

Welcome to the FHLBank Indianapolis 2023 Community Investment Workshops

THE WEBINAR WILL BEGIN SHORTLY

- For the best video & audio experience, we recommend disconnecting from VPN.
- **Please submit questions throughout the presentation by using the Q&A box in Zoom.**
- Time providing, questions will be answered at the end of the session.
- Feel free to use the chat function to connect with other attendees, but we will not be monitoring the chat box for questions.
- Today's webinar will be recorded and posted to our website at: www.fhlbi.com/CIDtraining

2023 Community and Economic Development Workshop

WELCOME AND INTRODUCTION

March 6, 2023

MaryBeth Wott, SVP, Community Investment Officer

Today's Agenda

March 6, 2023 | 2:00 – 3:00 PM

Introduction

Elevate: Small Business Grant Overview

Community Mentors Overview

Community Investment Program – Advances/LC Overview

Federal Home Loan Bank System

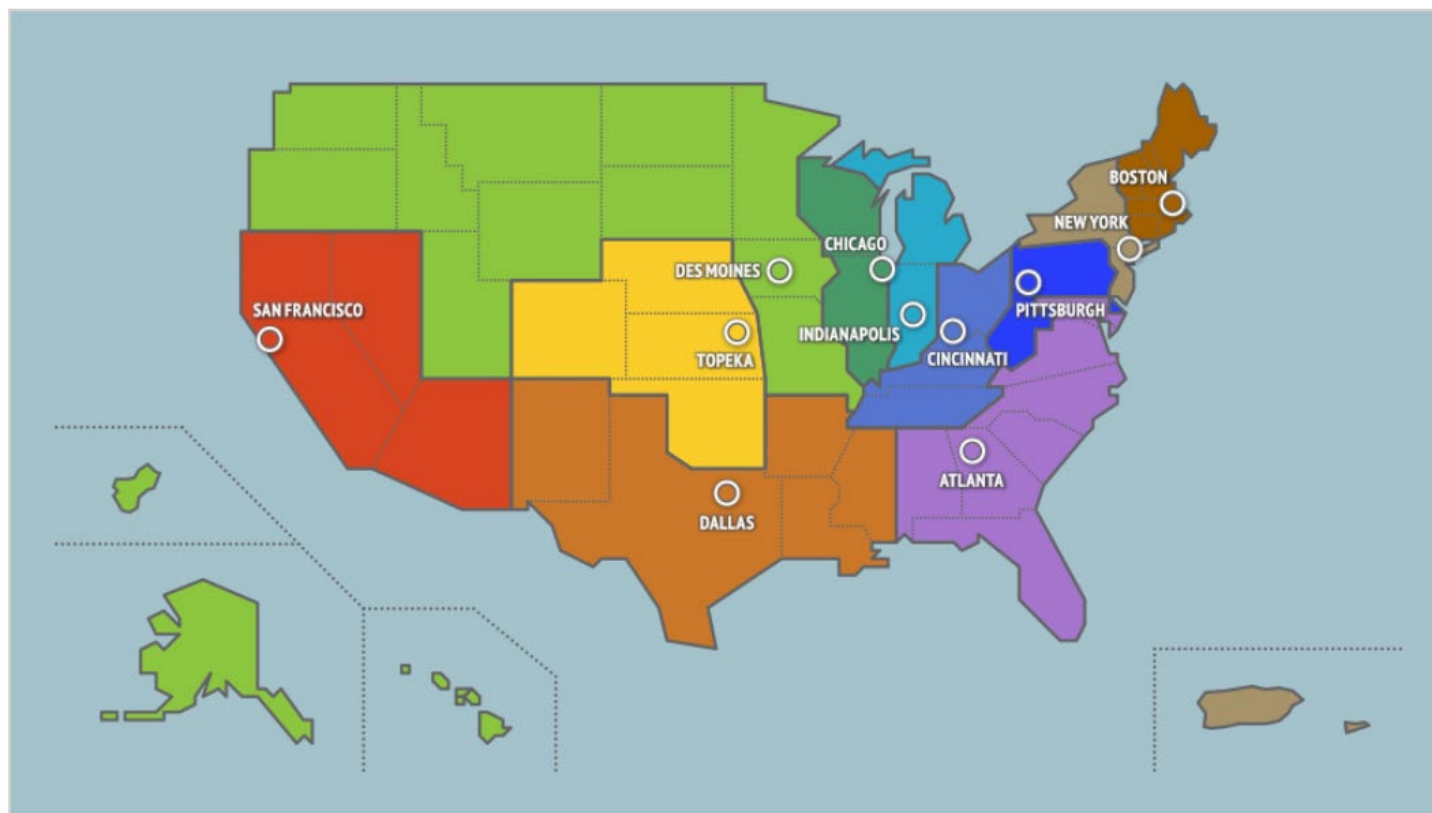
OVERVIEW

- Cooperatives created by Congress in 1932
- 11 regional banks with over \$1 trillion in total assets
- Member owned – only members can access products/services
- Each FHLBank independently managed
- 10% of yearly net earnings from each bank are reinvested into communities

