



Leveraging FHLBank Atlanta as Your Partner in Affordable Housing

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Manager

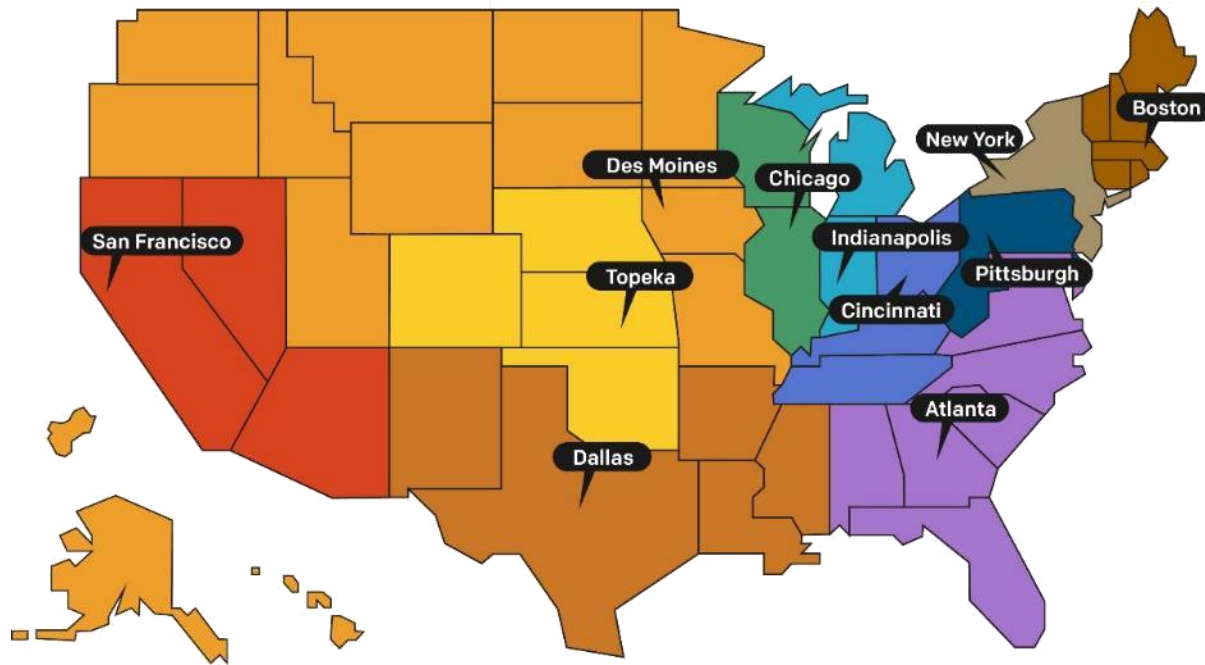
June 19, 2019



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

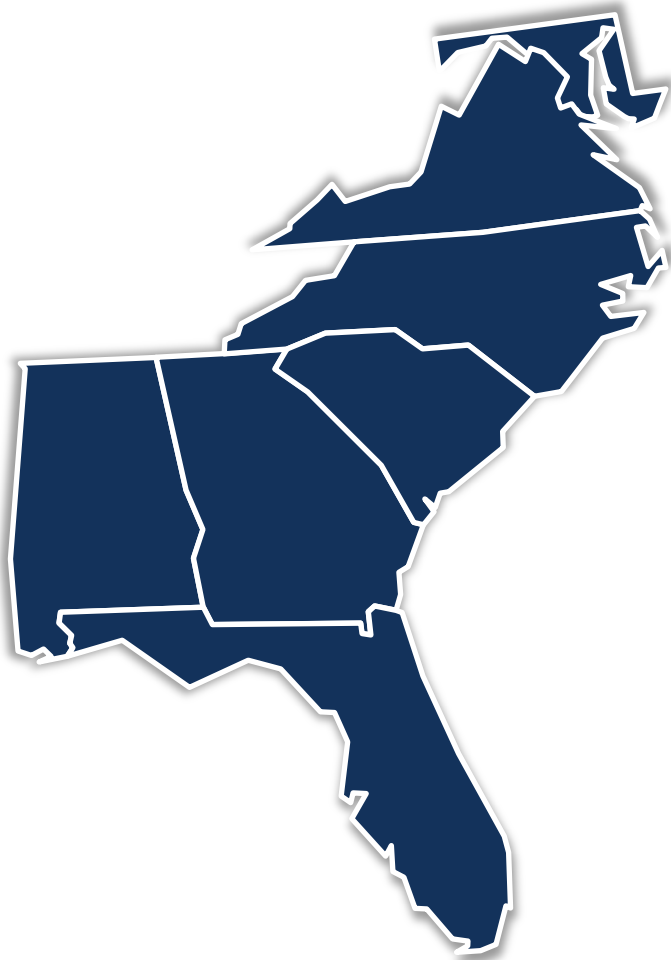
Increase and expand the availability of funds for residential mortgage and community development lending nationwide

