



**Virginia Caucus Agenda**  
**Wednesday, October 5<sup>th</sup>, 11am – 3pm**  
VHDA Offices ~ 105 East Main St., Wytheville

- 1) **Welcome and Special Guest Introductions** (Andy Kegley, Vonda Poynter)  
*Anne Herring & Jeanie Barbrow, USDA-RD, VA; Cliff Millirons, VHDA; Josh Smith, Mt. Rogers Planning District*
  
- 2) **Review Previous Minutes and Action Items** *pp. 3-6*
  
- 3) **Member Updates**
  
- 4) **Membership Updates** (Vonda)
  - a. Renewals
  
  - b. Prospectives: Rooftop of VA?
  
- 5) **VHDA Updates** (Cliff Millirons)
  
- 6) **VHSP Applications** (Andy)
  
- 7) **USDA Updates** (Anne Herring, Jeanie Barbrow)
  
- 8) **Fahe UPDATES**
  - a. Annual Meeting Follow-up
  
  - b. Fahe Member Media Packet *p.7-8*
  
  - c. Policy/Advocacy Updates *p.9*
  
  - d. JustChoice Lending *pp.10-11*  
Survey on down payment assistance will be sent out this week with due date of 10/14

e. Community Lending Services **pp.12-14**

f. Slots: 2017 Award

Fahe Slot awards to go out via email this week

## 9) Program Discussion (Pam Johnson)

### Next Caucus Meeting

### Upcoming Events

- Quarterly Reporting – **Deadline** for Quarter Ending 9/30/16 – **Mon. Oct. 17<sup>th</sup>**
- VA Governor's Housing Conf. **Nov. 16-18** - <http://vagovernorshousingconference.com/> - Hotel Roanoke
- HAC Rural Housing Conference: Nov. 29 – Dec. 2 ~ Renaissance Washington DC Downtown Hotel (502 Course will be offered) More Registration information: <http://www.cvent.com/events/hac-2016-rural-housing-conference-building-rural-communities/event-summary-1869c6037d6340ba9e9bc35c252522a2.aspx?RefID=55541900-1>
- NTI Washington, DC: December 12-16 - **Deadline** for Fahe Slot Registration: **Oct. 24<sup>th</sup>**
- Fahe Spring Retreat – April 11-12, Berea

**VA Caucus Meeting Minutes – June 15th, 2016**  
*Hosted by USDA at: VHDA Office ~ 105 E Main St., Wytheville*  
 11:00 AM - 2:00 PM

**Page 1:** Attendance and Action Items & Member Updates

**Page 2-4:** Member updates & Detailed Caucus Minutes

Member Group	Representatives	Present	Absent
<b>Appalachian Comm. Action (AppCAA)</b>			<b>X</b>
Community Housing Partners	Alicia McCoy	X	
HOPE, Inc.	Andy Kegley	X	
People, Inc.	Melinda Fairhurst	X	
	Jamie Gross	X	
Southeast Rural Community Asst. Project (SERCAP)	Will Long	X	
Washington Co., VA Habitat for Humanity	Pete Stigers	X	
USDA Guests	Jeanie Barbrow	Carla Dean	
	Sherry Marshall	Pat Fuller	
	Margaret Enlow	Jennifer Rhoton	
VHDA Guests	Cliff Millirons	Holly Long	
	Amy Schwartz		
Virginia Housing Alliance Guests	Sim Whimbush	Zack Miller	
FAHE Staff	Angela Stephens	Vonda Poynter	

**83% Attendance – 5 of 6 member groups present**

**ACTION ITEMS FROM MEETING:**

FOR MEMBERS:

ACTION ITEM	DEADLINE/Notes:

FOR FAHE STAFF:

ACTION ITEM / Responsible parties	DEADLINE/Notes:
Send out USDA 502 Final Rule Docs	ASAP – Done by Vonda 6/17