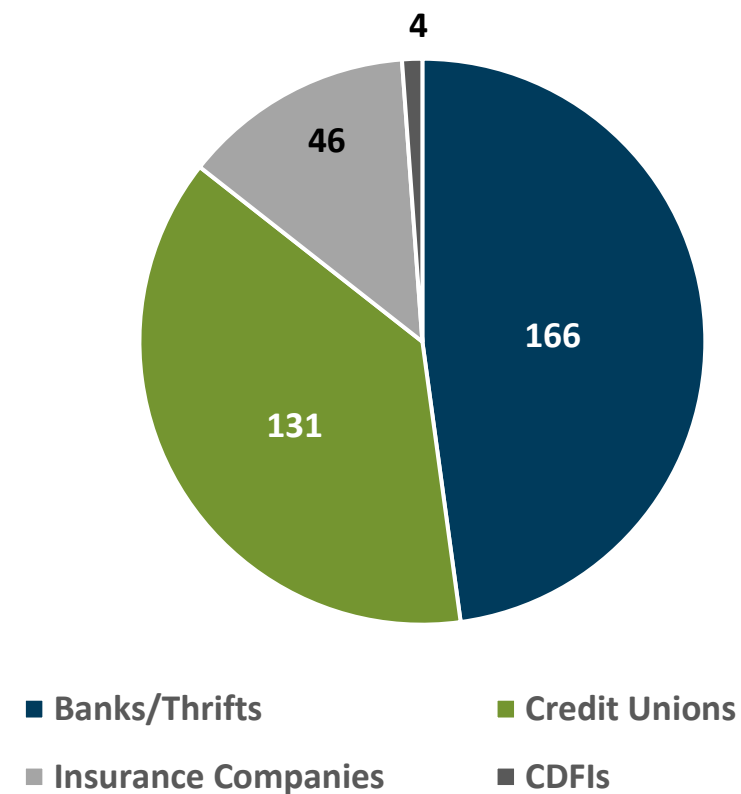


Where are we?

