

**\$10.9**  
MILLION

## AFFORDABLE HOUSING PROGRAM (AHP)

Acquire, develop and/or rehabilitate affordable multi-family (rental) properties or provide down payment and closing costs for owner-occupied housing. For both rental and homeownership projects, household income limited to those earning at or below 80% of area median income (AMI).

*Homeownership Initiatives \$5.1 million*



### ACCESSIBILITY MODIFICATIONS PROGRAM (AMP)

Assist eligible senior homeowners or owner-occupied households with a person with a permanent disability with incomes of 80% of AMI or below with accessibility modifications and minor home rehabilitation.

### HOMEOWNERSHIP OPPORTUNITIES PROGRAM (HOP)

Assist first-time homebuyers with household incomes of 80% of AMI or below with down payment and/or closing costs.



### NEIGHBORHOOD IMPACT PROGRAM (NIP)

Assist homeowners with incomes of 80% of AMI or below with rehabilitation needs.

**\$238.5**  
MILLION

### COMMUNITY INVESTMENT PROGRAM (CIP)

Finance community economic development activities benefiting households at or below a targeted income level, including housing, small business loans, public infrastructure and community facilities in targeted areas. FHLBI members used over \$238 million in CIP products to strengthen their communities in 2015.



## 2015 AFFORDABLE HOUSING ADVISORY COUNCIL



SEATED LEFT TO RIGHT: **Jamie Schriener-Hooper** - Chair, Executive Director, Community Economic Development Association of Michigan, Lansing, MI; **Anthony Fraizer** - Vice Chair, Executive Director, Indiana Association of Community Economic Development, Indianapolis, IN

MIDDLE SEATED LEFT TO RIGHT: **Sherry Seiwert** - President, Downtown Indy, Indianapolis, IN; **Todd Sears** - Executive Vice President, Portfolio Management and Analysis, Herman & Kittle Properties, Inc., Indianapolis, IN

BACK LEFT TO RIGHT: **Gary Heidel** - Chief Placemaking Officer, Michigan State Housing Development Authority, Lansing, MI; **Anne Grantner** - President & CEO, Shelter of Flint, Inc., Flint, MI; **Mark Leblang** - Principal, Alliance Architects, South Bend, IN; **Marc Craig** - President, Community Housing Network, Troy, MI; **Vincent Tilford** - Executive Director, Luella Hannan Memorial Foundation, Detroit, MI; **Scott Griffith** - President, Griffith Realty, Brighton, MI; **Paula Craig** - Housing Director, Blue River Services, Inc., Corydon, IN; NOT PICTURED: **Stephanie TenBarge**, Executive Director, ECHO Housing Corp., Evansville, IN

## 2015 BOARD OF DIRECTORS AFFORDABLE HOUSING COMMITTEE



SEATED LEFT TO RIGHT: **Jeffrey A. Poxon** - Investment Officer, Purdue Federal Credit Union, Lafayette, IN; **Jonathan P. Bradford** - Chair, President & CEO, Inner City Christian Federation (retired), Grand Rapids, MI

STANDING LEFT TO RIGHT: **James L. Logue, III** - Senior Vice President & COO, Cinnaire, Lansing, MI; **Michael J. Hannigan** - President, The Hannigan Company, LLC, Carmel, IN; NOT PICTURED: **Larry A. Swank** - Vice Chair, President & CEO, The Sterling Group, Mishawaka, IN

# Message from the Affordable Housing Advisory Council Chair and FHLBI's President - CEO

On behalf of the Federal Home Loan Bank of Indianapolis (FHLBI) and the Bank's Affordable Housing Advisory Council (AHAC), we're pleased to present this 2015 AHAC Annual Report, "The Numbers Tell the Story." We hope you take the time to learn about our program offerings, but more importantly, to learn about the impact you can have on affordable housing and community investment in Indiana and Michigan.

2015 was a busy year for AHAC; in May we traveled to Traverse City, MI and toured several successful projects that were funded in part by FHLBI's Affordable Housing Program (AHP) competitive grants. This tour was an important opportunity to see how stakeholders come together to deliver affordable housing solutions to communities. Included in our visit were: **Goodwill of Northern Michigan's** Goodwill Inn Homeless Shelter; **HomeStretch Nonprofit Housing Corporation's** Keystone Village; **Northeast Michigan Supportive Housing's** Woodmere Ridge Apartments and the Depot Neighborhood. As always, we thank FHLBI's member financial institutions for going the extra mile for these vital projects.

