



West Virginia/Maryland Caucus Agenda
Tuesday, June 11, 2024, 11 am – 3:00 pm
Schoenbaum Family Enrichment Center: 1701 5th Ave, Charleston,
in the Kanawha Valley Room

- 1) Welcome & recognition of Special Guests - Dave Clark**
Bryan Phillips - The HUB; Craig Petry, Community Works (tentative); Jon Rogers, Cathy Colby (tentative) – WVHDF; Penny Thaxton, USDA-RD; Zane Hornbeck-Buseman, WVLSC; Marten Jenkins - Partner Capital (tentative)
- 2) Outside Agency Presentations/Topical Discussions**
 - a. WV Division of Energy – GGRF for residential solar
 - i. Could this be used with other funds – CDBG? WV Build?
 - b. Energy efficient upgrades for multi-family properties (heating/cooling, windows)
 - c. WV Build Update - Anna Smith (tentative)
 - d. Full Quiver Consulting - Michelle and John Conner
<http://www.fullquiverconsulting.com/about-us.html>
- 3) Partner Updates**
 - a. WVHDF Updates **35 minutes**
 - i. WVHDF Lending update - Jon
 - ii. HOME, AHF, HOME-ARPA
 - iii. ERA 2; Homeowner Rescue Program is now closed
 - b. FHLB-Pittsburgh – Volunteer Housing, AHP **p. 3** **15 minutes**
 - c. USDA – Penny Thaxton **5-10 minutes**
 - d. West Virginia Land Stewardship – Zane Hornbeck-Buseman **5-10 minutes**
 - e. Community Works **5-10 minutes**
 - i. Housing Conference – Craig and Emily

Break for Lunch by 12:30pm **20-30 minutes**

1:00 pm Caucus Time

- 4) Membership Business** **45 minutes**
 - a. Review of February Caucus Minutes **pp. 4-9**
 - b. Caucus Chair Election – recognize Kevin's volunteering to be the Caucus Chair
 - c. Nominating Committee Representative
 - d. Member check-in – Caucus Discussion – Please share what they are making a priority in their organization - any thoughts on what we can do to address the affordability crisis....
 - e. Four Corners Working Groups
 - i. Money – Pete Stigers
 - ii. Capacity -
 - iii. Narrative – Vonda/Lina - survey/discussion
 - iv. People - Emily
- 5) Advocacy – Fahe 5-yr. Impact Graphic **p.10**** **30 Minutes**
 - a. Jim's Big Challenge – 2019-2023 – Maggie
 - b. WV Caucus Elevator Pitch – - WV Impact One-Pager **pp. 11-12**

In the face of West Virginia's shortage of quality housing, low prevailing wages, poor workforce participation in difficult terrain, the Fahe WV Caucus leverages state, federal, and private grants and loans to build homes, educate home buyers and provide workforce training and substance abuse treatment. We believe in doubling the West Virginia minimum wage in order to attract and retain more talent and increased workforce participation so that we can build and preserve even more homes for our neighbors. This will increase tax bases, improve our schools and create favorable labor environment. We are building a strong West Virginia.

- c. WV Advocacy Coalition – Andrew Bates abates@fahe.org
- d. Potential for recommending placements state level positions
- e. Federal Updates – working on HOME Proposed Final rule
 - i. Code changes 2021 IECC: <https://codes.iccsafe.org/content/IECC2021P2>
 - ii. BABA Memo: <https://fahemembers.com/wp-content/uploads/BABA-Memo-14-May-2024.pdf>

6) Strength in Numbers - Member Interest/Focus Updates pp. 13-14 30 minutes

- a. Energy Opportunities – pending RFP from national Awardees – Traviss
- b. PRICE – application due July 10 – Traviss
- c. ARC ARISE planning application funded (9-1-24 to 8-31-25)
- d. Research - Katy
 - i. Data Request - Economic Impact Analysis Project with Daniel Eads, WVU Extension
 - ii. Show and Tell Tableau for Members (REED participation!)

7) Fahe UPDATES – Attached Memo

25 minutes

- a. Fahe Board Report Dec. 2023 – Emily Wilson-Hauger, Christal Crouso
- b. Membership Committee (Christal Crouso, Vonda)
 - Caucus Affiliate Partners **pp. 15-20**
- c. Membership Updates (see memo **pp.21-22**)
 - Reporting – QE 3-31-24 status- Vonda
 - Membership Training - Jackie Weiss
 - Disaster Preparedness/Business Continuity Planning – Diedre Kendall VISTA
 - Member Disaster Risk Assessment – Jeremy Cornett VISTA (see memo)
 - Health & Housing - Nicholaus Bormes
 - Updates to www.fahemembers.com - Nicholaus
- d. Communication Round up – Lina Page
- e. Lending – Community Lending **p. 23** & JustChoice Lending **p. 24** Home Sweet Home, open until funds exhausted
- g. Partners for Rural Transformation Update – see info from Sara Ball **p. 25-27**

8) Follow-Up ?

10 minutes

Upcoming Events

- **Aug. 26-30:** NTI Pittsburgh, PA
- **Sept. 9-10-11** – Fahe Annual Meeting, Roanoke, VA
- **Sept. 25-27 (tentative)** - 2024 WV Housing Conference

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

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

WV Caucus page: <https://www.fahemembers.com/state-caucuses/wv-md-member-information/>

Affordable Housing Program and Voluntary Housing Grant Initiative

A Resource for Affordable Housing Developers

Get Started Now

The application period opens on June 27, 2024. Applications must be submitted by 5p.m. on August 8, 2024.

Visit the Applying for AHP Funding webpage www.fhllb-pgh.com/ResourceCategory-Applying-for-AHP-Funding to:

- Review requirements in the [AHP Implementation Plan](#)
- See registration instructions for [AHP Online](#)
- Submit a [member-sponsor match request form](#) if you would like FHLBank Pittsburgh to assist in seeking a match
- Connect to FHLBank support through online guides, technical assistance, and webinars

Learn More

Visit www.fhllb-pgh.com/ahp.

Contact Us

ahp@fhllb-pgh.com

The Federal Home Loan Bank of Pittsburgh's (FHLBank) Affordable Housing Program (AHP) and its separate and distinct from the statutory AHP voluntary housing grant initiative provide competitive grants and subsidized loans to affordable housing developers, including nonprofit and for-profit organizations, and housing and redevelopment authorities engaged in creating or rehabilitating affordable housing.

