impact-oriented businesses in partnership with local CDFI institutions; and
3. Lending: NCIF makes loans in partnership with CDFIs, MDIs, and MOFIs to enhance the impact of projects that benefit underserved communities.

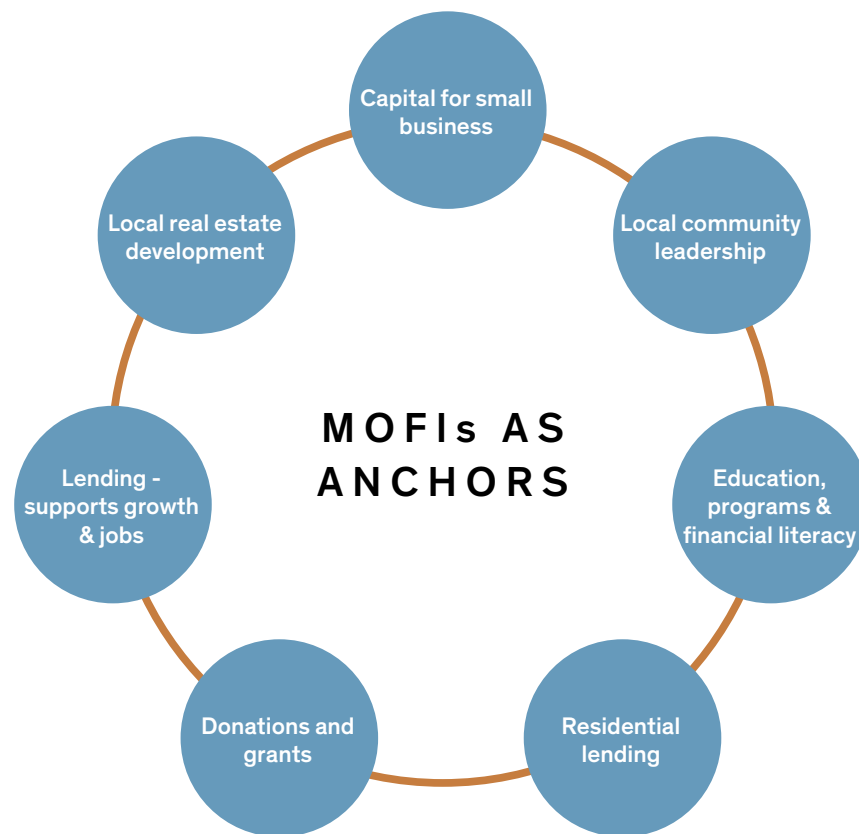
Impact measurement is the foundation of NCIF's work and supports all of our business lines. NCIF pioneered the use of Social Performance Metrics ([www.bankimpact.org](http://www.bankimpact.org)) and is developing a cloud-based core data platform to support data analytics.

## OUR APPROACH TO CATALYZING IMPACT

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NCIF aspires to see a society where responsibly-priced financial products and services are available to underserved communities. NCIF also aspires to have investors that value social and environmental returns in addition to financial returns. NCIF accomplishes this through its Theory of Change which focuses on MOFIs and other anchor institutions that are key to long term development of communities.

