



THE HOUSING FUND FY 19/20 IMPACT REPORT



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thehousingfund.org



Year in Review

Strategic Highlights

The effects of the March tornado throughout Nashville prompted us to repurpose existing resources to create **The Power of 10**, an initiative to put capital into the hands of our clients as quickly as possible. The initiative was soon expanded to serve clients affected by the pandemic.

Financial Highlights

We have pursued new capitalization strategies to meet our financial goals and expand our presence in the community. New strategic partnerships and a number of grants have increased our ability to leverage our organization's ability to pursue new goals and serve more clients.

Operating Highlights

For our staff, we added a remote working option to our telecommuting policy. Today all staff are working from home and have the capability to carry out most duties remotely.

For our clients, we are providing access to resources as quickly and directly as possible to reduce financial hardship. Short-term financial assistance can help families continue covering their expenses until the broader economy stabilizes.



Marshall E. Crawford, Jr.
President & CEO

Programmatic Summary

Closed Development Loans

- 16 units of new teacher housing in North Nashville
- 234 affordable housing units in Williamson Co.
- Williams Station - 51 townhouse units
- Manna Café - Community facility providing food distribution to low-to moderate-income families.

Development Lending

311 Units
\$4,770,600 Funded
\$31,274,011 Project Costs

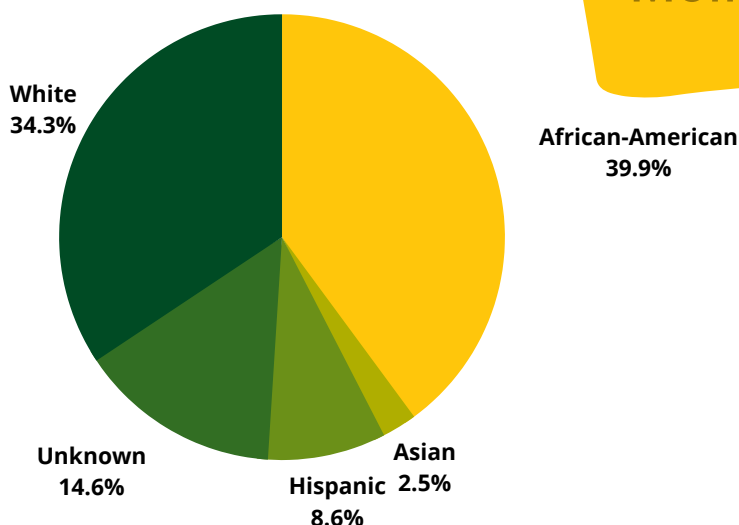
Loan Servicing

1,164 units in portfolio
\$15,550,132 in loans

THF services loans for government entities and financial organizations.

52 loans were purchased from THF.

386 Homeownership Education and Money Management participants



Applicant Race
Total: 198

Consumer Lending

198 Units
\$2,027,604 Funded
\$40,180,956 Leveraged

Technical Assistance:
USDA, THDA, eHome America

Financial Highlights

The Housing Fund provides resources and creative leadership to help individuals and communities create and maintain affordable and healthy places in which low- and moderate-income people live.