- 1) **Welcome and Special Guest Introductions** (*Andy Kegley, Vonda Poynter*)  
 Thank you to Cliff Millirons for hosting us today, introductions of other VHDA folks: Amy Schwartz, Holly Long. Housing Alliance: Sim Wimbush, Zack Miller. USDA-RD Single-Family housing staff for SW Virginia: Jennifer Rhoton - Single Family Housing Specialist Gate City; Pat Fuller – SFH Specialist Lebanon, Jeanie Barbrow - State SFH Direct Program Coordinator, Margaret Enlow – SFH Technician Lebanon, Carla Dean – SFH Specialist Wytheville, Sherry Marshall - SFH Technician Wytheville, Craig Barbrow, Area Director. VA
- 2) **Review Previous Minutes and Action Items** – Jamie made a motion to approve the minutes, Pete seconded, minutes were approved by voice vote.
- 3) **Member Updates**  
People, Inc. – Homeownership: USDA loans: 6 certificates of eligibility, 1 ready to close. Closed a 502G loan with Welcome Home funds. Have closed 3 VHDA loans since the last caucus meeting. Rec'd \$75K HOME money for 6 homes, hoping to be able to get money for 1 more family who really needs it from the performance pool. Doing real well with HOME funds this year. Have submitted grant applications with VHDA, waiting to hear, also one with Wells Fargo. Applied to

the board to become a mortgage broker with Fahe, making progress. Working on Succession Planning, developing Task Books for everyone. Should help with training, bringing on new staff, covering absences, etc. Have expended all weatherization funds; 2 crews trained for this work. Multi-Family Development: Going forward with 3 of the 4 planned projects. Brunswick Manor Apts., Lawrenceville – 41 units, elderly. USDA 515 project, hope to have renovation complete by Oct. Essex Manor & Pennington Gap – project based rental assistance. Construction would start Aug. 2017 both are 40 units/1BR Elderly. Intend to purchase property for several other projects. Starting a coordinated assessment for continuum of care, trial basis (no funds awarded at this point) will be utilizing a VISTA worker, sharing with another group as a pilot. Supportive housing in Bristol, 12 chronically homeless men, recently rec'd funding.

**Community Housing Partners – Homeownership purchased and began rehab on a CDBG Project** in Blacksburg, trying to clean up the neighborhood, purchased 2 homes so far and will be sold to low income individuals. Wrapping up LIFT program with NWA. Working on RD loans through their Florida office. Not a lot of Rural Direct loans because of being so close to Blacksburg. Applying for the Wells Fargo grant as well. Ramping up for Phase 3 of the Sustainable Homeownership Program with NWA.

**SERCAP** – Mostly IPR projects, have one near completion, Rockingham Co. 2 other projects in the pipeline but waiting until July 1 to begin. Program Income projects: a number of applications 8-10 that have been submitted around the state. Starting a CDBG project in Pulaski, 17 homes. Also one in Southampton Co.; building relationships and getting to know the communities. Busy processing applications for the 502 program, will be a busy sum

**Washington Co. HFH** – Smaller group, trying to do a house every year with the Vo-tech High school. It's built in two halves and then put together on the lot. First USDA 504 repair loan; 12 critical repairs done this year, still have a long waiting list so aren't taking new applications at this time. Rec'd a capacity building grant from VHDA, will be using it to pay for an online consulting firm to develop their online fundraising. Also have a new VISTA, will be doing grant writing and fundraising. Also have a couple of houses for sale, will be ready for market at the end of next week.

**HOPE, Inc.** – Subdivision: VDOT has revoked their approval (plat was signed) for the road into the neighborhood (4 homes). No more building permits allowed until the situation is resolved. May have to use some Fahe money to repave the road. This has basically shut down production for fiscal year 2016. Received a capacity building grant from VHDA and will be using the money marketing in support of homeownership once the VDOT problem is resolved. Also using the money for IT upgrades and a piece of the Olmstead Act, community services interested in building 5-7 group homes to accommodate folks displaced by the closing of larger facilities. Shared VISTA will be great for some policy writing. Thanks to Virginia Housing Alliance and VHDA for hosting the program and providing the matching funds. Home Repairs – local foundation would like to do some 504 repairs as collaboration amongst some local groups. Fundraiser – the bike ride registrations are way ahead of previous years. VHDA is a great sponsor! Several housing partners will be coming. Meshing mission and fundraising.

