



## Tennessee Caucus Agenda Tues. Aug. 1<sup>st</sup> – 11am-3pm Eastern

Hosted by Clinch-Powell RC&D at:

Morristown Chamber of Commerce~ 825 W 1st N St, Morristown, TN

- 1) **Welcome, Special Guest Introductions** (*Retha Patton, Vonda Poynter*)  
*Lisa Pierce – Alabama Rural Ministries(ARM), Auburn, AL; Mary Ellen Judah – Neighborhood Concepts, Inc., Huntsville, AL; Bill Lord – THDA; Lisa Hewitt-Cruz - USDA RD*

**Adjacent Meeting** of construction staff of Members and Dwayne Hicks, THDA

- 2) **Review Previous Minutes and Action Items** *pp.3-7*

- 3) **Member Updates**

- 4) **Membership Updates** (*Vonda*) *Discussion on counseling and Communication changes*

a. Membership Committee Work

b. Membership Renewals

c. Caucus Chair Elections

d. Member Communications

- 5) **Fahe UPDATES**

a. Fahe Board Member Reports (*Jackie Mayo and Maria Catron*)

b. Staffing Changes/Additions *pp. 8-9*

c. Annual Meeting Info - Annual Award Nominations – **deadline, Aug. 2<sup>nd</sup>**

d. Policy/Advocacy Updates

i. Performance Challenge *pp. 10-12*

e. Community Lending Services (*Hagen Williams*) *pp. 13-15*

f. Just Choice Lending (*David Brock*) *pp. 16*

- 6) **THDA Updates** (*Bill Lord*)



- a. National Housing Trust Fund

## 7) USDA Updates *(Lisa Hewitt-Cruz)*

## 8) FHLB-Cincinnati Updates

- a. AHP Deadline: Aug. 1st from Judy Rose: "if anyone is working on an AHP for the August 1 deadline and still does not have a member bank to please contact me ASAP for assistance in finding a member."
- b. Carol Peterson Update – all reservations accepted, 5 groups using our full allotment of \$150K (Clinch-Powell RC&D, Creative Compassion & CNE in TN; CAP & COAP in KY)
- c. Upload System - 2018

## 9) Program Discussion – How is your organization involved in community development? And what do you see as unmet needs in your community?

Please share with your Accounting Departments &/or Update your Software with Fahe's **new mailing address**: 319 Oak St., Berea, KY 40403. We will no longer maintain a PO Box and will be receiving ALL mail at our current street address.

**Next Caucus Meeting** – Week of October 23<sup>rd</sup> or 30<sup>th</sup> (WV – 10/24, KY – 10/31)

## **Upcoming Events**

- **NTI Philadelphia**: August 14-18, registration closed
- **Fahe Facebook Business Page Webinar**: Mon. Aug. 21st Register: <http://eepurl.com/cTCpH1>
- **Member Connection Call**: Tues. Aug. 22<sup>nd</sup>, 11AM - (641) 715-0730 Access Code 429695#
- **Fahe Annual Meeting** – September 12-13, Marriott - Knoxville, TN (Board Mtg. on the 11<sup>th</sup>)
- **TN Housing Conference** - September 19-20, Nashville
- **Quarterly Reporting** – **Deadline** for Quarter Ending 9/30/17 – **Mon. Oct. 16<sup>th</sup>**



## Tennessee Caucus Agenda

May 2<sup>nd</sup>, 2017 – 11am-3pm

*Hosted by SunTrust at:*

The Bessie Smith Cultural Center ~ 200 East Martin Luther King Blvd., Chattanooga, TN 37403

