



**CDBA Peer Forum –
CDFI Banks and the Federal Home Loan
Banks**

June 1, 2017

FEDERAL HOME LOAN BANK
OF ATLANTA

- 11:45am – 11:55am **Part I** – FHLBank System Overview
- 11:55am – 12:10pm **Part II** – How the FHLBank Dallas Can Work With Community Development Banks
- 12:10pm – 12:20pm **Part III** – FHLBank Dallas Case Study: BankPlus
- 12:20pm – 12:35pm **Part IV** – How the FHLBank Atlanta Can Work With Community Development Banks
- 12:35pm – 12:45pm **Part V** – FHLBank Atlanta Case Study: Carver State Bank



Part I

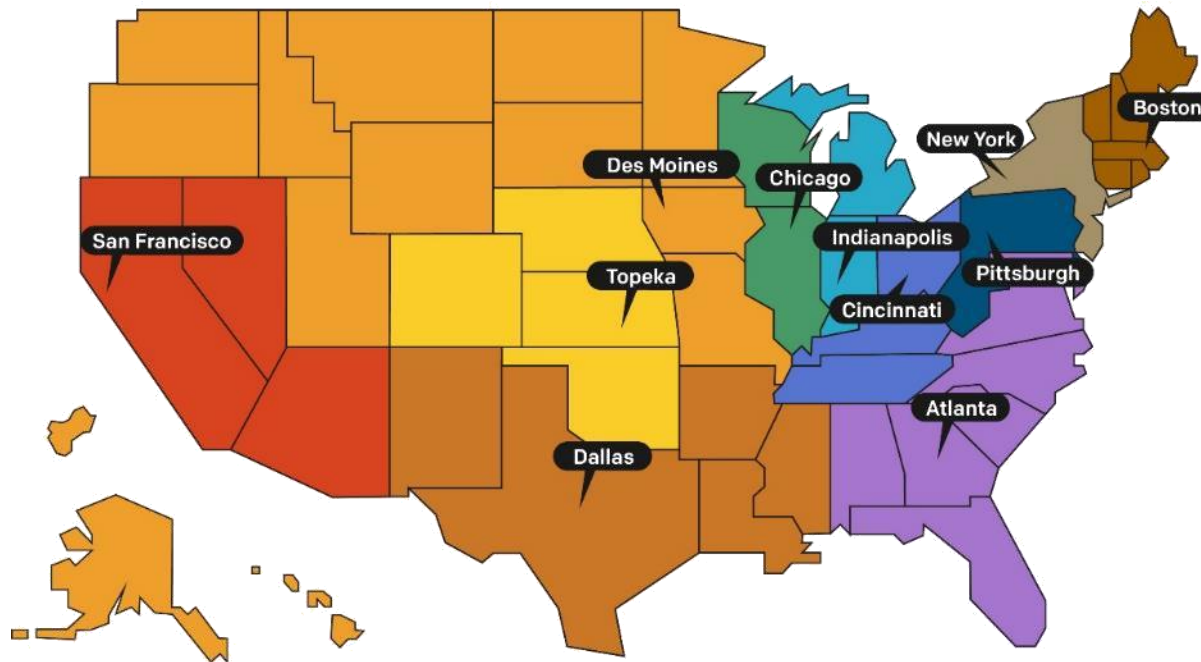
The Federal Home Loan Bank System

Arthur Fleming
FHLBank Atlanta

Senior Vice President and Director of
Community Investment Services

FHLBanks Play a Key Role in Financial Services

FHLBank System



Total Assets: \$1.06 trillion*

Total Advances: \$705.2 billion*

Net Income: \$3.4 billion*

as of December 31, 2016

Provide wholesale products and services to approximately 7,000 member financial institutions

Increase and expand the availability of funds for residential mortgage and community development lending nationwide

- FHLBanks are cooperatives and were originally chartered by Congress in 1932
- 11 regional Banks with \$1.06 trillion in total assets
- Offer competitively priced financing, community development grants, and other banking services
- Regulator: Federal Housing Finance Agency (FHFA)
- Debt issuer for System: Office of Finance
- The FHLBanks provided over \$1 trillion in liquidity to financial institutions at the height of the recent financial crisis

Letters of Credit

Provide credit enhancement on bonds for residential and economic development

Mortgage Partnership Finance[®] (MPF[®]) Program and Mortgage Purchase Program (MPP)

Empowers small- to medium-size FHLBank members to originate more mortgages. Provides an alternative to Fannie Mae, Freddie Mac, and Ginnie Mae for the sale/securitization of mortgage loans

Advances

Provides FHLBank members low-cost financing for lending in their communities

Affordable Housing Program (AHP)

Real estate funding for the acquisition, development, construction, or rehabilitation of affordable housing

- Ownership or rental
- Single-family or multifamily

What is the Affordable Housing Program?

AHP Competitive Program

- \$500,000 to \$1.5 million for rental or ownership development projects
- Competitive application
- Each FHLBank has its own scoring criteria
- Accessed only via member

Rental and Ownership Development

Developer/Builder Driven

- New construction
- Rehabilitation
- Multifamily
- Single-family

AHP Set-Aside Program

- Down payment, closing cost, and principal reduction grants for home purchase or home rehabilitation
- Generally first come/first served
- Accessed only via member

Mortgage Purchase and Home Rehabilitation

Mortgage Driven

- Single-family products
- Down-payment assistance
- Closing-cost assistance
- First-time homebuyer



- Like every “dividend,” predicated upon earnings
- “Equity-like” capital for real estate transactions
- Direct and indirect benefits to shareholders, developers, homebuyers, tenants, and the community



Part II

How the FHLBank Dallas Can Work With Community Development Banks

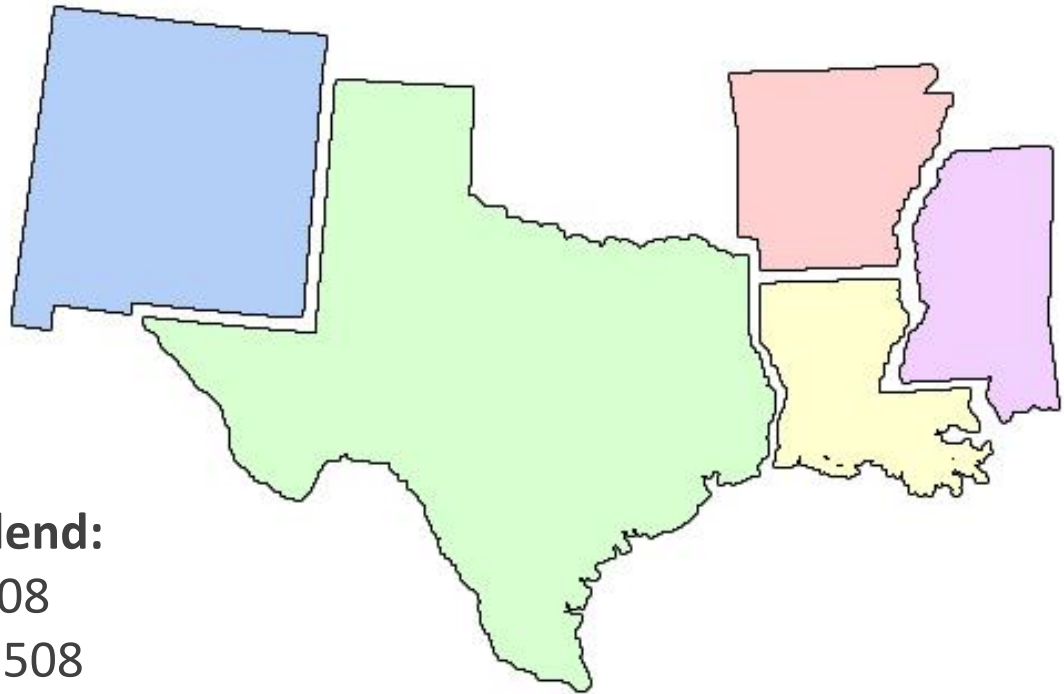
Greg Hettrick
FHLBank Dallas
Director of Community Investment



FHLB Dallas 2016 Financial Highlights

(Dollars in Thousands)

- **Total Assets**
 - \$58,212,077
- **Total Advances (Loans)**
 - \$32,506,175
- **2016 Net Income**
 - \$79,449
- **Total Retained Earnings**
 - \$823,984
- **Fourth Quarter 2016 Dividend:**
 - **Membership Stock: 0.508**
 - **Activity-based Stock: 1.508**
- **Total Membership**
 - 850 members and affiliated institutions



Advancing Business Opportunities

- **Value of Membership**

The FHLBanks' community investment programs and services can help members:

