



Tennessee Caucus Agenda

Thursday, March 3rd, 11 AM EST – 3 PM

Knoxville Leadership Foundation, The Regas Building, 318 N Gay Street, Knoxville, TN

Optional tour of the new KLF Offices to follow the meeting

- 1) **Welcome and Introductions** (*Retha Patton, Vonda Poynter*)
- 2) **Review Previous Minutes and Action Items** *pp.3-8*
- 3) **Special Guest Introductions** – *Chip Willis – HFH of Cleveland, TN; Shauna Oden – Loudon Co. HFH; Don Watt, Cynthia Peraza - THDA; Ashley Nelson & Craig Knutson – USDA RD*
- 4) **Member Updates**
- 5) **New Member Application – HFH of Cleveland, TN** (*Tom Carew, Chip Willis*) *p.9-10*
- 6) **Fahe UPDATES** (*Jim King*)
 - a. Strategic Plan *p.11*
 - b. Persistent Poverty
 - c. Staff Transitions
 - d. Spring Retreat - **May 17 & 18 ~ Berea, KY**
- 7) **Program Initiative Updates** (*Pam Johnson*)
 - a. Internship Program/Summer Opportunity AmeriCorps (*Tom Carew*) *p.12*
 - b. Mortgage Broker Bootcamp
- 8) **Financial Ratio Worksheets** – Questions? (*Eric Haralson*)
- 9) **Professional Photographer Opportunity for Members** (*Aaron Phelps*) *p.13*
- 10) **Housing Finance Agency Discussions** (*Don Watt, Cynthia Peraza - THDA*)
 - a. HOME
 - b. New Start (20 min)

- c. Blight Elimination Program
- d. ARC – Appalachian Renovation Loan Program **pp.14-16**

11) JustChoice Lending (*David Brock*)

12) Budget and Policy Updates (*Tom*) **pp.17-19**

- a. HOME
- b. USDA **pp.20-25**
 - i. Implementation of the Final packaging Rule
 - ii. 502 Direct Funding
 - iii. Student Loan Debt **p.26**
- c. HR 3700 - The Housing Assistance Reform Bill
- d. Duty to Serve **p.27-28**

13) Community Lending

- a. CDFI Bond – 10M for rental (*David Howard*)

14) Caucus Chair Elections (*coming up in June*)

15) Quarterly Reporting (*Jackie Weiss*)

16) Slots and Certifications (*Jackie*)

Next Caucus Meeting - Dates: ??? Location?

Upcoming Events

- **Quarterly Reporting** – **Deadline** for Quarter Ending 3/31/16 – **Fri. April 15th**
- **NTI Los Angeles, CA**: May 2-6 – **Slot Registration Deadline: March 7th**
- **Fahe Spring Retreat** – May 17-18, *Fahe Office, Berea*
- **NTI Detroit, MI**: August 8-12
- **Fahe Annual Meeting** – September 7th & 8th, (Board Mtg 8th-9th) ~ The Hotel Roanoke & Conference Center, Roanoke, VA

****** Optional Tour of the NEW KLF Offices following the meeting!!**

TN Caucus Meeting Minutes – November 4, 2015
HomeSource east tennessee ~ 109 Winona St., Knoxville
10am-3pm Eastern

Page 1: Attendance

Page 2-4: Action Items & Member Updates

Page 4-6: Detailed Meeting Minutes

Member Group	Representatives	Present	Absent
Aid to Distressed Families of App. Counties (ADFAC)	Cindy Ross	X	
	Connie Ball	X	
Appalachia Habitat for Humanity			X
Appalachia Service Project	Laura Kelly	X	
Blount County Habitat for Humanity	Tony Gibbons	X	
Chattanooga Neighborhood Enterprise			X
Clinch-Powell RC&D Council	Lindy Turner	X	
	Sabrina Seamon	X	
	Kelsey Cook	X	
CAP of North of Alabama (CAPNA)			X
Creative Compassion	Sharon Brown	X	
	Sarah Bates	X	
Crossville Housing Authority	Don Alexander	X	
Eastern Eight CDC	Tim Hylton	X	
	Aleisha Starnes		Chuck Mason
	Mindy Bowman		Mark Fleury
	Kim Carmichael		Retha Patton
Foothills CDC	Kelly Spears	X	
	Bill Beatty	X	
Hale Empowerment & Revitalization Org. (HERO)			X
HomeSource east Tennessee	Christopher Osborn	X	
	Jackie Mayo	X	
	Pat Sitton		
	Matt Eldridge		
Kingsport Housing & Redevelopment Authority	Maria Catron	X	
Knoxville Habitat for Humanity	Stephanie Kesick-Street	X	
	Kelle Shultz		
Knoxville Leadership Foundation	Adam Montgomery	X	
Neighborhood Housing Services – Birmingham			X
GUESTS	Don Watt		THDA
	Coralee Holloway		THDA
	Emily Lingerfelt		East TN Housing Dev.
	Sherry Trent		Johnson City HA
	Shannon Roberson		USDA RD - TN
	Ashley Nelson		USDA RD - TN
	Sheila Hampshire		USDA RD - TN
	Chip Willis		HFH Cleveland TN
Fahe STAFF	David Howard		Sara Morgan
	Angela Stephens		Pam Johnson
	Eric Haralson		Jim King
	Tom Carew		

85.7% Attendance: 12 of 14 TN Members present, those in red had no representative in attendance.

ACTION ITEMS FROM MEETING:

FOR Fahe Staff

ACTION ITEM	DEADLINE
Develop a plan to improve participation of AL members	For next caucus meeting

FOR Fahe Members

ACTION ITEM	DEADLINE
Stay in touch with USDA State director in regards to "rural in nature" counties.	ASAP

1) **Welcome and Guest Introductions** (Retha Patton, Tom Carew)

Retha welcomed the guests

2) **Review Previous Minutes and Action Items**

Motion made and seconded to approve minutes. Motion passed unanimously.

3) **Member Updates, Highlights**

Eastern Eight

- New program – Self-Help – Clark Co. subdivision 5 homes being started
- 4 more new construction starting next week in Harmony Ridge subdivision (Kingsport)
- Having their annual meeting next week. Will be celebrating
- Counseling numbers are up, around 90 one-on-one counseling and 300 in HBE
- Just bought an RD foreclosure at auction
- Apartment renovation – 5 units
- Youth Build with AB&T
- Gearing up their Realty division, have hired a realtor
- Wells Fargo CDFI Fellow – Kim Carmichel will be going to the conference in Detroit

Kingsport Housing

- Construction/Rehab: Working on rental assistance demonstration grant – public housing units. Looking at possible conversion of the portfolio out of Public housing into project based rental assistance (voucher-based) housing
- Completed closure in their choice neighborhood area. Relocating tenants out of the bad conditions and looking to rehab into decent, safe, suitable housing.

Guest – East TN Housing Emily Lingerfelt – plugging along in the Lonsdale comm. Started 2 homes, in lease purchase agreements. Working on deal with a single household, tiny home to start early next year.

Knoxville Leadership Foundation

- Will round out the year with 10 new homes – 8 are complete already, 2 more in process
- 85 – 100 Repairs will be complete by the end of the year
- Multi-Family – Dunlap Gardens, doing well
- Homebuyer readiness program just sold its 7th house to a participant

Crossville Housing Authority

- Playing with RAD/CHAP as well looking to convert about 1/3 of their units
- Self-Help Subdivision, all lots are sold, not all built yet
- Infrastructure in process for their next subdivision, water/sewer/streets (45 lots)

Blount Co. HFH

- Just winding down construction on 2 more homes to finish out the year
- 65 Housing repairs, 10 more to go
- Have been authorized by board to use 502 Direct
- Workforce Dev. With local HS, learning construction skills on the home site, going well

- Just represented HFH at a congressional hearing

Foothills CDC

- Doing a lot of great things with RD – appreciate the work of the USDA folks in the room.
- 9 houses under construction right now. Finding lots has become difficult, only scattered site, no large plots.
- Also, contract out all the work and have found recently that contractors are very busy, not as readily available as they've been in the past. Would like to know if others are having the same experience on both lots & labor.

HomeSource east tennessee

- Welcomed & thanked all for coming today
- 8 units purchased in west Knoxville and converted to affordable housing now 20 altogether, most are 4-plexes
- 2015 was a busy year, big increase for Homebuyer Education including Foreclosure mitigation
- Over 30 Seniors signed up for their program
- Just hired a part-time bi-lingual counselor

Guest – Don Watt, THDA – the new Coralee, looking forward to working with everyone

Knoxville HFH

- Celebrating 30th year and building 500th house. Partners with WATE so getting lots of free publicity for affordable housing in Knoxville.
- Just celebrated 1 year in their new ReStore location in downtown west.
- Successfully transferred 84 mortgages to Fahe
- As of last week got a \$105K grant from Trinity Foundation for Veteran's housing. Going to take houses that they get back (Habitat houses) and rehab and sell to Vets.

ADFAC

- A couple of new RD houses under construction
- Some Rehabs in process
- Housing Trust Fund rental project, first ever for ADFAC
- Big Fundraiser was last week, still recovering
- Big News – partner in a program that just rec'd. \$3 Million dollars to do 230 Extreme Energy Makeovers in 1 year.

Guest – Coralee Holloway, THDA – counting down the days to retirement, glad to be with us one more time, will be helping transfer responsibilities over to Don between now and the end of the year.

Creative Compassion

- 3 homes under construction, when they get close to closing, will start 3 more
- Have done 1st draw on their HOME grant, inspection next week
- Starting 2nd house in Jamestown with HOME funds, 3rd should start at the first of the year
- White Co., things are slower, not as much civic leadership help, harder to cultivate
- HBE – a couple of group classes that have been very successful
- Looking at HUD Certification, busy overall
- Sarah – Resource Dev. doing very well. Has been to several community events to set up and get good feedback, leads on clients, takes time.

Guest – Sherry Trent, Johnson City HA – waiting on CHAP to get started on RAD with their rental units so they can apply for some LIHTC money. Focusing on Vets too, apartments, with the help of THDA's Trust fund money and FHLB.

Guest - Ashley Nelson, USDA RD – TN – lots of loans going on right now, getting ready to roll out their "paperless" program.

