

Florida Credit Union Real Estate Network Meeting

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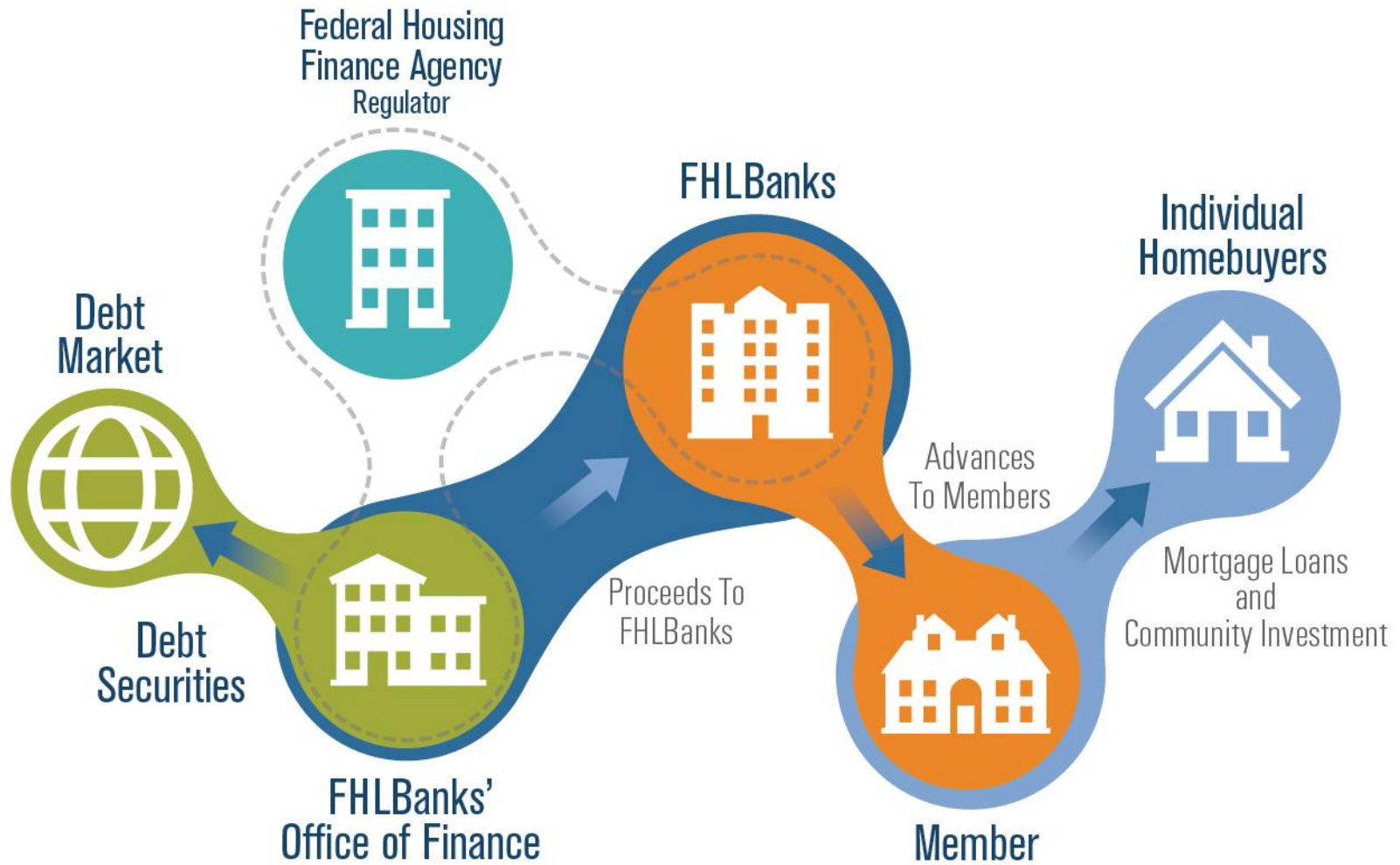
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