Member Group	Representatives	Present	Absent
<b>Aid to Distressed Families of App. Counties</b>			<b>X</b>
<b>Appalachia Habitat for Humanity</b>			<b>X</b>
Appalachia Service Project	Ryan Hurst Carter	X	
<b>Blount County Habitat for Humanity</b>			<b>X</b>
Chattanooga Neighborhood Enterprise	Martina Guilfoil	X	
Clinch-Powell RC&D	Lindy Turner	X	
	Kelsey Cook	X	
	Sabrina Seamon		
CAP of North of Alabama (CAPNA)	Dave Truitt	X	
Creative Compassion	Jessica Schubert	X	
	Sarah Bates	X	
Crossville Housing Authority	Stace Karge	X	
	Kathy Vanlandingham		
Eastern Eight CDC	Retha Patton	X	
	John Dillow	X	
	Mark Fleury	X	
<b>Foothills CDC</b>			<b>X</b>
Habitat for Humanity of Cleveland, TN	Chip Willis	X	
<b>Hale Empowerment &amp; Revitalization Org. (HERO)</b>			<b>X</b>
HomeSource east tennessee	Jackie Mayo	X	
	Chris Osborn	X	
Kingsport Housing & Redevelopment Authority	Maria Catron	X	
<b>Knoxville Habitat for Humanity</b>			<b>X</b>
Knoxville Leadership Foundation	Ben Rosenbaum	X	
	Adam Montgomery	X	
<b>Loudon Co. Habitat for Humanity</b>			<b>X</b>
<b>Neighborhood Housing Services – Birmingham</b>			<b>X</b>
GUESTS	Shannon Roberson	USDA RD - TN	
	Lisa Pierce	ARM	
	Brian Bills	SunTrust, THDA	
	Cynthia Peraza	THDA	
	Kathleen Norkus	THDA	
	Katie Moore	THDA	
	Ralph Perrey	THDA	
	Ed Yandell	THDA	
	Herb Pettit	SunTrust	
	Cindy Gilliam	SunTrust	
	Patricia Lowrey	SunTrust	
	Kimberly Matthews	SunTrust	
Fahe Staff	Vonda Poynter	Matt Coburn	
	Laura Meadows		

**58% Attendance: 11 of 19 TN Members present, those in red had no representative in attendance.**

## **ACTION ITEMS FROM MEETING:**

### **FOR Members**

<b>ACTION ITEM</b>	<b>DEADLINE</b>
Comments/Suggestions on Membership Renewal process to Vonda	ASAP
Sign/Return Performance Challenge	ASAP

### **FOR Fahe Staff**

<b>ACTION ITEM</b>	<b>DEADLINE</b>
None noted	

## **1) Welcome, Special Guest Introductions** (*Retha Patton, Vonda Poynter*)

Retha welcomed all of our guests and thanked our hosts from Suntrust and The Bessie Smith Center.

## **2) Member Introductions/Updates –**

**CCI** – Sarah introduced Jessica Schubert, working on marketing their programs

**Guest – Alabama Rural Ministries** (Lisa Pierce) – Work a lot with Rehabs

**ASP** – Summer kicking off – 130 college students have been trained for the program. Had their first groundbreaking in Sevier Co.

**CAPNA** – Working on Tax Credit Deals, have become very difficult in the current climate but actively looking for other ways to serve lower income folks.

**Guest – Mountain T.O.P.** – Just finished up with a busy spring volunteer season, now gearing up for the summer.

**Clinch-Powell** – Several acquisition/rehabs and several repair projects underway.

**CNE** – Almost done with 49 units of housing, 11 income restricted but the rest are market rate. Trying to figure out how to build small and affordable – 535-800 sq. ft.

**Crossville Housing Authority** – Very excited, finished 523 Self-Help project and have broken ground for a new homeowner.

**HFH Cleveland, TN** – 130 houses built so far. 3 under construction right now, 2 being built by women for their Women Build event. 400 women working over the next 4 weeks and getting ready to break ground on another. Growing!

**Eastern Eight** – Heavily into the 502 Direct Program and utilize New Start. Closed on 4 houses last week and getting ready to work on their Self-Help program.

**Knoxville Leadership Foundation** – Multi-Family Housing keeping them busy. Working on finishing up a rehab. Will be working on about 40 with volunteers. Have a pipeline of 45 buyers. Working with their leadership program to educate 16 organizations in conjunction with USDA.

**Kingsport Housing** – Working on a plan to revitalize their portfolio of multi-family units, will be a Rental based Assistance program (RAD). Demo/Rehab/Relocation, all one big package.

**HomeSource east tennessee** – Working on finishing up 35 units in Knoxville, just recently purchased.

**Guest – SunTrust** – 15 Centers opening in TN (200 in the region) – commitment to inspire financial confidence and freedom for individuals.

**3) Review Previous Minutes and Action Items** – Adam moved that the minutes be approved, Sarah Bated seconded, all approved.