Clinch-Powell RC&D

- Busy – finished year w/200 counseling clients

- 1 NC , 2 RH going right now
- Hoping to get 2 more NC started immediately
- A couple of packages in the pipeline
- Finished up a couple of rentals as well

Appalachia Service Project

- 625 Home repair families this year, about 125 of those are in TN
- 9-10 New Construction homes in east TN this year and hope to be able to do 15 next year.
- Veteran housing – “Race to Build” partnering with Bristol Motor Speedway spring race

GUEST – Chip Willis – HFH Cleveland, TN – New Exec. Dir. has been there a month. Just getting ready to celebrate their 25th Anniversary & 124 homes, will be honoring 2 volunteers that have been part of building each of those homes.

Discussion about participation of Alabama members and plan for forming a separate caucus occurred. Capacity and distance are challenges. Fahe Staff need to think about and present plan for encouraging/improving the participation of the Alabama groups.

Update on Appalachia HFH – Hoping that they will survive but are very busy trying to ensure that will happen so have not been available to attend the meetings. The hope is that once things are stable that they will be active members again.

Update on Chattanooga Neighborhood Enterprises – Martina planned on being here but got called to a meeting with the city and unable to attend today. She intends to participate going forward.

Update on HOME (Tom) - See email from last Fri. Bottom line is that Congress and the President have signed off on a budget agreement. The good news is that more money is available to be allocated amongst the programs. HOME is still in jeopardy, it goes back to the House and Senate committees to come up with the numbers and negotiate final numbers. House side – Hal Rogers will be a champion for HOME. Lamar Alexander of TN is on the appropriations committee so you still have time to reach out to him. , if OMNIBUS passes, it will carry through the end of the Federal FY.

Tony’s Comments: The message doesn’t need to be fancy, just make sure it gets sent.

Jim’s Comments: Make those calls; they need to hear from us. Make it clear with your family stories that this family would not have been able to be helped if not for HOME dollars.

4) OPEN DISCUSSION

Taxing Low-Income Housing Tax Credit Projects (Retha) – Hearing this Friday 11/6. In some cases, because the property is affordable housing, the rents aren’t even enough to cover the tax bill. Eddie Latimer will represent us in the hearing if needed. There is no reason for people to show up to the hearing but additional letters would have some weight. Eric to distribute a letter that groups can clean up, personalize. Jim suggested using the examples of what Ohio and Kentucky have done.

5) Extended Session on Financial Analysis and Ratios Eric Haralson provided the members with their individual reports at the previous TN Caucus meeting. He reviewed the findings of the analysis of Fahe organizations and provided an overview/explanation on the analysis. He will share the PowerPoint presentation with everyone. Eric is available to assist members with financial analysis on their organization and can work with presentation to the board – some items are fee for service.

6) Budget and Policy Updates (Tom)

a) HOME – see above

b) USDA - TN has money per Ashley. Reviewing “rural in nature” counties – keep in touch with state director as they will have a great deal of impact on the decision as to what areas keep their “rural” status.

7) Program Initiative Updates (Pam Johnson)

- a) **CDFI Bootcamp** - see Jim's comments below
- b) **Housing Plus** - see Jim's comments below

8) Housing Finance Agency Discussions – THDA (Coralee & Don)

- a) HOME – workshop Jan. 14th Blount Co. Library
- b) Putting out 2015 & 2016 money to get caught up, if the 2016 is less than a million, they will put all that money into CHDO. Definitions, commitments have changed drastically; make sure you understand all the changes.
- c) Fall Round of HTF – 33 applications received, some changes will be proposed to the board for the Spring Round.
- d) Appreciation award to Coralee for her many years of service
- e) New Start – How many folks submitted program partnership applications? **4** – no due date or cut-off time but for all programs going forward, they will be required. As soon as the application packets are rec'd and approved they will start issuing allocation projections. Committee will be reviewing them all at once so the sooner you get them in the better.
- f) New Program: T2 Loan Program – Acquisition/Rehab, find qualified, low income borrowers \$112,500 max, 620 Credit Score. Information sheets were distributed. Email your questions: cparaza@thda.org . \$2 Million of THDA funds – this will go to the board for approval in Nov.
- g) Blight Elimination Program – flyer distributed. Program Partner application must be filled out. 501c3 only. Identify the property, supply pictures, etc. must be able to get clear title. 40 loans - \$25K max. up to 5 draws in stages, long process. Own the property for 3 years, no code violations if you aren't building within 60 days. Affordable housing for rental or homeownership. Shelby, Montgomery, Davison, Rutherford, Knox, Hamilton Cos. Only.

9) Just Choice Lending (David Howard, Sara Morgan)

- Clinch-Powell, Eastern 8 and Creative Compassion all were in the secondary loan drawing this quarter, Creative is the winner.
- David distributed product sheet/matrix of the JCL Loan products.
- Special Money – had been for 2nds for New Start, didn't move so have permission to use that money for 1st Mortg. in the city of Knoxville; also Sullivan, Knox, Claiborne and any counties contiguous to those. 28 yrs./3%, Laura will send out a term sheet. Credit scores above 620-ish, if there are special circumstances, LTV, if you have a deal, call Laura and we'll see what can be done. Would like to see it move quickly, not a lot of strings attached.

10) Fahe Updates (Jim King) – Everything that we are doing, we try to fit into 2 strategies

- Important to us – What do we do to protect? advocating for HOME, USDA 502, etc. the things we need to keep the doors open, allow us to do the work we need to do.
- What's next, what do we need to do different – CDFI Bootcamp, Power Saver Mortgage; piloting a product – Heat Squad – Energy Efficiency Rehab; Elderly and Housing; House Design, paring down the cost of a house;
- New Strategic Plan: broader than the one we have now centered on housing. 5 Initiatives: Housing, Leadership, Education, Health Services, Economic Opportunity. Competencies: what they are, what they ought to be: Innovators, Advocators, Financiers, Collaborators, Communicators
- Fahe Spring Retreat: May 17 & 18 – Berea, KY
- Quarterly Reporting – see report in packet

Next Caucus Meeting - Thursday, March 3rd, Knoxville Leadership Foundation

A special session on Energy Efficiency was held from 1pm-3pm on the following topics:

- o Appraisal Gaps- getting an appraisal to reflect the increased investment in building a property to EnergyStar standards. **Larry Disney – Executive Director, KY Real Estate Appraisers Board**
- o Biggest bang for the buck when building high-efficiency housing.
- o Cost and benefits TO THE DEVELOPER in constructing EnergyStar or high-efficiency housing.
- o Cost of EnergyStar certification per unit High performing HVAC and appliances

Upcoming Events

- Reframe Conference – Nov. 5-6
- NTI Washington, DC: Dec. 7-11 – *registration now closed*
- Quarterly Reporting – Deadline for Quarter Ending 12/31/15 – Fri. January 15th
- NTI Atlanta, GA: Feb. 22-26
- NTI Los Angeles, CA: May 2-6
- Fahe Spring Retreat – May 17-18, *Fahe Office, Berea*



Author:	Eric Haralson
Date Prepared:	12/4/2015

Subject

Borrower Name:	Cleveland Habitat for Humanity, Inc.
Address:	300 Grove Ave SW/PO Box 303 Cleveland, TN 37364
Phone Number:	423-476-9473, X 305
Contact:	Chip Willis, E. D. (As of October 2015)

Profile

Background, Management, Experience:	<p>Habitat for Humanity of Cleveland was incorporated by the State of Tennessee and with Habitat for Humanity International in the fall of 1990 after several organizational meetings and 2015 marked the 25th anniversary of operation. HFH of Cleveland is a nonprofit, Christian housing organization that provides affordable homes for low-income families with the intent to stabilize neighborhoods and preserve the communities of Cleveland and Bradley County.</p> <p>HFH of Cleveland is an equal opportunity housing lender and selects partner families based on the need of families who are making 60% or less of the area median income, their ability to pay the 0% interest mortgage and willingness to partner in the Habitat program. The Family Services Department has counseled with 150 families and financed 114 mortgages. To date, HHOC has built 120 new homes and 1 rehabilitated home.</p> <p>Habitat for Humanity also provides a repair service to existing homeowners in the community called "A Brush With Kindness". The program focuses on ease of access and safety. The program provides wheelchair ramps and roof replacements as a couple examples of their past projects, completing 75 different projects total through the ABWK program. HFH of Cleveland also completed in 2013 the last of its long term projects of home repair from the tornadoes of April 2011 in Bradley County.</p> <p>The mission statement adopted by the local Habitat organization is as follows: Seeking to put God's love into action, Habitat for Humanity of Cleveland (HFHOC) brings people together to build homes, communities, and hope.</p> <p>HFHOC recently underwent a wholesale turnover of senior management, including the CEO and CFO, due to financial performance. The board filled the vacancies with the hiring of Chip Willis as E.D. and Rick Smith as CFO.</p> <p>With the losses, housing production was reduced from 10 houses per year to just 4 or 5 for both 2014 and 2015. The company is planning a return to production levels of at least ten for fiscal 2016. It owns sufficient lots and has the demand to achieve the increase in production, and it owns the land for the second phase of a completed subdivision going before the city commission for approval, expected by January, 2016.</p> <p>Yesterday, Tom Carew and I met with Chip Willis at the offices of CHFH. We toured several properties and houses previously developed by CHFH and the Restore. The properties were found to be well maintained and several building lots are still available. The offices and the ReStore are in an area of secondary strip shopping centers and are in a well maintained masonry building owned by CHFH.</p>
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Financial Analysis