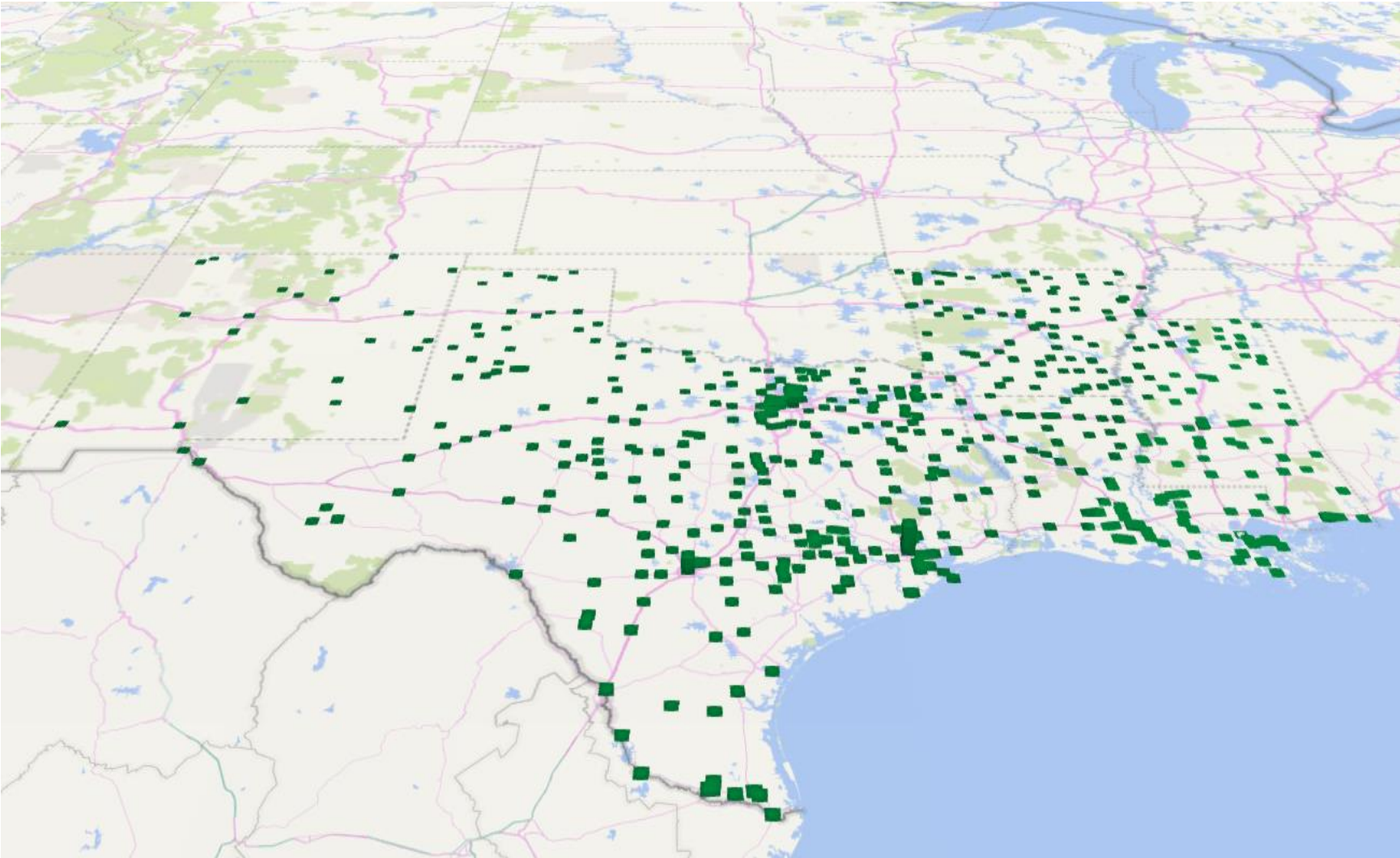
- Create new business and loan growth opportunities
- Provide funds to support the overall improvement of their communities
- Develop varied relationships with housing developers, community representatives, local businesses and government leaders
- Achieve their community investment goals
- And...

Advancing Business Opportunities

- Share the Value of Membership
 - Achieve positive public relations

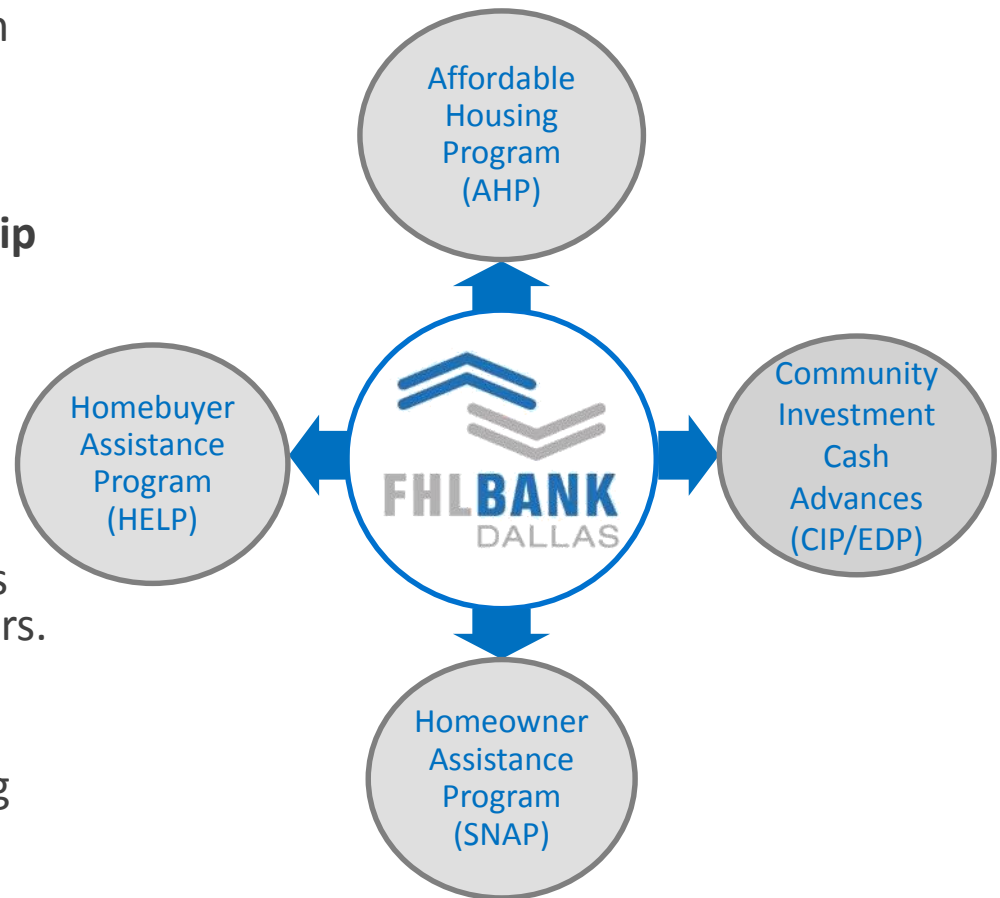


FHLB Dallas' District

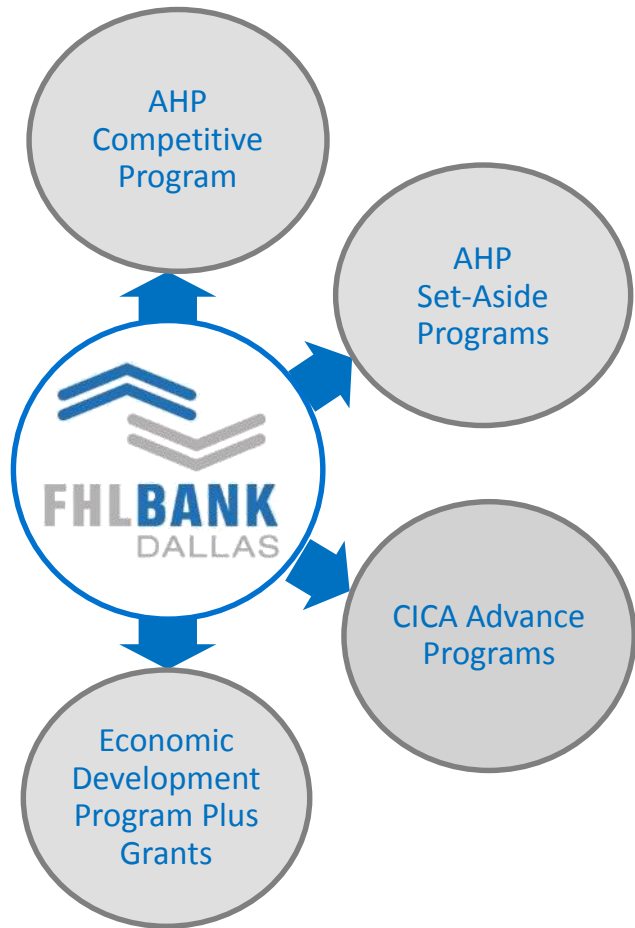


FHLB Dallas Community Investment Products

- **Competitive AHP grants** are for the purchase, construction or rehabilitation of affordable owner-occupied or rental units.
- **Homebuyer Equity Leverage Partnership (HELP) grants** are down payment assistance for first-time low- and moderate-income homebuyers.
- **Special Needs Assistance Program (SNAP) grants** are rehabilitation assistance for elderly and special-needs low- and moderate-income homeowners.
- **CIP & EDP programs** offer discounted advances to support affordable housing and economic development.



