



Alabama Caucus Agenda
Thursday, Nov. 3, 2022,
9:30am – 12:30pm CST (10:30 am – 1:30 pm EST)

- 1) Welcome Members and Guests** (Tim Thrasher)
Jay Williams, Collaborative Solutions

CAUCUS TIME

2) Fahe Membership Business

- a. Approval of June Minutes **pp. 3-6**
- b. Around the Horn

30 minutes

3) AL Caucus – Supporting Members and Growth Opportunities

- a. Affordable Housing Association
 - i. Movement on the state housing tax credit, March special session
- b. Southern Conference on Homelessness and Housing – download
 - i. Participation
 - ii. Potential partners
 - iii. Potential Members
- c. November webinar to introduce AHFA, ADECA, AL-USDA to Fahe
- d. Fahe AL Meeting – planning for February
 - i. Date
 - ii. Location
 - iii. Invite list
 - iv. Followed with a Caucus meeting?
 - v. Preceded by meeting with AHFA, ADECA, AL-USDA

4) Advocacy

20-30 Minutes

- a. Federal Update – Josh
- b. State – Maggie - State Advocacy Committee Activities **p. 7**

STRENGTH IN NUMBERS

5) Member Interest/Focus Updates

10 minutes

- a. Workforce Development
- b. Broadband

6) Fahe Updates – Memo Attached **pp. 8-9**

25 Minutes

- a. Report on September Board Meeting – Mary Ellen Judah; Aron Boldog
- b. Membership Updates
 - Reporting – QE 6-30-22/9-30-22 status- Vonda
 - Training - Jackie
 - Annual Meeting

- c. REED, Research Evaluation Evidence & Data Cmte - Katy Stigers, Camila Moreno
- d. Lending – Community Lending **pp. 10-13** and JustChoice Lending
- e. Virtual CFO Services (Rae Williams) – Updated FASB **pp. 14**
- f. Partners for Rural Transformation - Jose Quinonez, Essence Smith

Upcoming Events

- **Nov. 9-11 – Reframe Conference:** MeadowView Conf. Center, Kingsport, TN There is a special offer for Fahe Members who register. Use promo code **Fahe** to save \$25. If you need a bigger scholarship to be able to participate, email becca@coalitionforhomerepair.org.
- **Tues. Nov. 29th 1:30-3:30 – Workshop:** Strategic Visioning for Fahe's 2024-2028 Strategic Plan
- **Dec. 7-9** – Rural LISC Annual Seminar - [Rural Talks: Workforce + Small Business](#)
- **April 2023 – week of the 24th – HOLD for Spring Retreat!**
- **September 2023 – week of the 18th – HOLD for Fahe Annual Meeting in Charleston!**

Sign up for Fahe's Member Newsletter here: www.fahemembers.com/signup

Sign up for Fahe's Blog here: www.fahe.org/signup

AL Member Page: <https://www.fahemembers.com/state-caucuses/alabama-caucus-information/>



Alabama Caucus Minutes
Wednesday June 22, 2022
10:00am – 2:00pm CST (11 am - 3 pm EST)
CAPNA Office-Decatur, AL and Virtual

Name	Attendance	Name	Attendance
Anthony Cook	ARM	Emily Burleson	Fahe/PRT
Aron Boldog	CAPNA	Emma Eichebaum	Fahe
Candy Ayers	CAPNA	Essence Smith	Fahe/PRT
Tim Thrasher	CAPNA	Jackie Weiss	Fahe
Karen Boykin Bonner	HERO	Jim King	Fahe
Lynn Robertson	HERO	Jon Brooks	Fahe
Mary Ellen Judah	Nbhood Concepts	Jose Quinonez	Fahe/PRT
Twanda Parker	NHS-B'ham	Joshua Stewart	Fahe
Carrie Lea	Guest - CAANEAL	Lucy Lippman	Fahe
Luke Laney	Guest - CAANEAL	Maggie Riden	Fahe
Maggie Bell	Guest - CAANEAL	Nicholaus Bormes	Fahe
Alex Dadok	Fahe	Nick Martire	Fahe
Amanda Scalph	Fahe	Ted Boyatt	Fahe
Drew Pritchard	Fahe	Vonda Poynter	Fahe

5 of 5 Members represented = 100% Attendance!

1) Welcome Members and Guests (Tim Thrasher)

Carrie Lea, Luke Laney, Maggie Bell – CAA of North East Alabama

CAUCUS TIME

2) Fahe Membership Business

- a. Approval of February Minutes– Mary Ellen made Motion made to approve, seconded. Approved unanimously.
- b. Caucus Chair for FY23 -
Tim is willing to be caucus chair and AL representative for Fahe. Mary Ellen made motion made for Tim to remain caucus chair, Aron seconded. Passed.