General:	<p>We have the audited financial statements of HFHOC for the years 2011 – 2015 and have spread those statements. The spreadsheet and ratio calculations are attached hereto and are made a part hereof. The auditor’s opinion on each audit is unmodified.</p>
Short Term Solvency:	<p>HFHOC’s Current Ratio has been declining for the past three years from a high of 7.24 in 2011 to just 0.52 in 2015, well below our target of 1.5. Part of the large drop between 2012 and 2013 was due to the reclassification of HFHOC’s investment in a NMTC partnership from a Current to a Non-Current Asset. The significant drop in the Current Ratio in 2015 was partially due to the maturing of a segment of the company’s long-term debt, which is being refinanced. Also negatively affecting the ratio is the fact that current maturities of mortgage notes receivable are not set out, being included in Long Term Assets. Regardless, the Current Ratio is of concern.</p> <p>Cash has dropped significantly over the last three years. Months of operating cash dropped from 5 to 2.5 months over the last 2 years. Working Capital is now negative. Turns of Accounts Payable have stretched out to 38 days, indicating HFHOC may be having riding some of its trade payables.</p>
Long Term Solvency:	<p>While the liquidity of the company has suffered over the last three years, the company is by no means insolvent. While it is increasing slightly with the losses, at 1.4, the leverage ratio of Debt/Worth remains well below target of 2.5 or less, indicating the company has room to borrow funds to meet current obligations.</p> <p>However, after a substantially positive debt service coverage ratio over a three year span, the company’s DSC ratio for 2014 was substantially negative, and was again so – but improved – for 2015. The company consummated the planned sale of two substantial warehouse properties in 2015, generating the cash needed to cover debt service and operations.</p>
Efficiency and Profitability:	<p>HFHOC has been historically profitable, accumulating a net asset base now at of \$2.76M. Net Gain in Assets have ranged from 1% to 20% of revenue for 2011-2013, but for 2014 and 2015 the losses were 12% and 7.8% of revenue, respectively.</p> <p>As the company re-postures and reduced housing production, partly as a result in the cut-back of THDA’s New Start mortgage program, Revenues dropped by 34.5% from 2013 to 2014, and by 13.6% from 2014-2015. Grant revenue actually increased slightly in 2014 but dropped 44% in 2015. With the reduction in production and staff, expenses (including construction costs) also dropped, but only by 8.2% in 2014 and by 13.6% in 2015..</p> <p>Management, General and Fundraising expense appear to be well controlled at 10-12% of revenue.</p> <p>As with most HFH affiliates, HFHOC relies on grant income, but only marginally so at 12-20% of total revenue. The effect of the cut-back of the New Start program has been significant. The city’s Community Development Officer reports that Cleveland HFH will receive a significant portion of the city’s allocation of HOME funds this year.</p>

Summary

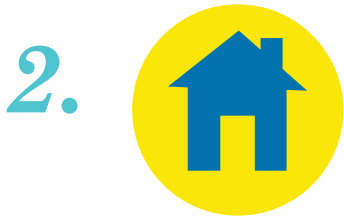
It appears HFHOC would be a contributing member of, and would benefit from membership in Fahe. The company is effecting a turn-around of its financial performance.

FAHE'S STRATEGIC TRAJECTORIES:



LEADERSHIP

Fahe will deepen our commitment to leadership development throughout all of our work.



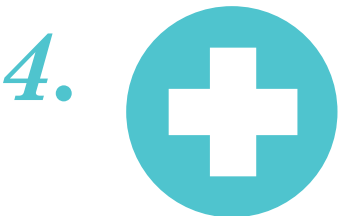
HOUSING

Fahe will expand the reach and depth of our housing platforms.



EDUCATION

Fahe will extend our core competencies to support increased educational attainment in the region.



HEALTH AND SOCIAL SERVICES

Fahe will facilitate multi-sector collaborations that include health and social services to provide person-centered solutions for vulnerable people.



ECONOMIC OPPORTUNITY

Fahe will explore and develop additional ways to advance economic opportunities.



Dear Friends of Service:

As summer approaches, many young people will take advantage of time between school years to gain skills and experience while also serving their communities.

We believe in our youth and look forward to supporting them as they serve their neighbors and communities.

Today, [President Obama announced](#) his Administration's plan to support young people across the country during the summer.

As part of this initiative, which includes many public-private partnerships with local leaders, our agency is committing up to \$15 million in college scholarships during the next three years to launch [Summer Opportunity AmeriCorps](#).

We are collaborating with the National Summer Learning Association, other organizations, mayors, nonprofits, and other partners to develop service and service-learning projects that will enable up to 20,000 youth to gain new skills and earn money for college.

To learn more about our commitment and this new initiative, visit the Summer Opportunity AmeriCorps [webpage](#), [sign-up for more information](#), or email partnerships@cns.gov.

Warmest Regards,



Wendy Spencer, CEO
Corporation for National and Community Service

<http://www.nationalservice.gov/programs/ Americorps/summer-opportunity-ameriCorps>



The Fahe Membership has a unique opportunity to acquire the services of an internationally known and award-winning photographer, free of charge.

© Richard Lord

In 2012, Fahe utilized the services of Richard Lord for our Annual Report and were incredibly pleased with the results. A few of your organizations even worked with him to produce that work. Mr. Lord has recently contacted us again to offer his services pro-bono because he was impressed by the results of the Fahe network's efforts in serving Appalachia.

We urge each of you to take advantage of this opportunity. We all know that pictures are worth a thousand words, but the work of someone like Mr. Lord, who has shot for clients such as The World Bank, the National Institutes of Health, Coke, Pfizer, and more are truly invaluable, and we are incredibly fortunate that he wants to offer this to us.

Mr. Lord's specialty is compelling photography of people. To make the best photos, it is helpful if the environment is visually interesting. The people photographed should be recipients of your organization's services in some capacity. Offices, staff, or events will not produce the sort of images that Mr. Lord is looking to create. While it can be helpful to show completed projects, he feels that more impressive results will re-

sult from capturing imagery of the real issues that our region faces such as inadequate housing. The ideal situation in his terms is when he can capture both the "before and the after" of a service recipient.

He has a limited window of availability during the months of April and May. To best utilize Mr. Lord's time, we ask that interested members send a submission detailing subject matter you would like photographed to Fahe's marketing team, as we are helping to schedule and organize his travel. Due to his limited availability not every submission will be accepted.

All photos that he produces from this trip will be available for you to use whenever and wherever you choose with the following restrictions: they cannot be used to advertise products offered for sale or other paid advertising. In addition, photos used online must bear his watermark, which will be provided.

If you are interested in participating, please email your submissions to Anthony@fahe.org by no later than March 18th. Once again, we urge you to make use of this unique opportunity.



P.O. Box 908 | Berea, KY 40403
859.986.2321 | www.fahe.org

Tennessee Housing Development Agency

Appalachian Renovation Loan Program

Summary of Guidelines

1. Program Overview	The Tennessee Housing Development Agency (THDA) will administer the Appalachian Renovation Loan Program (ARLP) for homeowners in the Appalachian Regional Commission’s (ARC) “At-Risk” and most “Distressed” counties within the Appalachian region whose homes require repairs or renovations.
2. Program Goals	The Appalachian Renovation Loan Program (ARLP) will improve homeownership for the residents of the Appalachian counties. The program goal is to help provide safe and sound housing to the residents in the distressed and at risk counties.
3. Program Partners	<p>THDA will approve ARLP Program Partners (Partners) to participate in the ARLP based on the organization’s experience and knowledge in originating, processing, underwriting, and closing loans.</p> <p>The Partners must be able to identify homeowners of low and moderate income that meet the eligibility requirements for the ARLP and must be able to originate, process and close loans following the ARLP guidelines for homes requiring improvements or restoration.</p> <p>The Partners must be private organizations that are organized under Tennessee nonprofit laws or under Tennessee nonprofit laws with a 501(c)(3) designation.</p>
4. Target Population / Areas	<p>This program will only be available in the ARC 2015 Distressed and At-Risk counties:</p> <p>Bledsoe, Campbell, Carter, Claiborne, Clay, Cocke, Fentress, Grainger, Greene, Grundy, Hancock, Jackson, Jefferson, Johnson, Lawrence, Lewis, Macon, McMinn, Meigs, Monroe, Morgan, Overton, Pickett, Polk, Rhea, Scott, Unicoi, Union, Van Buren, Warren and White</p>
5. Program Allocation (Excluding Administrative Expenses)	<p>\$1,500,000</p> <p>The ARC committed \$500,000 in grant funding towards the ARLP and THDA matched the ARC’s pledge with \$1 million.</p>

	The \$500,000 ARC grant funds will be used to fund the loans in the “Distressed” Counties and the \$1,000,000 of THDA matched funds will be used to fund the loans in the “At-Risk” Counties.
6. Borrower’s Loan Eligibility Criteria	<p>Borrower must meet the following loan eligibility criteria:</p> <p>For 2015 ARC Distressed Counties:</p> <ul style="list-style-type: none"> • Household income not to exceed THDA’s New Start Loan Program limits • Minimum FICO score of 580 • Combined Loan-to-Value not to exceed 100% <p>For 2015 ARC At-Risk Counties:</p> <ul style="list-style-type: none"> • Household income not to exceed THDA’s New Start Loan Program limits • Minimum FICO score of 620 • Combined Loan-to-Value not to exceed 100% <p>Post Purchase Homebuyer Education will be required for all ARLP loans and must be completed prior to closing.</p>
7. Ownership/ Property Eligibility Criteria	<p>The property must meet the following criteria:</p> <ul style="list-style-type: none"> • The property must be a single family (1-to 4-unit dwelling) • The property must be owner-occupied • The property must be located in a designated county • The property must require a repair and/or modification equal to or above \$5,000
8. Program Exclusions	Commercial properties, multifamily properties, manufactured homes, properties listed on a state or national historic register.
9. Structure of Assistance	<p>Structure of loan:</p> <p>For 2015 ARC Distressed Counties:</p> <ul style="list-style-type: none"> • 1st mortgage or Subordinate Lien • Maximum Loan Amount of \$25,000 • Fixed Interest Rate 0% • Deferred payment • 5-Year Term • Forgiven at 20% per year • No Prepayment Penalty

	<p>For 2015 ARC At-Risk Counties:</p> <ul style="list-style-type: none"> • 1st mortgage or Subordinate Lien • Maximum Loan Amount of \$25,000 • Fixed Interest Rate 4.0% • Repayable • 15-Year Term • No Prepayment Penalty
10. Per Property Assistance	<p>Minimum loan amount: \$5,000 per loan.</p> <p>Maximum loan amount not to exceed \$25,000 per loan.</p>
11. Duration of Assistance	<p>Funds will be disbursed on a first-come first-served basis.</p>
12. Administrative Expenses and Participation Fees	<p>Administrative costs of the ARLP will be funded through the ARLP Program Budget.</p> <p>Program Partners can earn a Administrative Fee of \$500 per closed loan, which will be paid from the the ARLP Program Budget.</p>
13. Estimated Number of Properties Rehabed or Renovated	<p>60 properties (estimated)</p>
14. Program Inception / Duration	<p>The program will launch in January 2016 and will end when funds expire.</p>
15. Program Interactions with Other HFA Programs	<p>Layering with the following THDA Programs will be allowed:</p> <ul style="list-style-type: none"> • Great Choice Loan Program • New Start Loan Program • HOME Program
16. Option to Modify Loan	<p>No</p>



Budget Bulletin

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President Releases FY17 Budget Request

On Tuesday, February 9, 2016, the President released the budget request for Fiscal Year 2017.