FHLB Dallas AHP Scale & Impact



- **AHP Competitive Program** *(since 1990)*
 - Total Units: 41,650
 - Total Grants: \$225,437,092
- **AHP Set-Aside Programs** *(since 2002)*
 - Total Units: 6,101
 - Total Grants: \$28,950,833
- **CICA Advance Programs** *(since 1990)*
 - Total Advances: \$3.7 billion
- **Economic Development Program Plus (EDP^{Plus}) Grants** *(since 2002)*
 - Total Small Businesses Supported: 776
 - Total Grants: \$14.8 million



Part III

FHLB Dallas Case Study: BankPlus

Greg Hettrick
FHLBank Dallas
Director of Community Investment

David Johnson
BankPlus
Senior Vice President and Director of Community
Development





Member driven.
Community focused.

BankPlus®

FHLB Dallas Case Study - **Bank**Plus®

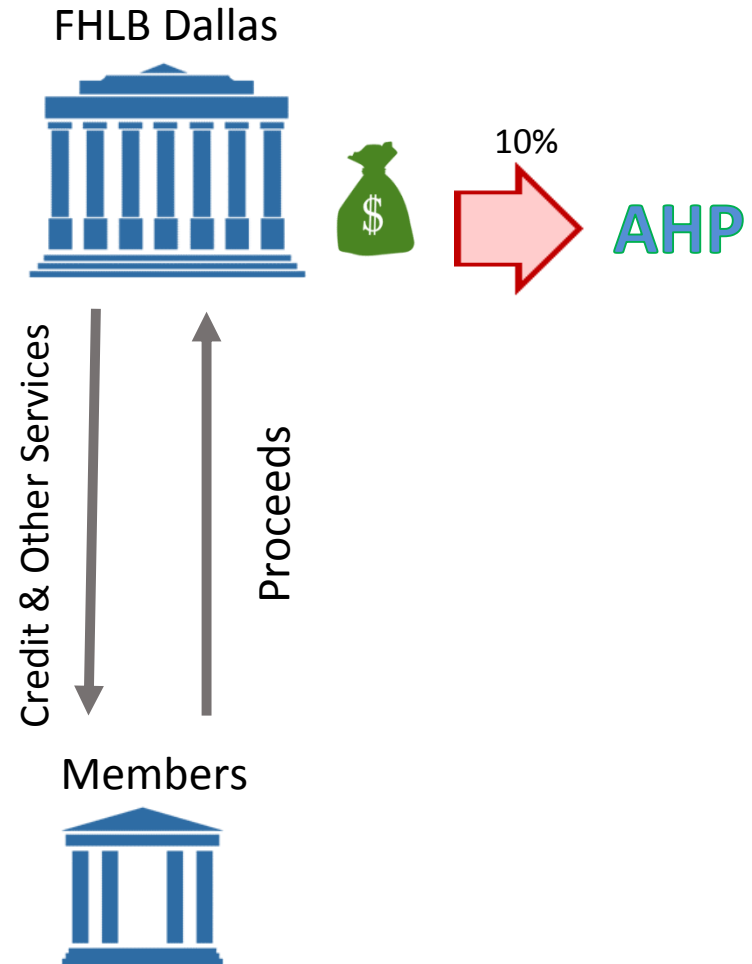
Community Investment Activity

	AHP \$	HELP \$	SNAP \$	EDP \$	EDP^{Plus} Grants
BankPlus	\$ 8,423,000	\$ 970,982	\$ 654,532	\$3,439,730	\$ 338,501

- Generating New Business
 - \$60,641 in EDP^{Plus} Grants (2014-2015)
 - \$1.2 million in New Loan Activity

Affordable Housing Program Grants

- Supports the development/retention of affordable owner-occupied and rental housing for households at or below 80% of the Area Median Income (AMI)
- FHLB Dallas contributes 10% of previous year's net income annually
- Provides direct grants or soft money for eligible projects
- Competitive application process offers project-specific grants up to \$500,000
- Stable source of funding for over 25 years



AHP Competitive Grants: BankPlus®

- A collaborative effort between BankPlus, FHLB Dallas, and Habitat for Humanity Mississippi Capital Area (HFHMCA) has resulted in a long-term relationship of supporting home ownership and home repair in Jackson, MS.
- 2014: 35 low-income homeowners received critical repairs to their homes via a \$253,750 AHP grant.
- In 2012: HFHCA received a \$493,000 grant, which has allowed it to build 29 new homes and repair 29 existing homes.
- In 2011: HFHMCA received a \$400,000 grant, which allowed it to build 36 new homes and repair 4 existing homes.



Homebuyer Equity Leverage Partnership Program (HELP)

- HELP provides down payment and closing cost assistance for first-time homebuyers
- Grant is up to \$4,000/home or \$6,000/home if member originates the first mortgage; \$7,000 if member originates the first mortgage and contributes at least \$350 toward fees and/or closing costs
- Maximum grants per member capped at \$50,000; up to half (50%) of member's cap can be used for homes outside of FHLB Dallas' five-state District
- Must be first-time homebuyer with household income 80% or less of area median

BankPlus[®]

2002 through 2016

- \$970,982 in HELP grants
- 190 families assisted
- \$15,457,351 mortgage loans originated

Partnership Grant Program

- Matching grants up to \$12,000
- Enables organizations to carry out missions with funds to cover everyday utility and operating expenses
- Allows organizations to have additional funds to build capacity with professional training
- Nonprofit organization (involved in affordable housing or stimulating small business development)
- Multiple member contributions allowed
- FHLB Dallas match 3:1



BankPlus and FHLB Dallas presented Partnership Grant Program (PGP) awards to:

Left to Right

Zoo Area Progressive Partnership - \$4,000

Central Mississippi Housing and Development Corporation - \$12,000

Mississippi Minority Business Alliance - \$16,000

Community Investment Advance Programs

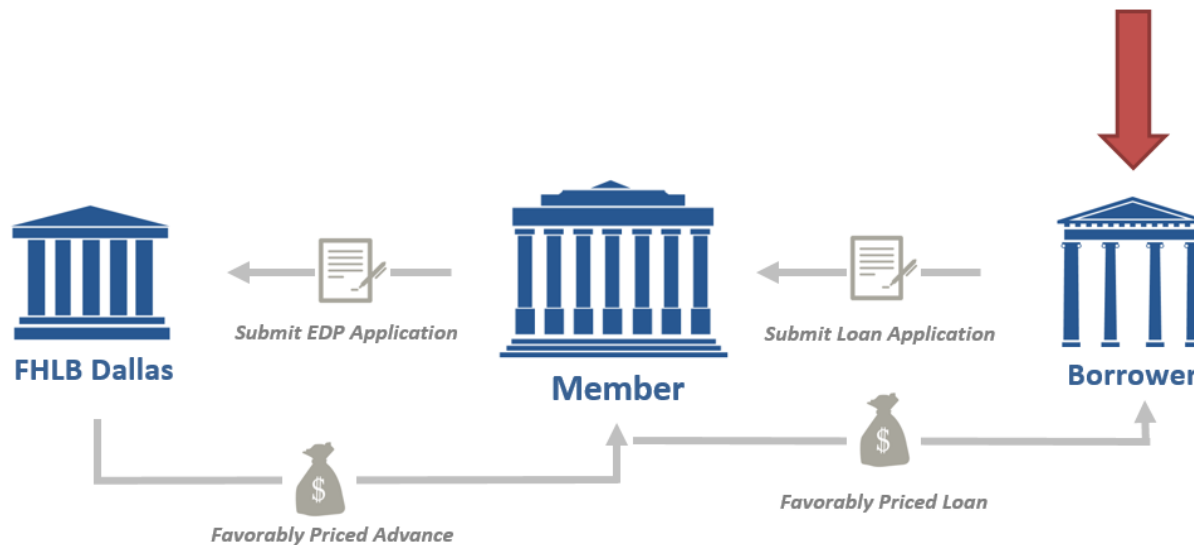
- **Benefits to Members and Communities**

- **Community Investment Program (CIP)**

- > Designed to support owner-occupied and rental housing projects

- **Economic Development Program (EDP) and EDP^{Plus}**

- > Designed to promote and support small business and other commerce-related projects



Economic Development Program (EDP)

Favorably priced advances to support the financing of economic development projects in targeted communities

- **Eligible Uses of Funds include:**

- Financing for commercial, industrial, social service, and public facility projects
- Small business financing

- **Qualifications**

- Location, wages, services, small business financing

- **Terms**

- Advance terms from 3 months to 30 years
- Amortizing, fixed- and floating-rate advance structures

Reduced Cost - CIP/EDP Advances

SecureConnect Amortizing as of 05/09/2017					
Balloon /Amort.	5 Yr	7 Yr	10 Yr	15 Yr	20 Yr
5 Year	1.997	n/a	n/a	n/a	n/a
10 Year	2.176	2.443	2.634	n/a	n/a
15 Year	2.212	2.528	2.856	3.070	n/a
20 Year	2.227	2.561	2.928	3.264	3.363
30 Year	2.241	2.589	2.985	3.388	3.595

