Leveraging FHLBank Atlanta as Your Partner in Affordable Housing

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FEDERAL HOME LOAN BANK SYSTEM OVERVIEW
FHLBanks Play a Key Role in Financial Services

FHLBank System

Provide products and services that help shareholder financial institutions manage their asset-liability and liquidity programs

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

- FHLBank Atlanta is one of 11 district banks in the Federal Home Loan Bank System
- The FHLBanks are government-sponsored enterprises created by the Federal Home Loan Bank Act of 1932
- FHLBank Atlanta’s district includes Alabama, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and the District of Columbia
FHLBank Atlanta – Financial Highlights
March 31, 2019

• 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

845 Total Shareholders

- 501 Commercial Banks
- 230 Credit Unions
- 68 Savings Banks
- 38 Insurance Companies
- 8 CDFIs
- 845 Total Shareholders

Color Legend:
- Orange: Credit Unions
- Gray: Insurance Companies
- Green: Savings Banks
- Blue: Commercial Banks
- Light Blue: Community Development Financial Institutions
FHLBank Atlanta’s Homeowner Assistance Products
Connecting the Dots: Scale and Impact of AHP

A Unique Offering to Shareholders and the Community

- Real estate finance “equity” enables residential development and/or rehabilitation
- Enable shareholders to grow business, reduce transactional risk, and achieve CRA regulatory objectives
- Capitalized via 10 percent of net earnings

FHLBank Products = Earnings

Community Dividend

10 percent

AHP Competitive Program

$760.5 million since 1990
- 120,436 units
- Leverage ratio = 1:14

AHP Homeowner Assistance Products

$214 million since 1997
- 31,958 units
- Leverage ratio = 1:23

Data as of April 30, 2019
What are the AHP Homeowner Assistance Products?

- FHLBank Atlanta's Affordable Housing Program (AHP) homeowner assistance products provide matching funds for the purchase or disaster recovery rehabilitation of a home.

Eligible homebuyers(s)/homeowner(s) include low- and moderate-income households.

Can be used to reduce principal and assist in down payments, closing costs, and/or rehabilitation costs.

- Funds are provided to participating FHLBank Atlanta shareholders on a first-come, first-served basis.
AHP Homeowner Assistance Products

**Purchase Products**
- First-time Homebuyer Product
- Community Partners Product
- Foreclosure Recovery Product
- Veterans Purchase Product
- Returning Veterans Purchase Product

**Rehabilitation Products**
- Community Rebuild and Restore
First-time Homebuyer Product

Designed for first-time homebuyers

Product Highlights¹:

- Maximum subsidy is $5,000 per homebuyer
- Funding is provided as a 4 to 1 match
- The homebuyer contributes at least $1,000

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
FHLBank Atlanta’s AHP Homeownership Assistance Products - Community Partners Product

Community Partners Product

Designed to assist those who help others as a profession including current or retired law enforcement officers, educators, healthcare workers, firefighters and other first responders

Product Highlights:

• Maximum subsidy is $7,500 per homebuyer
• Funding is provided as a 4 to 1 match
• The homebuyer contributes at least $1,000
• Available to first-time homebuyers or non-first-time homebuyers

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
Veterans Purchase Product

Designed to assist those who are currently serving or have served in any branch of the U.S. military, or their surviving spouses

Product Highlights:

- Maximum subsidy is $7,500 per homebuyer
- No matching funds or homebuyer contribution required

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
Returning Veterans Purchase Product (RVPP)

Designed for homebuyers who are currently serving or have served in an overseas military intervention for any branch of the U.S. military, or their surviving spouses

**Product Highlights:**

- Maximum subsidy is $10,000 per homebuyer
- No matching funds or homebuyer contribution required

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
### Community Partners Product

<table>
<thead>
<tr>
<th>Home Sales Price</th>
<th>$200,000</th>
</tr>
</thead>
</table>

**Without AHP:**

- Shareholder First Mortgage: $193,000
- Homebuyer Contribution: $7,000
- Seller Contribution: $6,000
- Closing Costs: $6,000

**Shareholder LTV without AHP**

\[
\text{(First Mortgage/Sales Price)} = 96.5\%
\]

**With AHP:**

- Shareholder First Mortgage: $185,500
- Homebuyers Matching Funds (4 to 1): $7,000
- Seller Contribution: $6,000
- Closing Costs: $6,000

**AHP:** $7,500

**Shareholder LTV with AHP**

\[
\text{(First Mortgage/Sales Price)} = 92.8\%
\]

### Returning Veterans Purchase Product

<table>
<thead>
<tr>
<th>Home Sales Price</th>
<th>$160,000</th>
</tr>
</thead>
</table>

**Without AHP:**

- Shareholder First Mortgage: $160,000
- Homebuyer Contribution: $0
- State Housing Grant: $4,800
- Closing Costs: $4,800

**Shareholder LTV without AHP**

\[
\text{(First Mortgage/Sales Price)} = 100\%
\]

**With AHP:**

- Shareholder First Mortgage: $150,000
- Homebuyer Contribution: $0
- State Housing Grant: $4,800
- Closing Costs: $4,800

**AHP:** $10,000

**Shareholder LTV with AHP**

\[
\text{(First Mortgage/Sales Price)} = 93.8\%
\]

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
## Income Limits Calculator

**Enter Calculation Criteria**
- Application Year: 2015 - Present
- HUD Year: 2019
- State: FL
- County: Duval County
- MSA: Jacksonville, FL HUD Metr

**Household Size**: Please Select

**Household Income**

**Maximum 80% Income**

**Household AMI%**

### AHP Income Limits

<table>
<thead>
<tr>
<th>Income Level</th>
<th>1 Person Household</th>
<th>2 Person Household</th>
<th>3 Person Household</th>
<th>4 Person Household</th>
<th>5 Person Household</th>
<th>6 Person Household</th>
<th>7 Person Household</th>
<th>8+ Person Household</th>
</tr>
</thead>
<tbody>
<tr>
<td>80%</td>
<td>$41,200</td>
<td>$47,050</td>
<td>$52,960</td>
<td>$58,800</td>
<td>$63,550</td>
<td>$68,250</td>
<td>$72,960</td>
<td>$77,680</td>
</tr>
</tbody>
</table>

[https://cis.fhlabatl.com/ahp/utilities.portal](https://cis.fhlabatl.com/ahp/utilities.portal)
• Shareholder single-family, multifamily, and letters of credit locator
  – “Find A Member” on the Bank’s website now includes
    shareholder 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

- **Member Financial Institutions**
- **Lenders that participate in AHP Ownership Products**
- **Lenders that participate in Multifamily Housing**

Messages below sent to shareholders 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.

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“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.”
Contact Us

RELATIONSHIP MANAGEMENT

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Contact us for more information
Visit our website at www.fhlbatl.com
Thank You