- FHLBank 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 OVERVIEW

FHLBank Atlanta – Financial Highlights

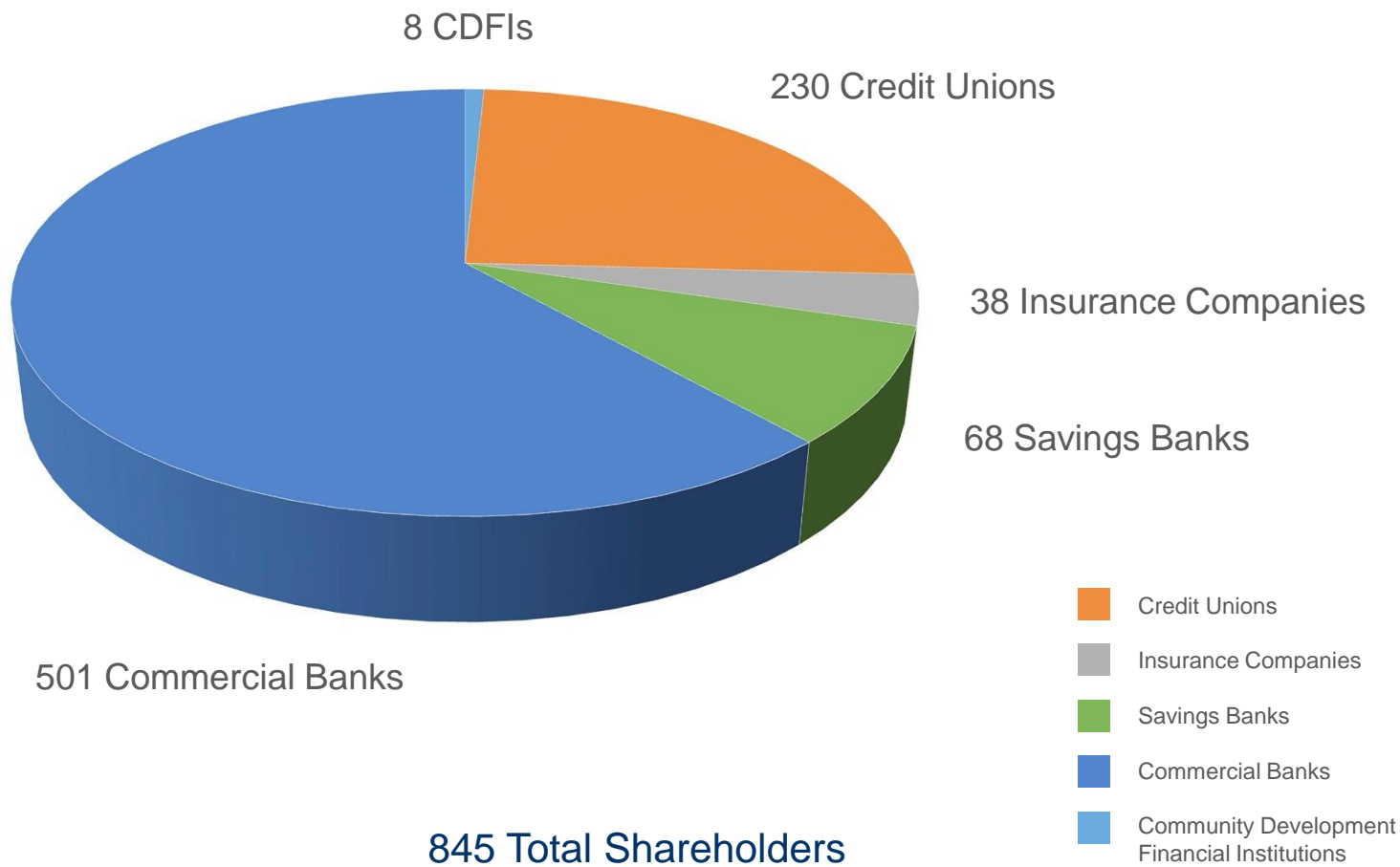
March 31, 2019



- 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

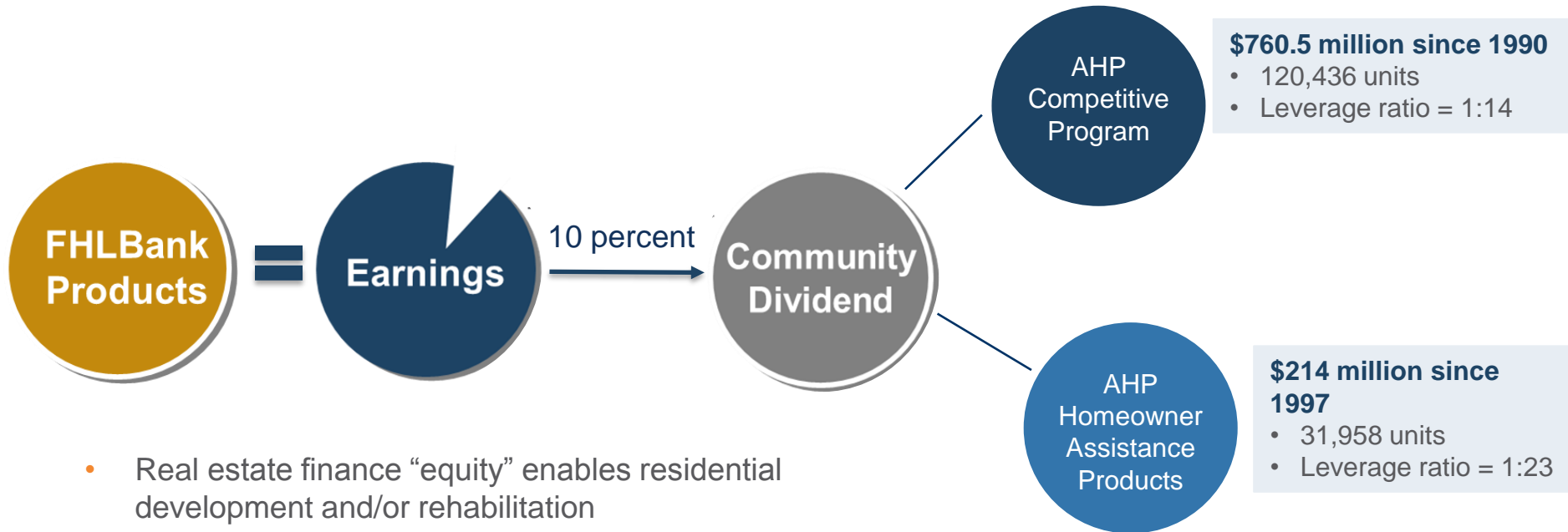
As of March 31, 2019



FHLBank Atlanta's Homeowner Assistance Products

Connecting the Dots: Scale and Impact of AHP

A Unique Offering to Shareholders and the Community

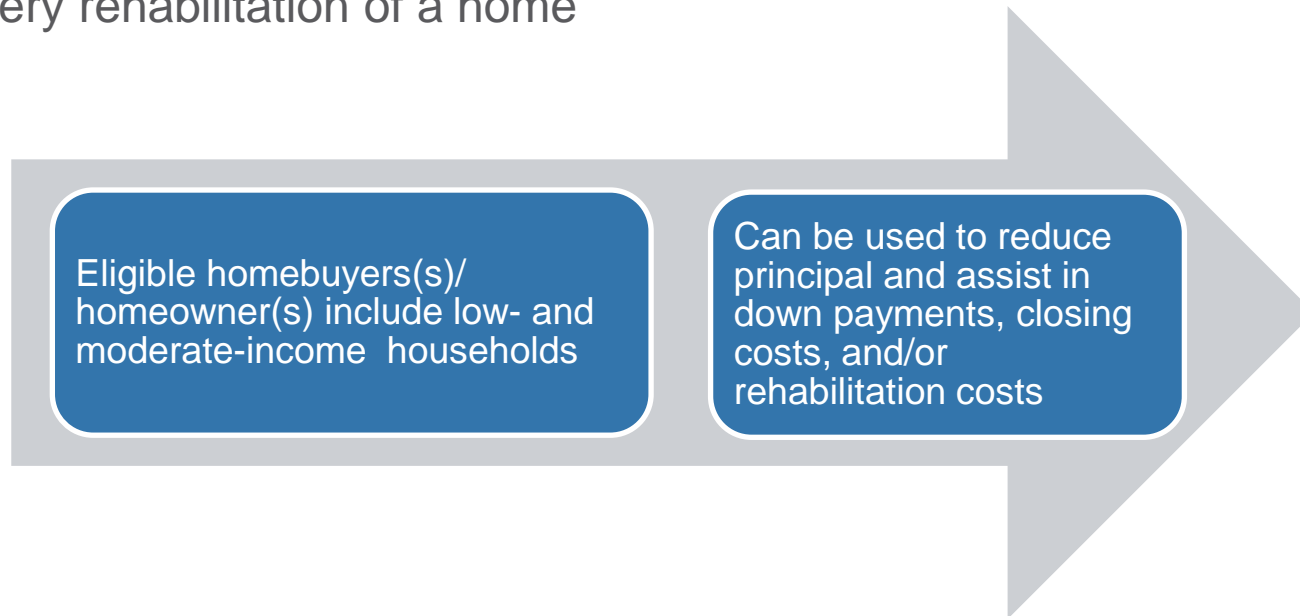


- Real estate finance “equity” enables residential development and/or rehabilitation
- Enable shareholders to grow business, reduce transactional risk, and achieve CRA regulatory objectives
- Capitalized via 10 percent of net earnings

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



- Funds are provided to participating FHLBank Atlanta shareholders on a first-come, first-served basis

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

FHLBank Atlanta's AHP Homeownership Assistance Products – First-time Homebuyer Product



