

# Leveraging Your FHLBank Membership

California and Nevada Credit Union Leagues

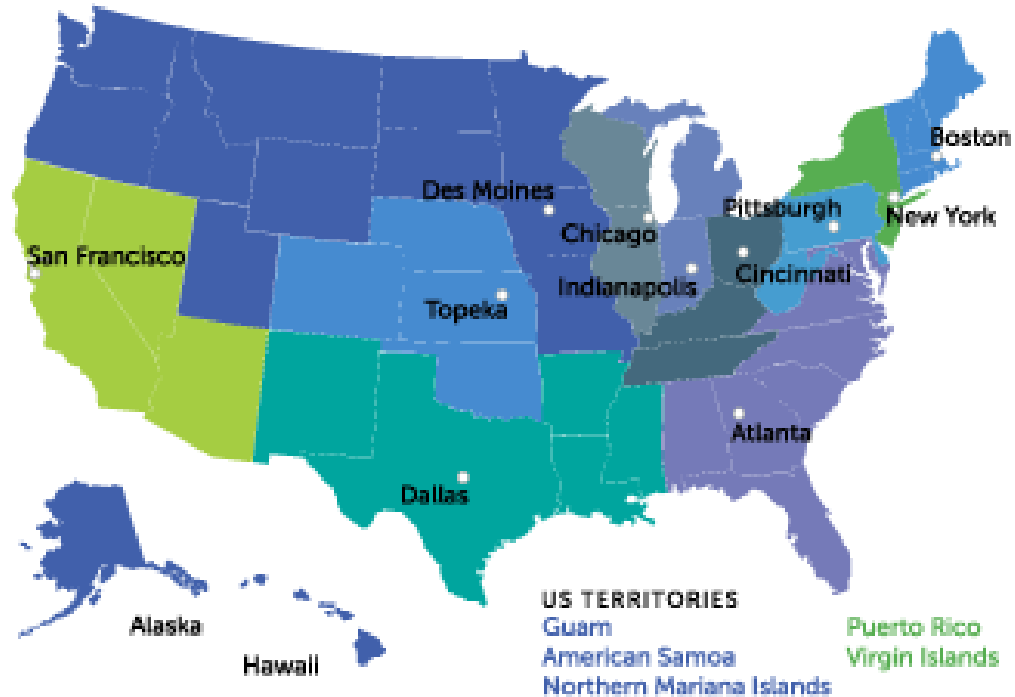
Teresa Bryce Bazemore

August 10, 2023

FHLBank  
San Francisco

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# About FHLBanks



- Cooperative, member-owned wholesale banks
- Play a stabilizing role in the financial system
- Reliable source of on-demand liquidity in all economic environments
- Mission-driven, service-oriented
- Largest private source of grants for affordable housing and first-time homebuyers

# About FHLBank San Francisco: Member-Driven



- Supporting community lenders
- Delivering vital liquidity
- Financing affordable housing
- Propelling homeownership
- Boosting economic growth

# FHLBank San Francisco's Dual Mission

## Provide Low-Cost, On-Demand Liquidity

- We are a reliable source of liquidity for all members, every day

## Make Our Communities More Vibrant, Equitable, and Resilient

- Contribute 10% of annual profits to our Affordable Housing Program (AHP)
- Up to 5% additional contribution for homeownership and economic development grants