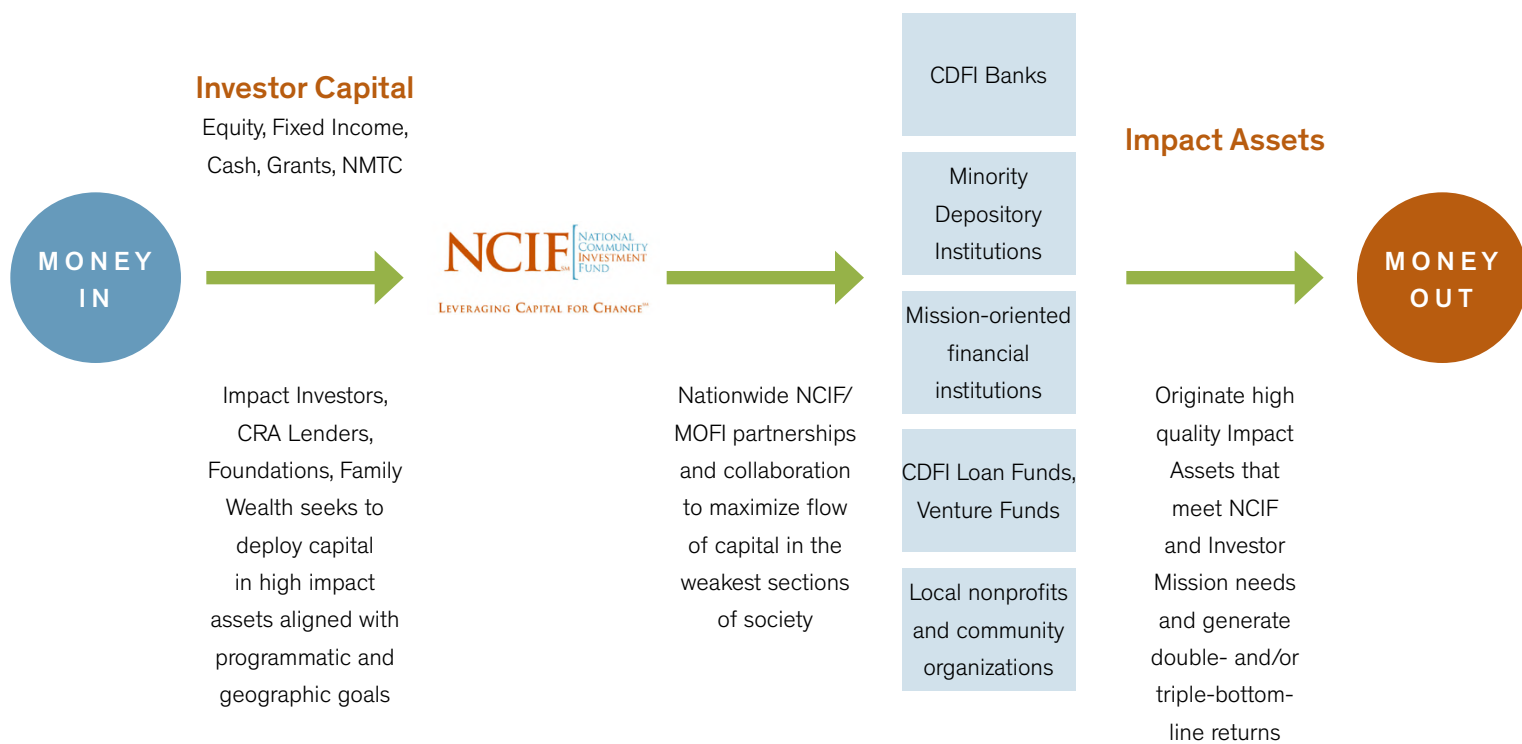
This multifaceted approach with MOFIs brings local knowledge, local capital, and local risk management for this change.



Anchored by our Theory of Change, NCIF catalyzes impact through its capital solutions leveraging the NCIF Network. The NCIF Network is a select group of high-impact mission-oriented banks meeting their criteria for partner institutions that connects mission-oriented banks, investors, governmental and regulatory agencies, and service providers in the common interest of growing the industry and serving underbanked and underserved communities. The NCIF Network allows banks to access resources, grow, and increase their impact.



