



AUSTIN ANNUAL
2018 CONFERENCE
& SHOWPLACE

OCTOBER 13 - 16

HFA's AT THE
CENTER



2018 NCSHA Annual Conference
Getting the Most Out of Your Down Payment
Assistance Program

Arthur Fleming
Senior Vice President and Director of Community
Investment Services

October 16, 2018

- Introduction to FHLBanks
- How HFAs are Engaged with FHLBanks
- Leveraging our AHP Products and Services to Advance your Objectives
- Tools to Help Expand your Origination Network
 - Services and Technology
 - Structured Partnerships with HFAS
- Community Heroes Initiative
- Q & A

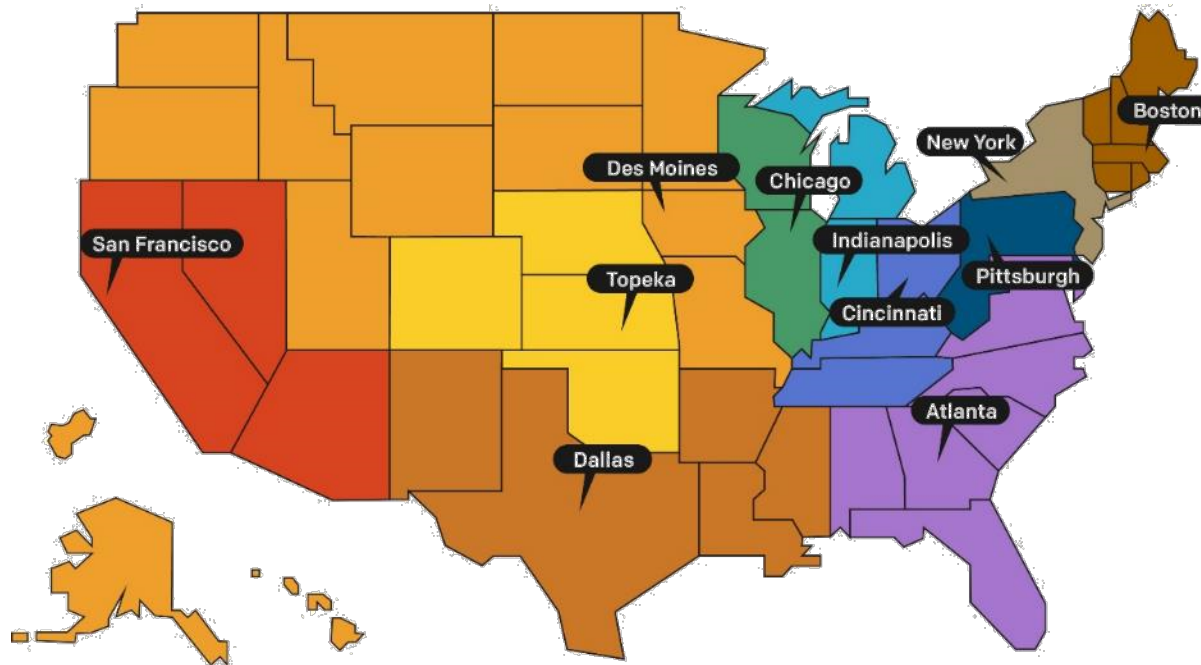


FHLBank Atlanta

Introduction to FHLBanks

FHLBanks Play a Key Role in Financial Services

FHLBank System



Provide wholesale products and services to approximately 7,000 member financial institutions