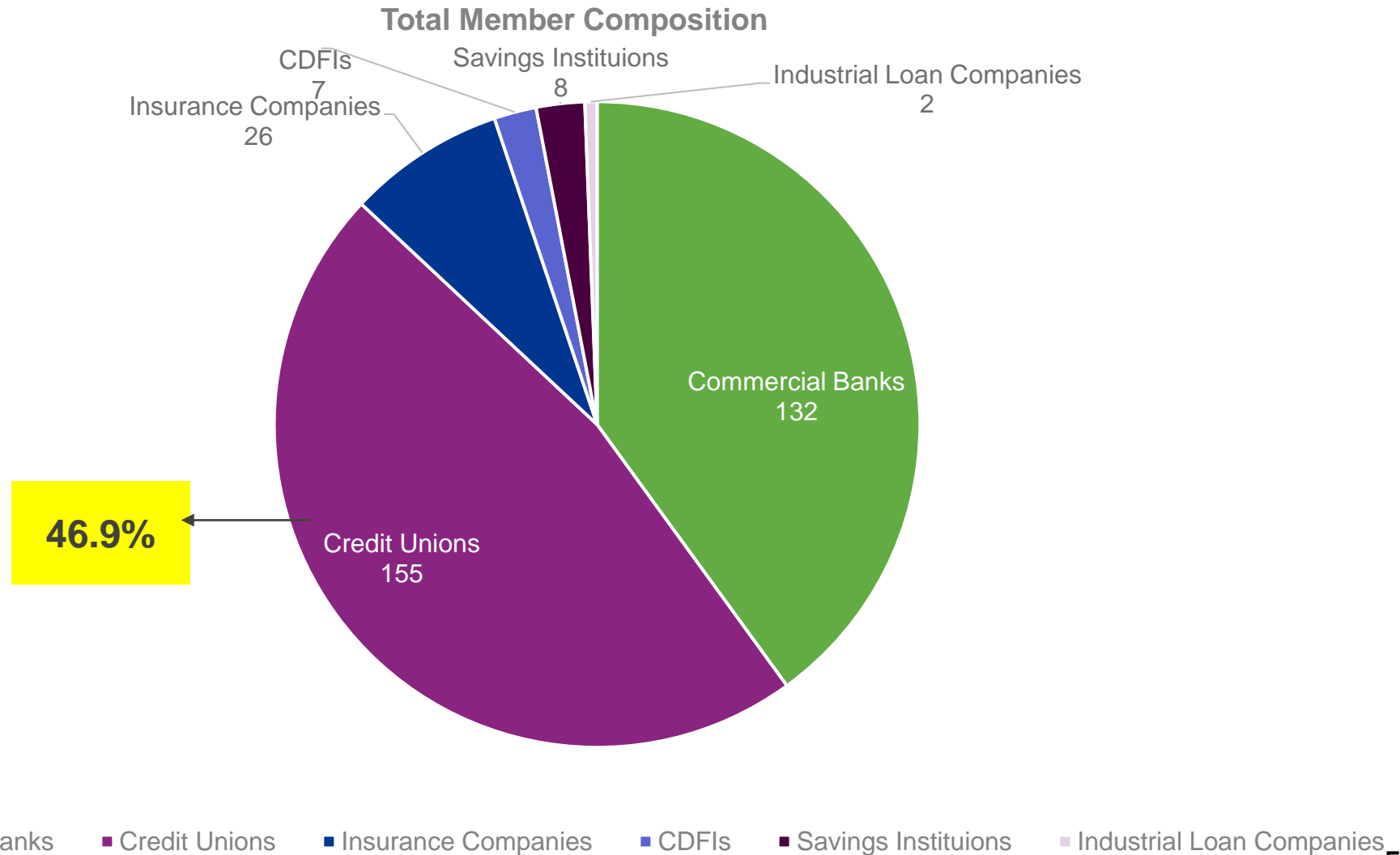


# 2023: A Challenging Economic Environment



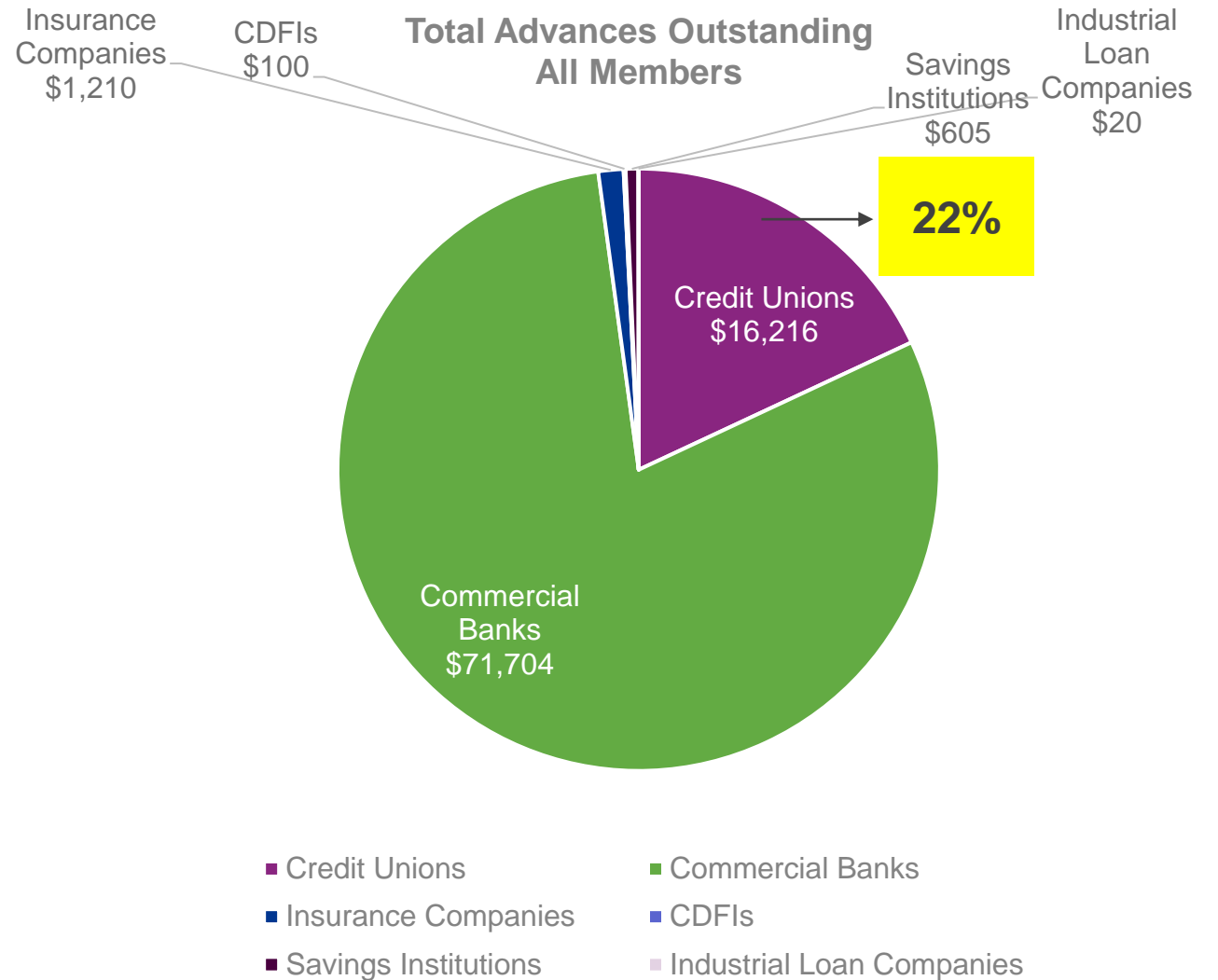