CIP/EDP Amortizing as of 05/09/2017						
Balloon /Amort.	5 Yr	7 Yr	10 Yr	15 Yr	20 Yr	30 Yr
5 Year	1.862	n/a	n/a	n/a	n/a	n/a
10 Year	1.999	2.254	2.336	n/a	n/a	n/a
15 Year	2.034	2.335	2.473	2.554	n/a	n/a
20 Year	2.049	2.366	2.519	2.642	2.669	n/a
30 Year	2.062	2.394	2.554	2.698	2.751	2.770

29.8 bps savings on a 10-year advance

69 bps savings on a 30-year advance with a 15-year balloon

EDP^{Plus} Grant Program


Noncompetitive grant program designed to promote small business development

- EDP^{Plus} grants may be up to \$20,000
- EDP^{Plus} grant must be used in conjunction with an EDP advance with a term of at least one year
- Member institutions are eligible for up to \$80,000 in EDP^{Plus} grants annually

EDP^{Plus} Grant Program

- Furniture company located in Central Mississippi
- EDP advance for \$440,000 to expand their warehouse
- \$20,000 EDP^{Plus} grant
- Consolidated existing debt from another institution with the request
- Generated new loan business for BankPlus
- Business owner opened new business and personal depository accounts with BankPlus

BankPlus[®]



BankPlus is only as strong as the communities we serve. We have a vested interest in seeing our neighborhoods, cities and our state thrive.

**Our promise isn't something we take lightly.
It is something we take personally.**

Bill Ray, BankPlus President and CEO

Community Investment Grants and Loans

		PROGRAM	DESCRIPTION	Transaction: Max.	Final Recipient	Owner occupied	Rental	Economic Dev.	Purchase	Down payment	Closing cost	Construction	Rehabilitation	Modify/Renovate	Operational	Machinery	Working Capital	Within District Projects	FHLB REQUIREMENTS	
GRANTS	COMPETITIVE	AHP	Affordable Housing Program Grants	\$500K	Income qualified households	✓	✓	☐	☐	✓	✓	✓	✓	✓	☐	☐	☐	☐	☐	Available annually: Applications available April 3, 2017; due May 18, 2017
	SET-ASIDE	HELP	Homebuyer Equity Leverage Partnership	\$7K	First-time home buyers	✓	☐	☐	☐	✓	✓	✓	☐	☐	☐	☐	☐	☐	☐	\$6K if member originates the mortgage, \$7K if member also contributes \$350
		SNAP	Special Needs Assistance Program	\$6K	Special-needs homeowners	✓	☐	☐	☐	☐	☐	☐	☐	✓	✓	☐	☐	☐	☐	\$5K max. unless member contributes \$350, then up to \$6K
	VOLUNTARY	HAVEN	Housing Assistance for Veterans	\$7.5K	Households with disabled veterans	✓	☐	☐	☐	✓	✓	✓	✓	✓	✓	☐	☐	☐	☐	For disabled veterans who served since 9/11.
		PGP	Partnership Grant Program	\$12K	Community-based organizations	☐	☐	✓	☐	☐	☐	☐	☐	☐	☐	✓	☐	☐	☐	Member grant is matched \$3 for \$1
		EDP+	Economic Development Program Plus	\$20K	Small businesses	☐	☐	✓	☐	☐	☐	☐	✓	☐	✓	☐	☐	✓	✓	In conjunction with EDP Advance

Advance Use

ADVANCES	EDP	Economic Development Program	None	Economic dev. projects/Small business	☐	☐	✓	☐	☐	☐	☐	✓	☐	✓	☐	☐	✓	✓	Favorable Pricing for qualified projects
	CIP	Community Investment Program	None	Financing of affordable housing	✓	☐	✓	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	Favorable pricing of qualified projects and terms up to 40 years.



Part IV

How the FHLBank Atlanta Can Work With Community Development Banks

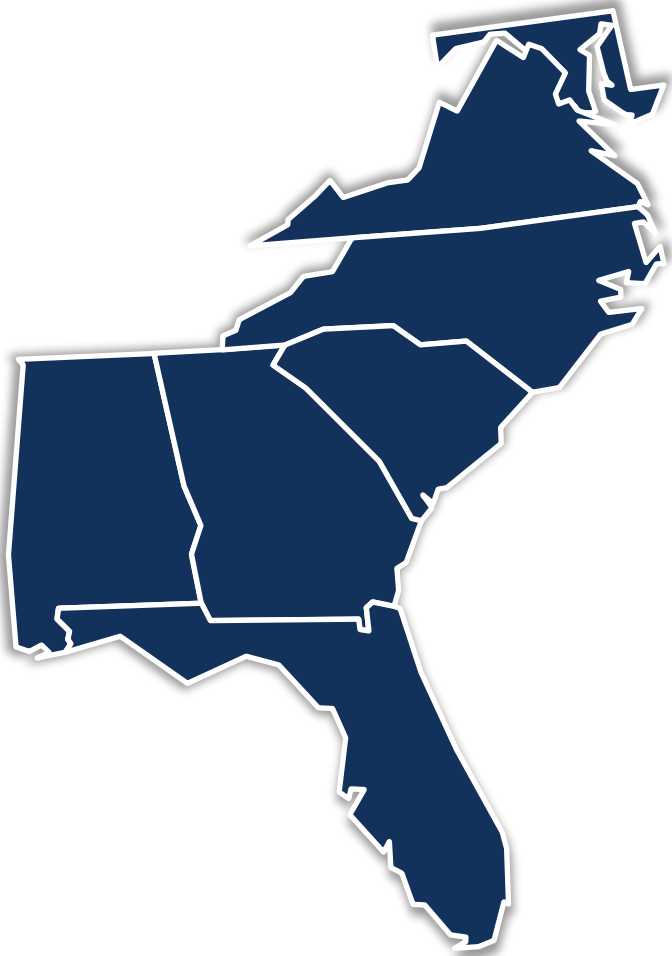
Arthur Fleming
FHLBank Atlanta

Senior Vice President and Director of
Community Investment Services



FHLBank Atlanta – Financial Highlights

December 31, 2016



- Total Assets: **\$138.7 billion**
- Total Advances (loans): **\$99.1 billion**
- 2016 Net Income: **\$278 million**
- Retained Earnings: **\$1.9 billion**
- Fourth Quarter 2016 Dividend: **4.77%**
- Total Membership: **901 institutions**

SCALE AND IMPACT



\$714.6 Million

competitive funds awarded to create over 113,000 rental and homeownership opportunities for moderate-, low- and very low-income households since 1990
AHP Competitive Leverage Ratio – 1:13

\$177 Million

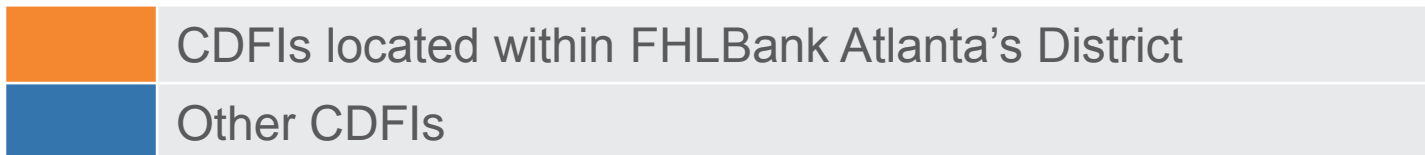
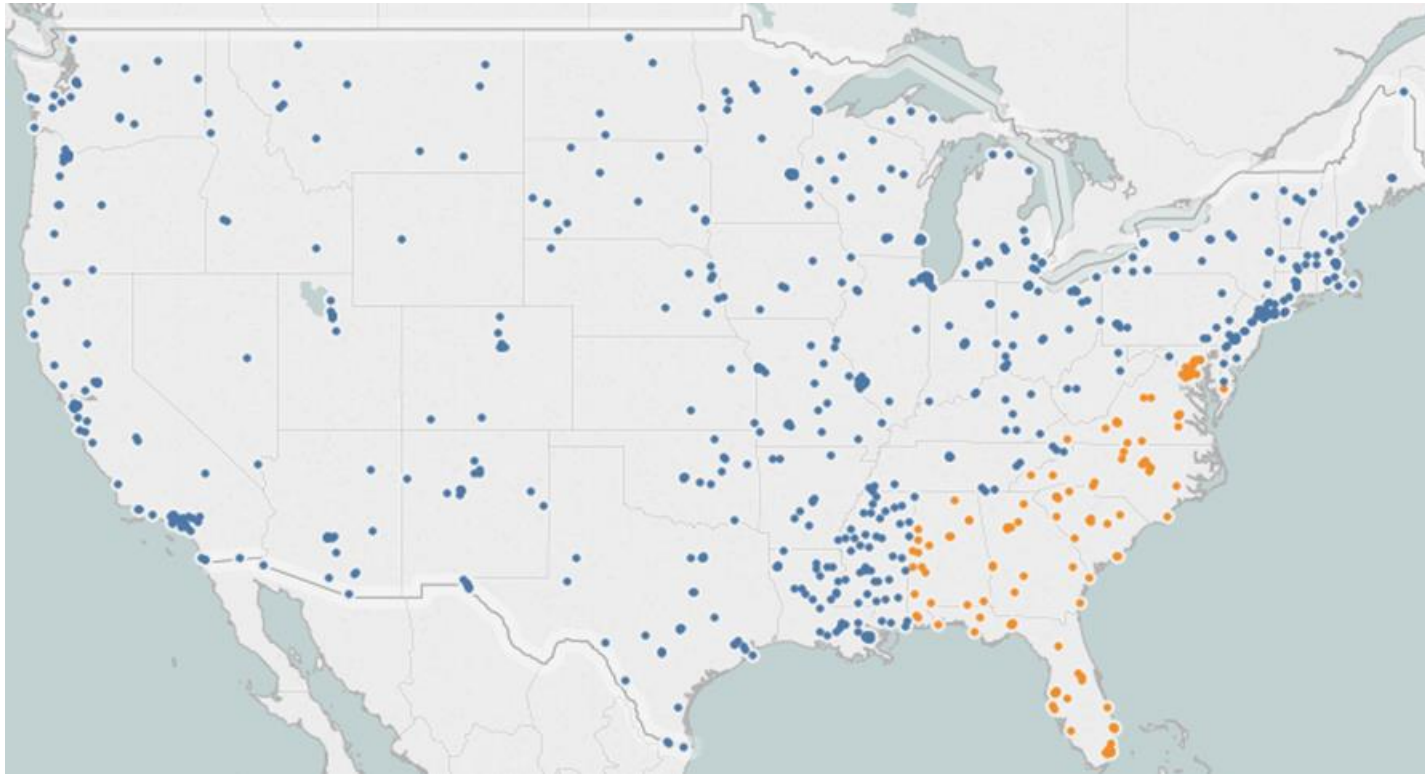
funded through AHP Set-aside products and supporting 25,885 units since 1997
AHP Set-aside Purchase Leverage Ratio – 1:21