The [budget request for U.S. Department of Agriculture](#) (USDA) included program funding near or slightly increased from FY16 levels. The notable exception is for Section 523 Mutual Self-Help Housing Technical Assistance Grants, which is decreased by almost \$10 million. This decrease comes after 2015 was spent celebrating 50 years of success for the Mutual Self-Help Housing Program and 50,000 families served. Apparently, USDA has decided to ramp down self-help housing after reaching this milestone.

The budget also eliminates funding for Housing Preservation Grants, and shifts funding for the Multi-family Preservation and Revitalization (MPR) program toward vouchers, providing a priority for section 515 that matured after September 30, 2005. The budget also includes a provision requiring USDA to obtain a restrictive use agreement as part of MPR restructuring and authorizes the use of rental assistance payments and incentives under MPR.

The budget includes an increase of \$15 million for rural rental assistance authorized under section 521 (a), noting, but not offering a major solution to the 11,000 section 515 mortgages that mature by 2024. The budget request also includes a small increase in section 515.

The Solid Waste Grant is also decreased – from \$4 million in FY16 to \$1 million in the President’s request.

There are several noteworthy points in the [budget request for the U.S. Department of Housing and Urban Development](#) (HUD). First, the

Administration proposes \$300 million mandatory appropriations for a “Local Housing Policy program.” The request explains that this program would give grants to localities for “new policies, programs, or regulatory initiatives that create a more elastic and diverse housing supply.” Given the realities of the current political climate, it is unlikely that such a program will be implemented in the near future.

The second point we would like to draw your attention to relates to the HOME Investment Partnerships Program (HOME). Specifically, the budget request proposes several statutory changes for the program, including that the 15 percent set-aside to Community Housing Development Organizations (CHDOs) be eliminated as well as the 24-month commitment requirement. The Administration also proposes to establish a single qualification threshold of \$500,000 – regardless of the amount appropriated in any given fiscal year. The Administration proposes to revise the grandfathering provisions, so that when a participating jurisdiction falls below the qualification threshold for 3 of 5 years it becomes ineligible to receive direct formula funds. Finally, the Administration proposes to allow recaptured CHDO funds to be used for HOME TA funding and cuts SHOP funding to a \$10 million set-aside out of HOME.

Below please find charts highlighting the budget request for select USDA, HUD, and [Environmental Protection Agency](#) programs.

RHS/RUS Programs	FY 16 Final	FY 17 Budget
502 Single Family Direct	900	900
502 Single Family Guaranteed	24,000	24,000
504 Loans	26,278	26,277
504 Grants	28.7	28.7
514 Farm Labor Housing Loans	23.9	23.9
515 Rural Rental Housing	28.4	33,074
516 Farm Labor Housing Grants	8.4	8.3
521 Rural Rental Assistance	1389	1405
523 Self-Help TA	27.5	18,493
533 Housing Preservation Grants	3.5	0
538 Rental Housing Guaranteed	150	230
Multi-Family Restructuring* (BA)	37	37,362
Housing Preservation Demonstration	0	0
Voucher Demonstration	(15)	(18)
Supervisory TA Grants	0	0
Community Facility Loans	2200	2,200
Community Facility Grants	25	37
Community Facility Guarantee	148	0
Water-Wastewater Loans	1200	1037

Water-Wastewater Grants	364	476
Water-Wastewater Guarantee	50	16
Solid Waste Grants	4	1
Small Systems Revolver	1	1
Rural Business Enterprise Grants	24	33
Intermediary Re-lending	18.9	18.889
RCDI	4	4
B&I	919	892
Rural Microenterprise Investment BA/Program Authority	0	4/32
Rural Microenterprise Investment Grants	0	4

** includes amount displayed for vouchers*

HUD	FY 16 Final	FY 17 Budget
Neighborhood Reinvestment Corporation	135	140
Mortgage Foreclosure Mitigation	40	0
HOME	950	950
Capacity Building	0	0
Transformation Initiative	0	0
Housing Counseling	47	47
Community Development Fund	3060	2880
CDBG Formula funding	3000	2800
Choice Neighborhoods Initiative	125	200
Housing Trust Fund**	170	136
SHOP (set aside from HOME)	55.7#	10*
Section 108 Program Level	300	300
Section 202 Housing for Elderly	423	505
EPA	FY 16 Final	FY 17 Budget
Clean Water SRF	1393	979
Safe Drinking Water SRF	863	1020

Mandatory Account authorized under HERA of 2008

funded outside of HOME program

* set aside from HOME

Thank you for your attention to this matter.

Submitted Date	Closed Date	Days at USDA till Closing	Total Project Cost	Loan With	Loan Program	Leverage	Source	FAHE Fees	Originator	Property State	TN	KY	WV	VA	AL	IN	MI	OH
1	4/16/2014	1/6/2015	\$145,430.17	\$140,000.00	502 RD Direct	UETHDA	\$5,430.17	1250.00	Eastern Eight	TN	1							
2	6/24/2014	1/8/2015	\$158,580.75	\$156,561.00	502 RD Direct	Seller	\$2,019.75	250.00	Pathfinder Community Connect	IN		1						
3	1/17/2014	1/13/2015	\$126,150.76	\$122,500.00	502 RD Direct	Seller	\$3,650.76	1500.00	FAHE, Inc.	KY		1						
4	8/7/2014	1/3/2015	\$128,347.37	\$125,030.00	502 RD Direct	Seller	\$3,847.27	250.00	Pathfinder Community Connect	IN			1					
5	9/17/2014	1/4/2015	\$115,793.53	\$113,530.00	502 RD Direct	Seller	\$2,793.53	250.00	Pathfinder Community Connect	IN			1					
6	10/28/2014	1/4/2015	\$122,003.00	\$118,000.00	502 RD Direct	Seller	\$4,003.00	1500.00	FAHE, Inc.	KY			1					
7	9/12/2014	1/20/2015	\$151,893.03	\$148,300.00	502 RD Direct	Seller	\$6,893.03	250.00	Better Future Community Devel	TN				1				
8	10/23/2014	1/23/2015	\$82,519.68	\$79,500.00	502 RD Direct	Seller	\$3,519.68	250.00	Homeownership Center, Inc.	WV					1			
9	8/14/2014	1/27/2015	\$129,384.86	\$127,030.00	502 RD Direct	Seller	\$2,884.86	250.00	Pathfinder Community Connect	IN						1		
10	11/6/2014	1/27/2015	\$111,666.37	\$109,530.00	502 RD Direct	Seller	\$2,666.37	250.00	Pathfinder Community Connect	IN							1	
11	4/16/2014	1/29/2015	\$166,809.50	\$165,905.00	502 RD Direct	Seller	\$1,809.50	250.00	Pathfinder Community Connect	IN								1
12	7/30/2014	1/29/2015	\$157,876.89	\$155,530.00	502 RD Direct	Seller	\$2,876.89	250.00	Pathfinder Community Connect	IN								1
13	11/20/2014	2/4/2015	\$129,535.87	\$124,900.00	502 RD Direct	Seller	\$4,635.87	1500.00	FAHE, Inc.	KY			1					
14	11/19/2014	2/4/2015	\$134,635.74	\$130,000.00	502 RD Direct	Seller	\$4,635.74	1500.00	FAHE, Inc.	KY			1					
15	4/21/2014	2/11/2015	\$164,312.05	\$162,000.00	502 RD Direct	Seller	\$2,312.05	250.00	Pathfinder Community Connect	IN								1
16	10/30/2014	2/13/2015	142,842.10	\$138,500.00	502 RD Direct	Seller	4,342.10	1500.00	FAHE, Inc.	KY			1					
17	1/22/2015	2/17/2015	127,489.38	\$122,857.00	502 RD Direct	Seller	5,613.38	250.00	NDS	OH								1
18	10/24/2014	2/20/2015	100,093.49	\$90,050.00	502 RD Direct	Home	4,087.61	250.00	People, Inc	VA								1
19	11/26/2014	2/25/2015	72,460.44	\$69,430.00	502 RD Direct	Seller	2,728.70	250.00	Pathfinder Community Connect	IN								1
20	10/13/2014	2/27/2015	113,099.76	\$85,000.00	502 RD Direct	Case, Seller	3,099.76	1250.00	Case	WV								1
21	6/12/2014	2/27/2015	163,182.75	\$161,527.00	502 RD Direct	Seller	2,182.75	250.00	Pathfinder Community Connect	IN								1
22	11/20/2014	3/9/2015	154,767.17	\$150,600.00	502 RD Direct	Seller	4,167.17	1250.00	Foothills Community Developm	TN								1
23	12/23/2014	3/10/2015	153,958.61	\$152,483.00	502 RD Direct	Seller	1,956.06	250.00	Pathfinder Community Connect	IN								1
24	12/12/2014	3/16/2015	73,333.23	\$70,530.00	502 RD Direct	Seller	3,333.23	250.00	Pathfinder Community Connect	IN								1
25	1/12/2015	3/16/2015	153,354.72	\$151,530.00	502 RD Direct	Seller	2,354.72	250.00	Pathfinder Community Connect	IN								1
26	1/16/2014	3/19/2015	167,158.92	\$165,530.00	502 RD Direct	Seller	2,158.92	250.00	Pathfinder Community Connect	IN								1
27	1/5/2015	3/19/2015	154,104.96	\$152,530.00	502 RD Direct	Seller	2,104.96	250.00	Pathfinder Community Connect	IN								1
28	11/11/2014	3/26/2015	115,240.20	\$70,468.00	502 RD Direct	Frontier Housing, AHT	5,240.20	250.00	Frontier Housing	KY								1
29	12/18/2014	3/31/2015	155,390.39	\$152,530.00	502 RD Direct	Seller	3,390.39	250.00	Pathfinder Community Connect	IN								1
30	11/17/2014	3/31/2015	125,903.55	\$123,030.00	502 RD Direct	Seller	3,403.55	250.00	Pathfinder Community Connect	IN								1
31	9/9/2014	4/1/2015	151,926.67	\$150,530.00	502 RD Direct	Seller	1,926.67	250.00	Pathfinder Community Connect	IN								1
32	8/4/2014	4/3/2015	154,105.01	\$152,527.00	502 RD Direct	Seller	2,105.01	250.00	Pathfinder Community Connect	IN								1
33	12/3/2014	4/3/2015	103,730.69	\$95,000.00	502 RD Direct	Seller, Chco	3,730.69	250.00	SALS	WV								1
34	11/17/2014	4/7/2015	163,345.64	\$150,000.00	502 RD Direct	Seller	3,345.64	250.00	Religious Coalition for Commu	WV								1
35	2/26/2015	4/9/2015	160,839.96	\$155,000.00	502 RD Direct	Seller, Cash	4,930.74	250.00	NDS	OH								1
36	2/2/2015	4/9/2015	153,934.58	\$152,530.00	502 RD Direct	Seller	1,827.00	250.00	Pathfinder Community Connect	IN								1
37	2/19/2015	4/9/2015	160,582.94	\$158,030.00	502 RD Direct	Seller	3,082.94	250.00	Pathfinder Community Connect	IN								1
38	1/8/2015	4/13/2015	117,972.77	\$112,678.00	502 RD Direct	Welcome Home	7,972.77	250.00	Frontier Housing	KY								1
39	9/17/2014	4/13/2015	151,545.20	\$150,030.00	502 RD Direct	Seller	2,045.20	250.00	Pathfinder Community Connect	IN								1
40	2/24/2015	4/16/2015	147,104.50	\$146,030.00	502 RD Direct	Seller, Cash	1,604.50	250.00	Pathfinder Community Connect	IN								1
41	2/5/2015	4/17/2015	134,916.10	\$129,900.00	502 RD Direct	Welcome Home	5,016.10	1000.00	FAHE, Inc.	KY								1
42	7/2/2014	4/17/2015	81,470.86	\$78,530.00	502 RD Direct	Seller, Cash	2,709.32	250.00	Pathfinder Community Connect	IN								1
43	9/29/2014	4/23/2015	76,500.00	\$71,500.00	502 RD Direct	Welcome Home,	4,000.00	1250.00	Frontier Housing	KY								1
44	2/23/2015	4/23/2015	167,273.82	\$165,530.00	502 RD Direct	Seller, Cash	2,273.82	250.00	Pathfinder Community Connect	IN								1
45	2/23/2015	4/28/2015	153,035.43	\$150,000.00	502 RD Direct	Welcome Home,	3,035.43	1250.00	Foothills Community Developm	TN								1
46	2/23/2015	4/28/2015	80,058.96	\$79,081.00	502 RD Direct	Seller, Cash	3,058.96	250.00	Homeownership Center, Inc.	WV								1
47	5/8/2014	4/29/2015	63,973.92	\$62,527.00	502 RD Direct	Seller, Cash	1,973.92	250.00	Pathfinder Community Connect	IN								1
48	5/15/2014	4/30/2015	147,447.35	\$142,000.00	502 RD Direct	Seller, Cash	5,447.35	1250.00	Eastern Eight	TN								1
49	1/11/2015	5/5/2015	131,247.48	\$126,500.00	502 RD Direct	Seller	4,747.48	1000.00	FAHE, Inc.	KY								1
50	11/15/2013	5/12/2015	126,429.69	\$123,000.00	502 RD Direct	Seller	3,429.69	1250.00	Hero Housing	AL								1
51	3/3/2015	5/14/2015	107,447.55	\$106,080.00	502 RD Direct	Seller	2,547.55	250.00	Pathfinder Community Connect	IN								1
52	3/12/2015	5/16/2015	140,356.45	\$135,000.00	502 RD Direct	Welcome Home,	5,356.45	1000.00	FAHE, Inc.	KY								1
53	3/12/2015	5/21/2015	143,046.52	\$137,500.00	502 RD Direct	Welcome Home,	5,546.52	1000.00	FAHE, Inc.	KY								1
54	10/15/2014	5/21/2015	63,513.37	\$63,230.00	502 RD Direct	Seller	3,913.37	1250.00	Hero Housing	AL								1