In July, AHAC and the FHLBI Board of Directors heard testimonies from three different families whose lives have been changed for the better through our grant-giving:

- Anna Ruffin shared her story of achieving homeownership through **Inner City Christian Federation** in Grand Rapids, MI;
- Vecelia Martin told the story of how she and her son with disabilities found a permanent place to live at **Country Trace Senior Apartments**, in Palmyra, IN; and
- Angela Hattabaugh gave us a glimpse into her world as a survivor of domestic violence getting the support she and her children need from **Jill's House**, in Salem, IN.

It was an invaluable experience to hear firsthand about the difference that FHLBI's programs make throughout Indiana and Michigan. We hope you enjoy the other success stories highlighted in the pages that follow, as well as the program overviews and guidelines designed to help others learn more about FHLBI's affordable housing and community investment programming.

We look forward to sharing more great stories with you next year!



**Jamie Schriener-Hooper**, Chair  
Executive Director  
Community Economic Development  
Association of Michigan  
Lansing, MI

**Cindy L. Konich**, President - CEO  
Federal Home Loan Bank of Indianapolis  
Indianapolis, IN

# 2015 Program Summary

**\$10.9 million**

**AFFORDABLE HOUSING PROGRAM**

*Awards*

**HOMEOWNERSHIP INITIATIVES PROGRAMS**

**\$2.9 million**

**HOP - HOMEOWNERSHIP OPPORTUNITIES PROGRAM**

**\$2.1 million**

**NIP - NEIGHBORHOOD IMPACT PROGRAM**

**\$53.7 thousand**

**AMP - ACCESSIBILITY MODIFICATIONS PROGRAM**

**\$221.7 million**

**CIP - COMMUNITY INVESTMENT PROGRAM**

*Total advances*

**\$16.8 million**

*Letters of Credit*

When FHLBI opened its doors on Oct. 15, 1932, its mission was to restore housing finance and revitalize homeownership after thousands of families lost their homes during the Great Depression. In 1989, Congress added the Affordable Housing Program (AHP) as another tool for FHLBI to use to help families afford housing. Today, the Bank's Affordable Housing and Community Investment Programs are amongst the most successful private sources of affordable housing funding in the United States, in support of the idea that people deserve quality, affordable homes. Our 2015 numbers tell the story of the profound impact FHLBI and our member financial institutions have had on communities in Indiana and Michigan.

## Affordable Housing Program (AHP)

FHLBI's competitive Affordable Housing Program (AHP) grants support the construction or renovation of housing for individuals or families with a total household income that is 80% or below of the area median income. In 2015, FHLBI awarded **\$10.9 million** in competitive Affordable Housing Program (AHP) subsidies to support **24** affordable housing initiatives throughout Indiana and Michigan that will create **591** units of affordable housing. Grant awards ranged from **\$212,400** to the maximum allowable amount of **\$500,000**, with **17** projects receiving the maximum. **Sixty-one** percent of the recipients met the threshold for *Readiness to Proceed*, which rewards applicants who have clearly identified stable development funding at the time of their application. FHLBI members provided critical gap funding to **96%** percent of the awarded projects through interim or permanent financing or significant financial contribution.

## Homeownership Initiatives

FHLBI's Homeownership Initiatives are designed to help address local community housing needs throughout the entire lifecycle of homeownership, awarding grants through four programs: Homeownership Opportunities Program (HOP), Neighborhood Impact Program (NIP), Accessibility Modifications Program (AMP) and the Disaster Relief Program (DRP). In the 2015 program year, FHLBI disbursed **\$5.1 million** to **60** members, assisting **631** households. Homeownership Initiatives funding opened on April 4, 2015 and funds were exhausted by October 9, 2015. **Nine** members became new program participants, with an impact of **\$275,000**.

## Community Investment Program (CIP)

The Community Investment Program (CIP) offers discounted advances and letters of credit to support targeted housing and community economic development within FHLBI's district. Members can use CIP to respond to local needs, improve the tax base or create and/or retain jobs. In 2015, **\$238.5 million** in advances (**\$221.7 million**) and letters of credit (**\$16.8 million**) funded affordable housing or commercial lending products and created over **1,500** jobs.