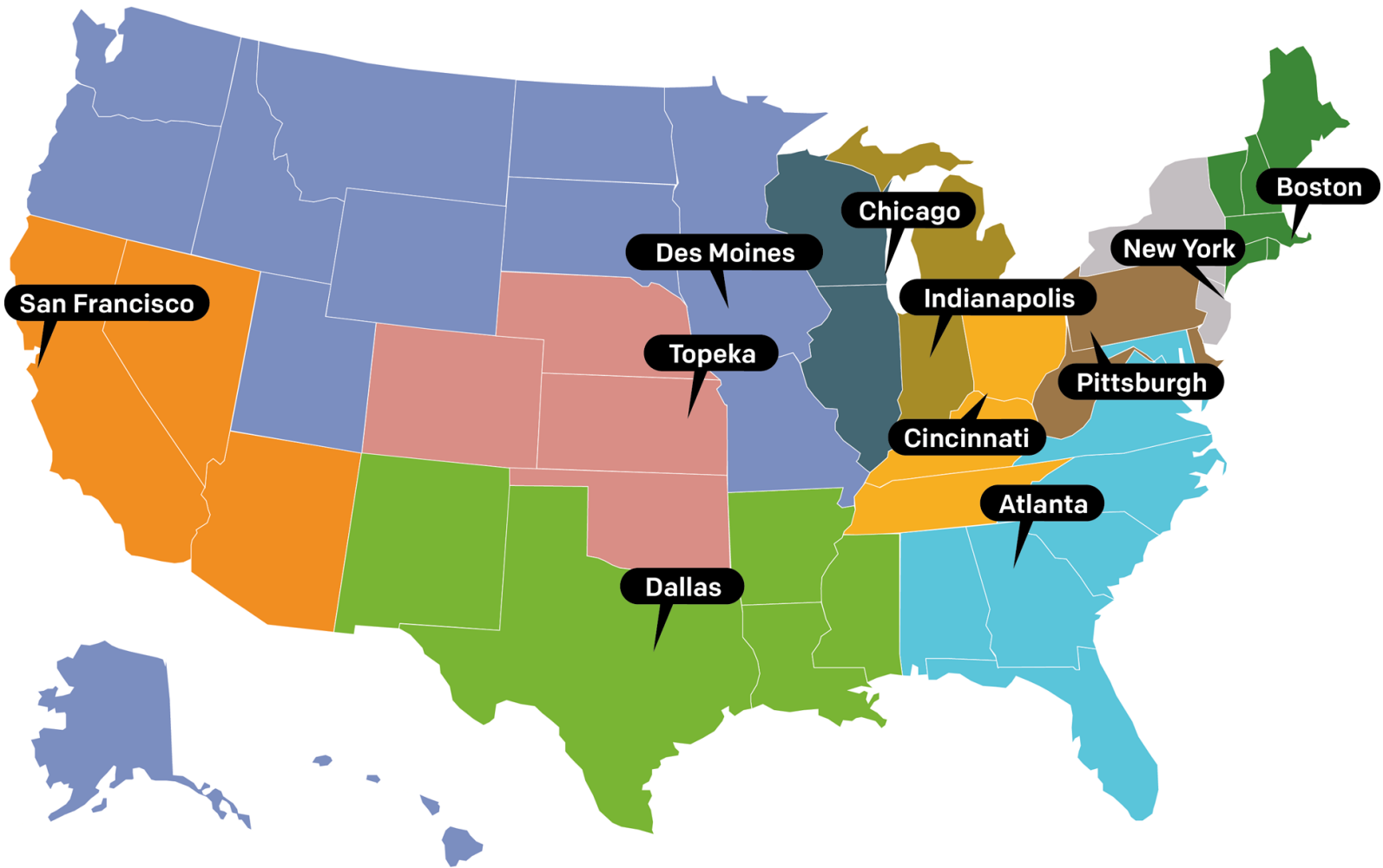
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FHLBank System: Over 80 Years of Helping Institutions Grow and Prosper