## THE NCIF NETWORK: A UNIQUE IMPACT INVESTING PLATFORM



*The NCIF Network is uniquely positioned to originate high quality impact assets that generate impact and are aligned with investment goals of investors.*





## THE OPPORTUNITY

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NCIF is entering its next phase and planning for accelerated growth within the next 5 years. We are looking for capable, collaborative, mission driven individuals to create an exciting future for the organization. NCIF is seeking an outstanding executive to join its growing fund management team and drive NCIF's growth and increase its impact while building on its lending and investing efforts. The Vice President, Lending and NMTC will be responsible for developing the business as follows (in conjunction with NCIF Team members):

- Originate, structure, underwrite, and close a pipeline of low-risk, high-impact commercial loans. Such loans may utilize NMTC or other government programs (for example, guaranteed by Small Business Administration, Bureau of Indian Affairs, US Department of Agriculture) and/or in participation with NCIF Network partners.
- Deploy NCIF NMTC allocations in real estate and business operating loans (individually or via small business funds) in allocated areas.
- Underwrite the credits, prepare credit memoranda, close and asset manage from inception to exit.
- Represent NCIF externally with potential and existing partners, as appropriate.
- Serve as a mentor to junior members of the NCIF team around both technical credit skills and more intangible partnership skills.
- Drive, alongside other members of the NCIF team, the raising of private capital, preparing grant applications for the CDFI Fund NMTC and Financial Assistance programs or other grant programs, as needed.



## CANDIDATE PROFILE

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The Vice President, Lending and NMTC will have a deep passion for improving the communities and people around them and a belief in the power of capital to catalyze change. The ideal candidate will also possess the following skills:

- Passion for community and economic development.
- 10+ years total experience in lending, credit risk management and/or investment banking (for example, public finance, debt capital markets, real estate finance); experience in CDFI/MDI Bank, non Bank CDFI will be a strong positive.
- Knowledge of and experience with NMTC structures, Low Income Housing Tax Credits, structuring loans through government programs, public finance and other CDFI Fund programs (FA, Bond Guarantee, Capital Magnet Funds, etc.) will be a plus.
- Deep experience in business development and relationship management.
- Strong credit, structuring, underwriting and portfolio management skills.
- Experience with commercial real estate and commercial lending including loan participations and co-lending with other banks would be a strong positive.
- Experience structuring and closing complex financial deals with multiple funding sources and partners will be a positive.
- Self-starter with the ability to form strong working relationships both internally and externally by demonstrating transparency and honesty to build relationships and collaborate with NCIF Network partners.
- Flexibility and an ability to think creatively about how to increase the impact of both NCIF and our partners.
- A growth mindset, an excitement about building the business and an entrepreneurial approach to the ways in which that growth might occur.
- Ability to represent NCIF externally as a relationship manager and on conference panels to inspire respect and trust will be a plus.

# Expressing Interest

August Leadership, a global firm with a leading Social Impact/Non-profit practice has been exclusively retained for this engagement. Leading the search are Nicole Kamaleson and Kristina Kalkman, Partners in the firm. They will be supported by a team of consultants and researchers. To make recommendations or to express your interest, please email to [ncif@augustleadership.com](mailto:ncif@augustleadership.com)

NCIF is an equal opportunity employer and provides equal treatment and opportunity to all persons without regard to race, color, religion, national origin, sex, age, disability, veteran status, or sexual orientation except where such distinction is required by law.

## CONTACT INFORMATION

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If you are interested in exploring this exciting opportunity, please contact us at: [ncif@augustleadership.com](mailto:ncif@augustleadership.com)

Nicole Kamaleson

**PARTNER**

NICOLE.KAMALESON@AUGUSTLEADERSHIP.COM

M: +1 (312) 877 0830

Kristina Kalkman

**PARTNER**

KRISTINA.KALKMAN@AUGUSTLEADERSHIP.COM

M: +1 (503) 867 6375

Yarení Aguado

**CONSULTANT**

YARENI.AGUADO@AUGUSTLEADERSHIP.COM

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275 MADISON AVENUE,  
SUITE 1500, NEW YORK,  
NY 10016

[AUGUSTLEADERSHIP.COM](http://AUGUSTLEADERSHIP.COM)

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