



Florida Housing Coalition Conference: Building Capacity to Build: The Nonprofit as Affordable Housing Developer

Federal Home Loan Bank of Atlanta's
Products and Services

Presented by Art Fleming, Senior Vice President and
Director of Community Investment Services

Wednesday, August 28, 2019
Orlando, FL

FEDERAL HOME LOAN BANK
OF ATLANTA

- **Opening Remarks**
- **FHLBank System Overview**
- **Why is a Non-Profit Partnership with FHLBank Atlanta Important?**
 - Rental Products
 - Homeownership Products
- **Big Takeaways**
 - Understanding How to Connect with Lenders
 - Understanding Why Timing is Everything
 - Understanding How to Connect with the Right Person
 - Plug Yourself into a Working Partnership
 - Learn and Become an Expert with a Track Record



FHLBank Atlanta

Introduction to FHLBanks



The FHLBanks are government-sponsored enterprises, or “GSEs,” created by the Federal Home Loan Bank Act of 1932

FHLBank Atlanta is one of 11 district banks in the Federal Home Loan Bank System

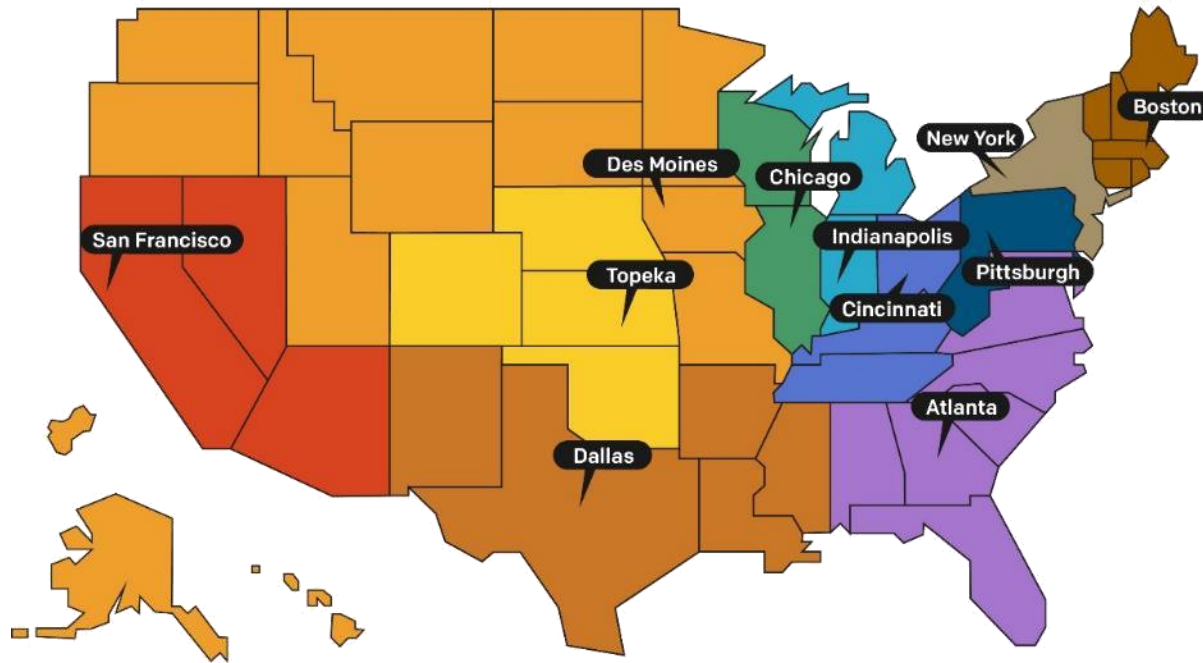
FHLBank Atlanta’s district comprises Alabama, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and the District of Columbia