FHLBank System: Over 80 Years of Helping Institutions Grow and Prosper



FHLBank Atlanta Overview

Membership Benefits

Reliable Source of Liquidity

Low-Cost Funding

Tools for Balance Sheet & IRR Management

Support Business Development & Lending Goals

One-on-One Relationships & Educational Opportunities

Shareholders Served

Commercial Banks

Credit Unions

Savings Banks

Insurance Companies

CDFIs

Products Offered

Advances

Letters of Credit

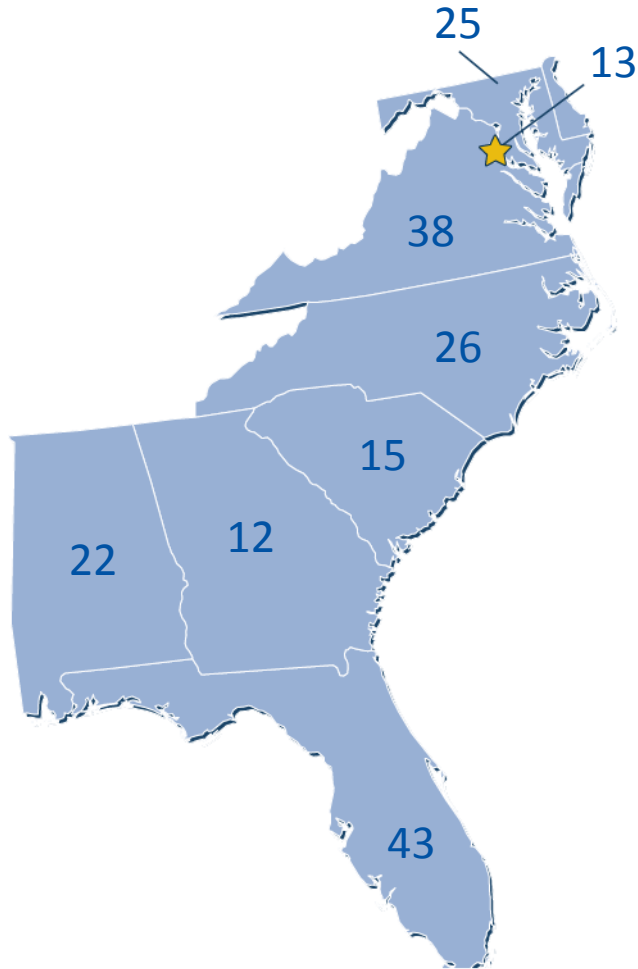
Strategic Mortgage Products

Affordable Housing Products

Safekeeping & Cash Management Services

Credit Union Membership Overview

Membership and Advances by State as of 12/31/2015