Opportunities Unique to 2024

- Record affordable housing funding available - \$66.7 million
- Increase in AHP and voluntary housing grant initiative subsidy per project request, up to \$1.5 million
- Amended competitive scoring methodology in AHP Implementation Plan

Both AHP and Voluntary Housing Grant Initiative

- Provides a subsidy of up to \$150,000 per unit, with a maximum of \$1.5 million per project.
- Works in conjunction with other funding sources, including low-income housing tax credits, private equity or grants, and federal, state and local subsidies.
- Can be used for rental and homeownership projects, including acquisition, construction or rehabilitation of affordable housing for households with incomes at or below 80% of the area median income.

Only Voluntary Housing Grant Initiative

- Available for affordable housing projects in Delaware, Pennsylvania and West Virginia, which is FHLBank's "district."
- Applications that are not awarded an AHP subsidy under the statutory AHP, and are located within FHLBank's district, will be automatically enrolled for voluntary housing grant initiative funding consideration.

Partner with an FHLBank Member

You must collaborate with a member of FHLBank's cooperative of financial institutions to prepare and submit an application.

If your project receives an AHP or voluntary housing grant funding commitment, you will continue to work with the FHLBank member throughout disbursement and monitoring.

Review eligible FHLBank members for application partnership: www.fhllb-pgh.com/members-list.



Visit www.fhllb-pgh.com to learn about all of FHLBank's community investment products. **3**



West Virginia/Maryland Caucus Minutes
Tuesday, February 6, 2024, 11 am – 3:00 pm
American Job Center – 426 Leon Sullivan Way, Charleston

Name	Organization	Name	Organization
	Coalfield Dev.	Jon Rogers	Guest-WVHDF
Christal Crouso	FMHA-Virtual	Andrew Bates	Fahe
Regina Gearhart	GCCAC-Virtual	Traviss Witt	Fahe
Tori Belcher	HA Mingo Co.	Vonda Poynter	Fahe
Kate Somers	HOC	Nicholaus Bormes	Fahe
	Mon Valley HFH (sick)	Diedre Kendall	Fahe-AC/VISTA
Erin Metz - NCWVCAA	NCWVCAA-Virtual	Jacob Wolfe	Fahe
Katie Keefer	RCCR	Amanda Scalph	Fahe-Virtual
Kevin M. Jones	RCCR	Camila Moreno	Fahe-Virtual
Graham Godwin	RCHA	Jackie Weiss	Fahe-Virtual
Joe Webb	SALS	John Niederman	Fahe-Virtual
Dave Clark	WDG	Joshua Stewart	Fahe-Virtual
Emily Wilson-Hauger	WDG	Katy Stigers	Fahe-Virtual
Pete Stigers	Guest - Frontier Housing (Virtual)	Maggie Riden	Fahe-Virtual
Penny Thaxton	Guest-USDA-RD (Virtual)	Theresa Mantiplay	PRT-Virtual
Craig Petry	Guest – Community Works	Emily Burleson	PRT-Virtual
Zane Hornbeck-Buseman	Guest - WVLS (Virtual)	Essence Smith	PRT-Virtual
Daniel Eades	Guest - WVU (Virtual)	Ryan Factora	PRT-Virtual
Jackie Strager	Guest - WVU (Virtual)	Sara Ball	PRT-Virtual

9 of 11 Members represented = 81.8% Attendance

1) Welcome & recognition of Special Guests - Dave Clark

Jon Rogers – WVHDF; Penny Thaxton, USDA-RD (virtual); Zane Hornbeck-Buseman, WVLS; Daniel Eades & Jackie Strager – WVU; Martin Jenkins - Partner Capital (tentative)

2) Outside Agency Presentations/Topical Discussions

- a. Dept. of Environmental Protection – 2nd Round DLAP - Announces all the funding through the next round. Prioritize lots that can be turned into single family/multi-family.
- b. Governor's Budget - \$50 M for Affordable Housing - Proposed a \$50 M allocation to housing fund, really dependent on budget passing with the allocation. Ready if get the money. Not going to buy land with the money, land will have to be available. The board chair is deputy chief of staff.

3) Partner Updates

- a. WVHDF Updates
 - i. WVHDF Lending update - Jon
 - Senate bill 261 proposes to take 8M of unclaimed property money toward veterans in the state. In House finance. Low interest rate. WVHDF would administer.
 - Federal COVID relief dollars still exist for homeowners to help with mortgage payments if impacted by Covid. 42.5 program dollars, spend 28.3 of that money.
 - ii. HOME, AHF, HOME-ARPA
 - Struggling with getting building materials locally.
 - Advocacy is looking at Build America by America, there may be a hope that some HOME money won't be as strictly tied, will have a document available in the spring.

- iii. ERA 2; Homeowner Assistance
- b. FHLB – Volunteer Housing, AHP - The board has increased the Affordable Grant maximum to 1.5M per project, will have record amounts available in AHP fund. Will do technical assistance, get those appointments scheduled.
- c. USDA – Penny Thaxton
 - i. Historically, only 200k, 2-year window to use that money for housing repairs. On continuing resolution, limited money until March 1st.
 - ii. Funded a lot of delinquent borrowers, helping with 10k grant.
 - iii. Community facilities – still have grant money, also loan money available. The interest rate is 3.5% quarterly. Can be negotiated for up to 40 years on repayment.
- d. West Virginia Land Stewardship – Zane Hornbeck-Buseman
 - i. TAP program – getting properties out of abandonment into productive use. 2 properties in transfer for HFH – working with the municipality to get things moved to the city.
 - ii. Ready to launch a new mapping tool for property identification. Shoot Zane an email if interested in being trained.
- e. Community Works
 - i. Membership organization – have rehab loans up to 25k right now, paying title works, member fees, appraisals. Have a credit repair consumer loan that is a brand-new product; anything on their credit report up to 5k, counseling is required, will pay it off, interest rate is 15%, \$75 origination fee. Take one training class a year, cyber security or something similar. Up to 4 years for loan.