#### **4) Program Discussion – Fundraising Ideas –**

- Retha used the example of Cindy Ross/ADFAC partnership with local restaurants to donation a portion of their proceeds on a certain night to ADFAC. Not just raising funds but also awareness of your organization and programs.
- Cyclists – (ARM) Virtual Riders raising funds/sponsorships
- Golf Outing (ASP)– raised \$150K – resort offered sweepstakes- weekend away
- Hard Hats & Heals (HFH Cleveland) – supported the Women Build houses. Sponsored by local Toyota-held in the service bay! Think of a unique place to have an event. Will gross about \$80K. Do not have a Development officer but hope to fund a position through a capacity building grant from United Way. Goal to hire one this year
- (Clinch-Powell) Used to do quarterly Luncheon with the Community. It wasn't good for making money but good for raising awareness and networking. Have found that it's better to do fund raising around specific things like Home Able – were able to get a houseful of furniture.
- Social Media Fundraising? GoFundMe, peer-to-peer type
- Volunteers that fund their work on homes
- Direct Mail (HomeSource) – not huge or big but the checks started coming in. Board Members use their connections to help supply elders with what they need.
- House Party – prominent couple provided their home and their VIP invite list, dinner, drinks, followed by a presentation by the group.
- United Way – (KHRA) invited community partners to provide personal story about the impact that a local service agency had on his life. Text/Donation by phone – real time visual up on the wall to show the donations coming in by text – peer pressure. Look for the platform that allows you to do that.
- (ASP) NASCAR – Race Weekend – build homes on site, did 3 last year. Had one funded when they went in but had the other two funded by the end of the event. Think of a location/event with a big draw.

## 5) Membership Updates (Vonda)

- a. Prospective Member – Mountain T.O.P. – Vonda shared that Fahe has reviewed the application and is supportive of Mountain TOP's application for Membership. Ed Simmons shared the history and programs of the organization. Discussion about occurred. Tony moved that the TN Caucus recommend to the Board that Mountain TOP be accepted as a new Member. Adam seconded the motion and all approved.
- b. Membership Committee – Membership Criteria looking at updating this – looking at what other community dev. type activities that the members are doing.
- c. Membership Renewals – renewals will come out Mid-May and due at the end of June. If you have suggestions for improvements, please forward them to Vonda.
- d. FHLB Programs – Carol M. Peterson Fund opens June 1, deadline for having Reservation Requests to Jackie is coming up mid-month. Per Jackie Mayo, there are changes coming to the AHP program, hopefully to make the process easier. Don Alexander's spot on the Advisory Board will be open when he retires and they will be looking for a replacement to represent Tennessee.
- e. Slots – Last chance to use this year's allotment of slots is the NTI in Philly, Aug. 14-18
- f. Caucus Chair Elections – The next caucus meeting will be time for Caucus Chair elections again, if you are interested, please let either Vonda or Tom Manning-Beavin know.

## 6) Fahe UPDATES

- a. Spring Meeting Follow-up – Spent time considering who do we want to talk to and what do we want to talk about? The challenge itself is narrowing the communication so that the Members know what advocacy actions we want the members to do and when. "Action Alert" Good for Fahe to create the framework to get it going. The very next action is going to be next week, you'll see that and the goal is to get 50% of the Members to participate and by the Annual Mtg. 90%. Tell Jim what works and what doesn't. See packet for the memo and Power Grid. Example, something as simple as a Twitter campaign about an ongoing project in Alabama could catch the attention of Senator Shelby and his staff. From a communication strategy you don't often have such clear information about where the attention is in DC. At this moment we know that Twitter gets a lot of attention and we'll use that knowledge to our advantage.
- b. Policy/Advocacy Updates Discussed on the Membership Connection Call, Budget, Omnibus, see packet, update from Tom Carew & Rapoza Assoc. Uplift Funds – KY Rep. Andy Barr and Jim are interested in getting Ben Carson, Sec. of HUD to come for and Appalachian Tour.
- c. Community Lending Services Uplift Funds \$50MM about \$12MM is committed at this point. USDA money for community facilities. Babcock is a partner as well. We need to deploy this chunk of money – 40 years at 5.5% interest. Anything with a community benefit, healthcare, nursing homes, even city halls, public buildings, fire stations, airplane hangars, police stations, cars, libraries, schools, distance learning equipment. Local food programs, gardens, food banks, greenhouses, etc. also would qualify. Pre-payment penalty for first 15 years. Looking for 80% loan to value but please call David Howard to discuss. Minimum \$50K, Maximum \$5MM. Recreational facilities are not eligible. There are some discounts available if you talk to David. 1% closing fee can go into the loan. Cannot be flat-out refinancing.



