

POLICY SUMMIT 2019

Addressing local needs through interconnected solutions in rural Wisconsin



Transforming People and Communities



327 Businesses Started/Expanded since 1997



642 Jobs created – more than \$17.3 million loaned



233 - 0% car loans since 2009 – valued at \$1.22 million





- ***And coming soon*** ---Because most Americans cannot manage a \$500 financial emergency...

Emergencies

Re-fi
Predatory
Loans

Credit builder

Education

Citizenship
fees



Housing lending

- 1991-2018; 1,604 loans made, valued at over \$20 million
- Increase access to capital for LMI households
- Increase homeownership/help LMI households build assets
- Preserve housing in rural areas
- Designed as loans, not grants



Home Buyer Program

- Designed to make home purchase affordable with subordinate, deferred, simple interest capital
- 132 buyers in the last 6 years
- Average purchase price of \$85,000
- Low-cost capital (2.25% interest), depending on source
 - Sources includes CDBG, HOME, WI Housing Cost Reduction Initiative, FHLB – AHP, etc.



Home Rehabilitation Program

- Preserves housing stock & investment in “fixer-uppers”
- Average home values - \$75,000 pre-loan/\$83,000 post-loan
- Average loan amount over the past 5 years - \$24,000
- Largest rehab loan in recent past - \$83,238 (using AHP, HOME and CDBG)
- Number of rehab loans over the past 6 years - 210

Weatherization Assistance Program to complement if eligible



First Mortgage Product

- Need identified when buyers couldn't secure first mortgage due to underwriting standards but assessed as good risks
- Pilot – 1 loan in '11, 3 more in '14-'15; 1 in 2019
- Credit scores: 0/638/668/686/**, a couple with judgments
- Mortgage amounts:
\$46,000/\$71,000/\$77,000/\$85,600/\$72,000 but in conjunction with a \$19,619 (deferred) rehab loan
- 2% interest (or up to WHEDA's published rate), 30 year amort, 5-year balloon, renewable
- All performing; one paid off, one renewed at 5 years – now at 4.25%

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Thank you!