Break for Lunch

1:00 pm Caucus Time

4) Membership Business

- a. Review of November Caucus Minutes - No corrections, accepted by consensus
- b. Fahe Executive Report - Year started with break in CEO position into CEO and President. Taking time with Strategic Plan. Done good work with all of the corners, want to do more, need members to do that.
- c. Four Corners Working Groups **Capacity–Narrative–People–Money**
 - i. Capacity – Talked about charters, definitions. A lot of the working groups overlap. Two types of capacity – need capacity of staff to attract money from funders but you can't hire staff without money.
 - ii. Money – talking about collaborating, what kind of money we have now, what we wish we could have, flexibility to use in different ways, frictionless, unrestricted money. Operational support. Need to respond to the needs in the community, not chase dollars that do not help the community.
- d. People – How to strengthen involvement and commitment with the membership, keep people engaged. Recruit new members, how do we get them to see the benefits of being members? Talked about leadership development, many of those in leadership are retiring. Make sure to have second contacts, encourage others to engage in membership as well. If there are multiple organizations in one area, make sure not all offering the same thing, need to offer different services so not in competition and fulfill a need. Are we being thoughtful about diversity?
- e. Fahe Research – Katy Stigers, Jackie Strager
Final Report: <https://www.fahemembers.com/wp-content/uploads/Fahe-Final-Report-WVU-June-2023.pdf>

- i. Mapping Feedback Requested (building better data)
 - Does the map make sense? Take the rural Census tracts and put them together. Census data related to housing are not very reliable if looking at rural areas. Put together a lot of Census tracked data, some came from ACS, some came from GIS layers. Used spatial tracking to group some together. Started with 35 different variables, used correlation analysis, determined which were best to use. Ended up with 10 variables used in the final clustering. 100 tracts included in WV out of 484. 8 final clusters for population density.
 - Deliverables: Final Technical Report, appendices, figures, data archive, web map browsing tool. Web software: <https://arcg.is/1OLsrn> No password or account required.
 - With questions, contact Jackie Strager at West Virginia University jmstrager@mail.wvu.edu
 - Send feedback to Katy, Camila.
- ii. Housing Needs; next, Housing Economic Dev. Impact
 - Economic Impact Analysis – Daniel Eades – Research got a request, is there a way to quantify the work that you do? If interested, Katy will need more data from the members. Thinking about three broad categories of what members do, training programs, volunteer hours, impacts from construction. For the spending impacts on construction, ran software for environmental impact. The rate used for CDC project is \$23, not minimum wage. Will use an Excel template – let Nicholaus or Travis know if you are interested.
 - REED does have office hours as well if needed, contact Katy or Camila.

5) Advocacy

- a. State Updates – Maggie Riden

WV Caucus Elevator Pitch – one more version:

In the face of West Virginia's shortage of quality housing, low prevailing wages, poor workforce participation in difficult terrain, the Fahe WV Caucus leverages state, federal, and private grants and loans to build homes, educate home buyers and provide workforce training and substance abuse treatment. We believe in doubling the West Virginia minimum wage in order to attract and retain more talent and increased workforce participation so that we can build and preserve even more homes for our neighbors. This will increase tax bases, improve our schools and create favorable labor environment. We are building a strong West Virginia.

- b. WV Advocacy Coalition – Andrew Bates

- i. Agenda for session

- Affordable Housing fund – House Bill 4787 to double the fee revenue of the Housing fund. The Housing Development Fund estimates they get 1M a year in fees. \$20/transaction. Asking to double it to \$40, would provide an extra million a year to the Housing fund. Several senators have signed a no-tax pledge. Bill is currently in House Finance committee.
- The last day for Senate bills is February 19th. Crossover deadline is February 28th. Has a fact sheet and summary for the bill.

- ii. Update on tracked legislation

- 4194 - Diversity
- 4347 – Requirements around mobile homes
- 4379 – Free identification documents for homeless
- 4529 – Extends protection for purchasers for manufactured homes
- 4660 – Revise landlord/tenant laws to limit rent increases to 10% year over year, repair and deduct, notice of entry.

- Proposed Constitutional amendments – freeze value of homestead property once reaches age 65.
- 4619 – Set aside deed in tax line deadline from 1 year to 2 years.
- 261 – passed Senate, provides for veterans and families, allows to access mortgage through Housing Fund.
- 345 4542 – Homeless education coordinator for urban counties. Rural counties may appoint an educator.
- 165 – Create a pilot program to provide tenant protections for tenants of residential treatment facilities.
- Will send out the whole list of bills. Will be in touch about Affordable Housing Bill.
- iii. Discussion of two major proposals:
 - SB 188 – Mountain Homes Act - Sponsored by Senator Tarr – be able to provide loan guarantees, must have 6 units, value of 800k by completion. If don't have requisite cash on hand for construction loan, it can guarantee the cash to allow you to close the loan.
 - Governor's \$50M budget proposal for WVHDF - Don't have a super robust program design for this yet, below market rates, getting developers for construction loans, etc. Be able to layer with other housing fund sources. Help with pre-development costs. The full 50M is very unlikely, did not seem like there was a lot of appetite for the full 50M.
- iv. Potential election-related activities for 2024
- v. Still working on their toolkit work, let them know if they want to be involved.
- c. Federal Updates – Josh Stewart
 - i. Congress right now – heard from USDA, they are on month to month until March 1st, when the Ag and HUD bills expire. Combines a couple different appropriations together. Everything else expires March 8th. The one new thing of note, there is a side deal that is being negotiated 69B side deal for domestic shortfalls, not enough money for all existing HUD vouchers. Believe the intention is that money will cover the voucher shortfalls plus a couple of other things. When we get the new bills, the 502 direct program is going to continue to bear the blunt of cuts in the Ag department. On the plus side, believe has convinced Senate to drop the language about changing the interest from 1% to 2%. Timeline – new bills on the floor in about a week or two, will know better what's in them at that point, may hear from us again. If don't see new bills, then there will be another continuing resolution. Earmarks – if there is any form of long-term funding deal, the very least that Congress will do is make sure the earmarks are included.
 - ii. Income limits – Rural income limits – HUD has come out with a notice for comment on how they calculate income limits. Fahe has written a robust comment in response to the notice, encouraging HUD to institute national floor for income limits. Closes on the 8th.
 - iii. In January, Fahe produced a memo for members about newly released change to Community Readjustment Act. It's a proposed final rule, would go into effect Jan 2026.
 - iv. Have just begun fiscal year 2025 appropriations on the hill, having a Fahe webinar on the federal budget process on Feb 22nd.

6) Strength in Numbers - Member Interest/Focus Updates

- a. Organizational Strategies – Drafts for Member Input - Will do a poll or will call people for thoughts on how to characterize these. Brief versions in the packet.
- b. Workforce Development

- c. Energy Opportunities – funding announcements in March - Greenhouse Gas Reduction Funds – Fahe is a piece of about 7 applications. Anything with carbon reduction element to it.