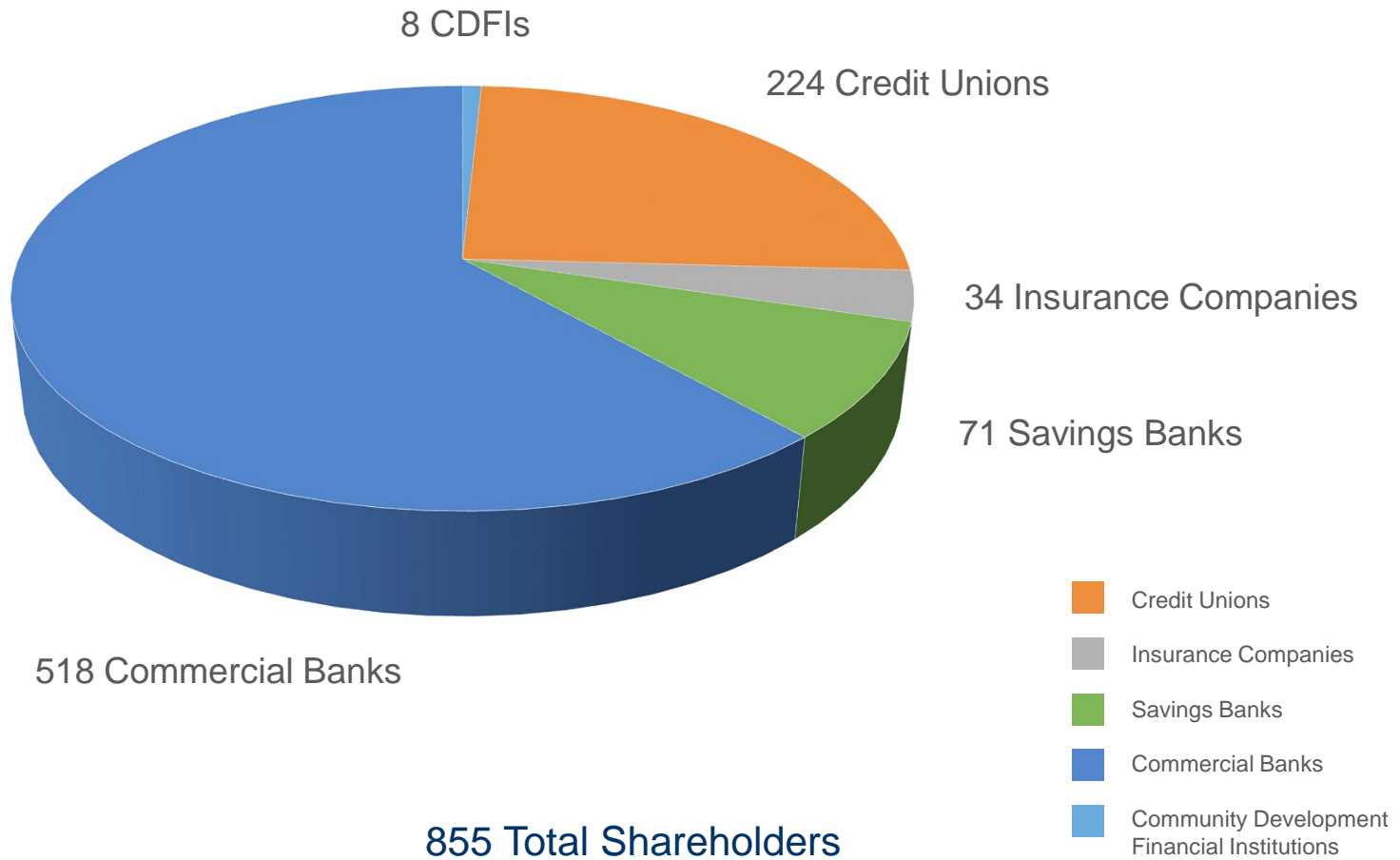
Increase and expand the availability of funds for residential mortgage and community development lending nationwide

FHLBank Atlanta is one of 11 district banks in the Federal Home Loan Bank System

The FHLBanks are government-sponsored enterprises, or “GSEs,” created by the Federal Home Loan Bank Act of 1932

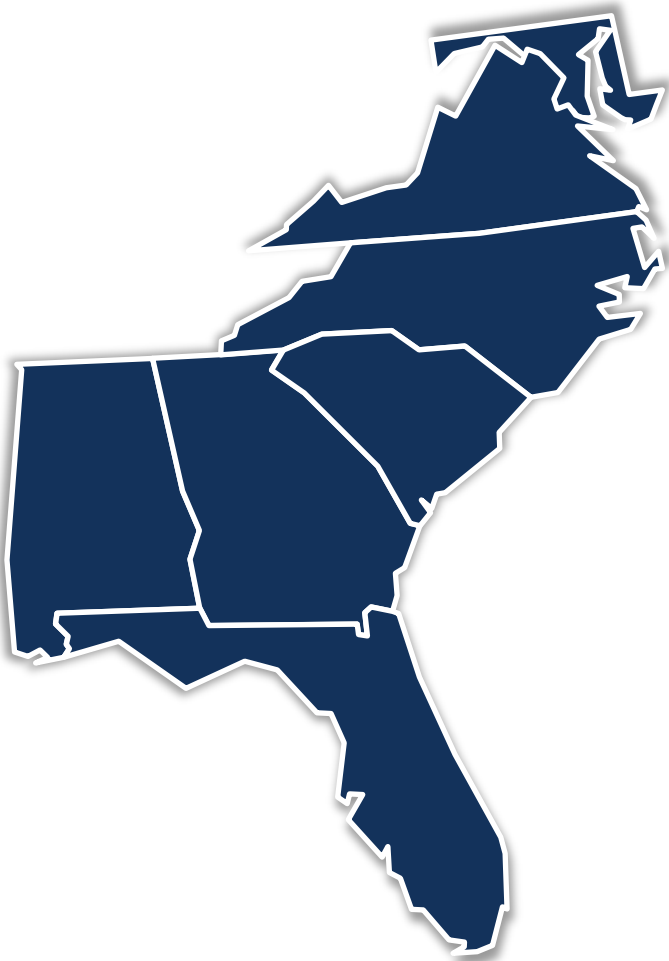
FHLBank Atlanta’s district comprises Alabama, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and the District of Columbia