#### **4) New Member Applications (Vonda)**

- a. Rooftop of Virginia – still interested but no application yet
- b. Other potential partners? Please let Vonda know if you've got partners that you work with that you think would be a good fit.

#### **5) Caucus Chair Elections (Vonda)** – Janaka serves on the Nominating Committee and did not have any information to offer up. Melinda nominated Andy, Andy agreed to serve again. Jamie seconded the motion; Andy was approved unanimously by voice vote.

## 6) VHDA Updates (Amy, Cliff)

- a. HOME – a little bit of money left, usually goes to the Guaranteed Loan program through the mobile office. Have had a very busy year, this is about 97% of their business. Turnaround time right now is about 24 hrs. Very busy with the down payment assistance grant on FHA (3.5%) and FannieMae (3%) loans everybody is interested in the VHDA loans because of this free money. Community Outreach grant applications are already out.
- b. Multi-Family Development – Grant money for MF Rental. If you've got plans for this type of work, now would be a good time to talk to them about what's available. Significant amounts of money and more as of July 1.

## Virginia Housing Alliance

National Housing Trust Fund – New federal program focused on extremely low income residents. In 2015 money was finally being put into the fund. First allocation will be coming out \$174 nationwide. VA will be getting \$3.16M – will be administered by DHCD via allocation plan. It's anticipated that most money will go towards operation/rehab /building of Multi-family rental. The allocation plan must be submitted to HUD in the fall and might coincide with the application period HOME application. Lindsay Austen is the contact for State Housing Trust Fund – \$8M for first 2 years, many of those first projects coming on line this year. Economic impact leveraged impact over \$100M! CHP project will be breaking ground soon. Most is GAP financing for MF, some for foreclosure prevention and homelessness. This year, tried to get a sustainable revenue source and secured an increase to \$5.5M for this year and possibly more the year after.

VA Housing Alliance Awards Luncheon – Tomorrow! Usually have an educational component and then recognition of individuals within the housing/homelessness community. Mary Terry from SW VA will be honored for her work. The legislative award will go to Gov. McAuliffe for his support of the HTF. He is definitely supportive of homelessness and affordable housing. It is at the Richmond Convention Center.

Training in SW Virginia – Introductory training on LIHTC in Stanton, Martinsville. Series of trainings on Community Engagement in the same places and in partnership with BB&T (grant). They have also offered to help offer training in Small Business Development. Help Center: Housing Education Learning Partnership – will have its own website and will be a clearing house for housing education statewide. Website launch will be happening soon. Trainings will be offered online and in-person. Please let them know if there is training you are interested in.

- 7) **USDA Updates** – Expedited processing, 15 days vs. 30 days. Appraisal fee went up to \$475. Plenty of funding right now, pooling will occur next week then it'll be 1<sup>st</sup> come/1<sup>st</sup> served. Only Direct money gets pooled not Guaranteed.  
(Vonda) Fahe signed its MOU and will be sending out the MOU's to our partners next week.

## 8) Fahe Updates (Vonda)

- a. Fahe Member Style Guide – Consistent communication as discussed at the Spring Retreat. National attention/presence, like with USDA, Uplift America, want to be consistent in the way we talk about Fahe – Capital "F" lowercase follows. Aaron can be helpful in getting you updated logos as needed [www.fahe.org/media](http://www.fahe.org/media), refer to members as "50+", please use points of contact as listed. Capitalize our lines of business, Members, Membership, Fahe Network See handout in packet.
- b. Spring Retreat – Jim sent a message that he really enjoyed the Spring Meeting. Tag line for the Annual Meeting is "We are on a Mission" Sept. 7-8 in Roanoke.
  - i. Discussion Topics – Potential for future Caucus Meetings – distributed survey; will collect at the end of the meeting and use them to help plan future meetings.
  - ii. New Board Members: KY – Sherry Farley, Frontier Housing; TN – Maria Catron, Kingsport Housing; VA – Michael Haas, SERCAP; WV – Christal Crouso, Fairmont-Morgantown HA. Andy's service to Fahe as Board Chair is very much appreciated!