FEDERAL HOME LOAN BANK SYSTEM

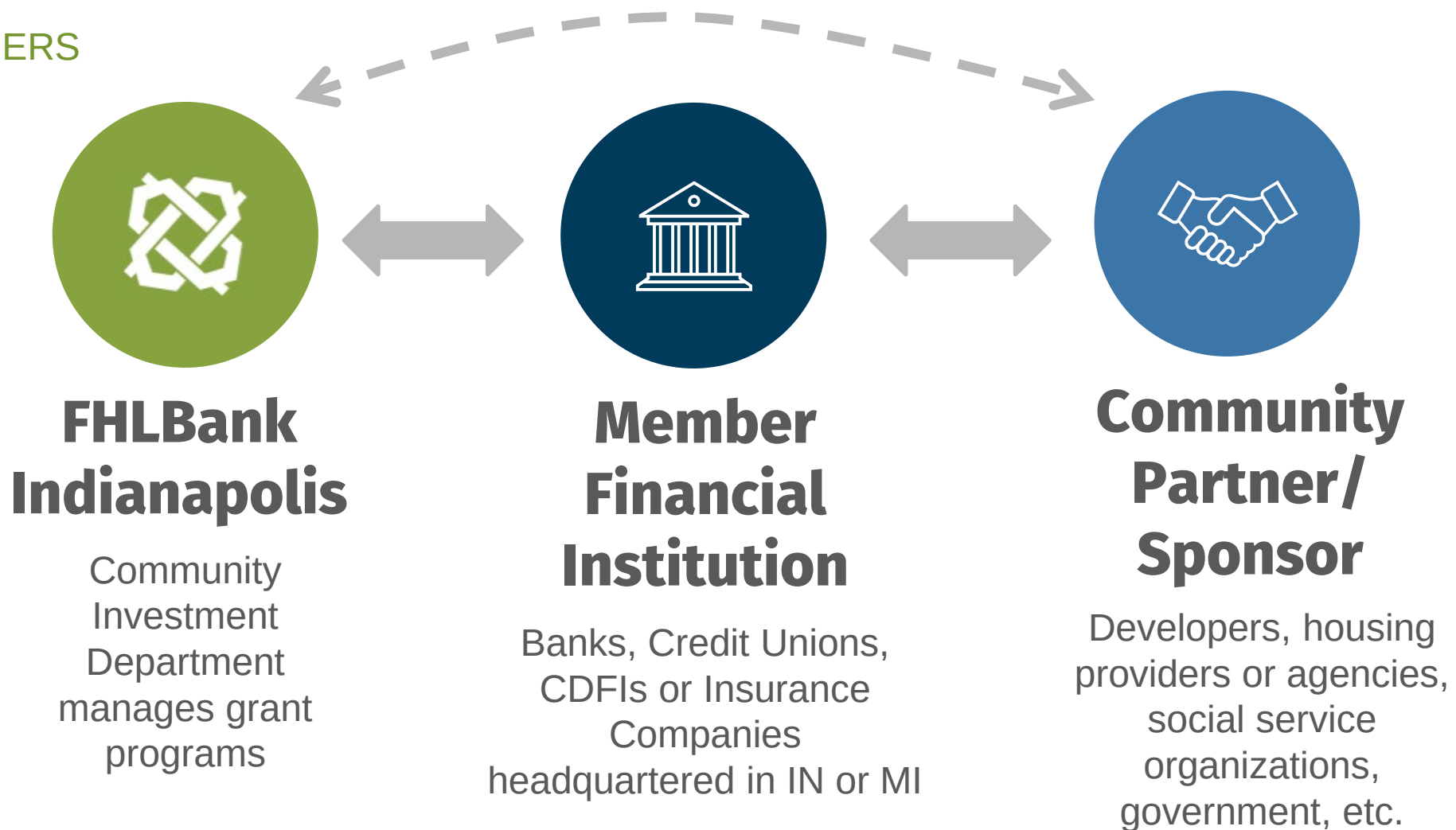


FHLBI MEMBERSHIP AS OF 12/31/22

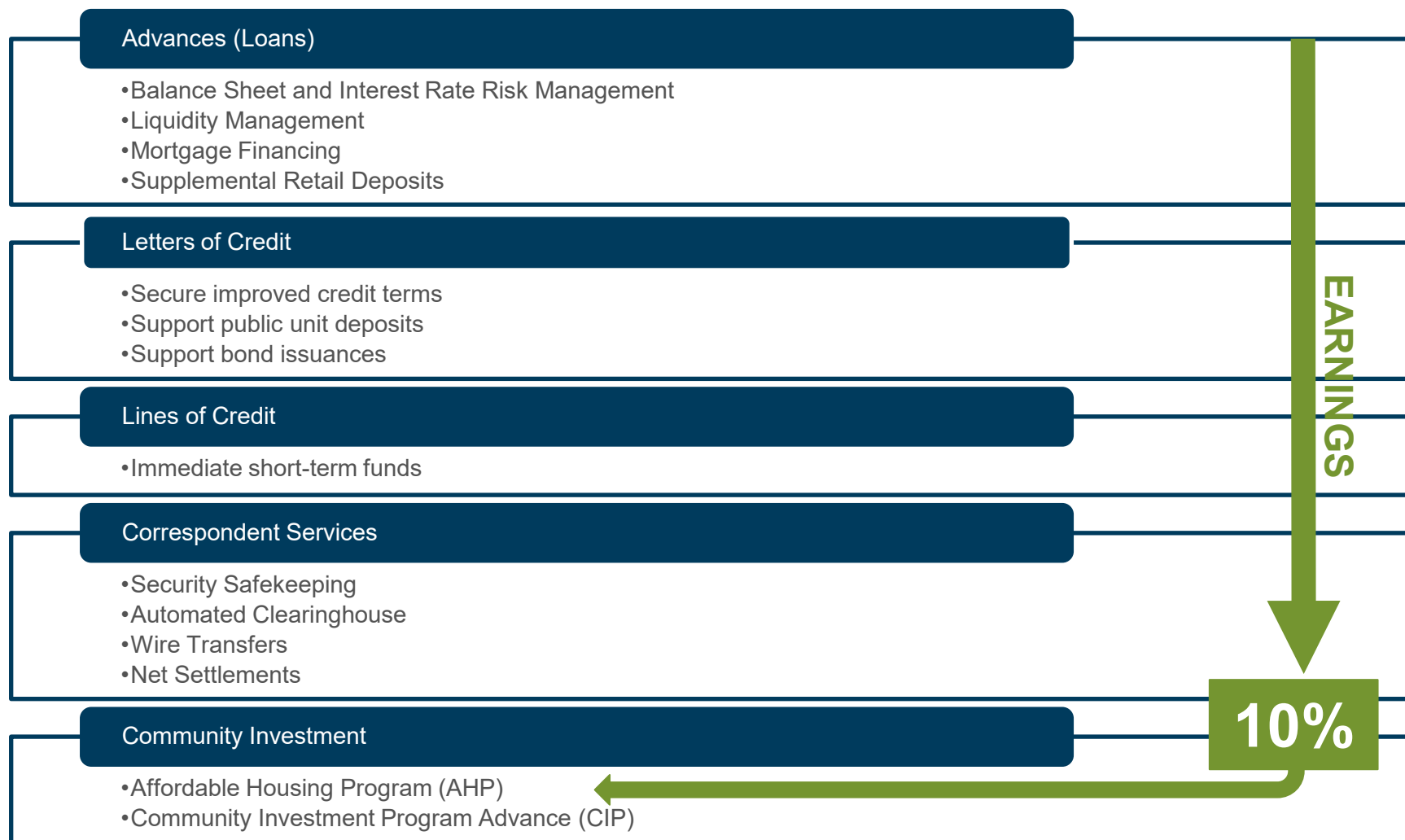


Partnerships are Essential

KEY PARTNERS



Products for Structured Solutions



Stepping Up

COMMITTING 25% MORE FUNDING

The logo features the words "Stepping Up" in a large, blue, sans-serif font. The word "Up" is stylized with a green bar chart graphic integrated into the letter 'U'. A green line with a dot at its base extends from the dot and curves upwards and to the right, ending in an arrowhead. Below "Stepping Up" is the phrase "COMMUNITY INVESTMENT" in a smaller, grey, all-caps, sans-serif font.

Stepping Up

COMMUNITY INVESTMENT

Community Investment Programs

2023 FUNDING

Affordable Housing Program (AHP)



General Allocation
\$12.9M

+

Stepping Up
\$2.5M

Total Allocation
\$15.4M

Homeownership Initiatives



General Allocation
\$6.9M

+

Stepping Up
\$1.3M

Total Allocation
\$8.3M

Elevate Small Business Grant Program



Original Allocation
\$500,000

+

Stepping Up
\$200,000

Total Allocation
\$700,000

Minority Down Payment Assistance Grant



NEW Offering
Coming this Fall!

Stepping Up
\$500,000

Total Allocation
\$500,000

CIP Advance



Target Allocation