FHLBank Atlanta Shareholders As of June 30, 2018

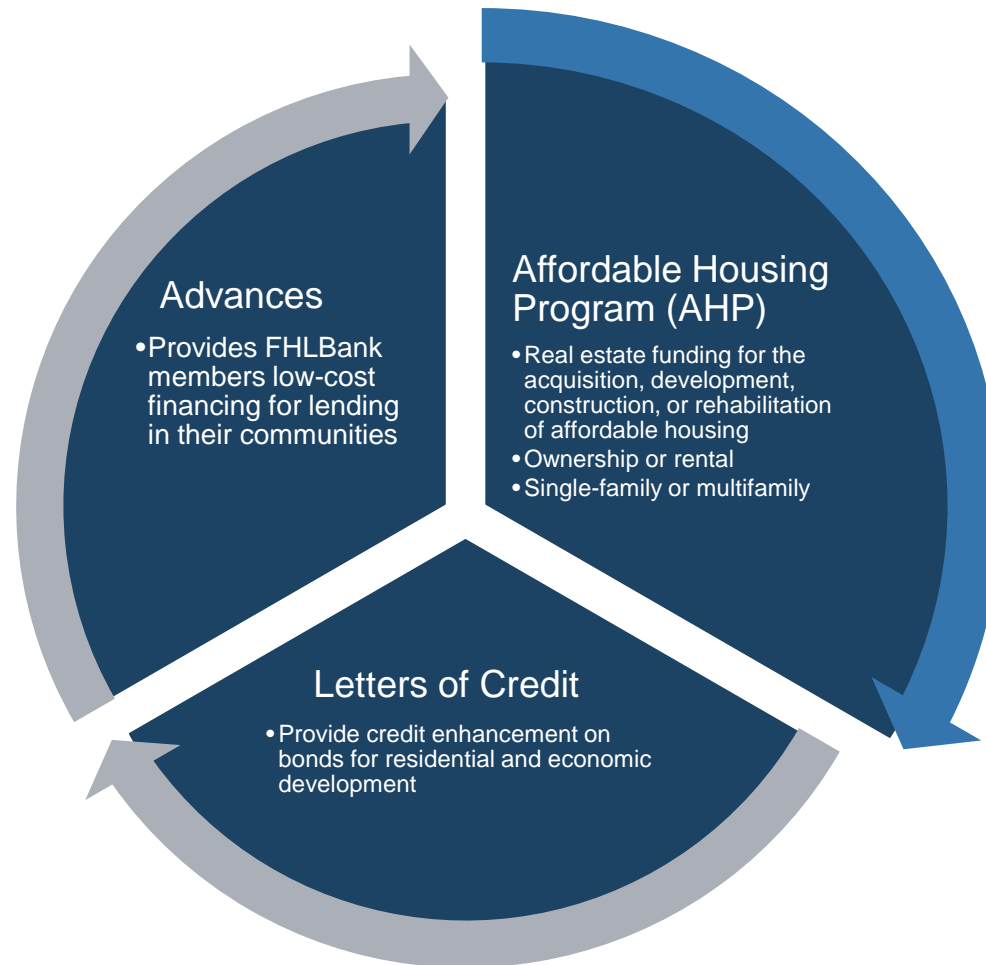


FHLBank Atlanta – Financial Highlights

June 30, 2018



- Total Assets: **\$154.2 billion**
- Total Advances (loans): **\$104.5 billion**
- Net Income: **\$107 million**
- Retained Earnings: **\$2.1 billion**
- Second Quarter 2018 Dividend: **6.19%**
- Total Membership: **855 institutions**





How HFAs are Engaged with FHLBanks



Housing Associate of the FHLBanks is defined as...