# Community Spirit Awards

Recognizing excellence in community economic development

Each year, FHLBI and its Affordable Housing Advisory Council present the Community Spirit Award to honor two individuals at member financial institutions who have shown outstanding dedication to affordable housing and community economic development.



**Martin L. Heger, Jr.**  
VICE PRESIDENT & CHIEF LENDING OFFICER  
DEARBORN FEDERAL SAVINGS BANK

Cass Corridor Neighborhood Development Corporation, an organization dedicated to improving housing and economic conditions along one of Detroit's main arteries, nominated Marty for the award based upon his support of their Cass Plaza Apartments project. Marty partnered with

Cass Corridor to secure a **\$500,000** Affordable Housing Program (AHP) grant to support the renovation of two vacant historic buildings in midtown Detroit. When the project experienced significant delays, Marty worked countless hours strategizing with funders to ensure the disbursement of the AHP grant was not jeopardized. His tireless efforts and commitment to community resulted in **47** additional housing units for low-income residents in Detroit.



Cass Corridor Neighborhood Development Corp. received a **\$500,000** grant from FHLBI's Affordable Housing Program (AHP) to help renovate two vacant historic buildings in midtown Detroit into **47** affordable apartments. **Cass Plaza Apartments** is complete and fully leased. The apartments address a critical need for affordable housing in a struggling Detroit neighborhood.



**Jennifer Gilbert**  
VICE PRESIDENT OF CORPORATE LENDING  
OLD NATIONAL BANK

When Jennifer Gilbert joined Old National Bank nine years ago, she had little experience with FHLBI's affordable housing programs. As Old National developed relationships with more clients involved in affordable housing initiatives, she began to learn more about AHP and helped Old

National reconnect with the program. Since that time, Jennifer has worked diligently to establish a system to approve grant projects at Old National, successfully securing **\$7.1 million** in AHP grants to help fund **16** affordable housing projects in Indiana.



Hoosier Uplands Economic Development Corp. received a **\$360,000** grant from FHLBI's Affordable Housing Program to help renovate and give new life to the abandoned **Stalker School** built circa 1899. The Stalker School Apartments in Bedford, IN provide **18** new 2-bedroom units for individuals and families.



# Affordable Housing Program (AHP)

Support for affordable housing throughout our district has been a key element of the Federal Home Loan Bank of Indianapolis' (FHLBI) identity and mission for more than 25 years. Each year, FHLBI members throughout Indiana and Michigan partner with local nonprofits, economic development groups, and developers to compete for grants to help fund the acquisition, construction, or rehabilitation of properties for use as affordable rental or ownership in their local communities.

AHP provides grant money up to **\$500,000** to help fund affordable housing projects for low- and moderate-income households. These awards support a multitude of affordable housing solutions – from housing for veterans, for people with disabilities, to children transitioning out of the foster care system, and more.

In 2015, FHLBI awarded **24** projects a total of **\$10.9 million** that will help create **591** affordable housing units. Members submitted a total **45** applications, requesting a total of **\$18.4 million** in funding.



*Wayne Metropolitan Community Action in Michigan developed Lincoln Park Lofts with the support of a \$250,000 Affordable Housing Program (AHP) grant from Talmer Bank and Trust. The historic theater was converted into 38 residential units with two 1,200-square foot storefront spaces as a part of an historic preservation initiative to remove blight and provide affordable housing and supportive services to the community.*



*The Hawks Art and Enterprise Center is a 35-unit adaptive reuse of an 1885 furniture factory in Goshen, Indiana's historic Mill Race Canal. LaCasa, Inc., a nonprofit housing agency in northern Indiana, developed the \$7 million project supported by a \$500,000 Affordable Housing Program (AHP) grant from FHLBI member Lake City Bank. The development is a live-work community for artists and entrepreneurs, and provides studios, apartments and gallery spaces to qualifying residents.*