7) Fahe UPDATES – Attached Memo

- a. Fahe Board Report Dec. 2023 – Emily Wilson-Hauger, Christal Crouso
Passed budget, working on policy position on changes in home rates. AML piece, income eligibility piece, trying to show a need.
- b. Membership Committee (Christal Crouso, Vonda)
 - Affiliate Partners (i.e.: housing/comm. dev. partners with shared interest in affordable housing) – draft for review attached – good with the Caucus?
 - Would have process document and checklist just like a member although not as robust because no seats on the board, no vote. Mostly for folks who don't fit all the requirements of being a member but would benefit from being at the table with us.
- c. Membership Updates
 - Reporting – QE 12-31-23 status- Vonda - Lower percentage of folks participating – 65% this last quarter, which is down. 7 of 12 organizations turned in paperwork, 59% response rate for WV. If you didn't report last time, add it to the reporting due in March.
 - Membership Training - Jackie Weiss - San Francisco training is this week, next training is virtual NTI training in May, Training in Pittsburg in August. Register under Fahe umbrella, get 35% discount on courses and free lodging, also have money available if needed.
 - May offer self-pace courses again, adding quite a few courses to be available as a self-pace course.
 - Disaster Preparedness/Business Continuity Planning – Diedre Kendall VISTA
Sent out the template to everyone, only one organization from WV has participated. Please let Diedre know if want to participate.
 - Member Disaster Risk Assessment – Jeremy Cornett VISTA
Will get an email from Jeremy with packet from service area, risk assessment.
Risk assessment goes hand in hand with business continuity plan.
 - Health & Housing - Brainstorm health organizations Members might connect with - Nicholaus Bormes & Updates to www.fahemembers.com
Do you know of any organizations that would make great connections in the healthcare realm?

Working to update Fahe members website.

- d. Communication Round up – Lina Page
- f. Lending –
 - Community Lending
 - JustChoice Lending – Home Sweet Home, open until funds exhausted
- g. Partners for Rural Transformation Update - Sara Ball
Comment requested greater transparency in audits, improved flexibility in spenddown, and more. PRT have been working to get project management structure in place. Email any of the staff or prt@pfrt.org.
Learn more about PRT:

Twitter: <https://twitter.com/PfRTorg>

Facebook: <https://www.facebook.com/ruraltransformation.org/>

Instagram <https://www.instagram.com/thepartners.pfrt/>

LinkedIn: <https://www.linkedin.com/company/pfrt/?viewAsMember=true>

June Caucus meeting: June 11th.

8) Follow-Up

James Birt – Housed-Up, Inc.

Mountain State Justice – Lawsuits on behalf of Mfg. Housing resident

Upcoming Events

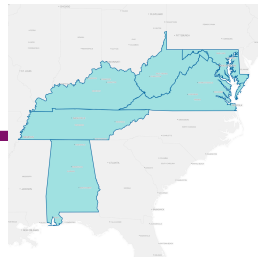
- **Feb. 6, 7-8 pm – E-Day Advocacy: Bills & Talking Points Webinar – [register here](#)**
- **Feb. 13 – 9am-2pm WV Environmental Day (E-Day) at the Capitol – [register here](#)**
- **Feb. 22, 11:30 am ET - Fahe Advocacy Webinar– Primer on the Federal Budget w/Josh Stewart**
- **Feb. 26-Mar 1 - NeighborWorks Training Institute (NTI) to San Francisco, CA**
- **April 17-18 – Fahe Spring Retreat/Leadership Retreat, Berea, KY**
- **May 6-10: NeighborWorks America Virtual Training Institute (VTI)**
- **Aug. 26-30: NTI Pittsburgh, PA**
- **Sept. 9-10-11 – Fahe Annual Meeting, Roanoke, VA**
- **2024 WV Housing Conference - Tentative Sept. 25-27**

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

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WV Caucus page: <https://www.fahemembers.com/state-caucuses/wv-md-member-information/>

FAHE 5 YEAR IMPACT



\$1.4 Billion

Investment

Between 2019 and 2023; Fahe invested nearly \$1.4 Billion in funds to support affordable housing & community development.

Impact

This monumental investment impacted nearly 30,000 households across our footprint.



30,000



\$268 Million

3,600 Units

Fahe deployed over \$268 to create over 3,600 affordable units. in our footprint.

\$730 Million

23,289 Units

Fahe invested over \$730M to repair or rehab over 23,000 units in our foot print.



LENDING & INVESTMENTS



\$138 Million

Invested in community lending

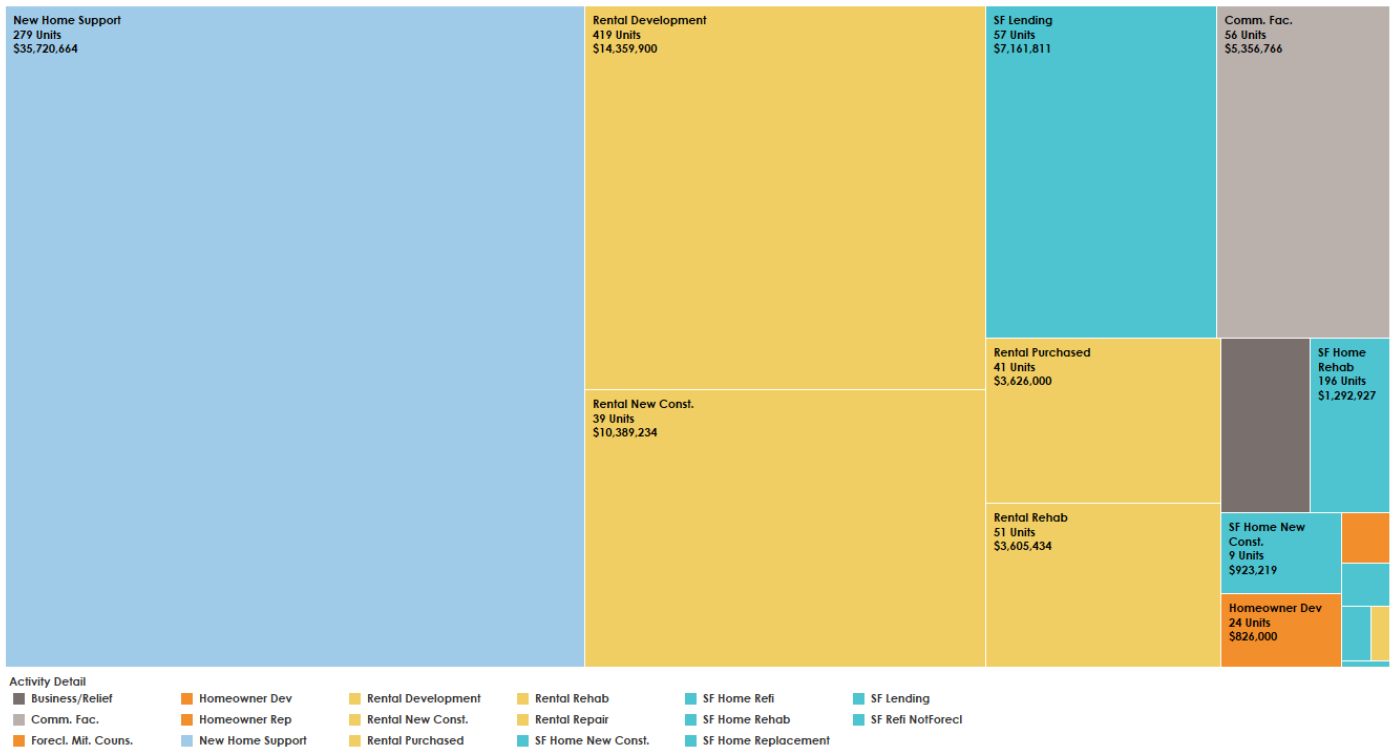
\$157 Million

Mortgage lending activities

Fahe Impact: State of West Virginia

Fahe is a network of over 50 nonprofit organizations building thriving communities in Appalachia. We do this by channeling investments through our Community Development Financial Institution (CDFI), leading community and economic development work, and by building, repairing, and rehabbing housing that our neighbors can afford. **From 2019 to 2023, the Fahe Network invested more than \$85.4 million to change the lives of 1,728 households in West Virginia:**