\$150M

Community Spirit Award

CONGRATULATIONS TO OUR 2022 COMMUNITY CHAMPIONS



Celeste Spivey

VP, Community Development and CRA Officer

ChoiceOne Bank

Sparta, MI



Becca Murphy

VP, Affordable Lending

Merchants Bank of Indiana

Carmel, IN

Community Investment Workshop Webinars

VISIT OUR WEBSITE TO VIEW THESE RECORDINGS



Homeownership
Initiatives

FEBRUARY 28
LIVE WEBINAR



Affordable
Housing

MARCH 3
LIVE WEBINAR



Community and
Economic Development

MARCH 6
LIVE WEBINAR

RECORDINGS CAN BE FOUND AT WWW.FHLBI.COM/CIDTRAINING

Community Investment In-Person Networking Workshops



REGISTER AT [FHLBI.COM/RESOURCES/EVENTS](https://fhlbi.com/resources/events) & JOIN US IN PERSON!

MAR 14

COMMUNITY INVESTMENTS

**Indiana
Community Investment
Networking Workshop**

The bottom of the poster features the FHLBank Indianapolis logo, which consists of a stylized 'F' and 'B' intertwined, and a green icon of two hands shaking.

MARRIOTT INDIANAPOLIS NORTH
10AM – 1PM (LUNCH INCLUDED)

MAR 16

COMMUNITY INVESTMENTS

**Michigan
Community Investment
Networking Workshop**

The bottom of the poster features the FHLBank Indianapolis logo, which consists of a stylized 'F' and 'B' intertwined, and a green icon of two hands shaking.