Balance Sheet

Total Assets
\$29,964,139

Total Liabilities
\$17,176,853

Total Equity
\$12,787,285

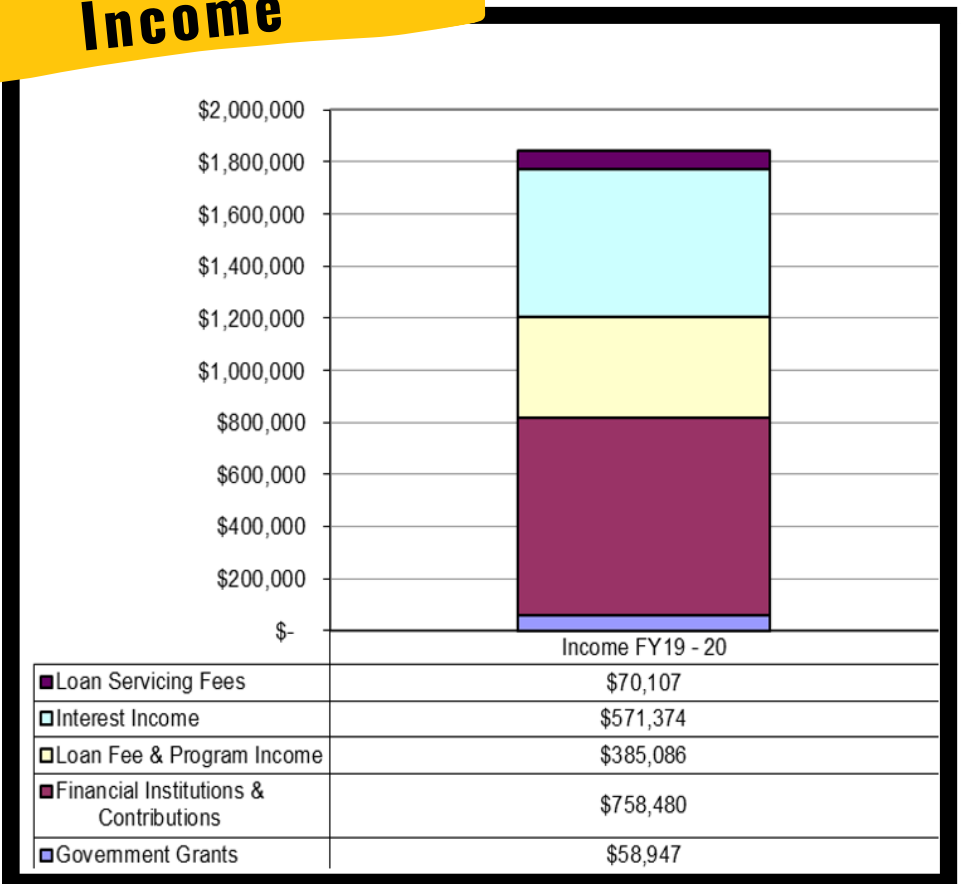
New Capitalization Opportunities

Increased number of strategic partnerships
Created and expanded The Power of 10

Sources of Income

Top Investment Partners

Regions Bank
Suntrust
First Horizon
US Bank
CapStar Bank



The Housing Fund Consumer Lending

Key Partnerships
Pinnacle Bank | Citizens Bank

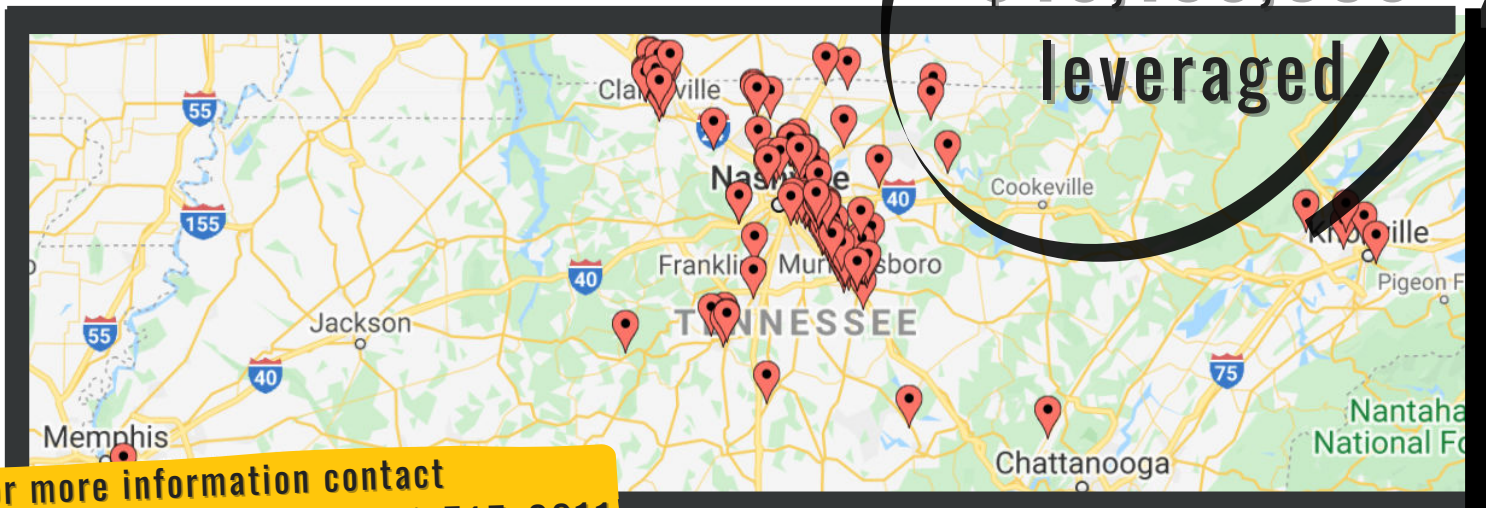
Top Bank:
Pinnacle Financial Partners

386 participants
Homeownership Education &
Money Management

\$2,027,604
Funded

\$31,274,011
total project costs

198 units
\$40,180,956
leveraged



For more information contact
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198 DPA Clients Served
Average DPA Loan \$10,282.06
Average First Mortgage \$202,375

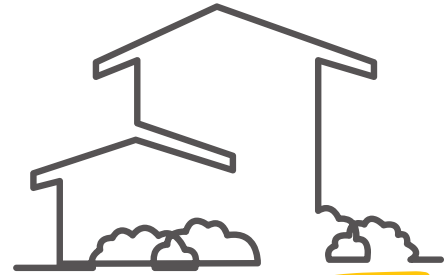
The Housing Fund Community Impact

The best way to make a lasting impact is to help one person at a time.

Power of 10

139 clients served | \$210,402 distributed

This initiative helped community members rebuild, reconstruct and restore their properties after the March 3 tornado. Our goal is to serve 100 families and provide resources to restore 1,000 properties. We have exceeded our goal!
We have served 139 clients to date!



Property after tornado