3) AL Caucus – Growth Opportunities

- a. Recruitment Strategy – focus on building Fahe Membership
Expand and build on opportunities that have in the state. Have a matrix of suggestions.
- b. Other Associations to reach out to? Engagement Grid.
- c. How can we support one another
Smaller agencies with limited staff capacity. MEJ and CAPNA are willing to provide support.
Working with grants and research technology, not officially with HERO.
Community Action Agency, housing development, similar to CAANEAL, just expanded into Jefferson County.
Aide services, heat, water, weatherization, housing development, etc.

4) Caucus Discussion – Around the Room

Who do you see making something happen in your community?

United Way and the City of Decatur, for CAPNA, for profit developers, different perspective.

HFH may be someone to do outreach with.

\$100,000 from different developers.

AL on the National Housing Coalition has been working to get housing trust fund for the state, and they have legislation for NHA and dev. but no dedicated revenue source.

As legislation is written, it must go to nonprofit, not for profit. Legislative piece done by representative Neil Rafferty.

Anthony said exploring partnership with HOPE.

5) Advocacy

a. New Fahe Board Policy Positions – Alex

Staff – board of Fahe, two people approved in March will be joining.

Remove state and local barriers to employment.

Economic Stabilization is 10 million/year for 10 years to give ability to plan their trajectory.

b. Housing Forum in July – Alex

Housing has become very important and politically relevant even more than in the past.

c. Federal – Josh

i. Update - Appropriations Process – overview of Training March 10th

Big picture policy process – income eligibility proposal.

Appropriations – FY23 has been started, 27 difference accounts, House Agriculture Subcommittee has done their markup already so will have a house draft bill and a Housing THUD bill that comes up on Thursday afternoon.

Numbers probably not finalized until Spring.

d. State – Maggie

i. State Advocacy Committee – Tim

Evolution of state level policy work.

Some progress on the tax credit, not so much on the affordable housing trust fund, the housing trust fund a mainline legislation was approved.

Counties in AL were assessing tax credit properties. Instrumental in getting that passed at state level.

Public hearing is July 14th for state tax credit, federal housing fund, etc.

The majority of the money that moved as an earmark through the USDA bill was community facility loans but there were a few home earmarks.

Local banks were offering to help.

6) Communication - Ted Boyatt

Think about inviting media and local news outlets to elevate the profile of the event, create a publicity opportunity to share credit with partners and officeholders. Priority would be rewarding allies and government who have lent help but also build relationships that may not already be there.

Jim King- 5 high level regulators. Hosted OFN for one of their regional meetings, took an eastern KY tour with them, Dept of Agriculture joined for three days. Jim was honored as Housing Visionary. #housingoscars

STRENGTH IN NUMBERS

7) Member Interest/Focus Updates

- a. Workforce Development – Vonda
 - i. Identify ongoing research
AmeriCorps Vistas are working on it so that when we do get funding, will have a place to start.
Grant submitted in February has not been rejected. Continuing to evaluate opportunities.
 - ii. Further collaboration on funding – Evaluating as a team.
 - iii. Next steps – research to be ready when do get money.
- b. Broadband - Alex
State has a program where they will pay 80% of putting that system in.
AL will get a billion dollars for infrastructure.

8) Presentation - Workforce Development

Video – West Alabama Works Orientation.

How we work together and fill each other's gaps is what they heard when talking about Workforce Development.

9) Fahe Updates – Memo Attached

- a. Member Evaluations for 12-31-21 – Vonda – starting next week, AL caucus will have two members on the Fahe board. Only like 6 members noncompliant and not in good standing.
 - Reporting – QE 3-31-22
 - Attendance
- b. CDFI Working Group – pushing meetings after the caucus meetings.
 - Renewals – Jackie
 - o Everything due July 31st, if need extension, let them know.
 - Training
 - o New NTI, registration has opened up for Kansas City in August. Have to be a member in good standing to get reimbursement. Have until September 30th to sign up for courses.
 - Annual Meeting
 - Annual Award Nominations Due July 15 – Can nominate yourself. Membership committee is going to help with them this year.
- b. Fahe Research – REED – *Katy Stigers, Camila Moreno*
- c. Lending – Community Lending; Just Choice Lending
- d. Partners for Rural Transformation – *José Quinonez, Essence Smith*

Did a 12-week contribution series with Forbes.