Housing Finance Authorities - a public agency, authority, or publicly sponsored corporation that serves as an instrumentality of any state or political subdivision of any state, and functions as a source of residential mortgage loan financing in that state

Value and Benefits of Becoming a Housing Associate



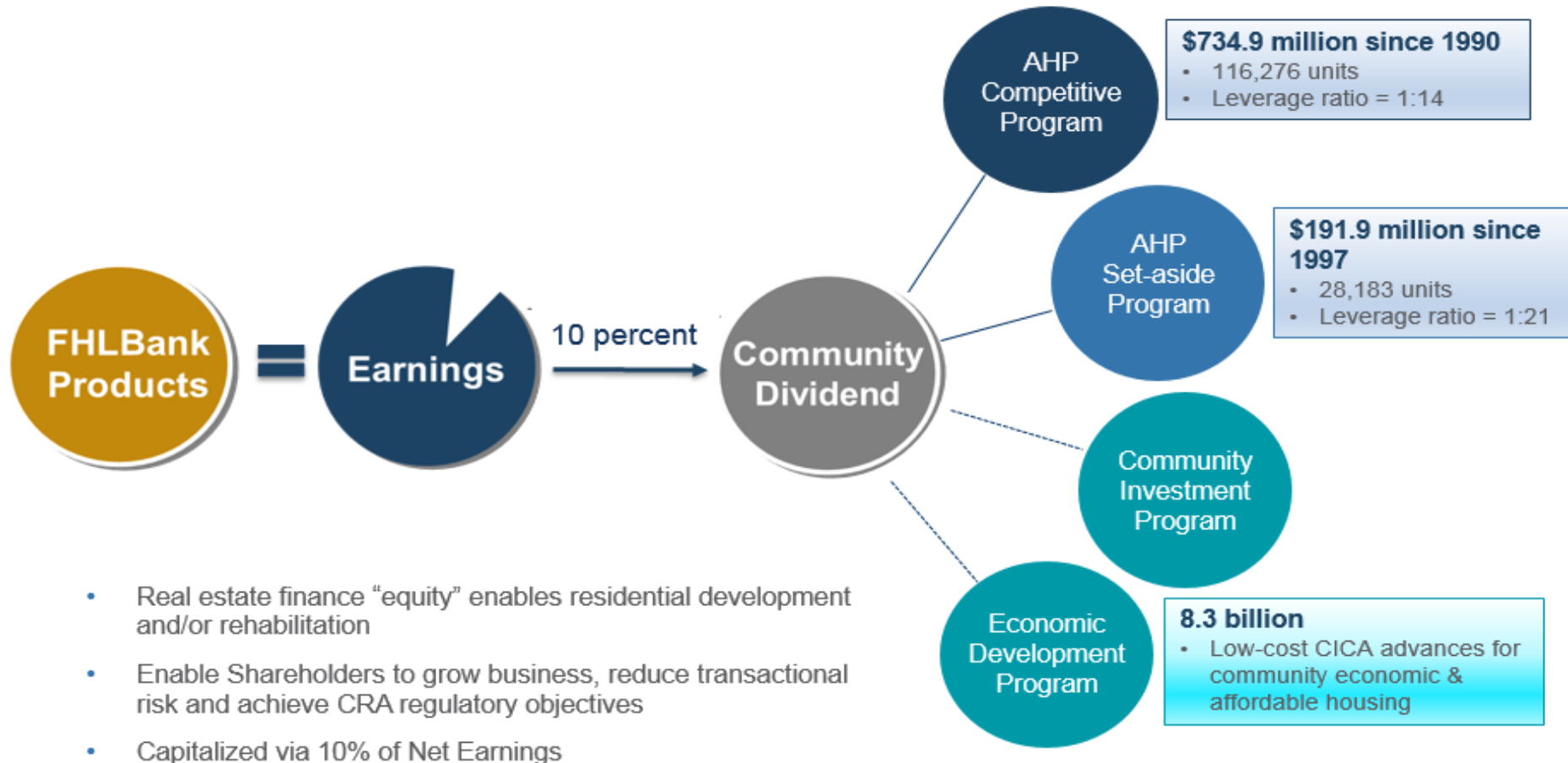
- Access to all liquidity products without purchasing stock
 - Short-term warehouse
 - Term funding
 - Fixed- and variable-rate
- Access to Letters of Credit/AAA-rated bond credit enhancement product
- Cash management, including safekeeping services
- Interest-rate risk management tools



Leveraging our Products and Services
to Advance Your Objectives



SCALE AND IMPACT



Products

- Rental products
- Homeownership products
- Structured Partnership products
- Letters of Credit

Services

- Connecting you with the business drivers in your market
 - Realtors; Developers; HFAs; Nonprofits
- Providing resources to help you grow your mortgage origination network

What is the Affordable Housing Program?