FHLBank System Overview

FHLBanks Play a Key Role in Financial Services

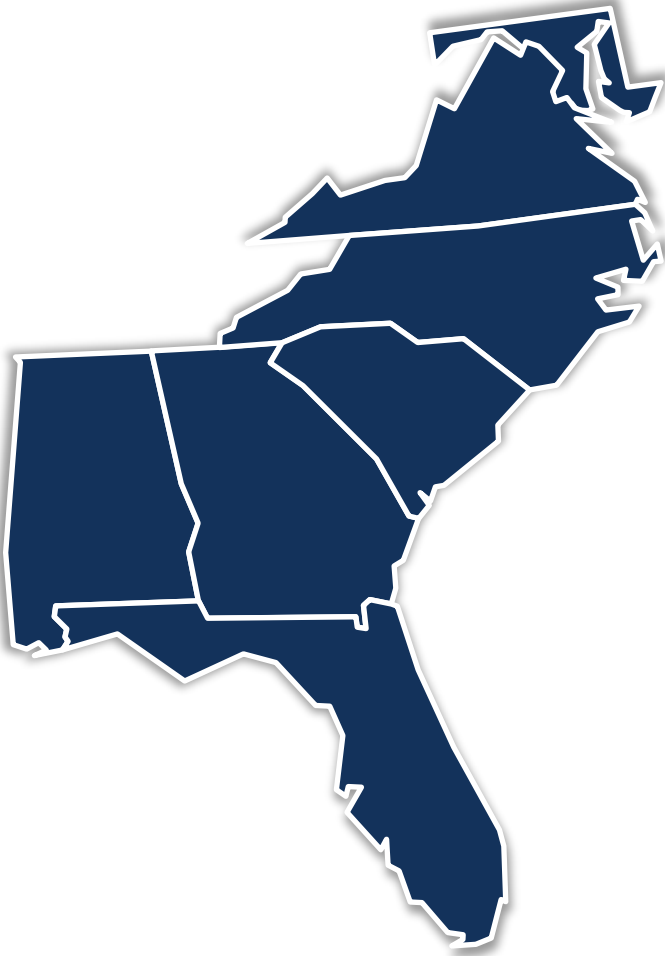


FHLBank System



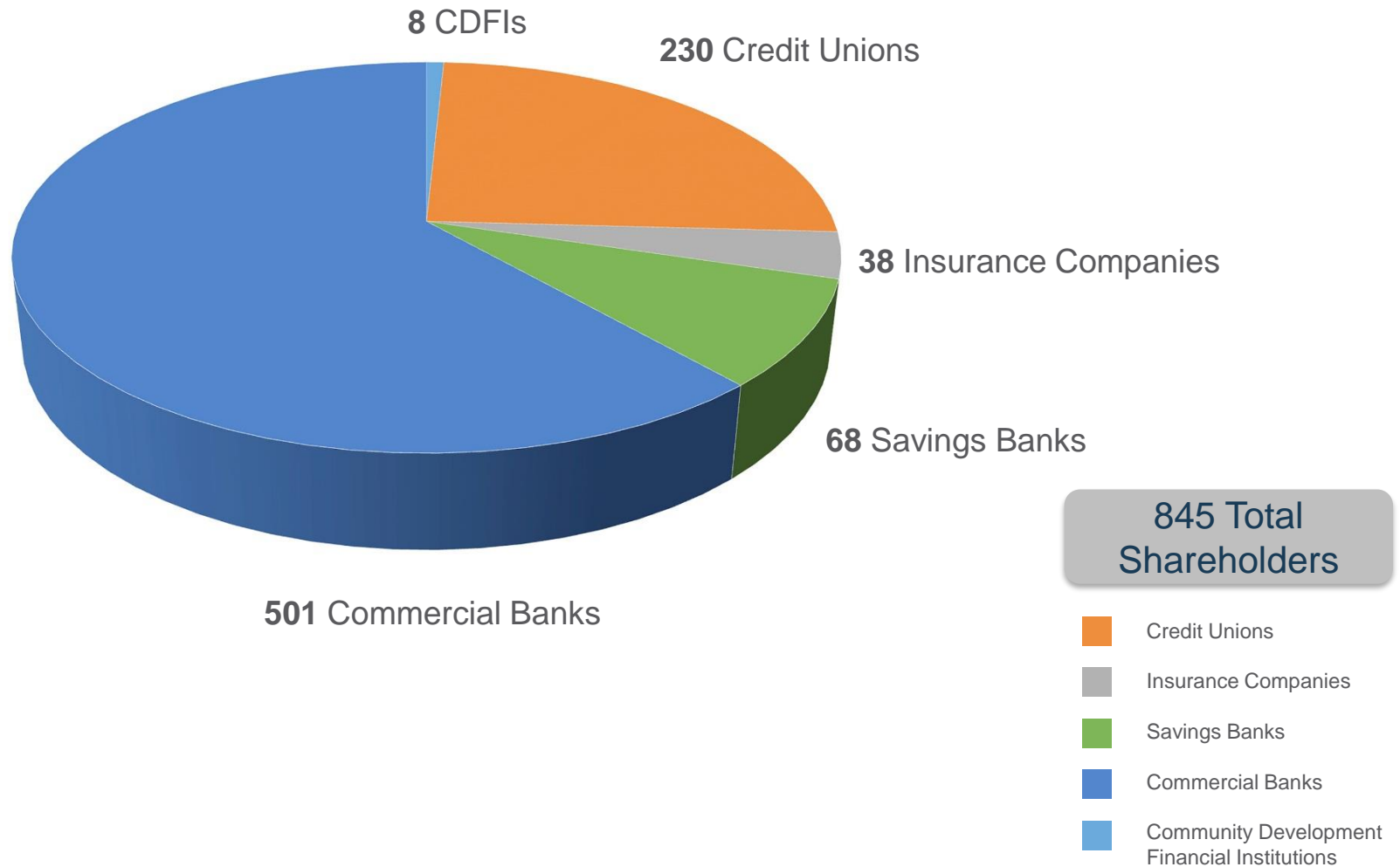
Provide wholesale products and services to approximately 7,000 member financial institutions