<https://www.forbes.com/sites/forbeseq/people/partnersforruraltransformation/>

Also, extending and revitalizing Stories of Rural America story maps – encapsulates first person narratives about communities in Rural America.

<https://storiesofruralamerica.com/> Planning on adding eight new stories in the coming months.

Building a PRT database in research across members in Fahe.

Folks working with WIOA goes to Alabama Works and community colleges, have set aside funding for teenagers from 18-24. Calhoun – CAPNA provided childcare. Medical assistants, and a third program.

Upcoming Events

- **July 13-15 – Rural LISC Rural Talks: Housing** – Washington, DC & Virtual
- **August 15-19 – NeighborWorks America NTI** – Kansas City, MO
- **Sept. 20-22, 2022 - Fahe Annual Meeting** – Kingsport, TN, September 20-22, 2022
- **Sept. 21-22, 2022 - KHC Governor's Housing Conference** – Galt House, Louisville
- **Nov. 3 (Thu.) – AL Caucus Meeting** – virtual
- **Dec. 7-9 – Rural LISC Rural Talks: Workforce + Small Business** -

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Fahe State Caucus Coalition Advocacy Agendas

West Virginia (Partners: The Hub and The WV Land Stewardship Corp/Vacant and Abandoned Properties Coalition)

- Tax Credit to support community development projects
- Dedicated funding for a Federal Fund Matching Pool
- Increased use of project-based vouchers
- Increased support for more robust financial literacy training for high school students

Virginia (Partners: VA Housing Alliance)

- Secure increased housing funding and a special carve out for SW VA.
- Work with Housing Agencies and the state to provide developers with the ability to transition tenant-based vouchers to project-based vouchers
- Eliminate the prohibition of using Homeless Assistance Grant Money to pay rent on units owned by the same agency. This could be specifically targeted to rural parts of VA.

Kentucky (Partners: Urban League, Housing and Homelessness Coalition of KY)

- \$300 million spread over two years to establish and fund a Disaster Response Housing Trust Fund (home repair, new home build, capital repairs, tech assistance to include housing counseling)
- \$40 million one-time investment (ARPA or Budget Surplus) in the AHTF
- \$75 million (ARPA or Surplus) for vacant and abandoned property mitigation
- Increase the fees that fund the traditional AHTF from \$6-\$12

Tennessee (Partners: The Neighborworks Alliance of TN & TN Association of Housing Redevelopment Authorities)

- \$100 million in ARPA funding to support Fahe members in low/moderate income housing production.

Alabama (Partners: AL Arise, Low Income Housing Coalition of Alabama)

- Dedicated, recurring \$20 million for their AHTF, and an additional \$20 million in one-time ARPA funding for their Trust Fund. To kick this off- we've commissioned an update to a 2014 housing study that looked at the economic benefits associated with a funded Trust Fund.
- State Low Income Tax Credit
- Increase in membership size

Fahe Updates Memo!

From Sara Ball, Fahe Strategic Impact and Operations Director Corporate Secretary RE: Fahe Strategic Planning

Fahe staff will be hosting a workshop to continue strategic visioning toward the creation of Fahe's 2024-2028 Strategic Plan on **Tuesday, November 29th from 1:30-3:30**. This workshop will be recorded for those who cannot attend, along with an invitation to respond after watching the recording. Thank you in advance for your continued participation and support in this important leadership work for our network.

If you have any questions, please reach out to [Sara Ball](#)

Member Focus/Interests: (From Vonda)

Workforce Development

Under the direction of John Niederman, Nicholas Bormes worked with Advocacy VISTA, Nick Martire, and to a smaller extent, their Summer Interns, on workforce research on the Northeast TN and SW Virginia area of Appalachia. Nicholas compiled a report on their findings related to the existing trainings and workforce development boards. John used the findings when working with Membership to pull questions and discussion points together for the Workforce Development panel at the Annual Meeting. The Report is attached; we will use and expand on the report as staff continues to tackle the workforce challenge.

- Membership is hiring and Advancement Director to move Member's regional interests forward
- Rural LISC is having "Rural Talks" December 7-9 in Washington DC on Workforce and Small Business. Fahe will have some representation there. We are continuing to look for opportunities to fund workforce regional activity.
- Fahe did receive some funding for WV from ARC for workforce planning – something to build on!

Broadband

USDA ReConnect Program, accepting the 4th round applications Nov. 2, is a hard nut to crack. Funds can be used to provide a facility or purchase equipment but unless you have a broadband company to work with in a community, it's hard to pull together. There are folks taking advantage, but Fahe didn't put anything together. Only group I know making some headway is Woodlands Development Group. Pam is on the hunt for some funding!