55	1/21/2015	5/22/2015	121	123,255.60	\$115,000.00	502 RD Direct	3,210.60 Seller	250.00	Community Resources, Inc.	WV	Purchase	1
56	3/9/2015	5/22/2015	74	79,642.00	\$71,000.00	502 RD Direct	4,642.00 Welcome Home, Selle	1000.00	FAHE, Inc.-	KY	Purchase	1
57	2/23/2015	5/22/2015	88	154,434.02	\$152,000.00	502 RD Direct	2,434.02 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
58	1/30/2015	5/25/2015	115	185,101.79	\$179,000.00	502 RD Direct	6,101.79 Seller	1250.00	Community Housing Partners	VA	Purchase	1
59	4/7/2015	5/26/2015	49	167,285.61	\$165,530.00	502 RD Direct	2,285.61 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
60	3/9/2015	5/28/2015	80	155,053.97	\$150,000.00	502 RD Direct	5,053.97 Welcome Home	1250.00	Foothills Community Developm	TN	Purchase	1
61	3/19/2015	5/28/2015	70	155,053.97	\$153,061.00	502 RD Direct	5,053.97 Welcome Home	1250.00	Foothills Community Developm	TN	Purchase	1
62	1/5/2015	6/3/2015	149	154,264.50	\$152,530.00	502 RD Direct	1,820.00 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
63	10/9/2014	6/3/2015	237	166,949.50	\$165,530.00	502 RD Direct	1,949.50 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
64	3/16/2015	6/10/2015	86	78,475.11	\$75,000.00	502 RD Direct	3,102.43 Seller	250.00	Frontier Housing	KY	Purchase	1
65	8/1/2014	6/10/2015	313	162,120.75	\$160,527.00	502 RD Direct	2,120.75 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
66	2/23/2015	6/11/2015	108	144,791.58	\$129,500.00	502 RD Direct	4,195.79 Seller	1250.00	Knoxville Leadership Foundatio	TN	Purchase	1
67	3/10/2015	6/11/2015	93	140,063.34	\$124,739.00	502 RD Direct	3,963.34 Seller	1250.00	Knoxville Leadership Foundatio	TN	Purchase	1
68	4/9/2015	6/12/2015	64	118,937.14	\$115,000.00	502 RD Direct	3,440.64 Seller	250.00	Neighborhood Housing Partner	OH	Purchase	1
69	11/24/2014	6/12/2015	200	153,829.00	\$152,530.00	502 RD Direct	1,829.00 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
70	3/30/2015	6/15/2015	77	123,856.34	\$121,530.00	502 RD Direct	2,856.34 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
71	4/21/2015	6/17/2015	57	136,671.70	\$133,000.00	502 RD Direct	3,671.70 Seller	750.00	FAHE, Inc.-	KY	Purchase	1
72	11/14/2014	6/17/2015	215	167,133.50	\$165,000.00	502 RD Direct	2,133.50 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
73	5/1/2014	6/18/2015	413	73,898.20	\$72,530.00	502 RD Direct	1,898.20 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
74	3/28/2014	6/19/2015	448	149,465.29	\$143,600.00	502 RD Direct	5,865.29 IDA	1250.00	Eastern Eight	TN	Construction	1
75	5/27/2015	6/19/2015	23	185,062.37	\$180,000.00	502 RD Direct	5,062.37 Seller	233.18	NDS	OH	Purchase	1
76	4/21/2015	6/19/2015	59	150,177.40	\$148,250.00	502 RD Direct	1,927.40 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
77	12/11/2014	6/22/2015	203	167,019.50	\$165,560.00	502 RD Direct	2,019.50 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
78	3/24/2015	6/23/2015	91	129,777.42	\$125,000.00	502 RD Direct	4,759.64 Seller	1250.00	Community Housing Partners	VA	Purchase	1
79	11/17/2014	6/24/2015	219	166,759.50	\$165,530.00	502 RD Direct	1,759.50 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
80	3/16/2015	6/25/2015	101	121,398.19	\$119,030.00	502 RD Direct	3,398.19 Seller	250.00	Neighborhood Housing Partner	OH	Purchase	1
81	3/27/2015	6/30/2015	95	120,045.00	\$110,000.00	502 RD Direct	10,045.00 Pride Community	250.00	Community Resources, Inc.	WV	Purchase	1
82	4/7/2015	7/1/2015	85	141,291.60	\$136,000.00	502 RD Direct	5,291.60 Seller	250.00	Neighborhood Housing Partner	IN	Purchase	1
83	4/1/2015	7/2/2015	92	153,000.00	\$153,000.00	502 RD Direct	5,073.80 Seller	1250.00	Foothills Community Developm	TN	Purchase	1
84	4/30/2015	7/7/2015	68	89,282.39	\$87,530.00	502 RD Direct	1,950.90 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
85	4/14/2015	7/9/2015	86	113,479.15	\$110,300.00	502 RD Direct	3,083.03 Seller	250.00	Homeownership Center, Inc.	WV	Purchase	1
86	4/30/2015	7/10/2015	71	90,232.70	\$88,030.00	502 RD Direct	2,374.38 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
87	10/28/2014	7/13/2015	258	177,156.18	\$175,530.00	502 RD Direct	2,156.18 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
88	4/30/2015	7/15/2015	76	100,469.28	\$95,000.00	502 RD Direct	4,333.09 Welcome Home	1000.00	FAHE, Inc.-	KY	Purchase	1
89	12/15/2014	7/15/2015	212	167,050.50	\$165,530.00	502 RD Direct	2,050.50 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
90	2/24/2015	7/17/2015	143	141,346.12	\$137,000.00	502 RD Direct	4,346.12 Seller	1000.00	FAHE, Inc.-	KY	Purchase	1
91	12/23/2014	7/21/2015	210	159,128.24	155,000.00	502 RD Direct	4,128.24 Borrower	1000.00	FAHE, Inc.-	KY	Purchase	1
92	12/3/2014	7/21/2015	230	177,151.99	175,530.00	502 RD Direct	2,073.84 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
93	4/20/2015	7/27/2015	98	154,080.00	152,530.00	502 RD Direct	2,036.04 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
94	2/2/2015	7/28/2015	176	135,075.00	135,000.00	502 RD Direct	75.00 Seller	1000.00	FAHE, Inc.-	KY	Purchase	1
95	4/7/2015	7/28/2015	112	138,578.50	112,222.00	502 RD Direct	5,401.50 Frontier	250.00	Frontier Housing	KY	Purchase	1
96	2/2/2015	7/28/2015	176	154,025.79	\$152,530.00	502 RD Direct	1,951.00 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
97	12/18/2014	7/29/2015	223	154,081.36	\$152,530.00	502 RD Direct	2,038.04 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
98	10/13/2014	7/30/2015	290	153,975.34	\$152,505.00	502 RD Direct	1,958.00 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
99	1/27/2015	7/31/2015	185	176,997.79	\$175,530.00	502 RD Direct	1,997.79 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
100	3/3/2015	8/4/2015	154	158,595.26	\$157,082.00	502 RD Direct	2,043.26 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
101	3/9/2015	8/5/2015	149	159,056.56	\$165,530.00	502 RD Direct	4,056.56 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
102	4/20/2015	8/7/2015	109	156,601.53	\$152,000.00	502 RD Direct	4,601.53 Seller	1250.00	Foothills Community Developm	TN	Purchase	1
103	12/19/2014	8/10/2015	234	167,206.88	\$165,530.00	502 RD Direct	2,206.88 Seller	250.00	Pathfinder Community Connect	IN	Construction	1
104	4/27/2015	8/13/2015	108	163,410.32	\$150,000.00	502 RD Direct	5,410.32 Seller	1250.00	Foothills Community Developm	TN	Purchase	1
105	5/20/2015	8/13/2015	85	84,539.16	\$82,430.00	502 RD Direct	2,458.14 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
106	6/3/2015	8/14/2015	72	191,617.70	\$88,000.00	502 RD Direct	3,617.70 Seller	1000.00	FAHE, Inc.-	KY	Purchase	1
107	3/3/2015	8/17/2015	167	139,009.43	\$135,000.00	502 RD Direct	4,009.43 Grant	1000.00	FAHE, Inc.-	VA	Construction	1
108	2/19/2015	8/17/2015	179	157,915.51	\$157,530.00	502 RD Direct	1,977.50 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
109	2/25/2015	8/18/2015	174	93,133.87	\$90,400.00	502 RD Direct	3,633.87 Seller	250.00	Fairmont Housing Authority	WV	Purchase	1
110	2/19/2015	8/19/2015	181	153,262.43	\$151,190.00	502 RD Direct	2,072.43 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
111	6/3/2015	8/21/2015	79	167,106.28	\$165,530.00	502 RD Direct	2,106.28 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
112	5/18/2015	8/21/2015	95	154,317.57	\$155,000.00	502 RD Direct	2,398.40 Seller	250.00	Pathfinder Community Connect	IN	Purchase	1
113	3/31/2015	8/24/2015	146	77,740.18	\$52,987.00	502 RD Direct	2,740.18 Seller	250.00	Hope, Inc.	VA	Purchase	1