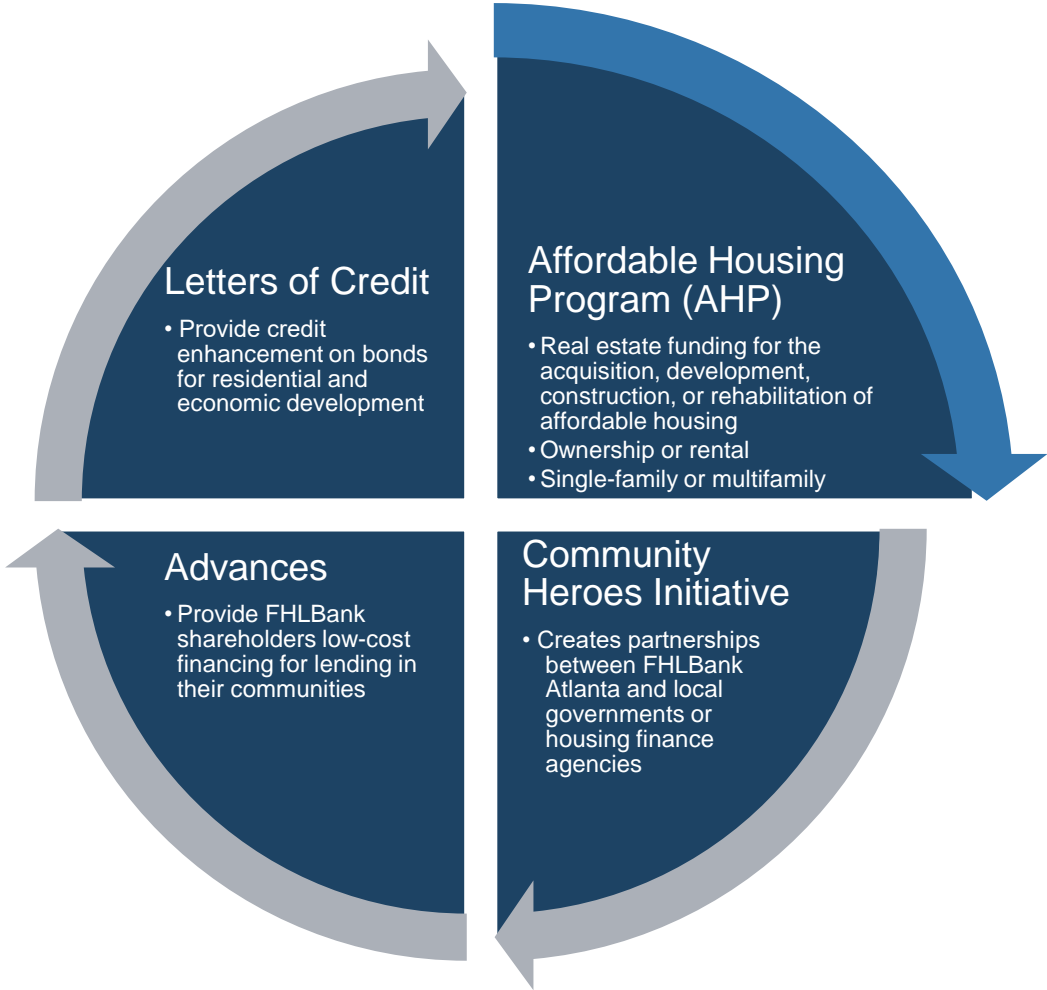
Increase and expand the availability of funds for residential mortgage and community development lending nationwide