- d. Just Choice Lending – Home Possible (Freddie Mac) 3 in the pipeline right now, rate is 4.5% lower than standard Mort. Ins. Pmt – allows JCL to use income based pmt on Student Loan Debt to qualify. Project Reinvest – for borrowers under 100% AMI and max loan of \$110K a little slim in its range – we'll keep you posted if the model changes.

## 2) THDA Updates

- a. Lindsay – 3<sup>rd</sup> Round of Project Reinvest: Counseling, Foreclosure Prevention, corporate funding, program funding
- b. Cynthia- BEP – Blight Elimination Program: Chattanooga demolitions. PRP (Principle Reduction Program) for homeowners in financial hardship, not in first go-round of hardest hit funds. (10MM)
- c. Sevier Co. Set-Aside – 1.4MM of tax credits, 4 applications have been submitted. Housing for lower wage workers, also need community land/infrastructure.

## 3) USDA Updates – look for changes in 2018

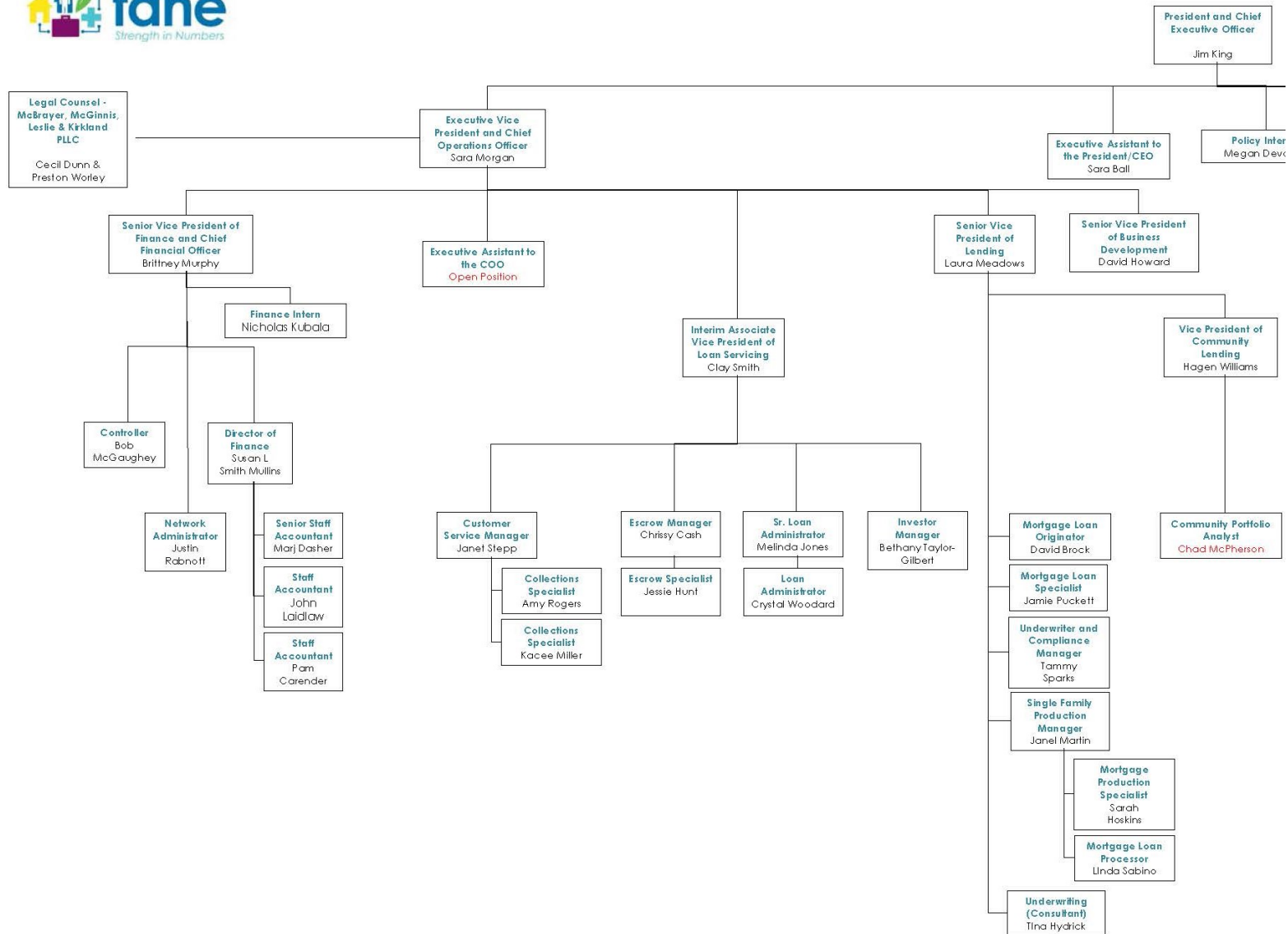
## 4) Program Discussion – Elderly/Aging in Place