Alabama **\$293million**

District of Columbia **\$73 million**

Florida **\$1.4 billion**

Georgia **\$56 million**

Maryland **\$497 million**

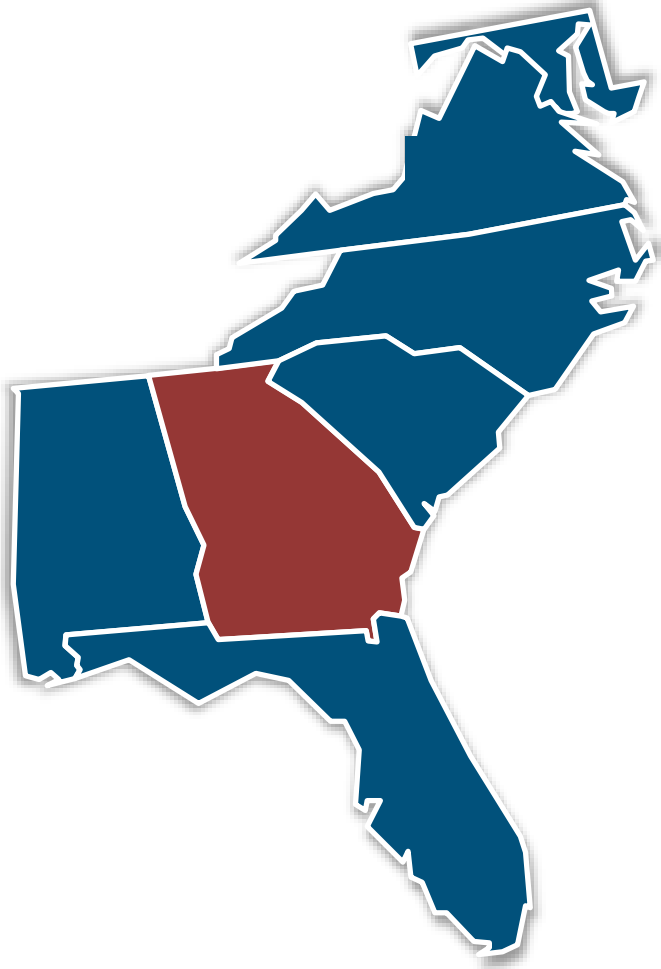
North Carolina **\$560 million**

South Carolina **\$580 million**

Virginia **\$17.8 billion**

FHLBank Atlanta: Who We Are

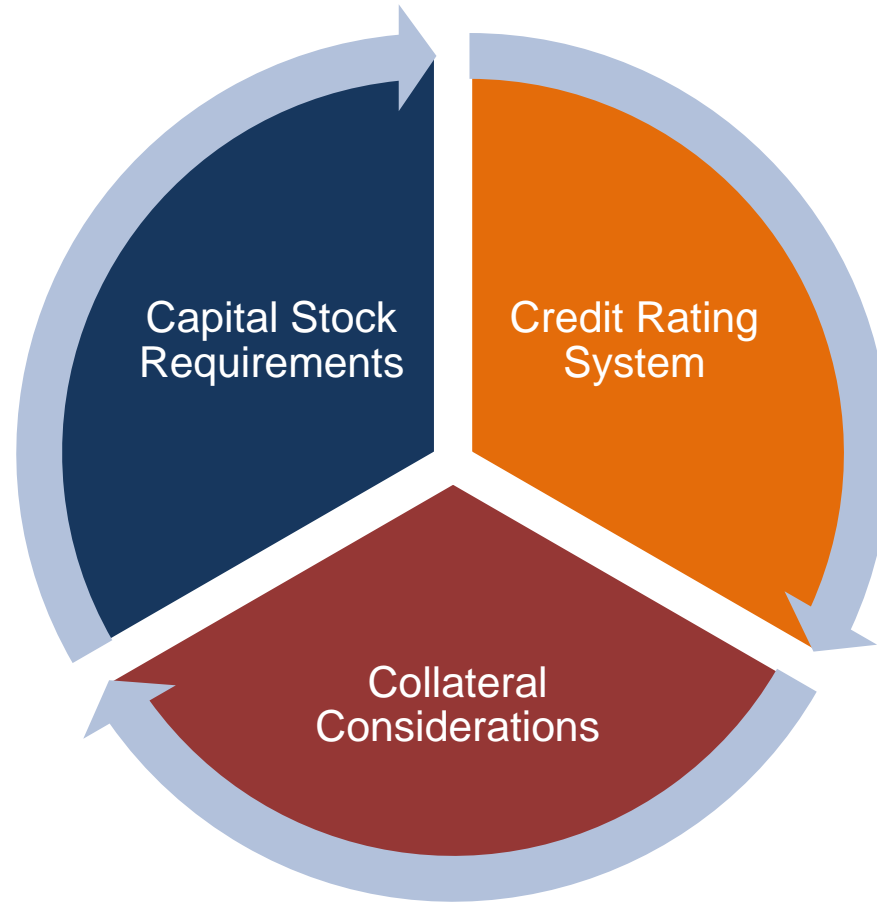
Contributing to Our Shareholders' Success as Their Trusted Advisor



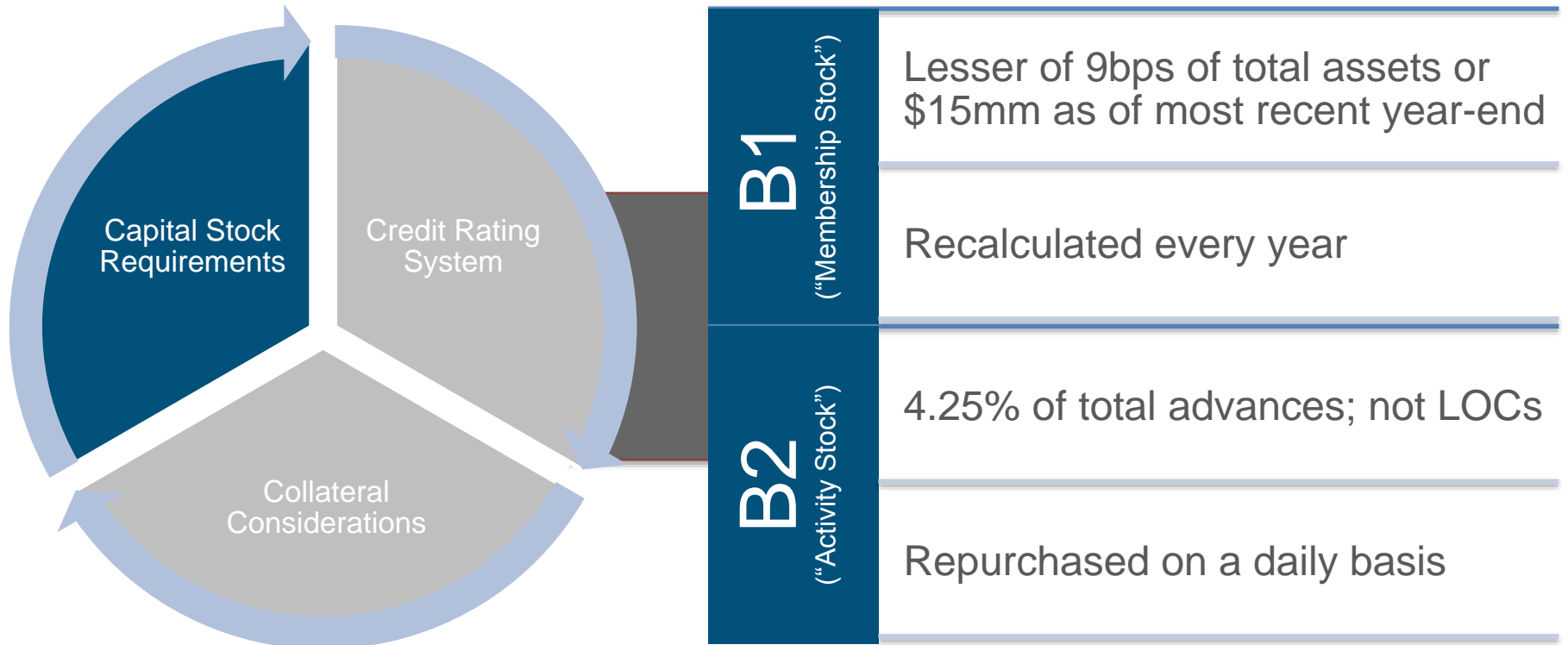
- **Total Assets: \$139.7 billion**
- **Total Advances (loans): \$102.2 billion**
- **First Quarter 2016 Dividend: 4.87%**
- **Total Membership: 946 institutions**