**Lincoln Park Lofts**  
LINCOLN PARK, MI

**\$250,000**  
AHP GRANT

**The Hawks Apartments**  
GOSHEN, IN

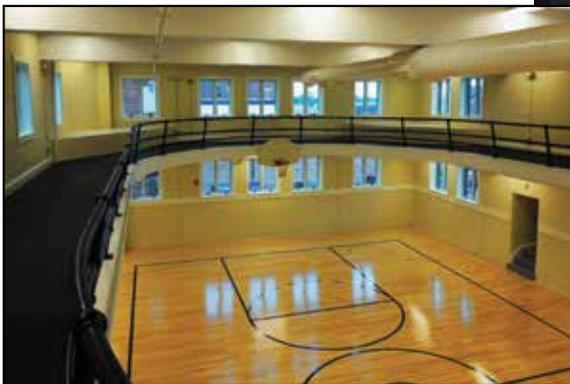
**\$500,000**  
AHP GRANT





**Tree City Village**, once the home of the Carol Cook Dress Factory, now provides **39** housing units for disabled and low-income residents in Greensburg, Indiana. Developmental Services, Inc. and Keller Development partnered on the extensive renovation of the abandoned building using a **\$500,000** Affordable Housing Program (AHP) grant through FHLBI member Ameriana Bank. Residents have access to a community room with a full kitchen, an arts and crafts room, a computer room, playground, walking path, and garden area. Built in 1904, the building is listed on the National Register of Historical Places for its architectural and historical significance.

**Historic Greensburg Square** is a unique development addressing preservation of four historic buildings in Greensburg, Indiana. The blighted vacant buildings, including a Civil War-era hotel and a former poker hall, were renovated with the support of a **\$350,000** Affordable Housing Program (AHP) grant awarded to First Merchants Bank, N.A., Flaherty & Collins Properties, and Thrive Alliance, a non-profit providing a range of social and human services to senior and special needs residents in south central Indiana. Now, **40** housing units are in place at Historic Greensburg Square, offering aging-in-place housing for seniors age 62 and older. The project was so successful it received the 2015 Lt. Governor's Award for Excellence in Affordable Housing.



**Tree City Village**  
GREENSBURG, IN  
**\$500,000**  
AHP GRANT

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**Historic Greensburg Square**  
GREENSBURG, IN  
**\$350,000**  
AHP GRANT



# Affordable Housing: The Fine Print

Since 1990, FHLBI has awarded **\$263 million** in competitive Affordable Housing Program (AHP) funds to members to support their communities. We realize the annual application process is not a small endeavor. To receive an award, AHP applications must successfully demonstrate both the need for affordable housing and a clear alignment to the program mission as outlined in the annual Implementation Plan. A 100-point scoring system is used to rank the applications that best align with the annual program mission. Project grants are awarded from highest to lowest score until the available annual funds are exhausted. It is the ranking by score that defines the AHP Program as “competitive.” In addition to attaining a higher score, applications for the proposed projects must demonstrate:

- \* **The need for the subsidy** (*have a development budget gap*)
- \* **Reasonable affordable housing costs**
- \* **Household income & targeting commitments**
- \* **Financial feasibility**
- \* **Readiness to proceed**
- \* **Market need for the housing**
- \* **Sponsor capacity**

We appreciate that our members and project sponsors devote significant time and energy to the application process, and we want to support impactful projects. That’s why FHLBI’s Affordable Housing staff help members navigate the application process by holding multiple workshops and review sessions annually throughout the FHLBI district.

## If at first you don’t succeed...

Merchants Bank of Indiana’s Merici Village Apartments project involved transforming a former barracks at Fort Benjamin Harrison in Indianapolis into **21** apartment units to foster independent living for adults with developmental disabilities. After hearing the original proposal for the project, Mike Petrie, CEO and Chairman of Merchants, who was familiar with FHLBI’s program, knew an AHP grant would allow the project to proceed without taking on permanent debt.

Petrie and the Merchants Affordable Housing Corporation applied for an AHP grant in 2013, but their project was not awarded funding. Petrie attended an AHP post-application review session and learned that the initial Merici application did not meet specific requirements in some categories, impacting the project’s overall score. One category, the community stability initiative, requires that the property was, at one point in time, used for housing purposes. Conflicting information in the market study indicated the building’s previous use had included offices, thereby not meeting the requirements of the scoring initiative. Petrie and Merchants Affordable Housing Corporation supplemented the record and successfully re-applied in 2014 and were awarded a **\$500,000** AHP grant.

Petrie advises members who are considering support of an AHP application to attend the annual Community Investment workshops to meet project sponsors, and to take advantage of FHLBI technical review meetings and other tools the bank offers to increase the likelihood of project success.