- **Total Assets: \$138.9 billion**
- **Total Advances (loans): \$90.9 billion**
- **First Quarter Net Income: \$101 million**
- **Retained Earnings: \$2.1 billion**
- **First Quarter 2019 Dividend: 6.54%**
- **Total Membership: 845 institutions**

FHLBank Atlanta Shareholders As of March 31, 2019







Affordable Housing Products and Services

Leveraging our AHP Products to Advance Your Business Objectives



Affordable Housing Program and CICA Products

Rental and Ownership Development

Mortgage Purchase

Advance

AHP Competitive

- \$500,000 for rental or ownership development projects
- Competitive application - each FHLBank has its own scoring criteria
- Shareholder contacts:
 - Commercial loan officers
 - CRA officers
 - Business development officers

Developer / Builder Driven

- New construction
- Rehabilitation
- Multifamily
- Single-family
- Acquisition
- Construction and/or permanent financing



Homeowner Assistance

- Down payment, closing costs, and principal reduction funding for home purchase or home rehabilitation
- Generally first come, first served
- Shareholder contacts:
 - Single-family mortgage loan officers
 - CRA officers
 - Business development officers

Mortgage Professional Driven

- Owner-occupied Products:
 - First-time homebuyer,
 - Community Partners,
 - Veteran, Community Rebuild and Restore,
 - Foreclosure Recovery



CIP/EDP

- Discounted advance products for residential or economic development projects
- Generally first come, first served
- Shareholder contacts:
 - Commercial loan officers
 - CRA officers
 - Business development officers

Shareholder Driven

- Enables Housing Development and Community Revitalization Activities



Affordable Housing Program (AHP)