WV Investments 2019-2023



Why Our Work Matters

Despite the more than \$85 million we have invested since 2019, there is still much work to be done. Due to decades of underinvestment combined with recent job growth and an influx of new residents, West Virginia is characterized by an aging and insufficient supply of housing, as reflected in the data below. Greater public investments in housing supply will create jobs and economic activity through construction and allow local employers to attract and retain talent, while empowering local residents to find the stability needed to make long-term plans such as pursuing a career, starting a family, and achieving homeownership.

The Housing Shortage in West Virginia

Sources: Statista Research; National Low-Income Housing Coalition tabulations of 2021 American Community Survey

- Rental shortage:
 - Short 29,140 rental units affordable to extremely low-income households (<30% AMI)
 - Short 21,213 rental units affordable to very low-income households (<50% AMI)
- Rent burden:
 - 66% of extremely low-income renters pay more than half of their income for rent + utilities
 - 27% of very low-income renters pay more than half of their income for rent + utilities

The Housing Shortage in West Virginia, cont.

- On average, a minimum-wage employee would need to work 76 hours per week to afford a two-bedroom rental in WV
- New home construction:
 - WV is only building 2 new homes per 1000 people each year, ranking 46th nationally
 - By comparison, top-ranking states are building over 10 homes per 1000 people annually
- Aging stock:
 - 83% of homes were built before 2000 (at least 24 years old)
 - Of these, 69% were built before 1980 (at least 44 years old)

Building Thriving Communities in West Virginia

RIGHT: Fahe Member Religious Coalition for Community Renewal (RCCR) leverages public and private funds to build new homes for mortgage-qualified, first-time homebuyers with income at or below 80% AML. RCCR has rehabbed 8 condos and built 37 affordable single-family homes in Kanawha and Putnam Counties.



RCCR also operates rental housing for low-income residents and seniors, a residential recovery facility, and several projects combatting homelessness, including foreclosure prevention and rapid rehousing programs, street outreach, and a transitional storage center for the belongings of homeless individuals and families.

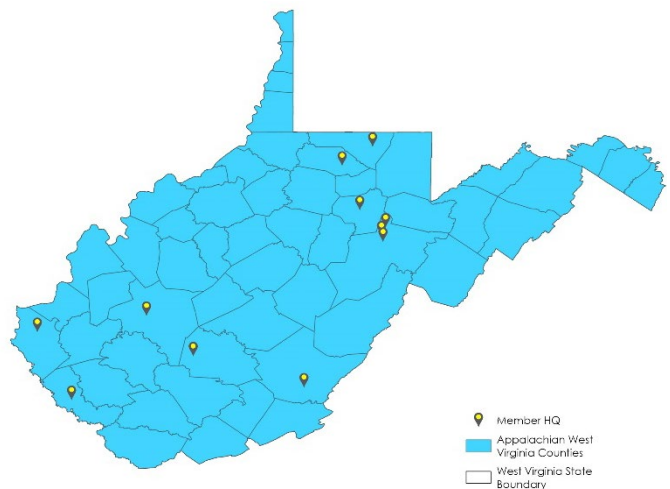
LEFT: In Tucker County, affordable long-term rental units are rare, with the booming tourism industry driving up real estate values and prompting landlords to convert their units to short-term, Airbnb-style rentals.



Helping to address this crisis, Fahe Member Woodlands Development & Lending opened the Blackwater Avenue apartments in 2022. Located along the banks of the beautiful Blackwater River in Davis, this complex of eight affordable rental units includes two fully-accessible units.

Fahe Members Active in West Virginia

- Appalachia Service Project
- Christian Appalachian Project
- Coalfield Development Corp.
- Fairmont-Morgantown Housing Authority
- Garrett County (MD) Community Action Agency
- HomeOwnership Center
- Housing Authority of Mingo County
- Mon Valley Habitat for Humanity
- North Central West Virginia Community Action Agency
- Religious Coalition for Community Renewal
- Randolph County Housing Authority
- Southern Appalachian Labor School
- Woodlands Development & Lending



ARC ARISE Workshop Recap

MEMBER INFORMATION ONLY – NOT FOR PUBLIC DISTRIBUTION

On May 30th, Virginia Tech researchers held a focus group to learn about Appalachian housing providers' experiences and perspectives on manufactured and modular housing. Funded by an ARC ARISE planning grant, the study aims to increase housing manufacturing in Appalachia to solve the housing shortage, create jobs, and lift up communities.

In their presentation titled, "Setting Appalachia's Workforce on Track to Adapt to Industrialized Construction", the Virginia Tech researchers argued that the construction industry has stagnated, and Appalachia as a whole can't produce enough units fast enough to meet needs. However, the region has a lot of potential to provide skilled workers for construction and manufacturing. The goal of the focus group was to get insight from regional stakeholders to identify construction labor force gaps and create a workforce training roadmap that both generates industrial and economic growth in Appalachian communities and builds more housing. This roadmap would involve ADL Ventures, a company that helps implement energy efficiency innovations.

The researchers laid out a three-part process for industrialized offsite construction (IOC):

- Productize typologies
 - Create standardized and configurable parts and implement automation
 - View housing as a product
- Aggregate demand
 - ADL Ventures would help pool real estate assets and identify demand for different kinds of housing
- Modernize capacity
 - Add infrastructure and develop workforce

Researchers argued that IOC can optimize the development of housing because of the ability to design, manufacture, and assemble products in one place. However, there is an on-site aspect the final assembly and installation of manufactured pieces happens on the lot. For ICO to work, a community needs a skilled workforce to work in the factory and on site, as well as a robust labor supply in connected industries like infrastructure construction, contracting, timber processing, glass manufacturing, administration, architecture/engineering, and transportation. Much of the existing workforce will be retiring in the next ten years, so there is a real need for outreach and training.