\$7.8 Billion

low-cost CICA advances supporting community economic initiatives and affordable housing development

As of 12/31/2016

Community Development Financial Institutions (CDFIs)



AHP PRODUCTS AND SERVICES

Affordable Housing Program (AHP)



AHP Competitive – rental and ownership

- New construction/rehabilitation
- Single-family/multi-family
- Acquisition/owner-occupied



AHP Set-aside – ownership only

- First-time Homebuyer Product (FHP)
- Community Partners Homebuyer Product (CPP)
- Foreclosure Recovery Homebuyer Product (FRP)
- Community Rebuild and Restore Product (CRR)
- Veterans Product Suite (VPP, RVPP, VRP, RVRP)
- Structured Partnership Products (SPP)



- Commercial loan officers
- CRA officers
- Business development officers

- Single-family mortgage loan officers
- CRA officers
- Business development officers

Community Investment Program (CIP)/ Economic Development Program (EDP)

- Discounted advance products for residential or economic development projects

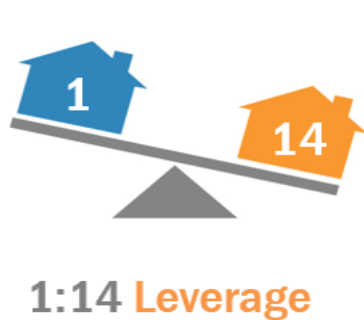
- Commercial loan officers
- CRA officers
- Business development officers

FHLBank Atlanta's Supportive Housing Impact



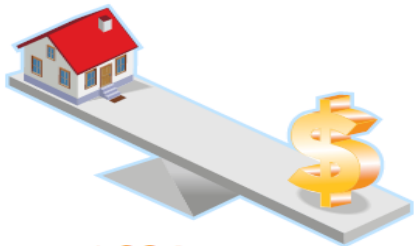
Project: Moore Place, Charlotte, NC
Sponsor: Charlotte Center for Urban Ministry, Inc.
\$1 million AHP award for supportive housing for homeless residents

Housing projects that include low-to-moderate income units reserved for individuals and families that are homeless, mentally or physically disabled, recovering from physical or substance abuse, or have HIV/AIDS.



FHLBank Atlanta's Impact with LIHTC Deals

LIHTC AHP CUMULATIVE IMPACT



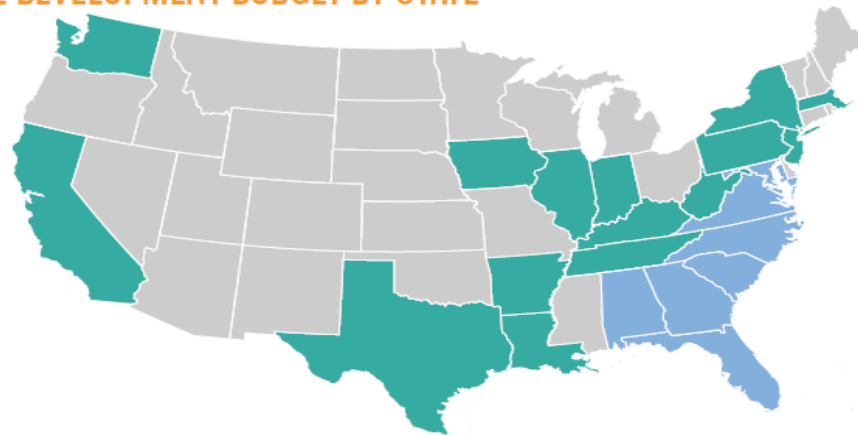
1:20 Leverage



53,062 LIHTC Units Awarded AHP Funds



TOTAL DEVELOPMENT BUDGET BY STATE



GA	\$ 882,016,941	AL	\$ 433,246,453	TX	\$ 51,476,696	IN	\$ 11,802,796
NC	\$ 859,334,949	DC	\$ 309,974,316	NY	\$ 46,835,590	AR	\$ 11,642,755
FL	\$ 790,941,037	CA	\$ 291,109,999	PA	\$ 32,249,744	NJ	\$ 11,452,482
VA	\$ 726,216,133	LA	\$ 155,365,218	WV	\$ 23,943,684	IA	\$ 4,975,394
MD	\$ 665,249,969	TN	\$ 113,486,628	MA	\$ 21,756,331	KY	\$ 1,831,600
SC	\$ 447,893,349	IL	\$ 70,223,396	WA	\$ 21,068,339		

Grand Total \$ 5,984,093,799

- 38% of all awarded AHP projects are LIHTC projects
- 45% of all awarded AHP subsidy was awarded to LIHTC projects
- 50% of all awarded AHP units are LIHTC units

Purchase Products



First-time Homebuyer Product



Community Partners Product



Foreclosure Recovery Product



Veterans Purchase Product



Returning Veterans Purchase Product

Rehabilitation Products



Veterans Rehabilitation Product



Returning Veterans Rehabilitation Product



Community Rebuild and Restore

Structured Partnership Products

Ownership Example

Ability for Homebuyer to Purchase a Home



VALUE AND BENEFITS

Community Partners Product

Home Sales Price	\$200,000
<u>Without AHP:</u>	
Member First Mortgage	\$193,000
Homebuyer Contribution	\$7,000
Seller Contribution	\$6,000
Closing Costs	\$6,000
Member LTV without AHP <small>(First Mortgage/Sales Price)</small>	96.5%

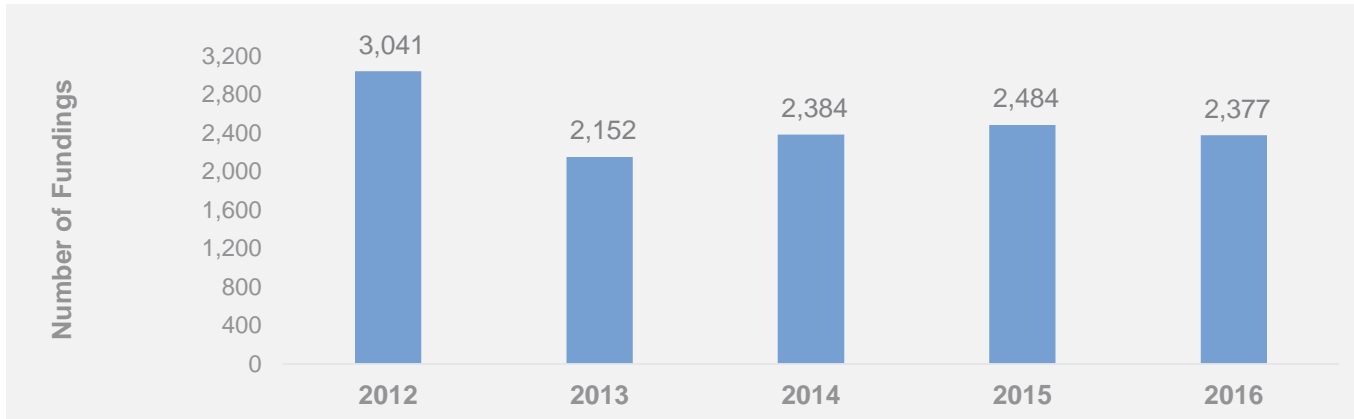
<u>With AHP:</u>	
Member First Mortgage	\$185,500
Homebuyer Contribution	\$7,000
Seller Contribution	\$6,000
Closing Costs	\$6,000
AHP <small>(4:1 match to homebuyer contribution)</small>	\$7,500
Member LTV with AHP <small>(First Mortgage/Sales Price)</small>	92.8%