Reporting:

Member reporting for the 4th quarter of FY22, QE 6-30-22, results show an overall 90% of the Member reporting. FY22 Q4 percentages are AL=80%; KY=100%; TN=93.75%; VA=80%; WV=83.33%. Remember that with QE 12-31-21, additional federal data for housing counseling went into effect. Quarterly reporting is required for Members to remain in compliance and good standing as well as for Fahe to remain an Exemplary NWO which

translates into higher levels of funding and either training slots or funds to assist Fahe Members/Staff to attend training opportunities such as NTIs.

QE 6/30/22

Fahe Overall Reporting: 90.57%

Without NWOs			With NWOs		
Total Organizations	45		Total Organizations	53	
Turned in by 7/10	9	20.00%	Turned in by 7/10	17	32.08%
Turned in by 7/15	26	57.78%	Turned in by 7/15	34	64.15%
Turned in by 7/25	40	88.89%	Turned in by 7/25	48	90.57%

QE 9/30/22, FY23 Q1 percentages are AL=80%; KY=100%; TN=87.5%; VA=100%; WV=66.67%.

Overall Reporting: 86.79%

Without NWOs			With NWOs		
Total Organizations	45		Total Organizations	53	
Turned in by 7/10	8	17.78%	Turned in by 7/10	16	30.19%
Turned in by 7/15	27	60.00%	Turned in by 7/15	35	66.04%
Turned in by 7/25	38	84.44%	Turned in by 7/25	46	86.79%

Training: (Jackie)

Fahe purchased the online training package and offered access to training tracks to Members at no cost with folks signing up by Sept. 30th – we will share the results of the training by Nov. 30, 2022.

Please remember:

1. If you signed up for a course and have not yet completed it, that **you have 60 days** from the time of registration in which to complete. If you signed up on the last day available (9/30), you only have until Nov. 28.
2. If you haven't already, please, forward your certificates of completion to me. I will be following up with folks who asked for codes but haven't sent certificate.

Annual Meeting: (Jackie)

Please check the Member Website, Member Resources page Presentations-Previous Events, for Materials and Recordings from the Annual Meeting. The Fahe.org website [Annual Meeting page](#) is in the process of being populated with the materials as well, possibly by the end of the week.

REED Committee (Katy Stigers, Camila Moreno)

A re-launch of the Research, Evidence, Evaluation and Data (REED) committee is underway! Our hope is to meet once a month based on responses. We are working on new ideas for opportunities to engage, network, and collaborate on research (whether ongoing or totally new) and cannot wait to share! We have also started offering "office hours" in an effort to provide one-on-one support in your day-to-day work. We are really excited to re-launch the REED committee and hope to see you all soon!



Fahe Community Lending Member Referral Program

Earn up to \$5000 for your Fahe Member organization by referring a **new** borrower that results in a successfully closed and funded Community Facilities or Bond Guarantee Program loan. Fahe will share:

- 5% of the interest earned over the first calendar year up to \$3500 for each referred Bond Guarantee Program eligible loan. The incentive bonus will be paid quarterly based on interest earned from the previous quarter.
- 8% of the interest earned over the first calendar year up to \$5000 for each referred Community Facilities eligible loan. The incentive bonus will be paid quarterly based on interest earned from the previous quarter.

This offer is limited to permanent loans greater than \$100,000 with new borrowers to Fahe's Community Lending. Referral awards will be paid quarterly on loans in good standing.

Community Facilities Direct Loan and Grant Program

Community Facility funding is available to Public bodies, Community-based nonprofits and Federally-recognized Tribes in rural areas to develop essential community facilities, such as:

- **Health care facilities:** hospitals, medical clinics, dental clinics, nursing homes or assisted living facilities
- **Public facilities:** town halls, courthouses, airport hangars or street improvements
- **Educational services:** museums, libraries or private schools
- **Utility services** telemedicine or distance learning equipment
- **Community support services:** child care centers, community centers, fairgrounds or transitional housing
- **Public safety services:** fire departments, police stations, prisons, police vehicles, fire trucks, public works vehicles or equipment
- **Local food systems:** community gardens, food pantries, community kitchens, food banks, food hubs or greenhouses

CDFI Bond Guarantee Program

Targeting the nation's most distressed communities, BGP funding and refinancing is available for projects targeting low income populations or within CDFI investment areas. Fahe specifically targets lending to **nonprofit and for-profit** organizations working in the following spaces:

- **Small Business**
- **Nonprofits**
- **Healthcare**
- **Commercial Real Estate**
- **Licensed Senior Living Facilities**