During the focus group, participants discussed the status quo of housing in the communities they serve (problems and opportunities) and how industrialized offsite

construction could help solve problems or take advantage of opportunities. When talking about the problems regarding housing, the conversation focused on the interconnected set of issues that have compounded to create the housing crisis. Participants talked about high land costs, construction workforce shortages (exacerbated by transportation, childcare, and healthcare costs, as well as a lack of outreach to interested high schoolers), the high costs to build and to purchase/maintain a home, and the lack of incentive for private companies to build/repair homes. When talking about manufactured and modular housing, there were a few salient points that came up:

- People with expertise in industrialized offsite construction said that factory-produced homes are just as safe and durable as stick-built and can be built to the same energy efficiency standards, so there is no difference in quality.
 - They also argued manufactured/modular homes can be produced faster and cheaper in the controlled environment of the factory, which is good for the house, the worker building the house, and the eventual buyer.
- There was a lot of talk about “marketing” or combatting bias against factory-produced homes.
- However, one attendee said that stigma is less of an issue, and had heard that some communities are wary of factory-produced homes because they worry that they’ll lose the local construction workforce.
 - The perception, which she acknowledged could be flawed, is that importing panelized walls from other states will undermine Kentucky’s construction workforce.
- There was also a lot of talk about attracting workers to construction and/or home manufacturing – the importance of job training and benefits, the need to reach out to young people, etc.
- One issue with factory-built homes is that real estate agents don’t know how to sell them.
- There were some people in the room who had expertise in related fields like workforce education, and they didn’t know the difference between manufactured and modular. Circulating good definitions is important.

The researchers will share their findings with participants when they have completed all their focus groups, and your Fahe participants will share the takeaways with Members. The data will contribute to an implementation plan for a grant application from the ARC.



MEMO

To: Fahe Board of Directors
From: Vonda Poynter, Senior VP of Membership
Re: Affiliate Partner Process for Approval
Date: May 20, 2024

Purpose

The aid each Caucus to identify and attract regional housing, economic, and community development organizations, Fahe will launch the Caucus Affiliated Partner Program. The Affiliates will expand our understanding of local needs and further aid Fahe to nurture potential Members and assist with our leadership development/succession planning. This memo is to seek approval of the following recommendation from the Fahe Membership Committee, staff and Caucus organizations:

Approval of Fahe Caucus Affiliated Partner proposal with criteria and compliance process including eligibility, application and benefits

Background

Membership Committee had early input from the Governance Committee, more recently from the Fahe Board of Directors and from Caucus meetings and staff discussion identifying the need for a different type of relationship other than Membership that invites trusted partners to our table – these partners would be invited to Caucus meetings by Members. The Committee and staff have supplied the attached process and expectations that any organization requesting to be a Fahe Caucus Affiliate Partner would need to complete.

The Affiliate Partner Process documents were reviewed by each Caucus in the February, 2024, meetings and was accepted by each Caucus with the caveat that the Kentucky Caucus preferred to have the Affiliate Partners approved by the Board.

Upon taking that request to the Membership Committee, it is a unanimous recommendation of the Committee that the Affiliate Partner Process be vetted by state Caucus and membership staff. Should there be a multi-state affiliate partner request, it will be a joint Caucus decision. We anticipate that Affiliate Partners would be organizations that have similar interest, may not be nonprofit, may not have “housing” as a core activity, but overlap with Fahe in housing or other community and economic development activities (examples: Addiction Recovery Care in KY, Bennet Development Group in AL). As the Affiliate Partners are not Members, there is no requirement for Board approval; however, Membership will inform the Fahe Board of Directors within the Board reports and assure that the Board is informed on any and all Affiliate Partner requests and status of application.

The committee concentrated on the following in their review and preparation of the Affiliate Partner process to exemplify best practices in affordable housing and community and economic development in Appalachia:

- Benefits of collaboration
- Required documentation/material
- Why documents are needed
- Sliding Scale Dues for Affiliate Partner status

Membership is presenting this process to the Board for approval. In summary, upon submission of the required documentation and material by any perspective Affiliate partner, membership staff will work with Community Lending for any financial analysis of the perspective Affiliate Partner as well as a review of documents for completeness and best practice standards related to Fahe expectations. The analysis and recommendation from staff will be reviewed by Fahe Executive Leadership, Membership Committee and by the appropriate State Caucus. The Caucus will determine the appropriateness of accepting the organization as an Affiliate Partner by vote or consensus.

For Action

Based on the work of the Membership Committee and Membership staff, and each state caucus review, the Affiliate Partner Criteria and Process are recommended for approval.

Attachments

1. Affiliate Partner Process Documents

Fahe Caucus Affiliated Partner Criteria

To aid each Caucus to identify and attract regional housing, economic, and community development organizations, Fahe will launch the Caucus Affiliated Partner (identified as "Affiliated Partners") Program. The Affiliated Partners will expand our understanding of local needs and further aid Fahe to nurture future Members and help with our leadership development.

We appreciate your interest in becoming an Affiliated Partner of Fahe, we are building hope, building relationships, strengthening communities, and nurturing families through housing and support systems. By building on trusted relationships in Appalachia, we make more happen together. We work together and openly share brand, influence, and successful strategies. We speak with a strong voice and create dynamic impact, gathering expertise from each other. We envision Appalachia as a place proud of sustaining its culture and environment, where growth, opportunity and hope are balanced so that all people fulfill their potential with regard to housing, employment, education opportunity and quality of life.

Affiliated Partners are trusted organizations sharing a common goal with the Fahe Network to carry out activities related to the general betterment of the housing or community conditions for low-income families in Appalachia. A Prospective Affiliated Partner can be introduced/nominated by a Member or by Fahe Management. Below you will find additional details regarding the benefits, criteria and process associated with becoming an Affiliated Partner.

Benefits of being Affiliated with the Fahe Network:

- Access to open Fahe Meetings & Collaborative Opportunities:
 - Expertise among staff and peers
 - Networking through meetings events
 - Discounts for events
 - Access to Fahe-led Training
 - Shared Voice/Tools for Advocacy
 - Opportunities to connect to State/Regional/Federal Agencies
- Access to Capital: Lending and Equity products
(subject to applicable rules/regulations)
 - Mortgages, including Broker/Loan Packager Relationships
 - Commercial loans, including Lines of credit, Construction Loans, Community Facilities Loans
 - Low Income Housing Tax Credit (LIHTC) expertise
 - Program Services by contract

Becoming an Affiliated Partner is a patient process, beginning with invitations to meetings, introductions, getting to know each other, and if interested, a formal letter of request to apply. Partnership is open to Nonprofit and for-profit organizations with a mission or purpose that fits with Fahe's vision for the region serving or investing in Appalachia and a demonstrated commitment to affordable housing.