LANSING COMMUNITY COLLEGE
10AM – 1PM (LUNCH INCLUDED)

Elevate Small Business Grant

PROGRAM DETAILS

March 6, 2023

Venessa Frost, CID Operations Support Analyst II

Elevate Small Business Grant

Elevate is a competitive grant program that assists the growth and development of small businesses, their workforce, and the communities where they are located

Minimum Qualifications

- Operational for at least 12 months (prior to Aug. 15, 2022)
- Under \$1M in average gross income for 3 years (2020-2022)
- For-profit
- Headquartered in IN or MI

Up to \$20,000 for capital expenditures

- Acquisition or improvements to property
- Equipment, tools and/or machinery
- Workforce development or training costs
- Technology enhancements

Member Participation

Multitude of Benefits

- **Develop and strengthen** partnerships with small business owners, opening doors for future business opportunities
- **Obtain** CRA credit
- **Help** address local pandemic impacts and revitalize main street corridors in your communities
- **Promote** investment activity
- **Fulfill** internal mission-driven initiatives



2019 Award Winner
Anchor Films
Fort Wayne, IN
1st Source Bank

Overview of 2022 Round Stats

166 applications received

- 108 from Michigan; 58 from Indiana
- 45 participating FHLBI members
 - Avg. of 4 apps submitted per Member
- 68% of business's are minority-group owned
- 21 industries represented;
 - Retail, professional services, and food services made up 39% of apps

27 awardees

- 15 from Michigan; 12 from Indiana
- 13 industries represented
- Avg. Gross Income: \$469,306 (2019-2021)
- Avg. time in business: 6.8 yrs.
- Avg. # of employees: 5 (FTE/PTE)

How Small Businesses Apply

Small Business Prepares Elevate Application

Complete the fillable PDF application with narratives

Obtain supporting documentation including 3rd party financials

Sends to FHLBI member for review and vetting

FHLBI Member Reviews and Submits via .GIVES

Review business application and information

Verify financials with 3rd party documentation

Input business data points

Upload Elevate application and supporting documents

Elevate Threshold Review

Initial Application Review Process

Elevate Program Managers complete an initial review to vet the business and grant request

- Applications without supporting documentation will not be considered
- Costs listed in the application must be substantiated
- Business is operational
- Review use of funds to ensure meets program requirements and time frames

Other Program Rules

- One application per business/business owner
- IE: If a person owns 4 businesses, they cannot submit 4 applications.
- No repeat winners; applications submitted by previous awardees will not be considered
- Expenses must be used for that individual business that applied
- No large scale, permanent alterations of a leased space

Application Review

Scoring Considerations

Objective Scoring: based on demographics

- Census tract location (Below 120% AMI)
- 51%+ Minority ownership: Woman, Disabled, Veteran, Race
- Time in business (sliding scale 1-5 years)

Subjective Scoring: based on narrative responses and supporting documentation

- How the grant funds position the business for growth
- Well researched and includes logical metrics regarding financial impact
- Provided supporting documentation for expenses such as quotes, bids, or invoices
- Impact to workforce such as training/development and new hires

**Congratulations, your
partnering small business
received an award!**

So, what's next?



**2021 Award Winner
Tour Michigan dba Mushroom House Tours
Charlevoix, MI
Charlevoix State Bank
Used funds towards the Polaris GEM car
pictured**

Next Steps: Post-Award

- FHLBI emails members a Master Agreement to execute
- Upon return, the Subsidy Agreement will be emailed to the member (signed by member and awardee)
- Fully executed Subsidy Agreement is submitted via .GIVES
- Bank disburses funds to Members CMS account
- Member disburses funds to awardee once proper documentation is submitted
- Reconciliation Report submitted via .GIVES
- Status Report submitted via .GIVES

This information will be posted in the Elevate Program Guide and discussed in detail during the Award Call

Key Dates and Deadlines	
Application Deadline	<i>August 15, 2023</i>
Awards Announced	<i>November 3, 2023</i>
Eligible Expenses	<i>September 1, 2023 to March 31, 2024</i>
Disbursement Deadline (awardee needs to spend entirety of funds)	<i>March 31, 2024</i>

Elevate Wrap Up



**Program
Registration for
members starts
in May**



**Elevate
Applications
will be available
in June**



**Applications
due to FHLBI
via .GIVES:
August 15th**



**Awards
Announced:
November 3rd**

Questions? Email us at Elevate@fhlbi.com

**Check out our Twitter (@FHLBankIndy) & LinkedIn pages
for Elevate Awardee spotlights**

Thank you!

**Questions? Please type them in
the Q&A now.**

FHLBI Member Institutions Only

Scan the QR code to sign up to receive CID Program Info as it becomes available



Community Mentors Program

Build relationships. Learn best practices. Develop strategies.



