

LAWYERS ALLIANCE FOR NEW YORK

INDIVIDUAL HONOREES

ASHLEY E. DeLUCA and **WILLIAM XIONG**, *Ballard Spahr LLP*

Team assists community health center with financing and development of a new clinic in Brooklyn

Ashley E. DeLuca and William Xiong led a team at Ballard Spahr LLP to assist **Community Health Initiatives** (CHI) with obtaining a term loan from the Nonprofit Finance Fund under the New Markets Tax Credit Program (NMTC), as well as a bridge loan secured by CHI's interest in capital grants from the New York City Department of Design and Construction. In addition to stewarding the loan deliverables, the Ballard Spahr team also negotiated the ground lease demising CHI's new premises and the construction contract to build out CHI's new healthcare facility. The COVID-19 pandemic had prompted CHI to seek a larger facility to accommodate its 4,000 patients. This NMTC transaction enabled the development of CHI's new premises into a state-of-the-art community health clinic to benefit underserved residents in Coney Island, Brooklyn.

Q. Share a tip for making time for pro bono.

A.D. Find a project or client that really interests you. We are all busy, but it is easy to make time for a client that you enjoy working with or a project that you are passionate about!

W.X. Whether you are a first year associate, partner, or anything in between, the best time to start pro bono work is now!

Q. Share a fun or unexpected moment from pro bono work through Lawyers Alliance.

A.D. The best moment of this project was finally getting Alex (of CHI) the financing he needed to get his health center completed. There were a lot of ups and downs, but Alex was very patient and persistent and we finally got it done!

W.X. While I typically represent lenders in my practice, it was fun to represent CHI as a borrower and coordinate with Lawyers Alliance in our representation. It was rewarding to use my lender-side knowledge to help all parties move the transaction forward to a successful closing.

Q. What's the most rewarding aspect of pro bono work?

A.D. Advocating for a person or an organization that might not otherwise have access to high quality legal work and using the vast resources of a big firm to help an organization that does so much good for others.

W.X. The most rewarding aspect of pro bono work is seeing the finished product – closing the transaction so the client can focus on serving the community!

"As a result of Ballard Spahr's work, we're moving to a larger, more sophisticated health center and will offer more services in a really underserved area. The building is 90 percent complete and will be a state-of-the-art site with twice the amount of exam room capacity and advanced radiological equipment. We can hire more people, which will change the workflow and the patient experience. The impact is so huge for Coney Island."

— Alex Movshovich
Chief Executive Officer, Community Health Initiatives



Employment:

Ballard Spahr LLP

AD: *Partner, Real Estate*

WX: *Associate, Finance*

Department, Real Estate

Graduate of:

AD: University of Pennsylvania Law School

WX: University of Pennsylvania Law School

Lawyers Alliance client:

Community Health Initiatives