Caucus Affiliated Partners Approval Process/Procedures

Eligibility Requirements:

- Organization type
 - Nonprofit corporation with 501 (c)3 status
 - For profit corporation with a mission or purpose that fits with Fahe's vision for the region
 - Community Action Agency
 - Housing Authority
 - Other Governmental or Quasi-Governmental Agency
 - Other Organization types as approved on a case by case basis by the Board of Directors
- The Affiliated Partner must be serving and investing in Appalachia
- The Affiliated Partner must have demonstrated a commitment to affordable housing through one or more of the following activities:
 - Development
 - Preservation
 - Counseling
 - Financing
 - Property Management
 - Advocacy
 - Other Activities as approved on a case by case basis by the Board of Directors

Documents Checklist:

- Organizational Requirements
 - Goals and Objectives – should identify commitment to performance in furthering housing/community development
 - Map of service area indicating counties and cities served by the Organization
 - Must have a Conflict of Interest Policy and identify any potential conflicts of interest with Fahe/Members
- Financial Stability
 - Follows Generally Accepted Accounting Principles
 - Financially Sound
 - Must submit the current annual dues upon acceptance as an Affiliated Partner.
- Other Criteria
 - Identify all other membership/organizational affiliations i.e.: CDFI, LISC member, NeighborWorks America, etc.
 - Provide a summary of housing/community development work
 - The Affiliated Partner must not be involved in any pending litigation which would negatively impact the work of the organization and/or Fahe.

Application process:

1. Invitation/Introduction of Prospective Affiliated Partner to corresponding state caucus or Fahe Staff via referrals, meetings, events.
2. Visit/Call with Fahe Membership/Staff and Prospective Affiliated Partners Executive staff and/or key personnel. (this can happen elsewhere in the process)
3. Formal Letter of request to Fahe Membership Staff will result in the invitation to submit application materials for qualified organizations (per requirements above)
4. All applicable checklist materials submitted
5. Materials reviewed by Fahe Staff who provide summary of qualifications to present to the state caucus(es) for their consideration/recommendation and for input from Fahe Executive Team.
6. Prospective Caucus Affiliated Partner is invited to make a short presentation to appropriate state caucus(es) with summary material provided and Fahe Executive Team invited.
7. State Caucus discusses without Prospective Affiliated Partner(s) in the room.
8. If the Caucus agrees, an Action is recorded (vote or consensus) that the Prospective Affiliated Partner is approved by the caucus.
9. Affiliated Partner material is provided to the BOD in the Membership Report
10. Should the Affiliated Partner be multi-state, each appropriate Caucus must approve.

Compliance:

In exchange for these benefits, Fahe expects its Affiliated Partners to comply with Fahe Values, Mission and Vision, disclose conflicts of interest and to comply with any reasonable request that furthers Fahe's ability to provide resources to Members.

The Affiliate Partnership is an At-Will Relationship as either party can decide to end the relationship at any time.

Affiliated Partner Renewals:

Dues and documents (listed below) submitted no later than January 15

- Annual Report - If your organization does not produce an official annual report, please include a brief overall summary of this year's successes, highlights, accomplishments, challenges, etc., and/or include 2 or more of your most recent newsletters.
- Most Current audit
- Certificate of Good Standing with appropriate State
- Signed MOU

Exhibit A

Fahe MISSION, VALUES, IDENTITY AND CORE VALUES

Mission

Fahe brings people, organizations, and resources together to build homes, communities and a thriving Appalachia through expanding economic opportunity and security for all. As leaders we speak with a unified voice to influence policy, philanthropy and systems change.

Vision

We envision Appalachia as a place proud of sustaining its culture and environment, where growth, opportunity and hope are balanced so that all people fulfill their potential with regard to housing, employment, educational opportunity, and quality of life.

Identity

Fahe is building hope, building relationships, strengthening communities, and nurturing families through housing and support systems. By building on trusted relationships in Appalachia, we make more happen together. We work together and openly share brand, influence, and successful strategies. We speak with a strong voice and create dynamic impact, gathering expertise from each other.

Mission Purpose

Fahe believes that in implementing our mission we must maintain the integrity of individuals and families in terms of their physical, financial and socio-cultural needs as a whole and build the healthy communities they need to thrive, while empower them to create lasting change in their own lives and communities.

Our Core Values

- Fahe values a culture of warmth and belonging, where everyone is welcome. In doing so, we are committed to individual and organizational efforts to build respect, dignity, fairness, caring, equity, and self-esteem.
- Fahe values a culture of excellence where everyone has the freedom to pursue knowledge through innovation and creativity. In doing so, we are committed to develop a highly-skilled, dedicated, and diverse workforce that is empowered to achieve outstanding results.
- Fahe values a culture of accountability and transparency, where everyone is expected to act responsibly to guarantee integrity, trustworthiness, reliability and dependability. In doing so, we are committed to create a strong sense "organizational health and integrity" by holding everyone accountable to their duties, responsibilities, and commitments.
- Fahe values a culture of collaboration and partnership where everyone engages with respect, openness and trust in pursuit of a common purpose. In doing so, we are committed to do no harm to the communities we serve, act with political, ideological, and religious neutrality having regard for individuals, ideals, and the institution as a whole.
- Fahe values a culture of trust where everyone is being honest and ethical in all interactions, maintaining the highest ethical standards in public engagement and service. In doing so, we are committed to earn the trust of our staff, leaders, customers, Members and Partners through a pattern of unquestioned honesty and humility.

Fahe Updates

Quarterly Reporting – 3/31/24

ORG INFORMATION		Report/Communication Sent		
State	Org Name	4/10/2024	4/19/2024	4/25/2024
WV	Fairmont-Morgantown Housing Authority (FMHA)			
	Housing Authority of Mingo County (HAMC)			
	Randolph County Housing Authority (RCHA)			
	Religious Coalition for Community Renewal (RCCR)			
	Southern Appalachian Labor School (SALS)			
	Woodland Development Group (WDG)			
	Almost Heaven Habitat for Humanity (AHHFH)			
	North Central WV Comm. Action (NCWCA)			
	Mon Co. Habitat for Humanity (MHFH)			
	Coalfields Development Corp. (CDC)			
MD	Garrett Co. Community Action Agency (GCCAA)			

Without NWOs			With NWOs		
Total Organizations	47		Total Organizations	55	
Turned in by 7/10	11	23.40%	Turned in by 7/10	19	34.55%
Turned in by 7/15	26	55.32%	Turned in by 7/15	34	61.82%
Turned in by 7/25	27	57.45%	Turned in by 7/25	35	63.64%

WV Organizations (Includes MD)			WV Organizations (Includes MD)		
Turned in by 7/10	3	27.27%	Turned in by 7/10	4	33.33%
Turned in by 7/15	5	45.45%	Turned in by 7/15	6	50.00%
Turned in by 7/25	6	54.55%	Turned in by 7/25	7	58.33%

Fahe AmeriCorps VISTA project update (Jeremy Cornett):

In phase one of this project, each of our Members received a Risk Assessment Packet. If you have any questions regarding its contents, please feel free to reach out to Jeremy at jcornett@fahe.org for clarification and discussion.