How We Work Together:

Doing Business with FHLBank Atlanta

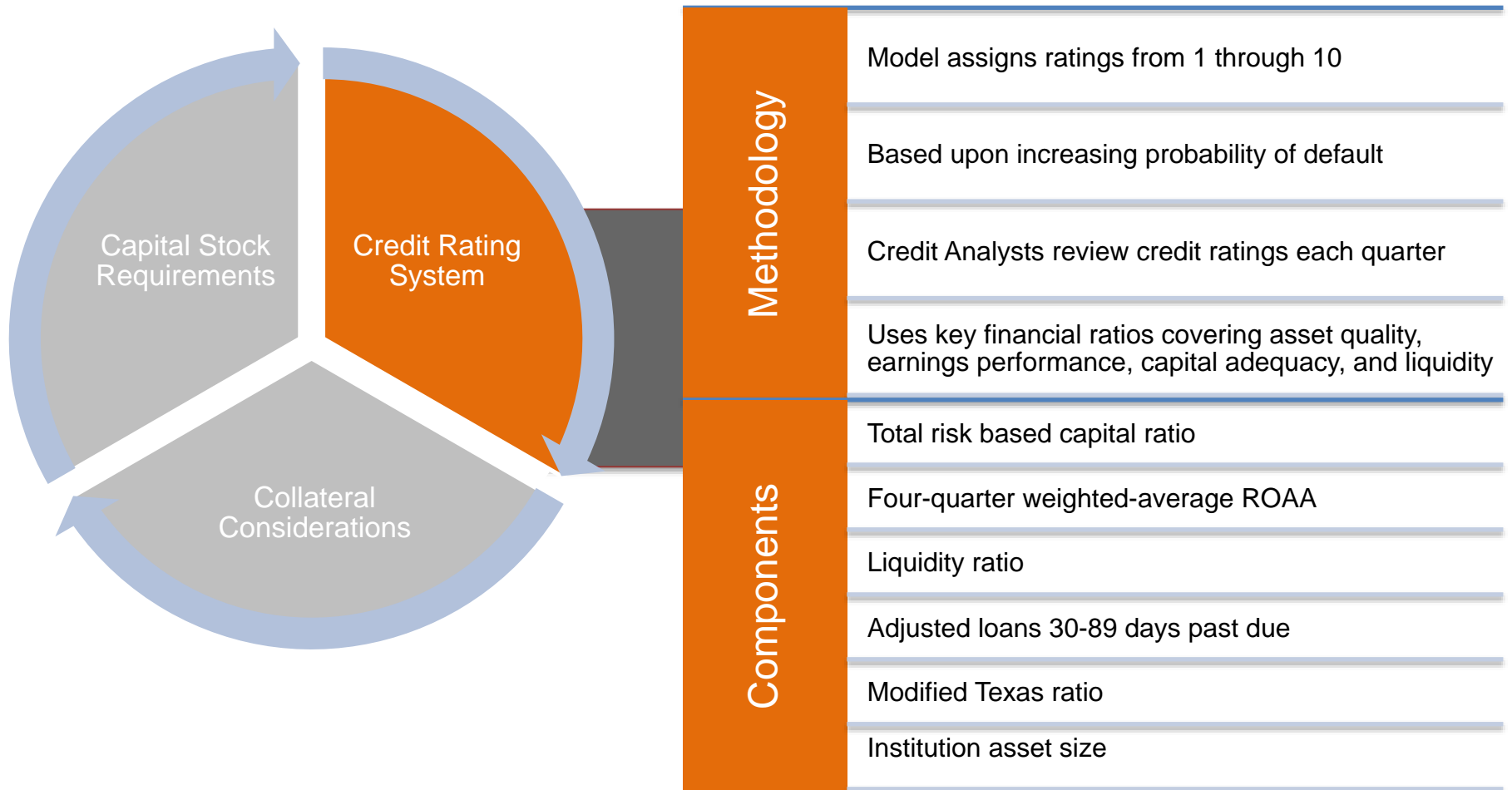


Doing Business with FHLBank Atlanta: Capital Stock Requirements