114	5/6/2015	8/27/2015	111	155,128.42	\$151,500.00	502 RD Direct	3,443.20	Seller	Homeownership Center, Inc.	WV	Purchase	1
115	4/20/2015	8/27/2015	129	124,019.08	\$75,000.00	502 RD Direct	3,019.08	WDG Grant, FHLB G	Homeownership Center, Inc.	WV	Purchase	1
116	4/7/2015	8/28/2015	143	98,807.45	\$93,700.00	502 RD Direct	4,416.67	Welcome Home	FAHE, Inc.	VA	Purchase	1
117	5/27/2015	8/28/2015	93	139,889.90	\$136,000.00	502 RD Direct	3,889.90	Seller	FAHE, Inc.	KY	Purchase	1
118	3/3/2015	8/28/2015	178	166,624.50	\$165,530.00	502 RD Direct	1,824.50	Seller	Pathfinder Community Connect	IN	Construction	1
119	5/12/2015	8/28/2015	108	103,297.03	\$99,700.00	502 RD Direct	3,597.03	Seller	Pathstone	IN	Purchase	1
120	6/9/2015	9/4/2015	87	155,075.85	\$153,530.00	502 RD Direct	2,042.87	Seller	Pathfinder Community Connect	IN	Purchase	1
121	6/15/2015	9/14/2015	91	85,660.43	\$82,900.00	502 RD Direct	2,249.69	Seller	Pathfinder Community Connect	IN	Purchase	1
122	6/8/2015	9/16/2015	100	147,359.77	\$145,530.00	502 RD Direct	2,359.77	Seller	Pathfinder Community Connect	IN	Purchase	1
123	7/13/2015	9/18/2015	67	80,020.14	\$78,430.00	502 RD Direct	2,120.14	Seller	Pathfinder Community Connect	IN	Purchase	1
124	5/28/2015	9/18/2015	113	151,684.84	\$149,841.00	502 RD Direct	2,273.84	Seller	Pathfinder Community Connect	IN	Purchase	1
125	6/15/2015	9/21/2015	98	157,557.39	\$54,000.00	502 RD Direct	11,257.39	Seller	Kentucky Highlands Investment	KY	Purchase	1
126	4/16/2015	9/23/2015	160	75,096.13	\$70,000.00	502 RD Direct	3,512.67	Welcome Home	HOMES, Inc.	KY	Purchase	1
127	3/9/2015	9/23/2015	198	154,137.77	\$152,000.00	502 RD Direct	2,137.77	Seller	Pathfinder Community Connect	IN	Construction	1
128	7/10/2015	9/25/2015	77	82,056.38	\$80,530.00	502 RD Direct	2,056.38	Seller	Pathfinder Community Connect	IN	Purchase	1
129	7/14/2015	9/25/2015	73	109,377.33	\$96,827.00	502 RD Direct	2,377.33	Seller	Pathfinder Community Connect	IN	Purchase	1
130	6/16/2015	9/29/2015	105	85,200.00	\$78,571.00	502 RD Direct	3,401.97	DHCD	People, Inc	VA	Purchase	1
131	4/30/2015	9/30/2015	153	84,089.42	\$82,530.00	502 RD Direct	2,089.42	Seller	Pathfinder Community Connect	IN	Construction	1
132	7/6/2015	10/7/2015	93	120,574.10	\$83,933.00	502 RD Direct	2,992.60	Frontier Housing, Hort	Frontier Housing	KY	Purchase	1
133	7/1/2015	10/9/2015	100	148,719.51	\$118,600.00	502 RD Direct	5,119.51	Home Depot Grant, E	Eastern Eight	TN	Purchase	1
134	4/1/2015	10/9/2015	191	150,796.12	\$114,100.00	502 RD Direct	5,696.12	Welcome Home, IDA,	Eastern Eight	TN	Purchase	1
135	6/17/2015	10/9/2015	114	94,558.24	\$81,500.00	502 RD Direct	3,058.24	Deed Restriction	Homeownership Center, Inc.	WV	Purchase	1
136	8/12/2015	10/15/2015	64	126,776.00	\$118,000.00	502 RD Direct	4,746.14	Home	Community Ventures	KY	Purchase	1
137	4/28/2015	10/16/2015	171	150,938.16	\$120,100.00	502 RD Direct	5,838.16	IDA, Home Grant	Eastern Eight	TN	Purchase	1
138	8/18/2015	10/16/2015	59	113,348.53	\$110,530.00	502 RD Direct	2,818.53	Seller, Buyer	Pathfinder Community Connect	IN	Purchase	1
139	7/17/2015	10/20/2015	95	75,535.58	\$73,430.00	502 RD Direct	2,346.00	Seller	Pathfinder Community Connect	IN	Purchase	1
140	4/9/2015	10/22/2015	196	166,937.90	\$154,000.00	502 RD Direct	12,937.90	Seller, Buyer	Pathfinder Community Connect	IN	Construction	1
141	1/7/2015	10/23/2015	289	165,679.50	\$164,470.00	502 RD Direct	1,209.50	Seller, Borrower	Pathfinder Community Connect	IN	Construction	1
142	7/1/2015	10/23/2015	114	107,403.68	\$105,280.00	502 RD Direct	2,123.68	Seller	Pathfinder Community Connect	IN	Purchase	1
143	6/25/2015	10/27/2015	124	143,967.95	\$139,900.00	502 RD Direct	4,067.95	Seller	FAHE, Inc.	KY	Purchase	1
144	4/28/2015	10/27/2015	182	172,149.71	\$170,530.00	502 RD Direct	1,619.71	Seller, Borrower	Pathfinder Community Connect	IN	Construction	1
145	4/7/2015	10/27/2015	183	138,657.96	\$135,530.00	502 RD Direct	3,127.96	Seller	Pathfinder Community Connect	IN	Purchase	1
146	5/28/2015	10/28/2015	153	99,579.13	\$64,994.00	502 RD Direct	3,027.53	Frontier	Frontier Housing	KY	Purchase	1
147	6/24/2015	10/29/2015	127	96,171.28	\$83,000.00	502 RD Direct	3,171.28	CRI	Community Resources, Inc.	WV	Purchase	1
148	7/30/2015	10/29/2015	91	137,859.88	\$150,530.00	502 RD Direct	2,938.82	Seller	Pathfinder Community Connect	IN	Purchase	1
149	5/27/2015	11/5/2015	162	167,339.00	\$165,530.00	502 RD Direct	2,339.00	Seller	Pathfinder Community Connect	IN	Construction	1
150	9/11/2015	11/6/2015	56	76,887.57	\$72,500.00	502 RD Direct	4,387.57	Seller	Neighborhood Housing Partner	OH	Purchase	1
151	8/17/2015	11/10/2015	85	76,710.63	\$64,263.00	502 RD Direct	3,507.46	VA Home	People, Inc	VA	Purchase	1
152	7/27/2015	11/13/2015	109	171,510.40	\$170,530.00	502 RD Direct	1,510.40	Seller, Borrower	Pathfinder Community Connect	IN	Construction	1
153	7/13/2015	11/19/2015	129	125,600.42	\$105,000.00	502 RD Direct	3,600.42	Frontier 2nd	Frontier Housing	KY	Construction	1
154	7/30/2015	11/20/2015	113	172,077.36	\$170,000.00	502 RD Direct	2,065.90	Borrower	Pathfinder Community Connect	IN	Construction	1
155	6/18/2015	11/25/2015	160	124,367.16	\$85,000.00	502 RD Direct	3,367.16	Forgivable Grant, Clo	Homeownership Center, Inc.	WV	Purchase	1
156	7/22/2015	11/25/2015	126	172,076.84	\$170,530.00	502 RD Direct	2,066.74	Seller	Pathfinder Community Connect	IN	Construction	1

AVG. Days from Submittal to USDA to Close	138.45	\$133,083.76	\$127,243.76	\$3,395.99	##	16	29	14	8	2	81	0	6
Total	\$20,761,066.04	\$19,850,026.00	\$529,774.56	Total	% by State	TN	KY	WV	VA	AL	IN	MI	OH
						10%	19%	9%	5%	1%	52%	0%	4%

Top Producers	# of Loans	% of Loans
1 Pathfinder	79	50.64%
2 FAHE	20	12.82%
3 E-8	6	3.85%
4 NDS	3	1.92%
5 HOC	7	4.49%

Pipeline Report 2/10/16

REPORT

Purchase Avg. Days at
USDA 138.27

Total Average Days at USDA: 143.13

158.63

Construction
Average Days as
USDA

This is a compilation report. Intermediary will update the report as outlined in the MOU or as mutually agreed in any modifications. Agency will update their segment for each applicable entry within 5 business days of receiving the Intermediary's report.