AHP Competitive – rental and ownership

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



AHP Set-aside – ownership only

- Down payment and closing cost assistance
- Rehab assistance
- Veterans Focus



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

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

- Commercial loan officers
- CRA officers
- Business development officers



Waterfront Rescue Mission
Pensacola, FL
\$500,000 AHP Subsidy
100 rental units

Reduces Project Debt Service

- Permits a reduction in project rents to enable affordability

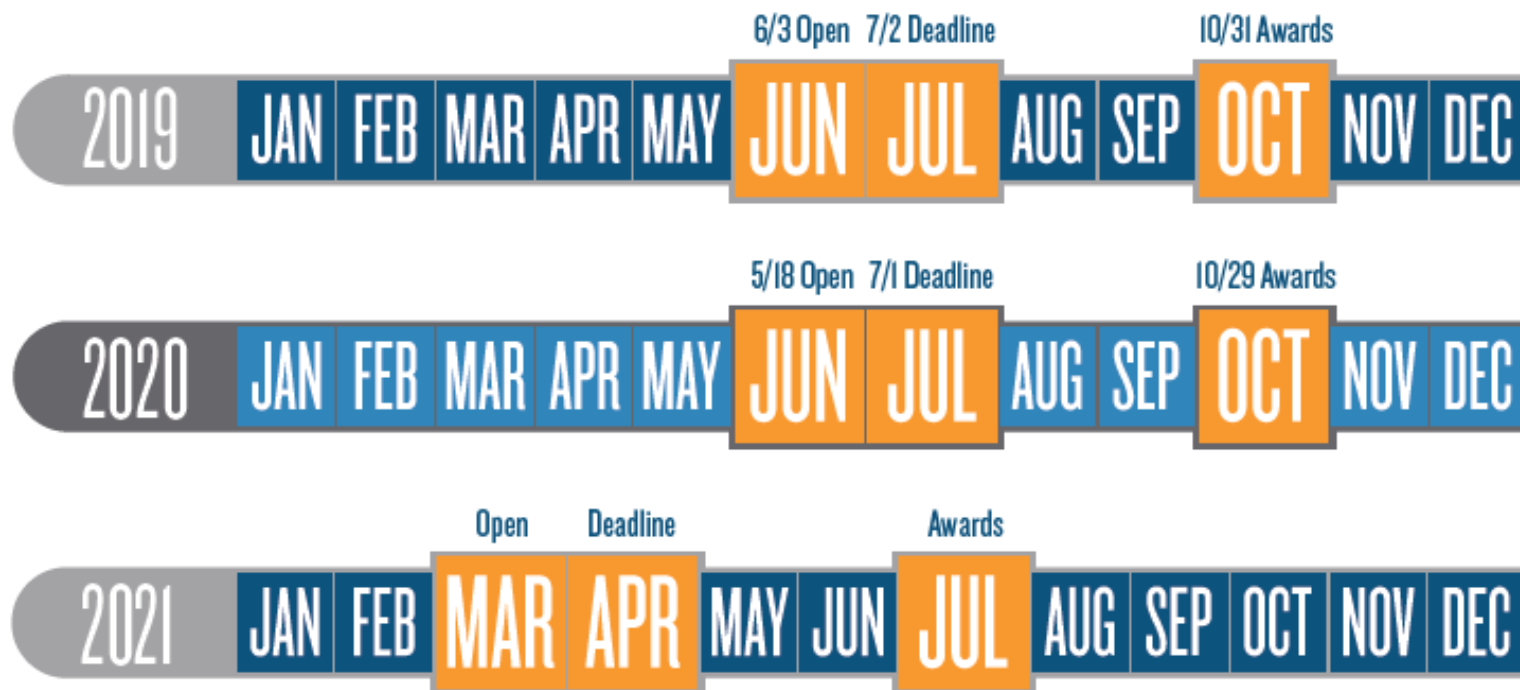
Use of Funds

- Acquisition
- Rehabilitation
- New construction
- Permanent funding



Lakeside Terrace Senior Apartments
Winter Haven, FL
\$612,815 AHP Subsidy
84 rental units

FHLBank Atlanta AHP Competitive 3-Year Application Schedule



Purchase Products



First-time Homebuyer
Product **\$5,000**



Veterans Purchase
Product **\$7,500**



Foreclosure Recovery
Product **\$15,000**



Community Partners
Product **\$7,500**



Returning Veterans
Purchase Product **\$10,000**

Rehabilitation Products



Community Rebuild and
Restore **\$10,000**

Structured Partnerships



HFAs, cities, and counties
Amounts vary per partner

Scale and Impact of FHLBank System AHP


ECONOMIC IMPACTS OF AHP-ENHANCED RENTAL, HOME CONSTRUCTION AND REHABILITATION ACTIVITIES

 **\$181.00 BILLION**
TOTAL ECONOMIC BENEFITS

 **1,231,721 JOBS**
JOB CREATION

 **\$69.24 BILLION**
LABOR INCOME

 **\$102.66 BILLION**
GDP

 **\$13.44 BILLION**
FEDERAL TAX REVENUE

 **\$6.54 BILLION**
STATE AND LOCAL TAX REVENUE

ECONOMIC IMPACTS OF AHP-ENHANCED HOME PURCHASES

 **\$36.74 BILLION**
TOTAL ECONOMIC BENEFITS

 **250,710 JOBS**
JOB CREATION

 **\$8.85 BILLION**
LABOR INCOME

 **\$23.51 BILLION**
GDP

 **\$1.81 BILLION**
FEDERAL TAX REVENUE

 **\$1.44 BILLION**
STATE AND LOCAL TAX REVENUE



Community Heroes

Grant Funding Initiative

A Federal Home Loan Bank of Atlanta Product



New Initiative

- Local structured partnerships focused on Community Heroes
- Revitalization and stabilization objectives