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.

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.

FHLBank Atlanta's AHP Homeownership Assistance Products – Veterans Purchase Product



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.

FHLBank Atlanta's AHP Homeownership Assistance Products – Returning Veterans Purchase Product



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.

Business Value: Reduce Loan Risk in Transactions

Ownership Example – Transactional Level



Community Partners Product

Home Sales Price	\$200,000
<u>Without AHP:</u>	
Shareholder First Mortgage	\$193,000
Homebuyer Contribution	\$7,000
Seller Contribution	\$6,000
Closing Costs	\$6,000
Shareholder LTV without AHP (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 (First Mortgage/Sales Price)	92.8%

Returning Veterans Purchase Product



Home Sales Price	\$160,000
<u>Without AHP:</u>	
Shareholder First Mortgage	\$160,000
Homebuyer Contribution	\$0
State Housing Grant	\$4,800
Closing Costs	\$4,800
Shareholder LTV without AHP (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 (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	<input type="text"/> <input type="button" value="Calculate AMI%"/>
Maximum 80% Income	
Household AMI%	

AHP Income Limits

Income Level	1 Person Household	2 Person Household	3 Person Household	4 Person Household	5 Person Household	6 Person Household	7 Person Household	8+ Person Household
80%	\$41,200	\$47,050	\$52,960	\$58,800	\$63,550	\$68,250	\$72,960	\$77,680

<https://cis.fhlbatl.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

<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	

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.”

“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.”*

RELATIONSHIP MANAGEMENT

ShaDonte Butler

AVP, Community Investment
Business Development Manager

404.888.8416

sbutler@fhlbatl.com

Contact us for more information

Visit our website at www.fhlbatl.com

Thank You