Megan Coler-Hasser, Community Investment Outreach Partner

March 6, 2023

Community Mentors Program

WHAT IS IT?

A way for community leaders and financial institutions to come together and brainstorm about community economic development solutions

Submit a competitive application to receive:

- One-day event hosted by local community – through FHLBank Indianapolis Member and/or Community Organization
 - Discuss three community topics/challenges
 - Community development experts (mentors) share knowledge and experience
 - Provides community dialogue to address issues
- Leave with strategies and \$10,000 implementation grant



LAKE COUNTY COMMUNITY MENTORS WORKSHOP



10:00am

Welcome

Jean Ishmon, President/CEO
Northwest Indiana Reinvestment Alliance (NWIRA)

Dan Moser, SVP, Loan Portfolio Manager
Peoples Bank

Megan Coler-Hasser, AVP, Community Investment Outreach Partner
Federal Home Loan Bank of Indianapolis

10:30am

Land Bank Presentation

Nicholas Hunot, Ph.D., Senior Real Estate Manager
Renew Indianapolis

11:00am

Affordable Housing Presentation

Jason Friedmann, Associate Director of Public-Private Partnerships
City of Detroit

11:30am

Boxed Lunch

12:30pm

Minority Small Business Support Presentation

Matthew Wagner, Ph.D., Chief Program Officer
Main Street America

1:00pm

Breakout Session: Potential Lake County Strategies

- Land Banking
- Affordable Housing
- Minority Small Business Support

2:00pm

Report Out to All Workshop Participants

2:45pm

Closing Remarks

Dr. Sharron Liggins, Executive Director
Continuum of Care Network of NWI

MARQUETTE COUNTY ECONOMIC RESILIENCY WORKSHOP



2:00pm

Welcome

Anna Shires, Federal Home Loan Bank of Indianapolis
Roxanne Daust, Range Bank

2:10pm

Marquette County Economic Resiliency Update

Dotty LaJoye, Central Upper Peninsula Planning and Development (CUPPAD)
Sarah Lucas, Lake Superior Community Partnership

2:25pm

Breakout Sessions: Marquette County Challenges

- Identifying local barriers for economic recovery
- Building an economic resiliency coalition
- Local broadband infrastructure

2:45pm

Identifying Local Barriers

Rob Grunewald, Community Development and Engagement, Federal Reserve Bank of Minneapolis

3:05pm

Building an Economic Resiliency Coalition

Jennifer Bruen, Center for Community and Economic Development, Michigan State University

3:25pm

Local Broadband Deficiencies and Opportunities

Eric Frederick, Connect Michigan

3:45pm

Workshop Break

4:00pm

Breakout Sessions: Potential Marquette County Strategies

- Identifying local barriers for economic recovery
- Building an economic resiliency coalition
- Local broadband infrastructure

4:20pm

Report Out to All Workshop Participants

4:35pm

Closing Remarks

Dotty LaJoye, CUPPAD
MaryBeth Wott, Federal Home Loan Bank of Indianapolis



Community Mentors Program

WHAT IT TAKES?