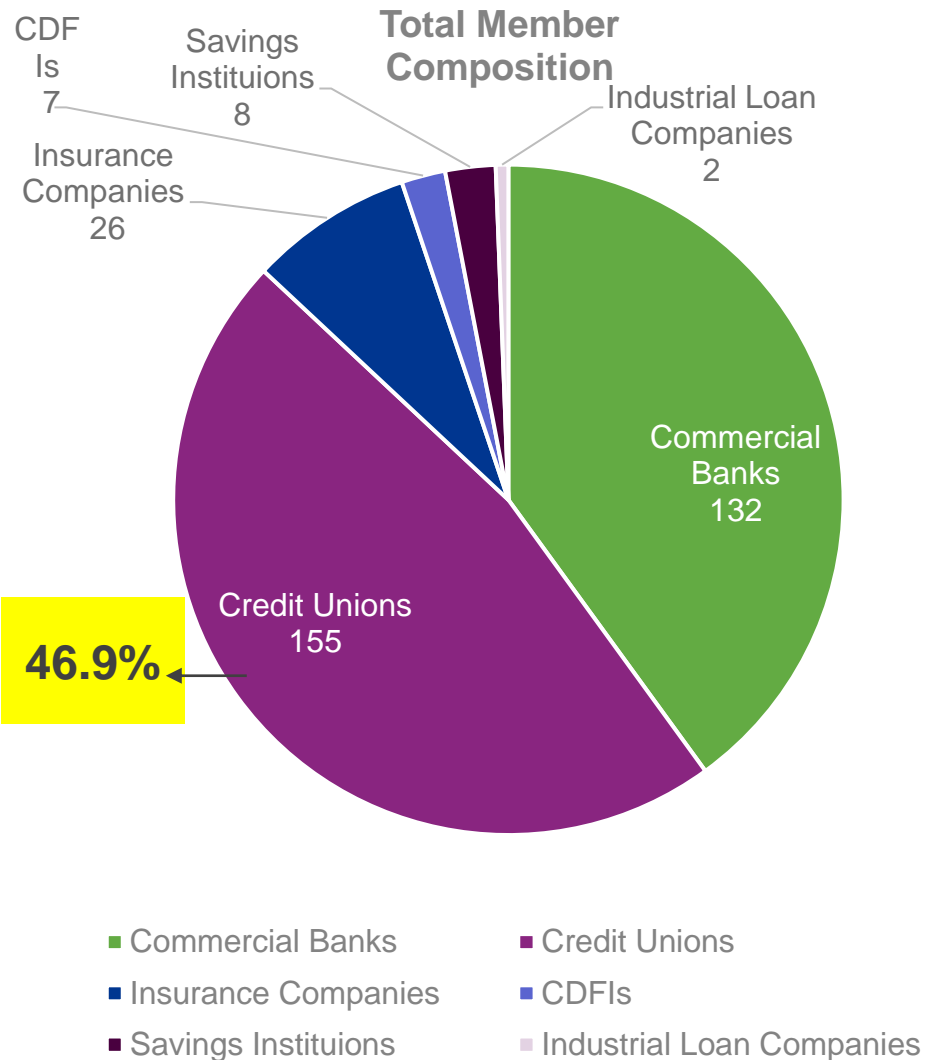
- Inflationary pressures
- Deposit outflows
- Rapidly rising interest rates
- Increasing loan-to-share ratios