This section must be completed by Intermediary.

Gender	Race	Applicant RA	Applicant Ethnic	Date Intermedia fy received package from Affiliate	Submitted Date	Sub Pro P Stat e	Sub Prop County	Per sist ent Pov erty Co unt	Requested Loan Amount	Referral Company	Days at USDA	Seq	Loan Purpose
Female	White	Not Hispanic Or	Not Hispanic Or	1/14/16	1/14/16	AL	Hale		\$54,650	Hero Housing	43	1	Purchase
Female	Black	Not Provided	Not Provided	10/23/15	11/11/15	AL	Tuscaloosa		\$125,000	Hero Housing	107	2	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	11/17/15	11/17/15	IN	Huntington		\$160,533	Pathfinder Community	101	3	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	12/1/15	12/1/15	IN	Allen		\$110,000	Pathfinder Community	87	4	Purchase
Male	White	Not Hispanic Or	Not Hispanic Or	11/16/15	11/16/15	IN	Whitley		\$79,000	Pathfinder Community	102	5	Purchase
Female	White	Hispanic Or	Hispanic Or	11/2/15	11/2/15	IN	Allen		\$160,644	Pathfinder Community	116	6	Purchase
Male	White	Not Hispanic Or	Not Hispanic Or	11/16/15	11/16/15	IN	Kosciusko		\$130,533	Pathfinder Community	102	7	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	12/7/15	12/7/15	IN	Allen		\$85,000	Pathfinder Community	81	8	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	6/4/15	6/4/15	IN	Allen		\$147,500	Pathfinder Community	267	9	Purchase
Male	White	Not Hispanic Or	Not Hispanic Or	7/24/15	7/27/15	IN	Huntington		\$75,000	Pathfinder Community	214	10	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	12/16/15	12/16/15	IN	Dekalb		\$55,000	Pathfinder Community	72	11	Purchase
Female	White	Hispanic Or	Hispanic Or	12/14/15	12/14/15	IN	Elkhart		\$172,000	Pathfinder Community	74	12	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	12/14/15	12/14/15	IN	Elkhart		\$165,530	Aid to Distressed	74	13	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	10/22/15	10/23/15	IN	Allen		\$140,590	Pathfinder Community	126	14	Purchase
Male	Amer.Indian	Hispanic Or	Hispanic Or	1/13/16	1/13/16	IN	Allen		\$169,982	Pathfinder Community	44	15	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	2/3/16	2/3/16	IN	Whitley		\$113,970	Pathfinder Community	23	16	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	1/27/16	1/27/16	IN	Whitley		\$111,500	Pathfinder Community	30	17	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	1/15/16	1/15/16	IN	De Kalb		\$142,575	Pathfinder Community	42	18	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	1/27/16	1/27/16	IN	Delaware		\$100,530	Pathfinder Community	30	19	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	10/26/15	10/26/15	IN	Allen		\$169,676	Pathfinder Community	123	20	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	9/1/15	9/1/15	IN	Hamilton		\$130,530	Pathfinder Community	178	21	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	9/29/15	9/29/15	IN	Allen		\$170,000	Pathfinder Community	150	22	Purchase
Male	White	Not Hispanic Or	Not Hispanic Or	11/11/15	11/11/15	IN	Allen		\$170,530	Pathfinder Community	107	23	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	11/5/15	11/5/15	IN	Huntington		\$100,533	Pathfinder Community	113	24	Purchase
Female	White	Not Hispanic Or	Not Hispanic Or	11/6/15	11/6/15	IN	Allen		\$170,533	Pathfinder Community	112	25	Purchase
Female	White	Hispanic Or	Hispanic Or	11/20/15	11/20/15	IN	Elkhart		\$170,000	Pathfinder Community	98	26	Construction
Female	White	Hispanic Or	Hispanic Or	11/17/15	11/17/15	IN	Allen		\$170,533	Pathfinder Community	101	27	Construction
Female	White	Not Hispanic Or	Not Hispanic Or	12/29/15	12/29/15	IN	De Kalb		\$169,400	Pathfinder Community	59	28	Construction
Female	White	Not Hispanic Or	Not Hispanic Or	12/17/15	12/17/15	IN	Allen		\$164,664	Pathfinder Community	71	29	Construction

Female	White	Not Hispanic Or	12/22/15	12/22/15	IN	Allen	\$170,000	Pathfinder Community	66	30	Construction
Female	White	Not Hispanic Or	10/27/15	10/27/15	IN	DeKalb	\$145,533	Pathfinder Community	122	31	Construction
Female	White	Not Hispanic Or	1/7/16	1/7/16	IN	Huntington	\$82,500	Pathfinder Community	50	32	Construction
Female	White	Not Hispanic Or	11/12/15	11/12/15	IN	Allen	\$155,647	Pathfinder Community	106	33	Construction
Male	White	Not Hispanic Or	10/19/15	10/19/15	IN	Allen	\$170,000	Pathfinder Community	130	34	Construction
Female	White	Not Hispanic Or	9/17/15	9/17/15	IN	Elkhart	\$170,530	Pathfinder Community	162	35	Construction
Male	Black	Not Hispanic Or	8/25/15	8/25/15	IN	Allen	\$170,530	Pathfinder Community	185	36	Construction
Female	White	Not Hispanic Or	8/25/15	8/25/15	IN	Allen	\$170,000	Pathfinder Community	185	37	Construction
Male	White	Not Hispanic Or	8/24/15	8/24/15	IN	Elkhart	\$170,530	Pathfinder Community	186	38	Construction
Male	White	Not Hispanic Or	8/26/15	8/26/15	IN	Allen	\$166,454	Pathfinder Community	184	39	Construction
Male	White	Not Hispanic Or	8/18/15	8/18/15	IN	Elkhart	\$170,000	Pathfinder Community	192	40	Construction
Female	White	Not Hispanic Or	6/3/15	6/3/15	IN	Allen	\$162,530	Pathfinder Community	268	41	Construction
Male	White	Not Hispanic Or	3/9/15	3/9/15	IN	De Kalb	\$152,000	Pathfinder Community	354	42	Construction
Male	White	Not Hispanic Or	6/18/15	6/18/15	IN	Allen	\$170,000	Pathfinder Community	253	43	Construction
Female	White	Not Hispanic Or	8/25/15	8/25/15	IN	Whitley	\$168,330	Pathfinder Community	185	44	Construction
Male	White	Not Hispanic Or	6/25/15	6/25/15	IN	Allen	\$163,869	Pathfinder Community	246	45	Construction
Male	Black	Not Hispanic Or	7/21/15	7/21/15	KY	Garrard	\$149,550	Disney Land	220	46	Purchase
Female	White	Not Hispanic Or	8/4/15	8/4/15	KY	Madison	\$152,000	Rec Room	220	47	Purchase
Male	White	Not Hispanic Or	7/27/15	7/27/15	KY	Woodford	\$125,000	Community Ventures	203	48	Purchase
Female	White	Not Hispanic Or	7/10/15	7/30/15	KY	Bell	\$72,000	Bell Whitley	211	49	Purchase
Female	White	Hispanic Or	7/10/15	7/31/15	KY	Scott	\$127,000	Community Ventures	210	50	Purchase
Female	White	Not Hispanic Or	11/13/15	11/18/15	KY	Rowan	\$124,000	Frontier Housing	100	51	Purchase
Female	White	Not Hispanic Or	1/14/16	1/14/16	KY	Jackson	\$75,000	FAHE, Inc.-	43	52	Purchase
Male	White	Not Hispanic Or	10/19/15	10/29/15	KY	Madison	\$110,000		120	53	Purchase
Female	White	Not Hispanic Or	5/27/15	6/22/15	KY	Wayne	\$62,000	Kentucky Highlands	249	54	Purchase
Male	White	Not Hispanic Or	2/5/16	2/5/16	KY		\$88,329	Frontier Housing	21	55	Purchase
Male	White	Not Hispanic Or	10/5/15	10/14/15	KY	Rowan	\$130,000	Frontier Housing	135	56	Construction
Female	White	Not Hispanic Or	9/10/15	9/10/15	MI	Cass	\$165,000	Pathfinder Community	169	57	Purchase
Female	White	Not Hispanic Or	12/11/15	1/13/16	OH	Clark	\$105,000	Neighborhood Housing	44	58	Purchase
Female	White	Not Hispanic Or	4/14/15	4/29/15	OH	Clark	\$60,000	Neighborhood Housing	303	59	Purchase
Male	White	Not Hispanic Or	6/30/15	7/6/15	OH	Warren	\$152,000	FAHE, Inc.-	235	60	Purchase
Male	White	Not Hispanic Or	8/18/15	8/20/15	TN	Hancock	\$65,500	Clinch-Powell	190	61	Purchase
Female	White	Not Hispanic Or	8/26/15	9/3/15	TN	Blount	\$155,102	Foothills Community	176	62	Purchase
Male	White	Not Hispanic Or	5/5/15	5/5/15	TN	Cumberland	\$143,700	Creative Compassion	297	63	Purchase
Female	White	Not Hispanic Or	3/15/15	3/27/15	TN	Blount	\$159,000	Foothills Community	336	64	Purchase
Female	White	Not Hispanic Or	12/1/15	12/16/15	TN	Knox	\$140,000	Knoxville Leadership	72	65	Purchase
Female	White	Not Hispanic Or	11/2/15	11/3/15	TN	Blount	\$132,000	Foothills Community	115	66	Purchase
Female	White	Not Hispanic Or	12/17/15	12/29/15	TN	Blount	\$154,000	Foothills Community	59	67	Purchase
Male	Not	Not Hispanic Or	7/27/15	7/28/15	TN	Blount	\$155,102	Foothills Community	213	68	Purchase
Male	White	Not Hispanic Or	7/1/15	7/2/15	TN	Blount	\$153,000	Foothills Community	239	69	Purchase