Structured Partnership Entities

- Municipalities
- Counties
- States
- Housing Finance Agencies (HFAs)

Targeted Consumers

- Community Heroes earning greater than 80 percent up to 120 percent area median income (AMI)
 - Law enforcement officers
 - Public school educators
 - Firefighters
 - Other first responders

Up to **\$4.5 Million** in Grants from FHLBank Atlanta

Community Heroes

Leveraging up to \$13.5 million in additional grants from local sources to support home purchase activities

Households **must be greater than 80 percent AMI and shall not exceed 120 percent of AMI**

Local **Structured Partnership** entity (HFA, state, or local municipality) must provide at least **3 to 1 match**

All funding shall be **extended exclusively via FHLBank Atlanta shareholder financial institutions**

Local entity will manage local structures, intake, processing, and funding

\$18 Million in Total Funding Available

Community Heroes Structured Partnerships (As of June 2019)



Plug Yourself Into a Working Partnerships!



Helping officers purchase homes in strategic neighborhoods such as English Avenue and Vine City to increase police visibility and enhance engagement between the Atlanta Police Department and citizens



Statewide program in Virginia for Community Heroes with \$8,000 total grants from VHDA and FHLBank Atlanta



Community Heroes who are employees of the City of Asheville or Asheville City schools purchasing in the City of Asheville



Many first-time homebuyers in the existing Palmetto Heroes program already meet the Community Heroes eligibility definition and receive an additional \$2,000 grant from FHLBank Atlanta

Connecting with the Right Person!!

- **Find A Member** on the Bank's website includes member business (loan officer/lender) contacts for both **single-family home purchase and rental housing development**
- Helps connect developers with FHLBank Atlanta members

Find a Member Near You

200+ Member Business Contacts

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	<input type="radio"/> Lenders engaged in Public Finance

Messages below sent to members via Find A Member:

"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 FHLBank Atlanta. I am interested in a first time homebuyers or REO GRANT from FHLBank Atlanta. 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."



Connections to Business Drivers: FHLBank Atlanta has a database of over 4,000 developers, real estate agents, 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



Strategic Outreach: FHLBank Atlanta will conduct in collaboration with our shareholders webinars, joint outreach, and business development events. This may be used to help shareholders attract, train, or retain customers

Helpful Resources



Program Guidelines	Links
<ul style="list-style-type: none">AHP Implementation Plan	http://corp.fhlbatl.com/files/documents/ahp-implementation-plan.pdf
Application Resources	
<ul style="list-style-type: none">AHP Income Limits Calculator	https://cis.fhlbatl.com/ahp/utilities.portal
<ul style="list-style-type: none">AHP Pre and Post Funding Documentation Requirements	http://corp.fhlbatl.com/files/documents/ahp-pre-post-documentation-requirements.pdf
<ul style="list-style-type: none">AHP Products Income Documentation Requirements	http://corp.fhlbatl.com/files/documents/ahp-income-documentation-requirement.pdf
<ul style="list-style-type: none">Zero Income	http://corp.fhlbatl.com/files/documents/ahp-zero-income-certification.pdf
<ul style="list-style-type: none">Intake Certification	http://corp.fhlbatl.com/files/documents/intake-certification.pdf
<ul style="list-style-type: none">FHLBAsap QuickStart Guide	http://corp.fhlbatl.com/files/documents/fhlbasap-quickstart.pdf
Marketing Resources	
<ul style="list-style-type: none">AHP Marketing and Publicity Guide	http://corp.fhlbatl.com/files/documents/ahp-marketing-publicity-guide.pdf



FHLBank Atlanta (Bank) is dedicated to promoting diversity and inclusion of minorities, women, individuals with disabilities, and minority, women, and disabled owned businesses, at all levels, in management and employment, in all business and activities. We recognize that diversity and inclusion are business imperatives that help us achieve financial and operational excellence and we support and encourage the provision of opportunities to a diverse network of contractors, vendors, professionals and other parties through the Bank's AHP programs, products, and services.

How Can We Help You Succeed? Contact Us



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