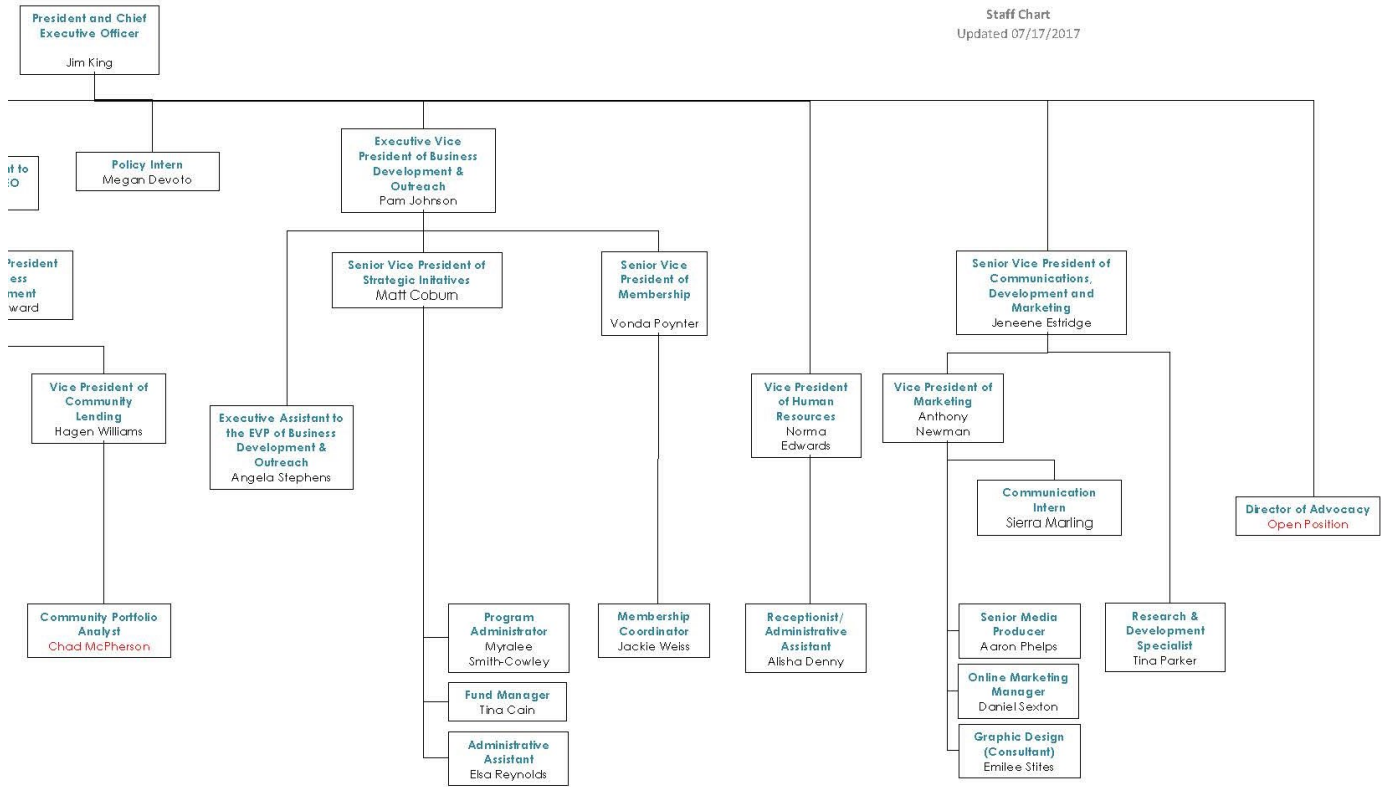
Chris Osborn, HomeSource east tennessee & Kathy Vanlandingham, Crossville Housing Authority. 22% loans in east Tennessee – 36%