Returning Veterans Purchase Product

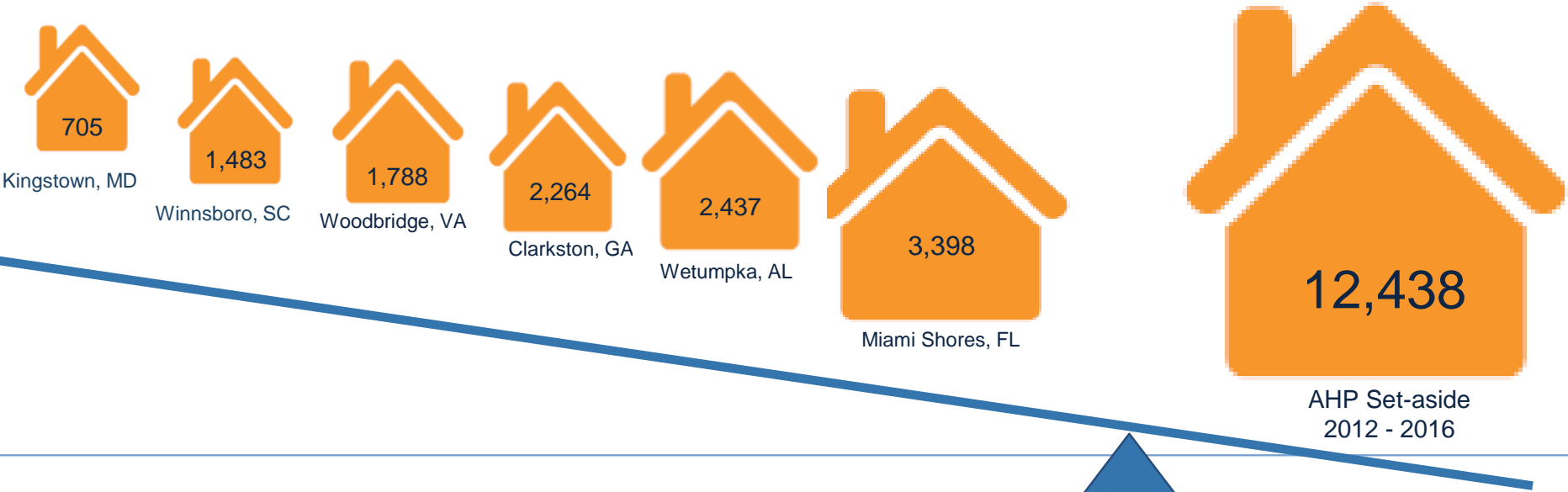
Home Sales Price	\$160,000
<u>Without AHP:</u>	
Member First Mortgage	\$160,000
Homebuyer Contribution	\$0
State Housing Grant	\$4,800
Closing Costs	\$4,800
Member LTV without AHP <small>(First Mortgage/Sales Price)</small>	100.0%

<u>With AHP:</u>	
Member First Mortgage	\$145,000
Homebuyer Contribution	\$0
State Housing Grant	\$4,800
Closing Costs	\$4,800
AHP <small>(No matching is required for AHP Veterans products)</small>	\$15,000
Member LTV with AHP <small>(First Mortgage/Sales Price)</small>	90.6%

Ownership Production AHP Set-aside – Five Years of Unprecedented Volume!



Over the last five years, AHP Set-aside funded more households than Kingstown, MD, Winnsboro, SC, Woodbridge VA, Clarkston, GA, Wetumpka, AL, and Miami Shores, FL combined!



•Total Household based on 2010-2014 historical housing occupancy data from www.usa.com

Structured Partnership Products (SPP)



Palm Beach County

- \$1.5 Million Total
- \$1.0 Million Palm Beach
- \$500,000 AHP
- Focused on Veterans



City of Savannah

- \$600,000 Total
- \$400,000 City of Savannah
- \$200,000 AHP
- Borrowers within the City limits of Savannah



Atlanta BeltLine

- \$600,000 Total
- \$400,000 Atlanta Beltline
- \$200,000 AHP
- Borrowers along the Atlanta Beltline Planning Area



City of Columbia

- \$900,000 Total
- \$600,000 City of Columbia
- \$300,000 AHP
- Purchase of new homes in targeted city neighborhoods and energy efficiency rehab

Measures of Success:

- ✓ Shareholder penetration
- ✓ Production
- ✓ Franchise value
- ✓ Advancing shareholders' brand through media

SPP Media Examples



Palm Beach County, Atlanta bank provide housing help to veterans

6:00 a.m. Tuesday, Jan. 13, 2015 | Filed in: News

Palm Beach County and an Atlanta bank are providing housing financial assistance to active and retired military personnel.

Working with Federal Home Loan Bank of Atlanta, the county is helping veterans rehabilitate their existing homes or buy new ones. A total of \$1.5 million — \$1 million from the county's State Housing Initiative Partnership program and \$500,000 from the bank — has been set aside to provide help to veterans.

Eligibility for the program is based on income. More information is available at www.pbcc.gov/DES.

Commissioner Speaks about County Program to Help Veterans Receive Housing Assistance

Posted: January 12, 2015

Commissioner Turley spoke at a news conference held Jan. 9 at the West Palm Beach Marriott hotel to announce a ground-breaking program provided by the Board of County Commissioners (and the Federal Home Loan Bank of Atlanta) that provides housing financial assistance to active and retired military personnel, veterans, and their families in Palm Beach County.

Through the Veterans Homeownership and Preservation Program, a total of \$1.5 million is being made available to help veterans rehabilitate their existing homes or purchase a primary residence in the county. Income-eligible active-duty and retired U.S. military personnel, veterans, and surviving spouses will be eligible. Income is at or below 80 percent of area median income may apply. The income limits vary depending upon the size of the household. For example, for a family of four, the income limit would be \$92,206.

Commissioner Phyllis Taylor stated that Palm Beach County has made it a priority to improve quality of life issues for veterans, including having access to safe, decent and affordable housing. "It is incumbent upon us as policy makers in partnership with private industry and social service agencies to provide a way to help our veterans," said Commissioner Turley.



Savannah Partnership Provides Housing Help

Posted: Feb. 13, 2015 8:23 PM EST
Updated: Feb. 13, 2015 8:23 PM EST

By Ian Margul | CONNECT



SAVANNAH, GA - Having a place to call your own is a big part of achieving the American Dream and the City of Savannah is...

Posted on February 13, 2015

Affordable housing partnership expands in 2015

For Immediate Release
Date: February 13, 2015



At a luncheon today, Mayor Edna Jackson joined with the Federal Home Loan Bank of Atlanta (FHLBank Atlanta) and area bank officials to announce that the affordable housing partnership "Banking Works, Savannah!" will return to Savannah in 2015.

Under the 2015 partnership, FHLBank Atlanta and the City of Savannah have committed grant funds totaling \$600,000, that will primarily provide income-eligible Savannah households with down payment assistance for the purchase of homes. Income-eligible households may also access grant funds to assist with the rehabilitation of a currently owned home.

"This is a great day for our city as we continue to build partnerships that bring much needed private investment to deserving, limited income, Savannah households," said Mayor Jackson.

Palm Beach Post, Tues Jan 13 2015

Palm Beach County Press Release, Tues Jan 12 2015

WSAV, Fri Feb 13 2015

Press Release, City of Savannah Website
Fri Feb 13 2015



WJCL News, Tues Feb 13 2015

FHLBank Atlanta, Atlanta BeltLine offer funding for new homes, rehabilitation

Phil M. Hudson, Atlanta Business Chronicle | 10:22 am EST March 4, 2015



(PHOTO: FUTURE)

Atlanta BeltLine said funding is available exclusively to FHLBank Atlanta member financial institutions and their eligible customers who earn 80 percent or less than the area median income.

"Atlanta BeltLine, Inc. is committed to providing stable housing opportunities for individuals and families who seek to live along the Atlanta BeltLine and may be most affected by the impacts from growth and change," Atlanta BeltLine President and CEO Paul Morris said in a statement. "We believe that the real strength of the BeltLine is found in the diversity of the 45 neighborhoods that surround it."

Morris said Atlanta BeltLine has a goal of providing 6,000 units of affordable housing. Eligible properties include single-family homes and owner-occupied homes in need of...