In 2015, **four** AHP grant applicants who were not successful in multiple prior attempts found success. These four projects represent **\$1.5 million** of the 2015 AHP awards. It pays to try again.



*Mike Petrie, CEO & Chairman, Merchants Bank of Indiana with Mary McClamrock, one of the first residents of Merici Village. Mary enjoys living on her own and particularly appreciates the new friends she has made while living at Merici Village.*

# 2015 Affordable Housing Program Awards

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## INDIANA

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**ALEXANDRIA** \* **The Mercantile** - \$465,000. Member - Old National Bank; Sponsor - Milestone Ventures, Inc.

**ANDERSON** \* **Abbott Apartments** - \$500,000. Member - First Merchants Bank, NA; Sponsor - PathStone Housing Corporation of Indiana

**AUBURN** \* **Hope's Landing** - \$500,000. Member - iAB Financial Bank; Sponsor - Keller Development, Inc.

**COLUMBUS** \* **LIFEDesigns at McKinley** - \$500,000. Member - Old National Bank; Sponsor - LifeDesigns, Inc.

**CONNERSVILLE** \* **Pattern Mill Senior** - \$500,000. Member - First Merchants Bank, NA; Sponsor - Crestline Capital Services

**EVANSVILLE** \* **North Main Rehab** - \$500,000. Member - Old National Bank; Sponsor - ECHO Housing Corporation

**FERDINAND** \* **Benet Hall Apartments** - \$500,000. Member - Old National Bank; Sponsor - Sisters of St. Benedict of Ferdinand, Indiana, Inc.

**FRANKFORT** \* **Wesley Manor Southside** - \$500,000. Member - Ameriana Bank; Sponsor - Wesley Manor, Inc.

**INDIANAPOLIS** \* **Glenmoor Apartments** - \$500,000. Member - National Bank of Indianapolis; Sponsor - Partners In Housing Development Corporation  
\* **Oxford Flats** - \$500,000. Member - National Bank of Indianapolis; Sponsor - Englewood Community Development Corporation

**KOKOMO** \* **The Sky Is The Limit Housing Initiative** - \$500,000. Member - Community First Bank of Indiana; Sponsor - Bona Vista Programs, Inc.

**LEBANON** \* **304 E. Main** - \$450,000. Member - Star Financial Bank; Sponsor - Aspire Indiana, Inc.

**LOGOOTE** \* **Eagle Place** - \$500,000. Member - Old National Bank; Sponsor - Hoosier Uplands Economic Development Corporation  
\* **Martin County Senior Citizens Housing, Inc.** - \$500,000. Member - German American Bancorp; Sponsor - Martin County Senior Citizens Housing, Inc.

**SALEM** \* **Grandview Manor South** - \$500,000. Member - Old National Bank; Sponsor - Blue River Services, Inc.

**SUNMAN** \* **Raintree Terrace Apartment Renovation** - \$500,000. Member - The Friendship State Bank; Sponsor - Sunman Area Voluntary Endeavors, Inc.

**WARSAW** \* **Rock City Lofts** - \$450,000. Member - Merchants Bank of Indiana; Sponsor - Partnerships for Affordable Housing, Inc.

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## MICHIGAN

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**ANN ARBOR** \* **Colonial Oaks** - \$420,000. Member - Chelsea State Bank; Sponsor - Ann Arbor Housing Commission

**GRAND HAVEN** \* **Love, Inc. Ministry Center** - \$500,000. Member - Mercantile Bank of Michigan; Sponsor - Love, Inc.

**GRAND RAPIDS** \* **Building Blocks Neighborhood Revitalization** - \$212,400. Member - Mercantile Bank of Michigan; Sponsor - Habitat for Humanity of Kent County

\* **Pine Rest Homes** - \$500,000. Member - Macatawa Bank; Sponsor - Pine Rest Christian Mental Health Services

\* **Remembrance Road** - \$214,000. Member - Community Shores Bank; Sponsor - MOKA Corporation

**MUSKEGON** \* **Henry Street** - \$214,000. Member - Community Shores Bank; Sponsor - MOKA Corporation

**ZEELAND** \* **Parkview Home Renovation** - \$500,000. Member - Mercantile Bank of Michigan; Sponsor - Parkview Adult Foster Care Home

# Homeownership Opportunities Program (HOP)

Since 2003, FHLBI's Homeownership Opportunities Program (HOP) has helped first-time homebuyers in Indiana and Michigan achieve their dream of home. Using HOP, members can support eligible first-time homebuyers in their community with up to **\$10,000** in down payment and closing cost assistance.