Male	White	Not Hispanic Or	12/30/15	1/13/16	TN	Anderson		\$150,000				44	70	Purchase
Female	White	Not Hispanic Or	1/21/16	2/3/16	TN	Blount		\$154,000		Foothills Community		23	71	Purchase
Male	White	Not Hispanic Or	1/2/16	2/3/16	TN	Roane		\$50,000		ADFAC - Aide to		23	72	Purchase
Female	White	Hispanic Or	1/14/16	1/21/16	TN	Blount		\$152,000		Foothills Community		36	73	Purchase
Male	White	Not Hispanic Or	1/27/16	2/3/16	TN	Blount		\$150,000		Foothills Community		23	74	Purchase
Female	White	Not Hispanic Or	4/7/15	4/27/15	TN	Blount		\$154,500		Foothills Community		305	75	Purchase
Male	White	Not Hispanic Or	6/19/15	6/24/15	TN	Cumberland		\$126,000		Creative Compassion		247	76	Purchase
Male	White	Not Hispanic Or	1/13/16		TN			\$154,000		Foothills Community			77	Purchase
Female	White	Not Hispanic Or	6/16/15	6/16/15	TN	Fentress		\$100,000		Creative Compassion		255	78	Purchase
Female	White	Not Hispanic Or	6/19/15	6/22/15	TN	Cumberland		\$132,000		Creative Compassion		249	79	Purchase
Female	Black	Not Hispanic Or	8/9/15	9/3/15	VA	Accomack		\$152,825		FAHE, Inc.-		176	80	Purchase
Female	White	Not Hispanic Or	5/27/15	5/27/15	VA	Patrick		\$55,000		Hope, Inc.		275	81	Purchase
Female	Black	Not Hispanic Or	1/2/16	1/21/16	VA	Albemarle		\$135,000		Piedmont Housing		36	82	Purchase
Female	White	Not Hispanic Or	8/4/15	8/17/15	VA	Dickenson		\$77,670		People, Inc		193	83	Purchase
Female	White	Not Hispanic Or	12/22/15	12/22/15	W	Tucker		\$80,000		Homeownership Center,		66	84	Purchase
Female	White	Not Hispanic Or	10/7/15	10/7/15	W	Upshur		\$83,500		Homeownership Center,		142	85	Purchase
Female	White	Not Hispanic Or	11/15/15	12/10/15	W	Randolph		\$60,000		Homeownership Center,		78	86	Purchase
Female	White	Not Hispanic Or	6/18/15	6/24/15	W	Wood		\$89,890		Community Resources,		247	87	Purchase
Female	White	Not Hispanic Or	4/28/15	4/28/15	W	Mason		\$110,000		Community Resources,		304	88	Purchase

From: Kelly Spears [<mailto:kspears@foothillscdc.org>]
Sent: Thursday, February 11, 2016 10:55 AM
To: Tom Carew; Vonda Poynter; 'Retha Patton (rpatton@e8cdc.org)'
Cc: Sarah Hooks; Leslie Woodall
Subject: Agenda item for TN Caucus meeting

Subject: Student loans and Income Based Repayment

Request: Insert a discussion agenda item for Income Based Repayment of Student Loans

Background: Foothills CDC and Blount Habitat for Humanity are both working with families who have substantial student loans. These families are repaying their loans by utilizing an Income Based Repayment system which has payments as low as \$0 per month. This is not a deferred loan, it is a repayment procedure.

USDA treats the IBR system as they do the deferred student loans by assuming 1% of the total loan as the monthly payment. This normally raises the backend ratio to a disqualifying percentage for such families.

We have raised this issue with RD because the intent of RD's 1% requirement appears to be for deferred loans. The Tennessee's state RD office interpreted this requirement to also include IBR loans.

Tennessee's state office has raised this question to the national RD office for a ruling. Nothing has been heard to date.

Are other FAHE members having the same issue?

As usual, RD Knoxville has been thorough and forth coming with their assistance on this clarification.

Oliver "Kelly" Spears III
Executive Director
Foothills CDC
1019 Hampshire Dr
Maryville, TN 37801
Office: 865.982.8692 X234
Fax: 865.982.3895



FACT SHEET: FHFA PROPOSED RULE ON FANNIE MAE & FREDDIE MAC DUTY TO SERVE UNDERSERVED MARKETS

SUMMARY

STATUTORY REQUIREMENT

Federal law requires the Federal Housing Finance Agency (FHFA) to issue a regulation to implement the Duty to Serve requirements specified in the Federal Housing Enterprises Financial Safety and Soundness Act of 1992, as amended by the Housing and Economic Recovery Act of 2008. The statute requires Fannie Mae and Freddie Mac (the Enterprises) to provide leadership to facilitate a secondary market for mortgages on housing for very low-, low-, and moderate-income families in three underserved markets specified in the statute:

- Manufactured housing
- Affordable housing preservation
- Rural housing

FHFA has issued a proposed rule that seeks to strike a balance between the requirement that the Enterprises serve families in these markets and their continued safety and soundness.

UNDERSERVED MARKETS PLANS

Under the proposed rule, the Enterprises would each be required to submit to FHFA a draft Underserved Markets Plan covering a three-year period, and the public would be invited to provide input on the draft Plans. The draft Plans would be posted on FHFA's website, and the final Plans would be posted on the Enterprises' and FHFA's respective websites.

The Plans would comprise "**Activities**," including **Core Activities** that the Enterprises would be required to consider in developing their Plans. The Core Activities represent nine categories of **Statutory Activities** and eleven categories of **Regulatory Activities** developed by FHFA. The Enterprises could also propose **Additional Activities** in their Plans. Eligible Activities would receive Duty to Serve credit (scoring points). If Fannie Mae or Freddie Mac decides not to include a Core Activity in its Plan, it would be required to provide reasons why in the Plan.

FHFA would also provide Duty to Serve credit for Fannie Mae or Freddie Mac activities that promote residential economic diversity in an underserved market for affordable housing in high opportunity areas or mixed-income housing in areas of concentrated poverty.

MANUFACTURED HOUSING

For the manufactured housing market, Duty to Serve credit would be provided for Regulatory Activities that Fannie Mae and Freddie Mac undertake related to financing manufactured housing units titled as real estate and not "chattel" loans secured by personal property, because real estate loans perform better, have greater borrower protections, and have lower default rates than chattel financing. However, the proposed rule invites public comment on whether the final rule should authorize Duty to Serve credit for the purchase of chattel loans.

Under the proposed rule, Fannie Mae and Freddie Mac would also be required to consider undertaking Regulatory Activities related to purchasing blanket loans on the following types of manufactured housing communities: small communities with 150 rental sites or fewer; communities owned by their residents, nonprofits or governmental agencies; and communities where tenants' site leases include certain tenant protections.

BACKGROUND

On December 15, 2015, FHFA issued a proposed rule on Fannie Mae and Freddie Mac Duty to Serve Underserved Markets.

The public comment period is 90 days from publication in the Federal Register.

FHFA invites comments on all aspects of the proposed rule.

FHFA issued an Advance Notice of Proposed Rulemaking in 2009 and a Notice of Proposed Rulemaking in 2010 but did not complete the rulemaking process.

[Link to FHFA news release](#)



AFFORDABLE HOUSING PRESERVATION

For affordable housing preservation, Duty to Serve credit would be provided for Statutory Activities that Fannie Mae and Freddie Mac undertake related to preservation of affordable housing funded under the following programs enumerated in the statute:

- U.S. Department of Housing & Urban Development (HUD) Section 8 Rental Assistance Program;
- HUD Section 236 Interest Rate Subsidy Program;
- HUD Section 221(d)(4) FHA Insurance Program;
- HUD Section 202 Housing Program for Elderly Households;
- HUD Section 811 Housing Program for Disabled Households;
- McKinney-Vento Homeless Assistance Programs;
- USDA Section 515 Rural Housing Programs;
- Federal Low-Income Housing Tax Credits; and
- Other comparable state and local affordable housing programs.

Duty to Serve credit would also be provided for Regulatory Activities that Fannie Mae and Freddie Mac undertake related to purchasing loan pools from small banks and community-based lenders on small multifamily rental properties of 5 to 50 units; Activities related to public housing properties that use HUD's Rental Assistance Demonstration Program; Activities related to properties in designated areas under HUD's Choice Neighborhoods Initiatives Program; purchasing energy efficiency retrofit loans on multifamily rental properties; and purchasing energy retrofit loans on single-family properties with Fannie Mae or Freddie Mac first mortgage liens.

Fannie Mae and Freddie Mac would also be required to consider undertaking Regulatory Activities that support preserving affordable homeownership for single-family properties under shared equity programs that are administered by a community land trust, a nonprofit organization or a state or local governmental agency. Eligible shared equity programs must ensure affordability for 30 years -- or longer if permitted by state law, monitor the units to ensure affordability is preserved over resales, and support the homeowners to promote successful homeownership.

RURAL HOUSING

For the rural housing market, Duty to Serve credit would be provided for Activities that serve rural areas generally. Duty to Serve credit would also be provided for Regulatory Activities supporting housing in high-needs rural regions, defined as Middle Appalachia, the Lower Mississippi Delta region, and colonias, which are communities located primarily within 150 miles of the U.S.-Mexico border in Arizona, New Mexico, Texas, or California; and Activities supporting housing for high-needs rural populations defined as members of a Federally recognized Native American tribe located in a Native American area, or migrant or seasonal agricultural workers, as defined in the proposed rule. The proposed rule would define a "rural area" as a census tract outside of a Metropolitan Statistical Area (MSA) as designated by the Office of Management and Budget, or a census tract in an MSA, but outside of the MSA's Urbanized Areas and Urban Clusters, as designated by the U.S. Department of Agriculture's Rural Urban Commuting Area codes.

EVALUATIONS AND RATINGS

FHFA would annually evaluate and rate Fannie Mae and Freddie Mac's performance under their Underserved Markets Plans by allocating points for each Activity performed and translating the composite scores to overall ratings for each of the three underserved markets. FHFA would report those results to Congress on an annual basis.