Atlanta Business Chronicle,
Wed March 4 2015

Atlanta BeltLine, Inc. and Federal Home Loan Bank of Atlanta Partner to Launch New Housing Finance Partnership

posted in Affordable Housing, Press Releases // 03/03/15

Atlanta BeltLine, Inc. and Federal Home Loan Bank of Atlanta Partner to Launch New Housing Finance Partnership

ATLANTA, March 3, 2015 — Federal Home Loan Bank of Atlanta (FHLBank Atlanta) and Atlanta BeltLine Inc. today announced the launch of an affordable housing finance partnership that offers a cumulative \$600,000 in grant funding for the purchase of new homes or rehabilitation of existing homes along the Atlanta BeltLine corridor. Funding is available exclusively to FHLBank Atlanta member financial institutions and their eligible customers earning 80 percent or less than the area median income.

"Through this partnership, the FHLBank Atlanta cooperative and Atlanta BeltLine Inc. harness the power of local financial institutions, the City of Atlanta, and community partners to create affordable housing solutions," said Arthur Fleming, Senior Vice President and Director of Community Investment Services for FHLBank Atlanta. "The mission of the Federal Home Loan Bank of Atlanta is to help our member financial institutions make affordable home mortgages and extend credit into their communities."

Interested homebuyers or homeowners can visit the Atlanta BeltLine's website at www.AtlantaBeltLinehomes.com to begin

Joint Press Release,
Atlanta BeltLine Website
Tues March 3 2015

Home payment assistance program now available



WSB-TV, Action News
Mon April 27 2015



- **Connections to Business Drivers:** FHLBank Atlanta has a database of over 4,000 developers, Realtors, contractors, nonprofits, etc. that can be shared with shareholders
 - Can be sorted by local market



- **Marketing:** FHLBank Atlanta provides templates for the marketing of homeownership products
 - Templates available on the web
 - Direct assistance with shareholders



- **Technical Assistance:** FHLBank Atlanta will conduct, in collaboration with our shareholders, webinars, CRA consultations, joint outreach, business development events, etc. to attract, train, or retain our shareholders' customers

Business Value

- Enable shareholders' extension of credit
- Enable shareholders' lending on difficult to finance transaction
 - Could enhance local positive branding of shareholder
- Value proposition for shareholders to attract new relationships with gatekeepers
- Shareholders brand products in their name
- Get the phones to ring!

Compliance Value

- Reduce shareholders' loan risk in transaction
- Enable shareholders' extension of credit
 - CRA-eligible Lending Opportunity
- Shareholder sponsored the AHP Competitive application for the direct subsidy
 - CRA-eligible Service Opportunity
- Tenants and/or borrowers are all at 80% or below of area median income
 - Project positioned as a CRA-eligible activity



One-on-one, personalized sessions with a shareholder devoted to brainstorming and collaborating on ways to advance their CRA Business Development opportunities

- Beneficial to assessment of shareholder's:
 - Business strategies
 - Response to the community and market challenges
 - Demographic and economic data




Services

CRA Business Development Success Roadmap

Member Bank's CRA Exam Success Roadmap

“Lending” Evaluation



Member's Use of AHP Set-aside Homeownership Products

- Served (X) families
- Leveraging (\$X) in first mortgages

Member's extension of First Mortgage Credit in AHP Competitive Application

- Leveraged (\$X) in total development
- Total units


Member's Accessing Innovative Lending Opportunities

- Member's partnering with local governments and Housing Finance Agencies through Structured Partnership Product (SPP)

Member's takedown a CIP/EDP Advance

Assessment of Member's CRA Capacity, Constraints, and Business Strategies

FHLBank Atlanta Database
Member's utilization of FHLBank Atlanta contact database of nonprofits, developers, community organizations




FHLBank Atlanta Forums and Training
Member's participation at FHLBank Atlanta trainings and forums

- CRA Business Development Forums
- Affordable Housing Product Trainings and
- Webinars CRA Consultations


Marketing Assistance
Member's deployment of customizable marketing brochures for AHP Homeownership products to realtors and consumers throughout assessment area – Branded in (Member Bank's) name

FHLBank Reporting Assistance
Member's access of Census Tract Level Data Reporting



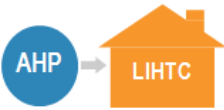
“Service” Evaluation

Member's Submission of (X) of Affordable Housing Program (AHP) Competitive Applications



“Investment” Evaluation

AHP Competitive Application with (Member Bank's) Purchase of Tax Credits



Member Bank's CRA Success Roadmap

Crafting Your CRA Success Stories



Impact

Member's AHP Scale and Impact Profile
"What is the Community and Economic Impact of Member's AHP Dollars?"



- (\$X) in Tax Revenue¹
- (\$X) in Total Development
- (X) Jobs Created
- (X) total units were awarded

Through our AHP Homeownership Products

- Served (X) Families
- (X) Jobs created
- Leverage Ratio

Innovation

- Member's Partnering with Local Governments and Housing Finance Agencies through Structured Partnership Product (SPP)

Initiative

- Member's Partnering with FHLBank Atlanta for a series of in-market events targeting local business drives, consumers, and community partners
- Member's innovative leveraging of Affordable Housing Products and Services to better serve your community



We can Help Build Your CRA Success Roadmap

Contacts			
Arthur Fleming	Senior Vice President and Director of Community Investment	404.888.8359	afleming@fhlbatl.com
Alena D'Auria	Community Investment Project Coordinator	404.888.5660	adauria@fhlbatl.com
ShaDonte Dozier	Business Development Manager	404.888.8416	sdozier@fhlbatl.com

¹ Beyond Units: Economic Benefit of Federal Home Loan Bank of Atlanta's Affordable Housing Program, The Hendrickson Company in conjunction with The Shimberg Center for Housing Studies, University of Florida, 2010

- Lenders that participate in AHP Ownership and Multifamily Housing
 - “Find A Member” on the Bank’s website now includes member business contacts for **multifamily** and **Letters of Credit** in addition to existing homeownership

Find a Member Near You

Select the type of member you'd like to find

<input type="radio"/> Member Financial Institutions	<input type="radio"/> Lenders that participate in AHP Ownership Products
<input checked="" type="radio"/> Lenders that participate in Multifamily Housing	

Search Options

Messages below sent to members via locator tool

“I am interested in becoming a homeowner. I am a veteran and need additional information as to what I need to do to qualify. Please contact me as soon as possible.

*“Hello, I see your bank is a member of FHLB. I am interested in a first time homebuyers or REO GRANT from FHLB
May I please have a current list of your REO PROPERTIES?
Please contact me by email with a property list.
I would like to purchase something in the next 1-3 months..”*



Part V

Case Study: Carver State Bank

Arthur Fleming

FHLBank Atlanta

Senior Vice President and Director of Community Investment Services

Robert E. James II

Carver State Bank

President and CEO





Carver State Bank has initiated a series of development services designed to assist individuals in the community with building better futures for themselves and their families.

Minority
Depository
Institution
(MDI)

Community
Development
Financial
Institution
(CDFI)

One of two
Black-Owned
Banks (BOBs) in
Georgia; *one of
23 nationally*

Products

Tailored and Flexible

Second Chance
Checking Accounts

Credit Rebuilder Loans

IDA Accounts

Affordable Housing
Loans

Small Business Loans

Commercial Real
Estate Loans

Customers

Largely
African
American

Low-income
Population

Lack
financial
resources

Do not meet
traditional
underwriting
standards

Service Area: Census tract-based investment areas spread across GA including, Bryan County, Chatham County, Liberty County, Other targeted populations of African Americans