Next Caucus Meeting – Tues. Aug. 1<sup>st</sup> hosted by Clinch-Powell in Morristown

## Upcoming Events

- Member Connection Call: Mon. April 24<sup>th</sup>, 11AM - (641) 715-0730 Access Code 429695#
- NTI Minneapolis, MN: May 22-26 - Registration closed
- Quarterly Reporting – Deadline for Quarter Ending 6/30/17 – Mon. July 17<sup>th</sup>
- NTI Philadelphia: August 14-18
- Fahe Annual Meeting – September 12-13, Knoxville, TN





en  
f  
can  
r  
no



Memo

To: Fahe Membership

From: Jim King, President

Re: Spring Meeting Follow Up and Advocacy Performance Challenge

Date: May 1, 2017

We just finished up our 2017 Spring Meeting and it was wonderful to spend time with those who came. In this time of political change, we came together to examine our current situation on what it would take to continue moving forward in our work and for the people of our region. When presented with any difficult situation it is best to take stock and think through what can be done next, which is exactly what we did together. Our agenda helped walk us through the elementary questions: Why? What? Who? How? and When?

### **Why?**

My introduction and frame answered the why question. The tools and programs that we use to help our region are up on the chopping block because this administration doesn't understand why they are important. Changing our strategy is what the time calls for if we hope to continue to make a difference.

We work in a predominately rural region of the country that is greatly misunderstood. Our region helped drive the election of our current administration and senate and congress. As evidenced by the Skinny budget, we can conclude that they either don't understand us or don't care.

When I am talking with folks outside of the Appalachia region, the Fahe membership is often seen and referred to as a "Mighty Force". We do in fact work together and that unity gives us a particular strength. It also comes with a reality that if we are looking for someone to speak to issues we care about we need to look to each other. We are the voice for Appalachia and a nationally recognized voice for housing and rural places.

### **What?**

With the help of our panel of experts – Joe Belden, formerly of HAC and current Fahe Board Member, Shannon Rickett, formerly of Congressman Rogers' staff, and Sarah Mickelson, Public Policy Director for the National Low Income Housing Coalition – we talked about what we need to be communicating. They helped us to better understand what we need to do to form effective relationships with legislators, the elements of a successful visit, and what is involved in a well-formed ask.

### **Who?**

To answer this question, we started with a candid conversation with Representative Andy Barr, from Kentucky's 6<sup>th</sup> Congressional District. His visit gave us some insight into what is happening

currently in Washington, in particular the struggle with the federal budget. It was good to hear what a conservative leader thinks when it comes to the way that we frame our information and arguments.

The question of who took us into the second day, with an exercise in power grids. Attendees worked in groups to determine who needed to be considered in our policy and advocacy work. They pulled together not only names of legislators but also organizations that we should pursue in our communications. Ultimately the group put together the attached power grid with legislators from our six core states. This power grid will inform our advocacy work over the coming years.

## **How?**

Aaron Phelps represented our Marketing and Communication Teams with a wonderful presentation on communicating through social media. He discussed how each Fahe Member can use social media to leverage their stories and to use collective voice to engage and influence decision makers online. Aaron talked about the importance of social media, how we expect Members to use it, why we expect you to use it, and backed up our request with concrete examples from successful case studies.

## **When?**

The basic answer is now! We wrapped up our meeting by forming an Advocacy Performance Challenge with a goal to be met by the end of December 2017. Fahe Membership and Staff together will create a stronger voice for Appalachia and improve our advocacy to protect and serve the communities we love and when appropriate, take leadership nationally for other high poverty regions of the United States, so that we can fully illustrate the story of our impact in Appalachia to policy makers and funders to help protect the programs that we provide for the families we serve.



## Advocacy Performance Challenge

May 5, 2017

Fahe Membership and Staff together will create a stronger voice for Appalachia and improve our advocacy to protect and serve the communities we love and when appropriate, take leadership nationally for other high poverty regions of the United States, so that we can fully illustrate the story of our impact in Appalachia to policy makers and funders to help protect the programs that we provide for the families we serve.