For more information on this program or Fahe loans contact Dwain Neeley at dneeley@fahe.org or 859-756-6257. *Terms subject to change. All loans subject to underwriting and credit approval. Loans over Fahe lending limits are possible and typically require participation by other lenders. Fahe reserves the right to change or discontinue this incentive program at any time without prior notification.*

Community Lending Products



	PREDEVELOPMENT	ACQUISITION	CONSTRUCTION	RENTAL PERMANENT LOAN
PURPOSE	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
PROJECT TYPE	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
LOAN AMOUNT	\$25,000 - \$250,000	\$25,000 - \$5,000,000**	\$25,000 - \$5,000,000**	\$100,000 - \$5,000,000
INTEREST RATE	5.75% fixed***	5.75% fixed***	5.75% fixed***	Base rate 5.75% to 6.5%*** fixed, rate based on 30 year Treasury Yield
TERM	Up to 18 months	Up to 24 months	Up to 24 months	Up to 30 years
REPAYMENT	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.
LOAN FEES	1% + Legal Fees	1% + Legal Fees	1% + Legal Fees	1% + Legal/Closing costs
COLLATERAL	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

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
PURPOSE	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
PROJECT TYPE	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
LOAN AMOUNT	\$25,000 - \$5,000,000	\$25,000 - \$5,000,000**	\$25,000 - \$5,000,000**
INTEREST RATE	5.75% fixed***	5.75% fixed***	6.25% fixed***
TERM	Up to 36 months	Up to 3 years, depending on contract term	Up to 24 months, renewable for another 24 months
REPAYMENT	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
LOAN FEES	1% + Legal Fees	1% + Legal Fees	1% + Legal Fees; renewals at 1%
COLLATERAL	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

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Rev. 9/19/2016

Community Lending Products



COMMUNITY FACILITIES PERMANENT LOAN

PURPOSE

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.

PROJECT TYPE

- Health Care facilities such as hospitals, medical clinics, dental clinics, nursing homes or assisted living facilities.
- Public facilities such as town halls, courthouses, airport hangers, or street improvements.
- Community support services such as child care centers community centers, fairgrounds or transitional housing.
- Public safety service such as fire departments, police stations, prisons, police vehicles, fire trucks, public works vehicles or equipment.
- Educational Services such as museums, libraries, or schools.
- Utility services such as telemedicine or distance learning equipment.
- Local food systems such as community gardens, food pantries, community kitchens, food banks, food hubs or greenhouses.

LOAN AMOUNT

\$50,000-\$5,000,000**

INTEREST RATE

5.25% with discounts below***

TERM

40 years

REPAYMENT

Monthly principal and interest

LOAN FEES

1% + legal/closing costs

COLLATERAL

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

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.25% good borrower discount

Fahe Virtual CFO Services

FASB GUIDANCE: ACCOUNTING STANDARDS UPDATE

FASB ASU 2020-07 (Jan 1, 2022) Presentation and Disclosure by Not-For-Profit Entities for Contributed Nonfinancial Assets ("Gifts-In-Kind") (Topic 958)

- Any contributed non-financial asset "Gifts-In-Kind" require a separate line item in on the Statement of Activities
- This *should not* be reported with Cash or any other financial assets
- Disclosure requires the type of contribution, description of its use, any restrictions, and the valuation method

FASB ASU 2016-02 (Jan 1, 2022) Leases (Topic 842)

- Potential Impacts to LIHTC/Other Affordable Housing Tax Credit Properties, Affordable Housing Developers, and Management Companies
- Recognize Right of Use assets and lease liabilities on the Balance Sheet for all Leasing Transactions
- Disclosure requires Lease classification:
 - Type A (Equipment/Vehicles) or Type B (Property)
 - Type A income/expense is accelerated
 - Leases would record a receivable for the lease payments and residual asset
 - Type B income/expense straight-line basis
 - Leases would be recorded by retaining the asset and lease income over the lease term
 - Short Term Leases can opt to use straight-line over the term
 - Assets/Liabilities would be treated similarly to Capital Leases

FASB ASU 2016-13 (Jan 1, 2023) Financial Instruments – Credit Losses (Topic 326)

- Improving disclosure to investors about loan refinancings, restructurings and write-offs
- Current Expected Credit Loss (CECL) assets are recorded at the net amount to be collected
- Potential Impacts to entities holding financial assets and net investments in leases that are not accounted at fair value through net income
- Fair Value assets permits reversals of credit losses previously recorded in net income
- Amortized Assets, a valuation allowance is established and reduced from the cost basis to prevent a net carrying amount to be collected

Contact Fahe Virtual CFO for Assistance