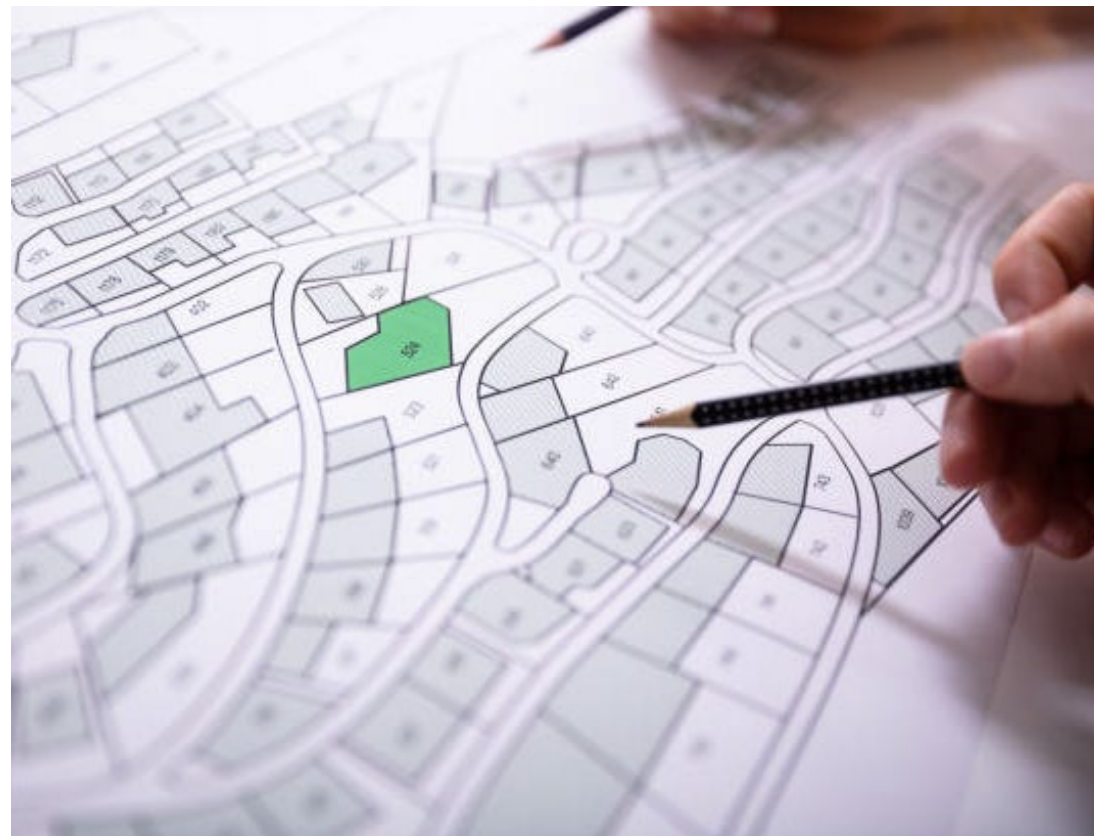
- ✓ Lead Partner:
 - FHLBank Indianapolis Member
 - Local unit of government
 - Community foundation
 - Nonprofit organization
- ✓ IN or MI Community:
 - Neighborhood
 - Multi-neighborhood
 - City, Multi-City
 - County
 - Region
- ✓ Three topics to address: Specific to your community
Examples include, but not limited to:
 - Blight elimination
 - Land banking
 - Coalition building
 - Market attraction;
 - Rural resources
 - Owner-occupied rehab
 - Housing – affordable, workforce or market-rate
 - Placemaking
 - Land use issues



Community Mentors Program

A COMPETITIVE SUBMISSION

- ✓ Community Stakeholders
 - Existing working group that convenes regularly
 - Maximum of 50 attendees
- ✓ Event Space
 - Recommendation of accommodating event space
- ✓ Plan for Implementation Funding
 - Group identified to ensure grant funding is used
 - Examples include, but not limited to:
 - Developing a community plan
 - Hiring a consultant
 - Project identified in previous plan
 - Initiative identified at Community Mentors event



Community Mentors Program

PAST DISCUSSIONS

- Small Business Support
- Land Banks
- Economic Resiliency
- Community Healing
- Small Wins in Planning Process
- Housing Resources
- Rural Community Resources
- Zoning & Jurisdictional Tools
- Blight Elimination
- Specific Land Use Issues
- Redevelopment Opportunities
- Community Leadership Development
- Missing Middle-Income Housing
- Broadband Access



Community Mentors Program

TIMING FOR 2024 EVENTS

September 1, 2023

Materials released for 2024 Application

November 15, 2023

Applications due from Members or Community Organizations

December 15, 2023

Two communities selected for 2024(1 in Michigan and 1 in Indiana)

Spring-Fall 2024

Community Mentors events hosted

December 31, 2024

Share results from \$10,000 implementation funds



Community Mentors Program

QUESTIONS

Megan Coler-Hasser
Community Investment Outreach Partner –
Indiana
mcoler@fhlbi.com

Anna Shires
Community Development Outreach Partner –
Michigan
ashires@fhlbi.com



www.fhlbi.com/communitymentors

Thank you!

**Questions? Please type them in
the Q&A now.**

Community Investment Program

LENDING SOLUTIONS FOR MEMBERS
AND THEIR COMMUNITIES

March 6, 2023

Presented by: Rori Chaney, CID Manager

Community Investment Program (CIP)

Advances and Letters of Credit for Qualified Projects



FHLBank Indianapolis' Lowest Cost of Funding

- Pricing equals our cost of funding plus a small administrative fee;
- Offering flexible terms to assist with your lending needs:

Variable and Fixed Rates, up to 25-year amortization*;

- No additional collateral or stock requirements
- Rates provided by our Credit Desk

Community Investment Program



HOW CAN MEMBERS USE THESE FUNDS?