Rental and Ownership Development

AHP Competitive Program

- \$500,000 for rental or ownership development projects
- Competitive application
- Each FHLBank has its own scoring criteria
- Accessed only via member

Developer / Builder driven

- New construction
- Rehabilitation
- Multifamily
- Single-family

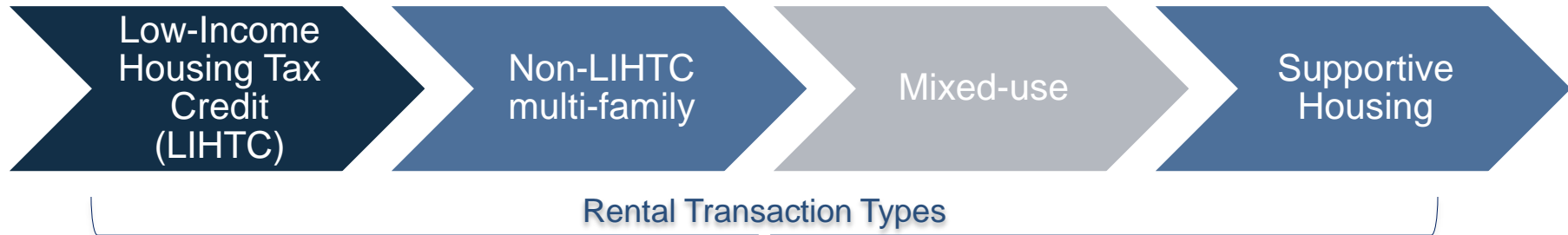
Mortgage Purchase and Home Rehab for Veterans

AHP Set-Aside Program

- Down payment, closing cost, and principal reduction grants for home purchase or home rehabilitation
- Generally first come/first served
- Accessed only via member

Member driven

- Enables mortgage production
- Single-family products
- Down-payment assistance
- Closing-cost assistance
- First-time homebuyer



Woods at Yorktown | Yorktown, VA
AHP Investment: \$354,000
Total Development Cost: \$7,203,459

Reduces project debt service

- Which thereby permits a reduction in project rents to enable affordability

Use of Funds

- Acquisition
- Rehabilitation
- New construction and/ or
- Permanent funding



Williams Square Apartments | Durham, NC
AHP Investment: \$160,000
Total Development Cost: \$2,242,861

FHLBANK ATLANTA AHP COMPETITIVE 2-YEAR APPLICATION SCHEDULE



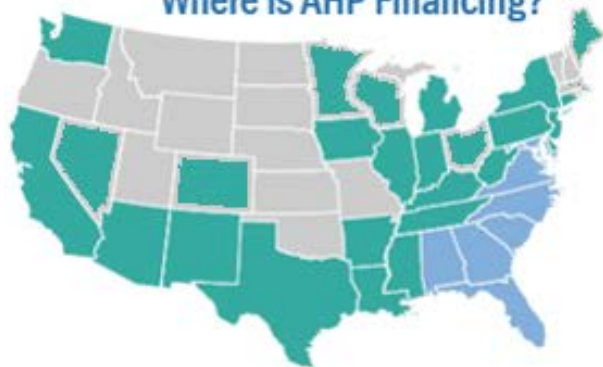
FHLBank Atlanta Affordable Housing Program (AHP) Scale and Impact Profile December 2017



FHLBank Atlanta AHP CUMULATIVE IMPACT



Where is AHP Financing?



TOTAL DEVELOPMENT BUDGET

VA	\$2,403,554,969	PA	\$122,687,434	WI	\$11,563,756
MD	\$2,231,697,526	IL	\$94,013,104	MI	\$11,324,252
FL	\$2,020,330,347	AR	\$51,159,234	CO	\$9,763,404
GA	\$1,747,691,953	NY	\$46,835,590	ME	\$8,316,736
NC	\$1,645,248,111	MS	\$43,681,694	IA	\$4,975,394
SC	\$778,880,572	CT	\$39,204,349	AZ	\$4,682,805
DC	\$746,798,231	NJ	\$38,738,316	DE	\$2,321,287
AL	\$699,090,040	WV	\$29,435,244	OH	\$2,137,155
CA	\$451,391,511	IN	\$26,010,227	NM	\$195,586
LA	\$195,206,107	MA	\$22,326,394	MN	\$113,064
TN	\$177,534,958	WA	\$21,298,380	NV	\$68,732
TX	\$138,272,478	KY	\$12,509,367	TOTAL	\$13,839,058,307

As of December 31, 2017

Purchase Products



Product Type	Maximum Award
First-time Homebuyer Product	\$5,000
Veterans Purchase Product	\$7,500
Returning Veterans Purchase Product	\$10,000
Community Partners Product	\$7,500
Foreclosure Recovery Product	\$15,000