In the 2015 program year, FHLBI disbursed **\$2.9 million** in HOP funds to members to assist **334** households. That translates to **\$8,683** per household and life-long customers for members!

**Seven** FHLBI members participated in HOP for the first time last year, bringing overall participation in Homeownership Initiatives to **60** member participants.



**Elements Financial Credit Union (FCU):**  
**First-time Homebuyer Joana Balderrama** - Indianapolis-based Elements FCU partners with local realtors who are searching for down payment assistance programs to help their clients with down payments and closing costs. Mother of two Joana Balderrama of Indianapolis heard of HOP from her realtor, who referred her to Elements Mortgage Loan Officer Janai Santana Roberts. Roberts helped Balderrama complete the necessary paperwork, and HOP funds were disbursed in less than 10 days. Balderrama is now the proud owner of a 4-bedroom ranch home.

## HOP Fine Print

HOP funds are easy to access and available on a first-come, first-served basis with an annual \$500,000 per member limit. With the assistance of the Community Investment staff, members simply complete a few forms to become eligible to provide funds to their communities. There are a few requirements: grant candidates must be first-time homebuyers, make a minimum cash contribution, and receive homebuyer counseling. HOP requests are reviewed quickly, usually within 10 business days.

*"Members should not be afraid to use the HOP Program. FHLBI staff is extremely helpful and helps you understand the fine print. With the use of the HOP, we increased the number of first-time homebuyer transactions by 7% in 2015."*

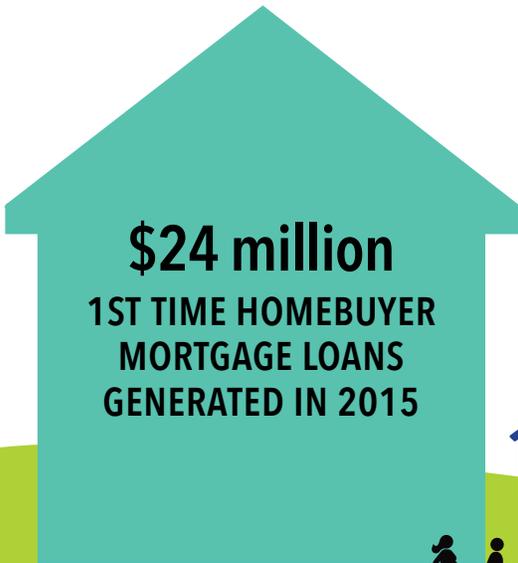
*Julie Bowering, VP, Elements Financial Credit Union*

*"HOP accentuates the AAA affordable housing and first-time homebuyer programs we have available."*

*Gabe Wilcox, Real Estate Lending Manager, Auto Club Trust FSB*



**Macatawa Bank:**  
**First-time Homebuyers & Parents** - Ryan Meeusen and Kelsey Boyce were ready to purchase their first home in the small town of Zeeland, MI. Their realtor was familiar with HOP and felt the couple would be excellent candidates for a grant. Through Macatawa Bank, the family received a grant to purchase a home just a few months before welcoming their first child. The couple credits the HOP mandatory homeownership counseling with preparing them for the responsibility of homeownership.



# Neighborhood Impact Program (NIP)

Through the Neighborhood Impact Program (NIP), FHLBI members can assist homeowners with repairs including new windows, furnaces, roofs, siding and other deferred maintenance with grants of up to **\$10,000**. NIP assists homeowners with incomes at or below 80% of area median income rehabilitate their homes.

In the 2015 program year, FHLBI disbursed **\$2.1 million** in NIP funds to members to assist **293** Indiana and Michigan households. This translates into an average impact of over **\$7,100** per household.



**The Shamrock Project:**  
Mercantile Bank provided a NIP grant to help a Grand Rapids homeowner improve his home with new windows and siding.