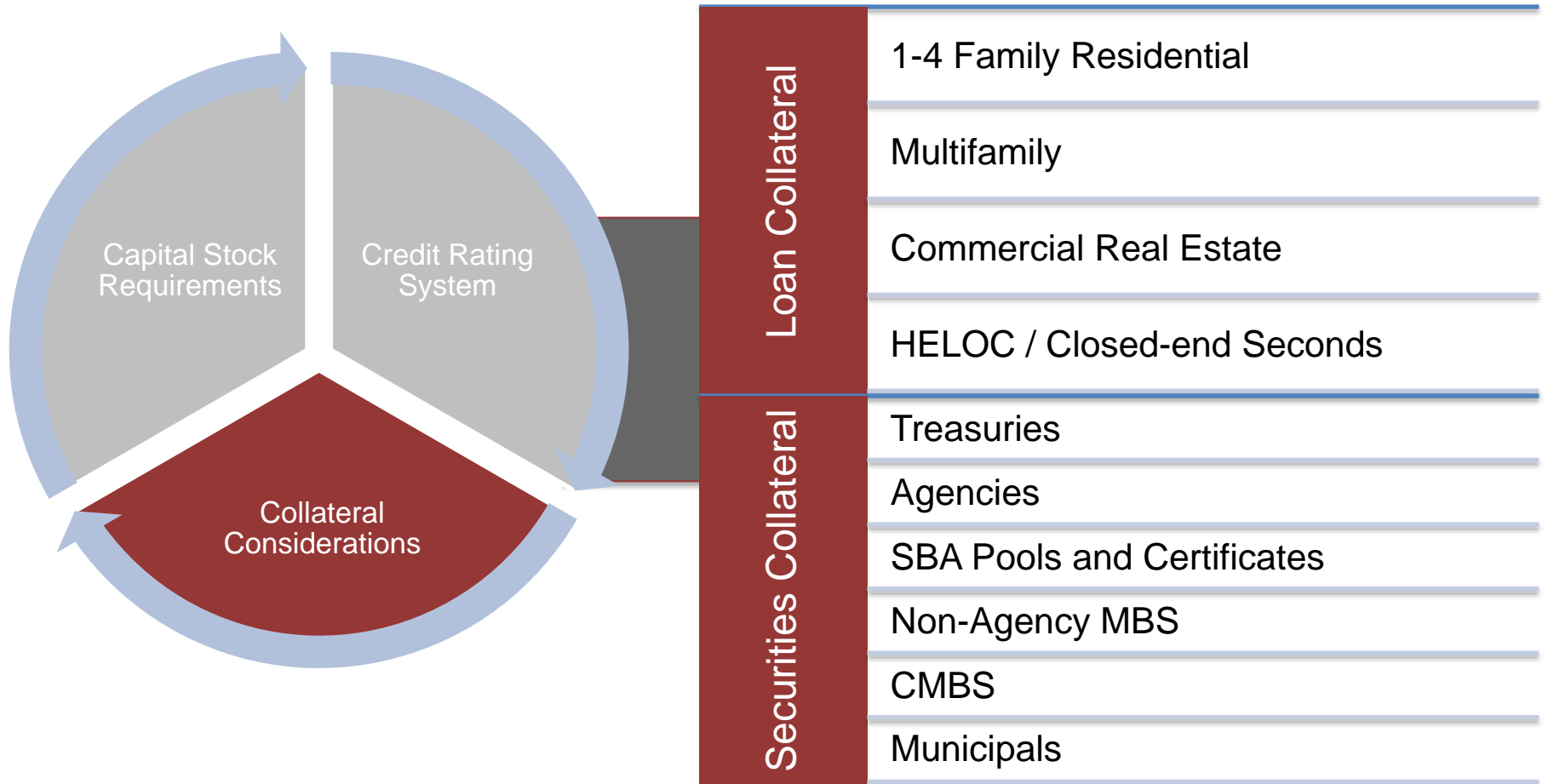
Doing Business with FHLBank Atlanta:

Credit Rating System



Doing Business with FHLBank Atlanta:

Collateral Considerations



Doing Business with FHLBank Atlanta:

Value Enhancement from a Collateral Perspective

- Coordinated efforts between Sales and the Collateral groups helped shareholders increase collateral capacity:

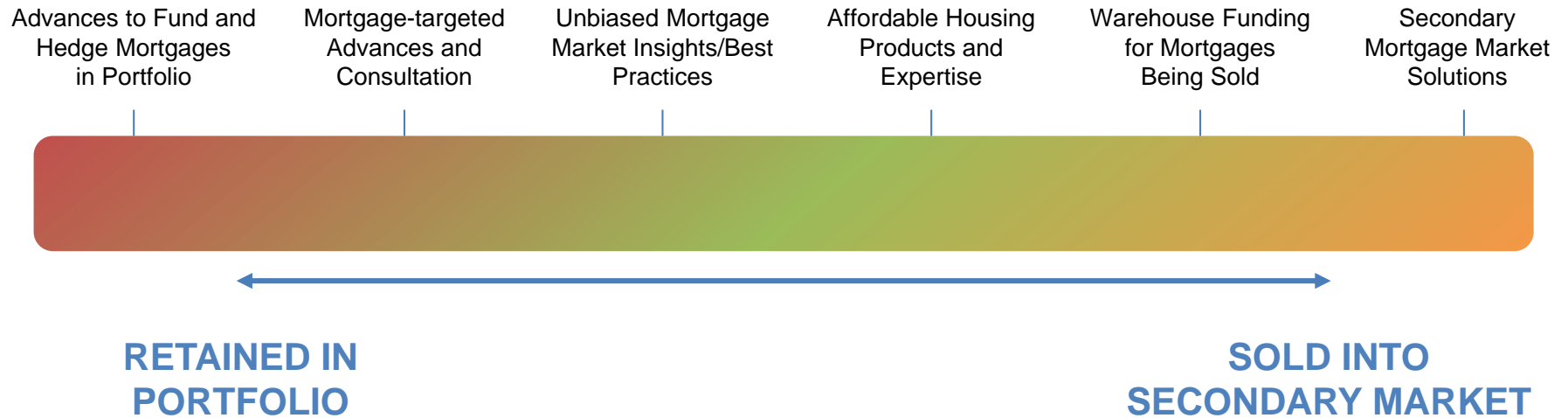


- In addition, the Collateral group has:
 - Added municipal securities as an eligible security type
 - Executed a bank-wide strategic initiative to help shareholders identify additional means of increasing capacity
 - Revamped residential collateral valuations to more accurately reflect higher value loan portfolios

FHLBank Atlanta Products

Mortgage Solutions

FHLBank Atlanta's Spectrum of Mortgage Support



Secondary Marketing Solutions: Mortgage Partnership Finance® (MPF®) Program

What is the MPF Program?

- A mortgage purchase program designed for small and mid-sized FHLBank shareholders
- Created in 1997 by FHLBank Chicago, but has grown into a national correspondent platform
- Has evolved into a suite of portfolio and secondary market-eligible products
- Launched **MPF Xtra®** product for conventional conforming mortgages in 2008
- Launched **MPF® Government MBS** (government insured/guaranteed mortgages) and **MPF® Direct** (jumbo mortgages) in 2015

MPF Xtra Snapshot



Overview

- Shareholder sells eligible conventional/conforming mortgages via FHLBank Atlanta to FHLBank Chicago, which concurrently resells them to Fannie Mae
- What makes MPF Xtra different from other options?
 - Access to the secondary market at cooperative pricing levels
 - Puts you in control of underwriting, process flow, and delivery/funding timeline
 - Virtually no eligibility overlays
 - Greater flexibility and scalability, with multiple selling and servicing options

MPF Government MBS Snapshot



Overview

- Shareholder sells eligible government guaranteed/secured mortgages via FHLBank Atlanta to FHLBank Chicago, which securitizes them and issues Ginnie Mae securities
- What makes Government MBS different from other options?
 - Puts you in control of underwriting, process flow, and delivery/funding timeline
 - Access to full Ginnie Mae product suite with virtually no eligibility overlays
 - FHA, VA, and USDA mortgages are eligible
 - Ability to retain servicing without navigating Ginnie Mae approval process

MPF Direct Snapshot



Overview

- Shareholder sells eligible jumbo mortgages via FHLBank Atlanta to FHLBank Chicago, which concurrently sells them to Redwood Trust
- Provides access to competitively priced fixed-rate jumbo loans with balances up to \$1.5 million
- What makes MPF Direct different from other options?
 - Cooperative negotiating power and pricing levels
 - Greater control of underwriting, process flow, and delivery/funding timeline
 - Greater flexibility, with built-in exception request process
 - Ability to start small – no minimum volume requirements