Rehabilitation Products



Product Type	Maximum Award
Community Rebuild and Restore	\$10,000

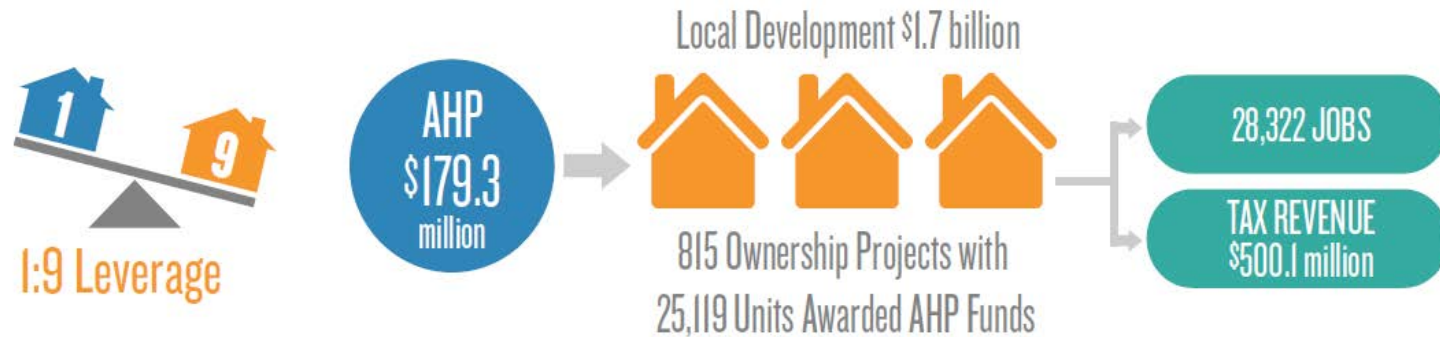
Structured Partnership Products



Product Type	Maximum Award
Community Heroes Product	Varies per partner

FHLBANK ATLANTA AHP HOMEOWNERSHIP DEVELOPER FINANCING

Since 1990, FHLBank Atlanta AHP awarded ownership projects have created the following estimated economic impact¹:



FHLBANK ATLANTA AHP HOMEBUYER FINANCING

\$142 million
AHP Investment

\$3.2 billion
Total Mortgages



24,258 Families
Purchased their First
Home Since 1997

FHLBANK ATLANTA AHP HOMEOWNER REHAB FINANCING

AHP
\$49.8
million



3,925 Families Rehabilitated
their Home Since 2011



Tools to Help Expand your Origination Network



Services

Expanding Your Eligible Customer Base



FHLBank Atlanta's AHP Income Limit Methodology and Calculator

Enter Calculation Criteria 🖨️ ?

Application Year ?	2015 - Present ▼
HUD Year ?	2017 ▼
State	FL ▼
County	Highlands County ▼
MSA	Highlands County, FL ▼
Household Size	4 ▼
Household Income	<input type="text"/> Calculate AMI%
Maximum 80% Income	
Household AMI%	

- New Methodology and Calculator **implemented in 2015**
- Selects the **greatest** of four calculation methodologies
- **Point-and-click** calculator automatically provides the highest income limit
- 548 of 599 counties in the Bank's district (91%) now have a higher income limit!

AHP Income Limit "Under Old Methodology"	AHP Income Limits "Under New Methodology"	% Higher than Old Methodology
\$38,700	\$47,200	22%

Highlands County, FL – Example above based on 4 person household

Services

Connecting with Potential Customers

- Lenders that participate in AHP Ownership and Multifamily Housing
 - “[Find A Member](#)” on the Bank’s website now includes member business contacts for **multifamily** in addition to existing homeownership
 - <http://corp.fhlbatl.com/find-member/>
 - Helps connect developers with shareholders

Find a Member Near You

Select the type of member you'd like to find

<input type="radio"/> Member Financial Institutions	<input type="radio"/> Lenders that participate in AHP Ownership Products
<input checked="" type="radio"/> Lenders that participate in Multifamily Housing	

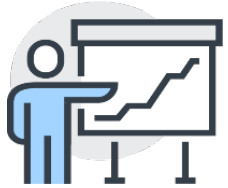
206
Shareholder
Business
Contacts

Messages below sent to members via locator tool

“I am interested in becoming a homeowner. I am a veteran and need additional information as to what I need to do to qualify. Please contact me as soon as possible.”