## MEMBER SPOTLIGHT

### Mercantile Bank GRAND RAPIDS, MI

Since 2009, Mercantile Bank, headquartered in Grand Rapids, Michigan, has used over **\$900,000** in affordable housing grants to assist homeowners with repairs and renovations. Mercantile frequently partners with municipalities that match sources of funding with the appropriate organization. For example, a city inspector may encounter a homeowner who needs to make several improvements. The inspector may refer the homeowner to Mercantile for a NIP grant to cover the costs of a new roof and windows, but recommend other resources for the remaining improvements. Through use of NIP, Mercantile has expanded their footprint beyond Grand Rapids into Kalamazoo and Ogemaw County in northern Michigan.

*"In 2015, we used over \$155,000 in NIP grants for home improvements. Through our partnerships with municipalities and FHLBI, a low- or moderate-income client may get home improvements they otherwise could not afford,"* Mercantile's Compliance and Community Development Officer Sonali Allen explained.

## NIP Fine Print

NIP grants are easy to access and available to members on a first-come, first-served basis. Members may work with eligible homeowners directly or through one or more local housing organizations familiar with the program. There are requirements for NIP participation, most notably households must be income eligible, current on their mortgage and request eligible repairs. Members may receive up to **\$300,000** per year in NIP grants, which translates to a huge potential impact on their communities.

*"Our success with NIP is due in large part to our relationship with [FHLBI's] Community Investment staff. We are not the experts in grants. They are responsive to our questions and have helped us get comfortable with the process."*

*Sonali Allen, Mercantile Bank Compliance and Community Development Officer*

## TOP 3 NIP REPAIRS IN 2015

**ROOFS - 191\***  
**WINDOWS - 103**  
**DOORS - 58**

*\*Represents number of households receiving repair.*



# Accessibility Modifications Program (AMP)

Introduced in 2014, FHLBI's Accessibility Modifications Program (AMP) provides grants for home accessibility modifications for both income-eligible senior homeowners and owner-occupied households with a person with a permanent disability. AMP offers up to **\$15,000** in grant funding for accessibility modifications such items as ramps, grab bars, roll-in showers, and widened doorways. In 2015, FHLBI disbursed over **\$53,000** to assist **four** households, with an average impact of **\$13,425** per family.



## MEMBER SPOTLIGHT

### Lake Osceola State Bank BALDWIN, MI

Since 2005, Lake Osceola State Bank in northeast Michigan has used nearly **\$600,000** in FHLBI affordable housing grants to assist local homeowners with home improvements and accessibility modifications. To raise awareness of AMP, Lake Osceola advertises to their community about the availability of grant money to assist homeowners. The bank's dedication to community has earned it the highest possible Community Reinvestment Act (CRA) Rating from the Federal Financial Institutions Examination Council, based on its record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods.

AMP also helps the bank build deeper, long-term relationships with its customers. *"Lake County is a small, rural community, so we know each other very well,"* said Lake Osceola State Bank VP Kristine Fuller. *"When we work with customers on lending matters, we are typically aware of other struggles they may be encountering. So we try to figure out ways we can help."*



*Mr. Johnson, a customer of Lake Osceola, is a senior citizen on a fixed income living with mobility limitations. The lender at the bank knew Johnson's home had a number of cement steps and other configuration challenges that hampered his ability to live independently in his home. An FHLBI AMP grant last year allowed for modifications to his home, including the addition of hand rails to his front and back entrances, an accessible ramp, a walk-in shower, a high-rise toilet and other accessible features.*

## AMP Fine Print

AMP grants are easy to access and available to members on a first-come, first-served basis. The modifications must address the accessibility needs of a household member. Income-eligible households must meet one of the eligible household types, but FHLBI members have the flexibility to customize the program to address accessibility needs in the communities they serve. Members may receive up to **\$300,000** per year in AMP, enhancing their ability to serve aging and special needs families in their communities.

*"Our bank does not have deep knowledge of the Americans with Disabilities Act (ADA) or other accessibility modifications. The [FHLBI] Community Investment staff guided us through the eligible modifications under AMP and helped us with the paperwork. Within two weeks we had the AMP funds!"*

*Kristine Fuller, VP, Lake Osceola State Bank*



# New Member Participants Building Stronger Communities

FHLBI celebrates our members' commitment to assisting both first-time homebuyers purchasing their first homes and existing homeowners addressing much-needed home repairs and modifications. Our goal each year is to expand the impact of our programs by increasing the number of new member participants in these Homeownership Initiatives. In 2015, **nine** members became involved for the first time, assisting over **30** local households with almost **\$275,000** in Homeownership Initiatives grants. *Thank you to our new participants!* We encourage all of our member financial institutions to become involved in our programs so that they can make a direct impact on families in their communities.