MPF Program Strategic Vision and Shareholder Benefits



Benefits

- Range of secondary market products at cooperative pricing levels
- No need to manage multiple investor relationships, requirements, and eligibility overlays
- Relationship is with trusted advisor who understands your institution's business and is committed to your long-term success
- The ability to start small with no minimum volume requirements

Scale and Impact



\$672.9 Million

competitive funds awarded to create over 106,000 rental and homeownership opportunities for moderate-, low- and very low-income households since 1990.
AHP Competitive Leverage Ratio – 1:13

\$158.4 Million

funded through AHP Set-aside products and supporting more than 23,000 units since 1997.
AHP Set-aside Leverage Ratio – 1:20

\$7 Billion

low-cost CICA advances supporting community economic initiatives and affordable housing development.

*As of September 28, 2015

Direct Benefits to our Shareholders

- Enables extension of credit
- Reduces loan risk
- Expands customer base
- Stimulates real estate activity
- CRA and compliance friendly
- Magnet to create new relationships
- Equity for difficult to develop/critical deals

Benefits to the Communities, Borrowers, and Real Estate Markets

- Provides capital for difficult to finance, critical transactions
- Stimulates residential construction and stabilizes home prices
- Stimulates economic activity in local markets

Value to Your Business AND Your Community

Affordable Housing Program (AHP)



AHP Competitive – rental and ownership

- New construction/rehabilitation
- Single-family/multi-family
- Acquisition/owner-occupied



AHP Set-aside – ownership only



- First-time Homebuyer Product (FHP)
- Community Partners Homebuyer Product (CPP)
- Foreclosure Recovery Homebuyer Product (FRP)
- Veterans Product Suite (VPP, RVPP, VRP, RVRP)
- Structured Partnership Products (SPP)

- Commercial loan officers
- CRA officers
- Business development officers

- Single-family mortgage loan officers
- CRA officers
- Business development officers

Community Investment Program (CIP)/ Economic Development Program (EDP)

- Discounted advance products for residential or economic development projects

- Commercial loan officers
- CRA officers
- Business development officers

Products: 2016 Homeownership Suite (AHP Set-aside)

Purchase Products

First-time Homebuyer Product (FHP)



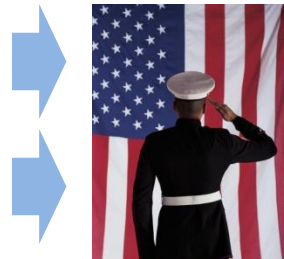
Community Partners Product (CPP)



Foreclosure Recovery Product (FRP)



Veterans Purchase Product (VPP)



Returning Veterans Purchase Product (RVPP)

Rehabilitation Products

Veterans Rehabilitation Product (VRP)



Returning Veterans Rehabilitation Product (RVRP)



Structured Partnership Products

Business Value: Reduce Loan Risk in Transactions

Ownership Example - Transactional Level

Foreclosure Recovery Product (FRP)

Home Sales Price	\$85,000
Member First Mortgage	\$69,336
AHP Grant funds	\$15,000
Homebuyers Matching funds (4 to 1)	\$3,500
Sellers contribution	\$0
Closing Costs	\$2,836
Member LTV (First Mortgage/Sales Price)	81.6%
Member LTV without AHP Grant Funds (First Mortgage/Sales Price)	99.2%

Returning Veterans Purchase Product (RVPP)

Home Sales Price	\$128,000
Member First Mortgage	\$117,687
AHP Grant funds	\$10,000
Homebuyers Matching funds (\$0)	\$0
Sellers Contribution	\$0
Closing Costs	\$7,680
Member LTV (First Mortgage/Sales Price)	91.9%
Member LTV without Grant funds (First Mortgage/Sales Price)	99.8%

Key Takeaways

- The FHLB system has been around since 1932 and weathered all economic events (depressions, recessions, wars, etc).
- Credit Unions became eligible to join by FIRREA Act of 1989
- Most large credit unions are members, but more credit unions of all sizes are joining and understanding the benefits of having the FHLBank Atlanta as a strategic and trusted advisor.
- While the Fed Discount Window and CLF are choices for emergency liquidity (mandatory if assets > \$250M), the FHLBank Atlanta offers liquidity and balance sheet management options for the short, medium and long-term, as well as emergencies.
- All FHLBs are subject to yearly examinations by their regulator, the Federal Housing Finance Agency (FHFA).
- The structure of FHLBs use the same model as the credit union industry, cooperatives run by a Board of Directors voted in by shareholder institutions.



Questions?

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