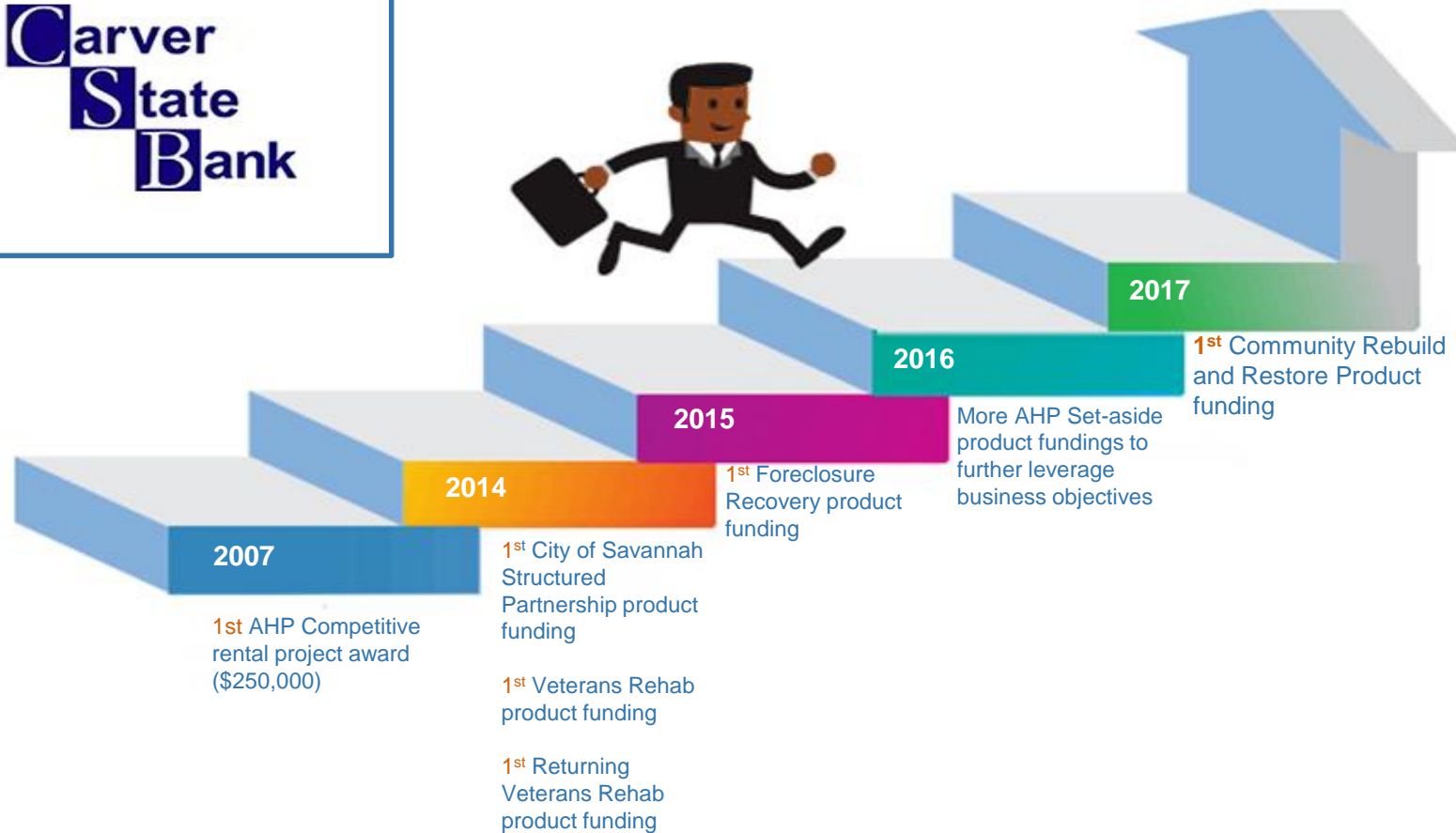
RELATIONSHIP MANAGEMENT

FHLBANK ATLANTA	TITLE	CONTACT INFO
Arthur Fleming	Senior Vice President, Director of Community Investment Services	404.888.8359, afleming@fhlbatl.com
Jan Hadder	Vice President, Associate Director of Community Investment Services	404.888.8355, jhadder@fhlbatl.com
Joel Brockmann	Assistant Vice President, Rental Production Manager	404.888.8156, jbrockmann@fhlbatl.com
Cassandra Madden	Banking Officer, Ownership Production Manager	404.888.5321, cmadden@fhlbatl.com
ShaDonte Butler	Assistant Vice President, Community Investment Business Development Manager	404.888.8416, sbutler@fhlbatl.com
Rob Boyd	Community Investment Services Strategic Initiatives Lead	404.888.8366, rboyd@fhlbatl.com

CARVER STATE BANK	TITLE	LOCATION
Robert E. James	President and Chief Executive Officer	Savannah, GA
David Douse	Vice President, Corporate Secretary, and Chief Financial Officer	Savannah, GA
Claudia Clarke	Vice President and Senior Lending Officer	Savannah, GA

Carver State Bank

Utilization of AHP Bank Products and Services



Carver State Bank – Homeowner’s Story:

Carver State Bank was able to use FHLBank Atlanta’s Affordable Housing Program to help a customer become a first-time homeowner.

Ms. Faye Lynette Pugh was employed at South Coast Medical Group as a medical assistant for 4 years.

Carver held the mortgage on the home she rented.

Ms. Pugh has become a customer of Carver and has a perfect payment history on her new home.

- When her landlord encountered difficulties and was unable to meet his obligations, the bank was forced to **foreclose on the property**.

- Ms. Pugh was able to purchase the home from Carver for \$55,000.

- Along with the \$4,200 Ms. Pugh was able to save, Carver financed 90% of the purchase

- The FHLB program provided an additional \$15,000 for Ms. Pugh to use towards closing costs and improvements to the property.



Carver State Bank

Affordable Housing Program (AHP) Scale and Impact Profile



CARVER STATE BANK AHP RENTAL DEVELOPMENT

Since 2007, Carver State Bank AHP awarded rental projects have created the following estimated economic impact¹:



Sponsor: Old Savannah Mission, Inc.

AHP funds used for the rehabilitation of 28 multifamily rental units in Savannah, Georgia. The project renovated 3,668 square feet of available space in the existing facility as 28 double occupancy units for Fresh Start residents, and expanded the community kitchen/dining shared with the Clean Start residents. This existing 35,000 square foot, two story masonry building was constructed in 1930 and extensively renovated in 2002. This project will expand OSCM's transitional housing capacity from 22 to 50 units. OSCM participates in the Savannah/Chatham County Continuum of Care.

¹ Based on FHLBank Atlanta multiplier factors. Beyond Units: Economic Benefit of Federal Home Loan Bank of Atlanta's Affordable Housing Program, The Hendrickson Company in conjunction with The Shimberg Center for Housing Studies, University of Florida, 2010

Carver State Bank

Affordable Housing Program (AHP) Scale and Impact Profile



CARVER STATE BANK AHP HOMEBUYER FINANCING

\$120,623
AHP Investment

\$2.4 million
Total Mortgages



1:19 Leverage



24 Families
Purchased their First
Home Since 1999

CARVER STATE BANK AHP HOMEOWNER REHAB FINANCING

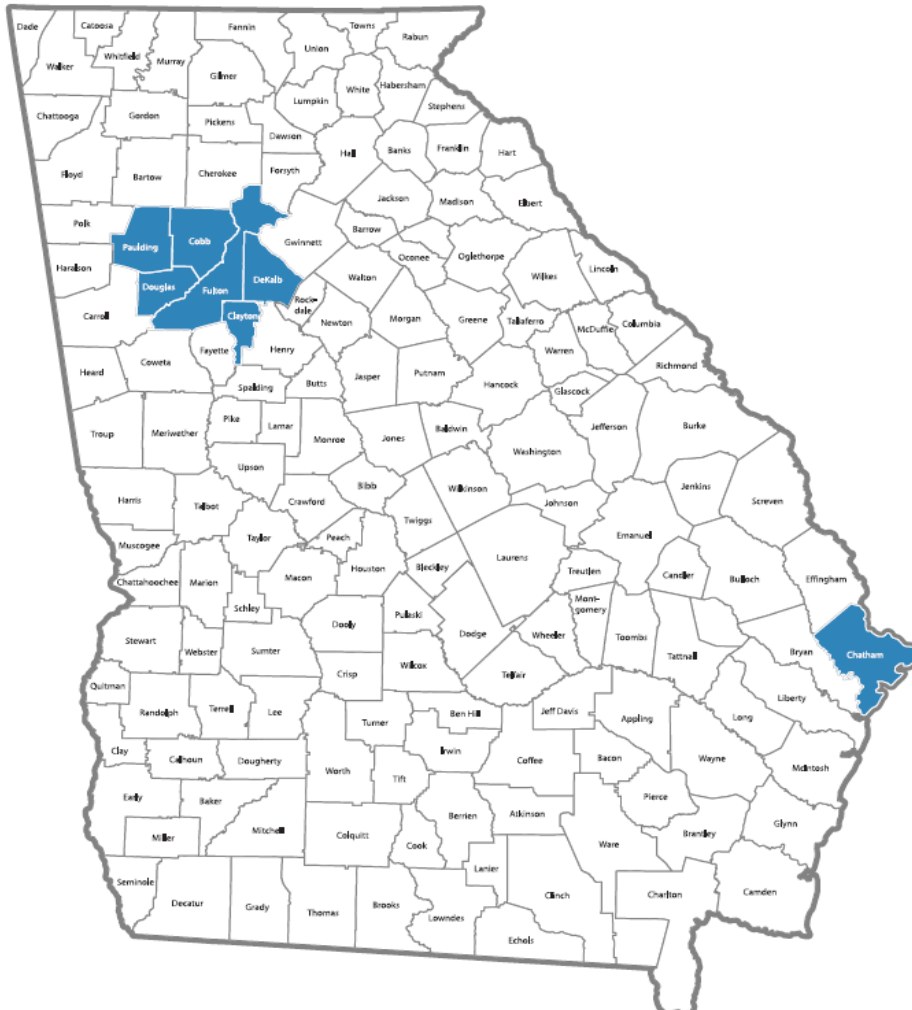
AHP
\$243,225



19 Families Rehabilitated
their Home Since 2014

Carver State Bank

Affordable Housing Program (AHP) Scale and Impact Profile



TOTAL DEVELOPMENT BY COUNTY

State of Georgia:

County	Development Budget
Fulton	\$899,189
Chatham	\$895,130
Clayton	\$395,503
DeKalb	\$355,873
Paulding	\$116,013
Douglas	\$115,746
Cobb	\$113,485
Grand Total	\$2,890,939

Do You Have Any Questions?

We are happy to help!