*“Hello, I see your bank is a member of FHLB. I am interested in a first time homebuyers or REO GRANT from FHLB
May I please have a current list of your REO PROPERTIES?
Please contact me by email with a property list.
I would like to purchase something in the next 1-3 months..”*

Search Options



- **Business Development Events:** hosting launch events with strategic partners that focus on informing local media and business leaders to meet structured partnership business objectives
 - Launch Events
 - Press Releases
 - Community Information Sessions



Connections with Realtors



Launch Events with HFAs

Structured Partnership Products (SPP)



Palm Beach County

- \$1.5 Million Total
- \$1.0 Million Palm Beach
- \$500,000 AHP
- Focused on Veterans



City of Savannah

- \$600,000 Total
- \$400,000 City of Savannah
- \$200,000 AHP
- Borrowers within the City limits of Savannah



Atlanta BeltLine

- \$600,000 Total
- \$400,000 Atlanta Beltline
- \$200,000 AHP
- Borrowers along the Atlanta Beltline Planning Area



City of Columbia

- \$900,000 Total
- \$600,000 City of Columbia
- \$300,000 AHP
- Purchase of new homes in targeted city neighborhoods and energy efficiency rehab

Measures of Success:

- Shareholder penetration
- Production
- Franchise value
- Advancing shareholders' brand through media

SPP Media Examples



Palm Beach County, Atlanta bank provide housing help to veterans

6:00 a.m. Tuesday, Jan. 13, 2015 | Filed in: News

Palm Beach County and an Atlanta bank are providing housing financial assistance to active and retired military personnel.

Working with Federal Home Loan Bank of Atlanta, the county is helping veterans rehabilitate their existing homes or buy new ones. A total of \$1.5 million — \$1 million from the county's State Housing Initiative Partnership program and \$500,000 from the bank — has been set aside to provide help to veterans.

Eligibility for the program is based on income. More information is available at www.pbccgov.com/DES.

Commissioner Speaks about County Program to Help Veterans Receive Housing Assistance

Posted: January 12, 2015

Commissioner Turley spoke at a news conference held Jan. 9 at the West Palm Beach Marriott hotel to announce a ground-breaking program provided by the Board of County Commissioners and the Federal Home Loan Bank of Atlanta (FHL Bank Atlanta) that provides housing financial assistance to active and retired military personnel, veterans, and their families in Palm Beach County.

Through the Veterans Homeownership and Preservation Program, a total of \$1.5 million is being made available to help veterans rehabilitate their existing homes or purchase a primary residence in the county. Income-eligible active-duty and retired U.S. military personnel, veterans, and surviving spouses with household incomes at or below 80 percent of area median income may apply. The income limits vary depending upon the size of the household. For example, for a family of four, the income limit would be \$92,300.

Commissioner Phyllis Taylor stated that Palm Beach County has made it a priority to improve quality of life issues for veterans, including housing access to safe, decent and affordable housing. "It is incumbent upon us as policy makers in partnership with private industry and social service agencies to provide a way to help our veterans," said Commissioner Taylor.



Savannah Partnership Provides Housing Help

Posted: Feb. 13, 2015 8:23 PM EST
Updated: Feb. 13, 2015 8:23 PM EST

By Ian Margulies | CONNECT



SAVANNAH, GA - Having a place to call your own is a big part of achieving the American Dream and the City of Savannah is doing its part to help.

Posted on: February 13, 2015

Affordable housing partnership expands in 2015

For Immediate Release
Date: February 13, 2015



At a luncheon today, Mayor Edna Jackson joined with the Federal Home Loan Bank of Atlanta (FHLBank Atlanta) and area bank officials to announce that the affordable housing partnership "Banking Works, Savannah!" will return to Savannah in 2015.

Under the 2015 partnership, FHLBank Atlanta and the City of Savannah have committed grant funds totaling \$600,000, that will primarily provide income-eligible Savannah households with down payment assistance for the purchase of homes. Income-eligible households may also access grant funds to assist with the rehabilitation of a currently owned home.

"This is a great day for our city as we continue to build partnerships that bring much needed private investment to deserving, limited income, Savannah households," said Mayor Jackson.

Palm Beach Post, Tues Jan 13 2015

Palm Beach County Press Release, Tues Jan 12 2015

WSAV, Fri Feb 13 2015

Press Release, City of Savannah Website
Fri Feb 13 2015



WJCL News, Tues Feb 13 2015

FHLBank Atlanta, Atlanta BeltLine offer funding for new homes, rehabilitation

PHIL M. HUDSON, Atlanta Business Chronicle | WJCL.com EST March 4, 2015



(PHIL M. HUDSON)

Atlanta BeltLine said funding is available exclusively to FHLBank Atlanta member financial institutions and their eligible customers who earn 80 percent or less than the area median income.

"Atlanta BeltLine, Inc. is committed to providing stable housing opportunities for individuals and families who seek to live along the Atlanta BeltLine and may be most affected by the impacts from growth and change," Atlanta BeltLine President and CEO Paul Morris said in a statement. "We believe that the real strength of the BeltLine is found in the diversity of the 45 neighborhoods that surround it."