Provide Financing for Housing

Including:

Owner Occupied Housing

Multi-family Housing

Provide Financing for Economic Development

Including:

Commercial Customers

Municipal Projects

Community Investment Program



OWNER-OCCUPIED HOUSING - QUALIFICATIONS

- Mortgages originated within 182 days of borrowing CIP funds (and within prior 90 days)
- Household incomes must be \leq 115% AMI based on address of home
- **Required Documentation:** List of originated mortgages



Community Investment Program



RENTAL HOUSING - QUALIFICATIONS

- Rents charged for 51% of units considered affordable:
 - Using incomes of $\leq 115\%$ AMI, rents do not exceed 30% of monthly income
- If project is income restricted, 51% of units must be designated for incomes $\leq 115\%$ AMI
- Required Documentation: Rent Roles

AHP projects
easily qualify for
CIP products!



Community Investment Program



ECONOMIC DEVELOPMENT PROJECTS - QUALIFICATIONS

There are three ways for economic development projects to qualify:

Qualifying Category #1:

Qualify as a small-business using SBA standards

-Using NAIC codes for industry: # of employees or amount of revenue



Community Investment Program



ECONOMIC DEVELOPMENT PROJECTS - QUALIFICATIONS

Qualifying Category #2:

Add or retain jobs with qualifying pay:

- Urban location, 51% of jobs provide pay \leq 100% of AMI for location
- Rural location, 51% of jobs provide pay \leq 115% of AMI for location

Required Documentation: CIP Jobs Form



Community Investment Program



ECONOMIC DEVELOPMENT PROJECTS - QUALIFICATIONS

Qualifying Category #3:

Provide services and benefits to a qualified area:

- Low-income area based on % of residents below AMI
- Targeted Area, such as:
 - Empowerment Zones/Brownfield Area/Enterprise Zones
- Urban or Rural area below certain AMI levels



Community Investment Program



FORMS AND DOCUMENTS

Visit the Bank's website to learn about the CIP application process, plus:

- .GIVES User Registration and Guides
- Homeownership Information Form
- Rental Information Form

[NAICS Code Identification](#)

[SBA Size Standards Tool](#)

HOME > COMMUNITY DEVELOPMENT > COMMUNITY INVESTMENT PROGRAM



Products & Services - About - Resources - Member Support -

Careers Contact Us Logins -



COMMUNITY INVESTMENT PROGRAM

Helping strengthen communities through reduced-rate lending products for qualified projects.

Community Investments Program (CIP) advances and letters of credit are a cost-efficient way for FHLBank Indianapolis members to borrow long-term funds to support local economic development. CIP advances have been used to support affordable housing developments, commercial economic development and mixed-use developments.

By pricing the advances at the cost of funds for similar maturities plus an administrative fee, CIP can be a powerful tool for economic growth. These funds can be structured as either variable or fixed rate, with terms as long as 20 years with a variety of amortizations. They are made on a secured basis only, with collateral requirements consistent with those on all FHLBank Indianapolis credit programs. Prepayment fees may also apply.

Program Qualifications

To qualify for CIP funding, any one of the following criteria must be met:

COMMUNITY DEVELOPMENT

Community Investment Program (CIP)

Community Catalyst Training Program

Community Mentors

Community Spirit Award

Elevate Small Business Grants

Disaster Relief Program (DRP)

CIP Application Process

1. Register for user credentials in the CIP module in FHLBI.GIVES (forms on website)
2. Enter the project application information and submit to FHLBI
3. Community Investments Dept will qualify the application for CIP funding
4. The Credit Desk is notified of the CIP qualifying application and issues a commitment on the member's profile within their Advances system
5. Member is notified via FHLBI.GIVES email that the project has been approved for CIP pricing.
6. Member contacts the FHLBI Credit Desk when they want to use their CIP commitment/funding
 1. Rates can be found on MemberLink or by calling the Credit Desk
7. Member submits supporting documents in FHLBI.GIVES (if applicable)

Application Submissions

Now Completed in FHLBI.GIVES

FHLBI.GIVES

Community Investment Program

Elevate: Small Business Grant

All applications for both programs will be submitted online at:
FHLBI.GIVES

Thank you!

**Questions? Please type them in
the Q&A now.**

LIVE Q&A

Please use the Q&A button to submit questions.



Chat



Raise Hand



Q&A

Thank You!

TODAYS MEETING WAS RECORDED AND
WILL BE POSTED TO OUR WEBSITE.

WWW.FHLBI.COM/CIDTRAINING