**In meeting our Goal**, we will achieve a milestone of 50% participation in **calls to action** by the Annual Meeting on 9/12/17, with our ultimate goal of 90% Member participation being reached by 12/31/2017.

**Fahe Staff will**, beginning immediately, deliver, not less than monthly, communication that informs and **calls to action** the Fahe Membership to provide stories and reach out with phone calls, emails and social media, directed to key decision makers as identified on the Advocacy Power Grid.

**Fahe Members will** each respond to the **calls to action** by submitting project or family stories that can be used by the Communication Team, taking action as requested, via traditional methods and social media, and participating in or hosting Congressional visits.

We accept this challenge as we work together to Eliminate Persistent Poverty in Appalachia.

Jim King  
President  
Fahe

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

Please contact the following staff member in our office:

\_\_\_\_\_  
Organization

\_\_\_\_\_  
Contact Name and Title

\_\_\_\_\_  
Contact Email

\_\_\_\_\_  
Contact Phone Number

# Community Lending Products



	PREDEVELOPMENT	ACQUISITION	CONSTRUCTION	RENTAL PERMANENT LOAN
<b>PURPOSE</b>	Provides funding for costs such as reservation fee, market study, Phase I environmental, engineering and design fees, professional fees, etc.	To pay purchase price and closing costs for real property acquisition	To pay hard and soft costs of construction of new or renovation projects	To expand the delivery of affordable multi-family rental housing
<b>PROJECT TYPE</b>	Rental housing; for-sale housing, mixed use projects; health facilities	Acquisition of real property for future development as affordable for-sale S/F, multi-family rental, mixed-use or healthcare	Rental housing; for-sale housing, mixed use projects; health facilities	Rental housing
<b>LOAN AMOUNT</b>	\$25,000 - \$250,000	\$25,000 - \$5,000,000**	\$25,000 - \$5,000,000**	\$100,000 - \$5,000,000
<b>INTEREST RATE</b>	5.75% fixed***	5.75% fixed***	5.75% fixed***	Base rate 5.75% to 6.5%*** fixed, rate based on 30 year Treasury Yield
<b>TERM</b>	Up to 18 months	Up to 24 months	Up to 24 months	Up to 30 years
<b>REPAYMENT</b>	Interest only monthly, Principal at closing of construction loan	Interest only monthly	Interest only monthly	Monthly principal and interest payments based on a 30 year amortization schedule. Prepayment penalty in the first 15 years, unless the loan is on a 10 year term.
<b>LOAN FEES</b>	1% + Legal Fees	1% + Legal Fees	1% + Legal Fees	1% + Legal/Closing costs
<b>COLLATERAL</b>	Generally secured, but can be unsecured	Typically the real-estate being purchased, up to 80% L/V	Typically the real estate being developed up to 80% L/V; Assignment of take-out	First lien position on the subject real estate with less than an 80% LTV, property appraisal less than 1.5 years old required

**For more information on Fahe's loan products: David Howard at [dhoward@fahe.org](mailto:dhoward@fahe.org)**

*Terms subject to change. All loans are subject to underwriting and credit approval.*

**\*\*Loans over \$5,000,000 are possible and typically require participation by other lenders.**

**\*\*\*Discounts available with other lending services.**

.25% for ACH payment withdrawal

.25% conversion from Fahe construction to Rental Perm loan

.25% good borrower discount

Rev. 9/19/2016



# Community Lending Products



	MINI-TERM	BRIDGE	WORKING CAPITAL
<b>PURPOSE</b>	To provide longer term financing for projects requiring stabilization or interim financing	To bridge the timing gap between the project or program costs and receipt of cash from committed or anticipated sources	To provide flexible capital to meet organizational, seasonal or cyclical cash needs
<b>PROJECT TYPE</b>	Rental housing; for-sale housing; mixed use projects; health facilities	Rental housing; for-sale housing; mixed use projects; health facilities; services provided under reimbursement contract or grant	Rental housing; for-sale housing; mixed use projects; health facilities; general operational needs
<b>LOAN AMOUNT</b>	\$25,000 - \$5,000,000	\$25,000 - \$5,000,000**	\$25,000 - \$5,000,000**
<b>INTEREST RATE</b>	5.75% fixed***	5.75% fixed***	6.25% fixed***
<b>TERM</b>	Up to 36 months	Up to 3 years, depending on contract term	Up to 24 months, renewable for another 24 months
<b>REPAYMENT</b>	Depending on project type, amortizing payments based on up to a 25-year amortization. Payable monthly	Interest only monthly	Interest only monthly, annual "rest" typically required
<b>LOAN FEES</b>	1% + Legal Fees	1% + Legal Fees	1% + Legal Fees; renewals at 1%
<b>COLLATERAL</b>	Typically the real-estate being purchased, up to 80% LTV	Bridged receipts; Assignment of contract; or real estate	Generally secured; Unsecured with financial covenants