Morris said Atlanta BeltLine has a goal of providing 6,000 units of affordable housing.

Eligible properties include single-family homes and owner-occupied homes in need of major rehabilitation. Contact the Atlanta BeltLine Financial Institution for more information.

Atlanta Business Chronicle, Wed March 4 2015

Atlanta BeltLine, Inc. and Federal Home Loan Bank of Atlanta Partner to Launch New Housing Finance Partnership

posted in Affordable Housing, Press Releases // 03/03/15

Atlanta BeltLine, Inc. and Federal Home Loan Bank of Atlanta Partner to Launch New Housing Finance Partnership

ATLANTA, March 3, 2015 — Federal Home Loan Bank of Atlanta (FHLBank Atlanta) and Atlanta BeltLine Inc. today announced the launch of an affordable housing finance partnership that offers a cumulative \$600,000 in grant funding for the purchase of new homes or rehabilitation of existing homes along the Atlanta BeltLine corridor. Funding is available exclusively to FHLBank Atlanta member financial institutions and their eligible customers earning 80 percent or less than the area median income.

"Through this partnership, the FHLBank Atlanta cooperative and Atlanta BeltLine Inc. harness the power of local financial institutions, the City of Atlanta, and community partners to create affordable housing solutions," said Arthur Fleming, Senior Vice President and Director of Community Investment Services for FHLBank Atlanta. "The mission of the Federal Home Loan Bank of Atlanta is to help our member financial institutions make affordable home mortgages and extend credit into their communities."

Interested homebuyers or homeowners can visit the Atlanta BeltLine's website at www.AtlantaBeltLinehomes.com to begin.

Joint Press Release, Atlanta BeltLine Website
Tues March 3 2015

Home payment assistance program now available



WSB-TV, Action News
Mon April 27 2015



Community Heroes Grant Funding Initiative

A Federal Home Loan Bank of Atlanta
Product



New Initiative

- Local structured partnerships focused on Community Heroes
- Revitalization and stabilization objectives

Structured Partnership Entities

- Municipalities
- Counties
- States
- Housing Finance Agencies (HFAs)

Targeted Consumers

- Community Heroes earning greater than 80 percent up to 120 percent area median income (AMI)
 - Law enforcement officers
 - Public school educators
 - Firefighters
 - Other first responders

Up to **\$4.5 Million** in Grants from FHLBank Atlanta

Community Heroes

Leveraging up to \$13.5 million in additional grants from local sources to support home purchase activities

Households **must be greater than 80 percent AMI** and shall not exceed 120 percent of AMI

Local **Structured Partnership** entity (HFA, state, or local municipality) must provide at least **3 to 1 match**

All funding shall be **extended exclusively via FHLBank Atlanta** shareholder financial institutions

Local entity will manage local structures, intake, processing, and funding

\$18 Million in Total Funding Available

Funding Access and Availability

- Accessible for all shareholders throughout the FHLBank Atlanta district
- Access to every state in FHLBank Atlanta's district
- Encourages local and government initiatives in both urban and rural communities

Structured Partnership

- Generally 18 month Memorandum of Understanding (MOU) term
- MOUs include a “use it or lose it” provision where Bank funds committed will be released back to the Bank for redeployment to another structured partnership if not used by the sunset date
- Proposals accepted as long as there are available funds
- Proposals to be submitted by local entities

June 2018 through December 2018

June 2018

Launch on June 10, 2018 at the US Conference of Mayors Annual Meeting Boston, MA

Shareholder and stakeholder announcements

November 2018

Proposals accepted starting November 5, 2018

December 2018

Review any proposals received on a quarterly basis starting December 3, 2018

	Details
Readiness	<ul style="list-style-type: none">• The local entity's immediate access to the match funds• The local entity's authorizations and resolutions to move forward
Level of Commitment from Local Entity	<ul style="list-style-type: none">• Level of local leadership commitment
Leveraging	<ul style="list-style-type: none">• Minimum 3:1 match requirement per unit• Additional consideration if greater than 3:1 match per unit• Other financing committed by the local entity including debt (development funding only)
Capacity (Operational)	<ul style="list-style-type: none">• Local entity's demonstrated ability to execute as per a joint operational workflow that streamlines the application, processing, and funding requirements to create ease of use for the Bank's shareholders
Shareholder Support	<ul style="list-style-type: none">• Availability and interest of multiple shareholders in the market to participate in closing transactions under the proposed structured partnership

RELATIONSHIP MANAGEMENT

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800.536.9650, Option 3, Option 1, Option 3

Visit our website at www.fhlbatl.com

Do You Have Any Questions?

We are happy to help!

