

Fahe

Berea, KY

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ABOUT

IMPACT (FY 2020)

- 4,139 Jobs created or retained
- 76,389 people served
- 301 new homes constructed, 816 homes rehabilitated, 37 rental units (99% low-and-moderate-income)
- \$143 million in total financing secured
- fahe.org

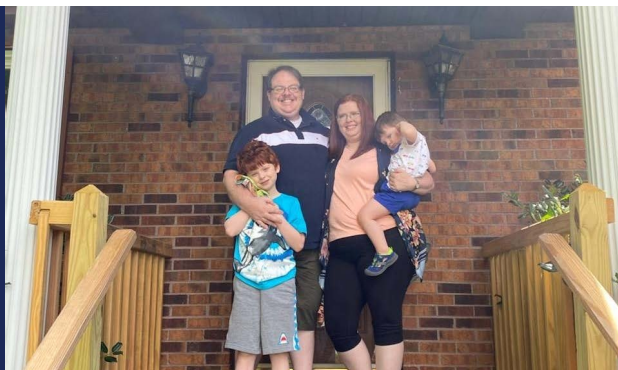
Fahe is building the America Dream. We are a Network of local leaders in Appalachia that builds communities and economies that work. We have cultivated the deepest reaching platform that connects investment to boots on the ground leadership throughout one of the most difficult places to serve in the country. This mission is delivered to our region by our multi-tiered commitments to housing, education, health and well-being, economic opportunity, and well-resourced leadership that create local solutions and lasting impact.

A regional nonprofit & CDFI, Fahe's priority is capital deployment to low-income people & communities. Our target market is KY, WV, VA & TN; we focus on the Central Appalachian regions of each state – areas

that were marked by chronic poverty, high unemployment & economic distress prior to the onset of the pandemic. We provide financial products & services to our Network of 50+ community-based nonprofits, who are small businesses serving 100+ communities.

Fahe operates several lines of business including mortgage lending, community lending, loan servicing, strategic programs/ consulting, and Membership. These enable Fahe to: generate revenue that supports our mission, create a volume of lending/ production that creates benefits from economies of scale, contribute our expertise in collaboration and public/private partnerships to national efforts, and support the establishment of strategic partnerships with the potential to develop scalable solutions and opportunities within and beyond our region.

SUCCESS STORY



STABILITY THROUGH HOMEOWNERSHIP

Jamie Gross, Senior Housing Counselor at Fahe Member People, Inc. recently celebrated with Brandon and Angela Presley and their two sons as they moved into their new home. Thanks to People Inc. and Fahe, the Presleys purchased their first home with a USDA 502 Direct mortgage loan and changed their lives.

People Inc. is a broker with Fahe's Mortgage Division, JustChoice Lending. Participating Members and partners are able to provide access to a wider variety of mortgage products designed for underserved communities while earning a fee which helps to increase their capacity to serve more households.

"I appreciate there are programs designed for people of different incomes who want a home and that low-income people are given a chance to prove they able to afford a mortgage," said Brandon. "Jamie has never left our side. Thanks to Jamie and Fahe, we're better off financially. I have a savings for the first time. This program is a blessing in every single sense."

People Inc. worked with the Presleys for 13 months on planning, debt consolidation, credit counseling, and homebuyer education.

"Each family we work with is unique," said Jamie Gross. "Because of this, you have to build a package that is custom fit to the family. Sometimes it takes a combination of different programs and services to make everything work. It takes time and knowledge, but you have to do your best for the family so they can succeed."

HIGHLIGHTS

- Location: Virginia
- USDA's Section 502 Direct Loan program
- New home for a family of four.