Property after repairs

Strategic Partners



Westminster Home Connection
Rebuilding Together Nashville
American Red Cross
Catholic Charities
Urban League of Middle TN
Small Business Administration

37208 Community Grant

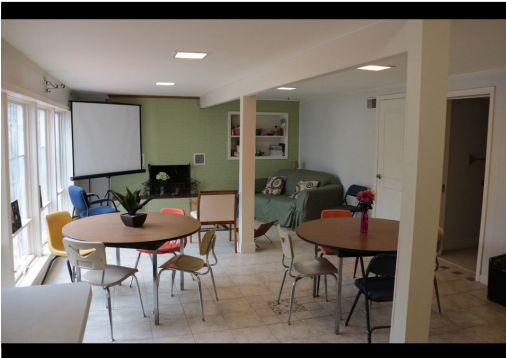
3,017 clients served | \$103,553 infused into community

A donation of \$100,000 funded community grants to help preserve homeownership in the 37208 zip code. Grant recipients were predominately African-American senior citizens. Many were able to replace dangerous flooring, install wheelchair accessible ramps, repair roofs, and rewire their homes.

The Housing Fund Development Lending

In FY 2020, we provided financing for 311 new units and leverage over \$31 Million!

The Housing Fund's Development Loan Program offers development lending to individuals and organizations seeking to build or grow facilities that serve low-to-moderate-income (LMI) communities. With loan programs for pre-development, acquisition and rehabilitation.



We are more than housing, THF is a complete resource to help build a better Tennessee. We can provide financing for your next development project. We offer flexible rates to help you acquire, construct, or rehabilitate your development project.

For more information contact
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