## NEW MEMBER PARTICIPANT SPOTLIGHT

### Freedom Bank DALE, IN

As a locally owned and operated community bank with four branches in mainly small, rural towns, Freedom Bank understands its customers and their unique homeownership challenges. Freedom worked with several customers who qualified for mortgages, only to see their dreams of homeownership slip away due to out-of-reach down payment and closing cost requirements. *"We began talking about what kind of assistance was available to get families into homes,"* said Freedom Loan Officer Jeff Dicus. This challenge led Dicus and Vice President Scott Neff to register for the Homeownership Initiatives workshop. Within two months, Freedom had helped **four** local residents purchase homes with Homeownership Opportunity Program (HOP) grants. Based on their positive experience with HOP in their communities, Freedom began participating in the Neighborhood Impact Program (NIP). Freedom is committed to making homeownership a reality for local residents and wants to increase their numbers. *"We hope to be the first member to reach the HOP per member limit of \$500,000,"* said Dicus.

FHLBI hopes that as well, and invites more members to access these Homeownership Initiatives grants for their customers in 2016.

**\$275,000**  
TOTAL DOLLARS  
FROM NEW MEMBER  
PARTICIPANTS

**1**  
NEW MEMBER  
PARTICIPANT - HOP & NIP

*Freedom Bank*  
DALE, IN

**2**  
NEW MEMBER  
PARTICIPANTS - NIP

*Century Bank and Trust*  
COLDWATER, MI

*Metro Community Dev. Inc.*  
FLINT, MI

**6**  
NEW MEMBER  
PARTICIPANTS - HOP

*ChoiceOne Bank*  
KENT CITY, MI

*Dearborn Savings Bank*  
DEARBORN, MI

*First Financial Bank*  
TERRE HAUTE, IN

*First Internet Bank*  
INDIANAPOLIS, IN

*State Savings Bank*  
MANISTIQUE, MI

*United Federal Credit Union*  
ST. JOSEPH, MI



# Community Investment Program

Since 1990, FHLBI has supported members' efforts to undertake community-oriented mortgage lending and economic development with its Community Investment Program (CIP).

The program offers members a continuous, favorably priced source of funds for a variety of uses, including small business loans, affordable housing and community economic development loans.



*Member insurance companies have become significant users of CIP, leveraging the program to make significant contributions in the area of job creation. In 2015, Jackson National Life Insurance Company® (Jackson®) completed a \$100 million expansion to its headquarters in Lansing, Michigan. Jackson used a CIP advance to provide funding for the project, which includes a 230,000-square foot office building, state-of-the-art conference center, fitness center, sports pavilion, full-service coffee bar, convenience store and dining center. The additional development has enabled Jackson to add **1,000** jobs in Lansing and has played a part in Michigan's economic comeback.*

## CIP Fine Print

The CIP application process is simple. It's open year round, with processing typically completed within 5-7 business days. Once the FHLBI Community Investment staff qualifies the proposed project, a funding commitment is issued, good for a six-month period. In some cases, a member might need to submit a loan list or a rent roll, but there's no additional monitoring required. So a little documentation has the potential to result in a big impact in a member's community.



# 2015 Community Investment Staff



**Mary Beth Wott** - 1st Vice President, Community Investment Officer;  
**Deron Streitenberger** - Senior Vice President, Chief Business Operations Officer



**Mark Stermer** - Community Investment Analyst; **Ronna Edwards** - Community Investment Analyst; **Shannon Fountain** - Vice President, Community Lending Manager



**Megan Coler** - AHP, Sr. Compliance Analyst; **RoseMarie Roberts** - AHP, Sr. Compliance Analyst;  
**Mike Recker** - AHP, Sr. Compliance Analyst; **Trish Lewis** - Vice President, AHP Portfolio Manager



**Robert Graves** - Database and Business Analyst;  
**Stepheny Tays** - Support Specialist





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OF INDIANAPOLIS

8250 Woodfield Crossing Blvd. Indianapolis, Indiana 46240  
800.688.6697 [fhlbi.com](http://fhlbi.com)