**For more information on Fahe's loan products: David Howard at [dhoward@fahe.org](mailto:dhoward@fahe.org)**

**\*\*Loans over \$5,000,000 are possible and typically require participation by other lenders.**

**\*\*\*Discounts available with other lending services.**

.25% for ACH payment withdrawal

.25% conversion from Fahe construction to Rental Perm loan

.25% good borrower discount

Rev. 9/19/2016

# Community Lending Products



<b>PURPOSE</b>	<b>COMMUNITY FACILITIES PERMANENT LOAN</b>  Purchase, construct and/or improve essential community facilities where the borrower is a public body or nonprofit corporation located in a USDA eligible rural community of less than 20,000.
<b>PROJECT TYPE</b>	<ul style="list-style-type: none"><li>• Health Care facilities such as hospitals, medical clinics, dental clinics, nursing homes or assisted living facilities.</li><li>• Public facilities such as town halls, courthouses, airport hangers, or street improvements.</li><li>• Community support services such as child care centers community centers, fairgrounds or transitional housing.</li><li>• Public safety service such as fire departments, police stations, prisons, police vehicles, fire trucks, public works vehicles or equipment.</li><li>• Educational Services such as museums, libraries, or schools.</li><li>• Utility services such as telemedicine or distance learning equipment.</li><li>• Local food systems such as community gardens, food pantries, community kitchens, food banks, food hubs or greenhouses.</li></ul>
<b>LOAN AMOUNT</b>	\$50,000-\$5,000,000**
<b>INTEREST RATE</b>	5.25% with discounts below***
<b>TERM</b>	40 years
<b>REPAYMENT</b>	Monthly principal and interest
<b>LOAN FEES</b>	1% + legal/closing costs
<b>COLLATERAL</b>	First Lien position on the subject real estate or equipment with less than 80% LTV.

**For more information on Fahe's loan products: David Howard at [dhoward@fahe.org](mailto:dhoward@fahe.org)**

*\*\*Loans over \$5,000,000 are possible and typically require participation by other lenders.*

*\*\*\*Discounts available with other lending services.*

*.25% for ACH payment withdrawal*

*.25% conversion from Fahe construction to Rental Perm loan*

*.25% good borrower discount*



## Snapshot Matrix

Loan Program	Credit Score	Income Limits	Ratios	LTV	Property Eligibility	Lender Requirements
USDA Guaranteed	620+ for all borrowers True no score w/ 3 alternative credit trade lines	Family Size 1-4 \$78,200 5-8 \$103,200	29/41	100%	<a href="http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do">http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do</a>	GUS accept or refer with conditions acceptable of credit waiver
FHA	620+ for all borrowers	None	31/43	96.50%	All areas eligible	DU Accept
VA	640+ for all borrowers True no score w/ 3 alternative credit trade lines	None	41 back	100%	All areas eligible	VA Eligibility DD214
Conventional	680+	None	36/45	80%	None	DU Accept
Conventional No MI (KY Only) KHC	680+	\$97,650	28/45	97%	KY Properties	DU Accept
Home Possible	620+	100% AMI per census tract (unless property is located in a underserved area then there are no income limits) <a href="http://www.freddiemac.com/homepossible/eligibility.html">http://www.freddiemac.com/homepossible/eligibility.html</a>	29/41	97% (down payment assistance available)	None	AUS Accept
USDA Direct	640+ for all borrowers True no score w/ 3 alternative credit trade lines	80% AMI for household size	29/41	100%	<a href="http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do">http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do</a>	N/A

**JustChoice Lending**

Fair. Just. Home Loans that Build a Better Future.

\* Other conditions may apply

\* Call JCL Staff for information on specialized funds.

David Brock 859-228-2111 or Janel Martin 859-228-2119

DAP is now available, contact David Brock for additional information