During phase two, we've initiated conversations with Member Hazard Mitigation Planning representatives. We've compiled nearly three hours of audio dialogue between your organizations and Fahe Membership. If you have yet to participate in these discussions and would like to contribute your thoughts, ideas, and perspectives, we'd greatly appreciate and value your input. Additionally, there's a brief mobile-friendly text survey available for you to share your local knowledge regarding hazards and disasters.

https://qualtricsxm37z9m7g3f.qualtrics.com/jfe/form/SV_5vT1HqE8lphJvo

Looking ahead to phase three, we will analyze the data and draft region-specific Hazard Mitigation Plans for each Member. The development of these plans will likely require follow-up conversations to further gather your viewpoints and boots-on-the-ground outlook toward the future. Your ongoing input is invaluable and has been instrumental in driving this project forward. Together, we can make a meaningful impact on the Appalachian disaster experience.

Community Lending FY24's: HIGHLIGHTS

Community Lending has closed over \$49M in loans in 2024. \$14M has gone to Members for Housing, Healthcare and Working Capital.

We are excited about the opportunity to reach and help Members, and we're equally excited that we're able to put those dollars into our communities; up and down Appalachia.

We continue to have different sources of funding available, with a continued emphasis on the Bond Guarantee Program. Here's a quick outline for the BGP:

- \$3M still available
- Loan has to be for real estate, with an 80% LTV requirement
- Maturity is March 2049
- Rates are very favorable for Members, especially compared to banks and local credit unions

If you would like to discuss the Bond Guarantee Program, Community Facilities Funding (ideal for funding related to healthcare services) or other funding such as construction, working capital, and bridge loans. Please don't hesitate to reach out and we can discuss further.

Thank you!
Drew Pritchard

Drew Pritchard
Fahe – Community Lending
Business Development Officer
dpritchard@fahe.org
859-756-6255

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	<ul style="list-style-type: none">• 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	TBD at time of closing
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: Contact Drew Pritchard at dpritchard@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



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- \$9,000.00 Second Mortgage Loan
- Due at year 35 years (balloon)
- No Income Restrictions
- Funds not available in West Virginia
- Primary Residences only
- CLTV cannot exceed 105%

- Homebuyer education is required
- May be used for Purchase or Refinance
- Cannot be used to meet the Borrower's Minimum Required Investment (MRI) for FHA Loans
- Must be paired with Fahe's JustChoice Lending 1st Mortgage



JustChoice Lending is an Equal Opportunity Housing provider and does not discriminate on the basis of handicap, race, color, national origin, religion, sex, familial status, or age.

NMLS #52473

All information contained herein is for informational purposes only. Rates, terms, programs and underwriting policies subject to change without notice. This is not an offer to extend credit or a commitment to lend. All loans are subject to underwriting approval. No cash back at closing. Credit can only be used toward closing costs on a purchase transaction. Not valid on Home Equity products.



1

Quarterly Update

It is PRT staff's desire to work with the Fahe to uplift the advocacy and comms efforts for the region. In the past quarter we released new stories on our Everything Else story map ([Rural Voices – Partners for Rural Transformation](#)) which now contains stories from Whitesburg, Kentucky, and Wytheville, Virginia. PRT staff have also pulled together a poster presentation that was accepted at the Richmond Federal Reserve Bank's Investing in Rural America Conference that highlights the work of Frontier Housing with their DreamBuild partnership with cdc. These are the ways that we are uplifting the work and stories of local leaders in Appalachia to the national level.

2

Quarterly Update (Continued)

There was a lot of change with PRT leadership in the preceding quarter and this quarter we have spent a lot of time ensuring that the work continues on and that staff are on target to meet grant deliverables. Right now, our largest piece of work is the second phase of our latest Robert Wood Johnson Foundation grant, that focuses on a research project. This research is being conducted by Fahe and PRT staff with six community partners across the regions, testing our Rural Equity Development Framework. This framework is our expression of the way that we think our work is best pursued, and you have heard it referred to as the three-legged stool. It could be the beginning of a really solid theory of change, and we hope to have the results of the research by the end of the current quarter (July 30).



3

How PRT Came to Be: Our Origin Story

PRT was birthed in 2014 as the “Persistent Poverty Working Group” at Fahe. Our six CEOs joined forces to focus on eradicating persistent poverty across their various service areas. In 2021, the PPWG formalized as Partners for Rural Transformation.

How We Began



PRT has grown to include a Steering Committee made up of our 6 CEOs and their deputies, 4 full time staff, and 15 regular partners at the local, regional, and national levels.

Where Are We Now



Every member of the Working Groups that are not PRT staff are from our partner CDFIs. However, they are all volunteers, meaning they willingly give their time to PRT and our efforts while performing their duties at their primary organizations. Currently, we have 80 collective members across our working groups.

Our Membership

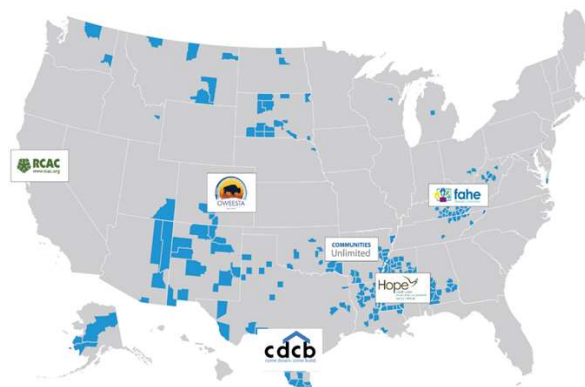


4

Who are the Partners for Rural Transformation?

- PRT is led by a steering committee of **six place-based community development organizations** that serve **78% of rural persistent poverty counties** across the United States.
- PRT envisions a future where everyone can have the opportunity to **build wealth, provide for their families and achieve their dreams** in the community they call home.

Despite current perceptions, rural persistent poverty areas **span the United States** - including Appalachia, the Mississippi Delta, the Deep South, the Rio Grande Valley, Native American communities, and the rural West.



 Rural persistent poverty counties in PRT service area

 PARTNERS FOR RURAL TRANSFORMATION