- c. Program Initiative Updates Internship Program has been funded. Looking for Master's level candidates. Ironing out the details at this point
- d. Policy/Advocacy Updates Please check the packet for information from Tom Carew – some LIHTC updates, blend incomes to average out instead of every individual. Some other changes that you might find interesting. Tom covers advocacy for the region and at a national level. Uplift America is very promising; hope to have more news on this at the next caucus.
- e. Membership Renewals - Materials will be coming out soon. Since we are getting them out later than we usually do, the deadline for returning the materials and fee will be extended to July 15th. Please remember to fill out the Membership Satisfaction Survey. Looking at revamping the process next year.
- f. JustChoice Lending Hometown Heroes program is available savings on the appraisal and some other things it applies to Firefighters, Police, Teachers, etc. – see flyers. Third Party Originators/Mortgage Brokers with Fahe – in KY, 2 in TN but none in VA or WV, we are hoping to have a couple in each state by the end of the year. Hope won the Secondary Market Loan award for the quarter and the winner of the drawing! Don Harris from USDA in TN shared some good material on the New Rule, if you think it would be useful, Vonda will share with the caucus.

**Next Caucus Meeting** – Oct. 5, at SERCAP

Upcoming Events

- Quarterly Reporting – Deadline for Quarter Ending 6/30/16 – Fri. July 15<sup>th</sup>
- NTI Detroit, MI: August 8-12 - Deadline for Fahe Slot Registration: June 6<sup>th</sup>
- Fahe Annual Meeting – September 7<sup>th</sup> & 8<sup>th</sup>, (Board Mtg 8<sup>th</sup>-9<sup>th</sup>) ~ The Hotel Roanoke & Conference Center, Roanoke, VA
- Nov 16-18 – VA Governor's Housing Conf.  
<http://vagovernorshousingconference.com/> - Hotel Roanoke



## *Fahe Member Media Packet*

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We're on a mission to help you effectively promote your organization. The Fahe Member Media Packet contains the tools you need to promote your organization as part of the Fahe Network, submit stories to Fahe's Communication team, and get noticed by local media.

Go to **[www.fahe.org](http://www.fahe.org)**, place your mouse over "About Fahe," click on the "Media" link, and choose Member Media Packet located at the bottom of the page.



## Table of Contents

**Item A - 1-Page Template:** We have received several inquiries about our 1-page documents that we distribute to various stakeholders that explain particular programs or initiatives we wish to promote. We have included both a PDF and MS Word template to help you create your own.

**Item B – About Fahe:** This document provides you with information when referencing your Membership in the Fahe Network to external sources. It also provides stock content for use in the “about us” sections of press releases.

**Item C - Charges and Competencies:** This sheet provides a quick break down of the core competencies that Fahe leverages and the charges that we established as part of the new Strategic Plan. In essence, this document explains “What We Do” and “How We Do it.”

**Item D - Fahe Logos:** These logos are available for your use with press releases, posters, letterheads, or any other media you wish to showcase your Membership. EPS files are scalable and can go large enough to fit a construction sign or billboard so please utilize those on any large format printing. Also included is a “Member of the Fahe Network Logo” designed specifically for use on websites to showcase your Membership. We ask that you have the logo link back to [www.fahe.org](http://www.fahe.org).

**Item E - How Can We Help?:** This document outlines the tasks and duties of the Fahe Communication Team so you know who to contact with your questions about effective communication or utilization of Fahe branding.

**Item F - Impact Report:** Fahe's 2015 Impact Report

**Item G - PowerPoint Template:** Fahe branded PowerPoint Template

**Item H - Press Release Template:** A quick and easy way to organize special announcements to local news organizations and press wire services.

**Item I - Social Media Guide:** A quick reference of best practices to enhance your social media.

**Item J - Story Submission Guidelines:** As part of Fahe, the good work you do every day helps showcase the strength and scale of the Membership. We have writers and videographers on staff waiting to collect and produce your stories. Following these guidelines helps produce a quick turnaround. **Please note: We are looking for stories from your organization; Fahe need not be directly involved.** We're happy to write, produce, and distribute this content as it benefits us all.

**Item K - Quick Reference Sheet:** A reference sheet that provides guidelines for consistency when referencing the Fahe Membership.



## Policy Update 10/3/16

### From: Tom Carew, EVP of Advocacy

As many of you are aware the Congress and the President signed a **Continuing Resolution** (CR) last week. The CR keeps the doors open on the Federal Government as we enter the new Fiscal Year. The CR takes us until December 9<sup>th</sup> when we'll know who the new President will be.

At that point the "Lame Duck" Congress will hopefully adopt an Omnibus Budget carrying us through to September 30, 2017. Either way on the Presidential Election we could be in for a bumpy ride as this Lame Duck takes up consideration of the Omnibus!

During the last week of September the **USDA 502 Direct Mortgage Program** had an infusion of \$54 Million. The funds went out in two days. The funds came primarily from unobligated 504 Loans (previous years) and Farm Worker Loans.

USDA is asking for our suggestions for changes in the **504 Loan and Grant Program**. Specifically they are asking for our comments on the following:

- A) The current 504 Grant Limit is \$7500 (It has been at this level for 20+ years). Should the Agency raise the Limit to \$15,000? (the negative result of this action, assuming no budget increase would be ½ the number of households served). This action could be taken by the Agency and would not take Congressional Action.
- B) The current 504 Loan program requires a "Deed of Trust" or "Mortgage" if the loan amount exceeds \$7500. Should the Agency raise the "mortgage" trigger to \$15,000 in hopes that more of the 504 Loan Program would be used? (1.00% APR 20 year term) This action would require an Act of Congress.

Please send your suggestions to me on both of the above: [tomc@fahe.org](mailto:tomc@fahe.org)

## JustChoice Lending Update 9/26/16

### Laura Meadows, VP Single-Family Lending

- Beginning October 1<sup>st</sup>, USDA has reduced their **Guarantee fee** from its current 2.75% back down to 1%, as well as their monthly mortgage insurance from its current 0.5% to 0.35%. This is extremely exciting news for our borrowers! This will run for Rural Development fiscal year 2017.
- An additional \$54 Million has been added to the **502 Direct** Mortgage Pool. These funds will be available on a first come first served basis.
- We are upon that time of year when everyone should be thinking about **continuing education and renewals!** These should all be complete in NMLS prior to the end of December.

### Questions to the Members:

- Is there any interest around having a down payment assistance offering for FHA loans through Fahe?
- Would you/your customers use it?
- Are any customers asking about down payment assistance?
- Is it an issue?



**fahe**  
Strength in Numbers

**JustChoice Lending**  
Fair. Just. Home Loans that Build a Better Future.

### 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 \$75,650 5-8 \$99,850	29/41	100%	<a href="http://eligibility.sc.gov/usda.gov/eligibility/welcomeAction.do">http://eligibility.sc.gov/usda.gov/eligibility/welcomeAction.do</a>	GUS accept or refer with conditions acceptable of credit waiver
FHA Flagstar	620+ for all borrowers	None	31/43	96.50%	All areas eligible	DU Accept
VA Flagstar	640+ for all borrowers True no score w/ 3 alternative credit trade lines	None	41 back	100%	All areas eligible	VA Eligibility DD214
Conventional Flagstar	680+	None	36/45	80%	None	DU Accept
Conventional No MI (KY Only) KHC	680+	Based upon KHC Secondary Market limits by County	28/45	97%	KY Properties	DU 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.gov/usda.gov/eligibility/welcomeAction.do">http://eligibility.sc.gov/usda.gov/eligibility/welcomeAction.do</a>	N/A

\* Other conditions may apply

\* Call JCL Staff for current rates and information on specialized funds:

**David Brock (NMLS# 51115) 859-228-2111 or Janel Martin (NMLS# 804306) 859-228-2119**

# 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



	<b>MINI-TERM</b>	<b>BRIDGE</b>	<b>WORKING CAPITAL</b>
<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

	<b>COMMUNITY FACILITIES PERMANENT LOAN</b>
<b>PURPOSE</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)**

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