# Fast Growing Credit Union Membership



As of 12/31/2022

# Leveraging FHLBank San Francisco Products



“Liquidity is the lifeblood of our organization and FHLBSF offers a key protection as we navigate an uncertain landscape of high interest rates, inflation, and threats of a recession.

Our relationship with FHLBSF provides flexibility in offering a suite of products and services, including a more stable rate environment, robust lending opportunities - both business and retail - and a reliable, secure funding mechanism when the situation dictates a call to action.”

- Gary Perez, USC Credit Union, Comment Letter



# Members Use Our Products to:

- Manage funding costs
- Reduce interest rate, basis, and prepayment risk
- Match-fund fixed rate loans
- Match-fund adjustable rate loans
- Fund mortgage pipelines
- Offer a broader line of products to their members



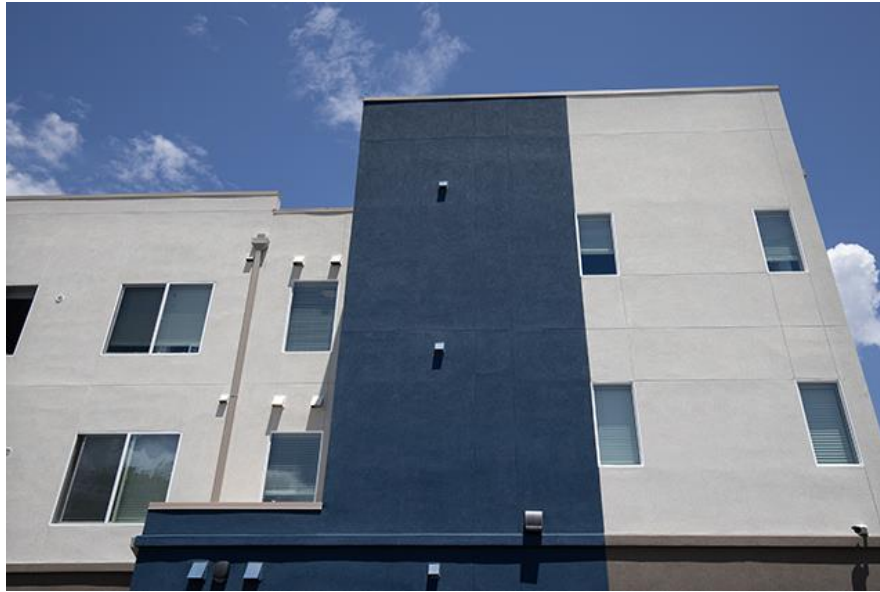
# Investing in Our Communities Together

**We empower our members to partner with local nonprofits to:**

- Build or preserve affordable housing
- Support first-time homebuyers, and
- Promote economic development.



# Supporting Affordable Housing and Homeownership (since 1990)



## Grants for multifamily construction or preservation:

- \$1.14 billion
- 141,000 affordable homes



## Downpayment assistance for first-time homebuyers:

- More than \$141 million
- Nearly 10,000 homebuyers

# Making an Impact and Changing Lives

## Competitive Affordable Housing Program

- Seven participating credit unions
- \$10 million in AHP grants
- 30 projects
- 1,000+ units



# Making an Impact and Changing Lives Together

## WISH Grants for First-Time Homebuyers

- \$4.90 million disbursed by credit unions
- 322 low-to-moderate-income homeowners



# WISH Program 2023 Participants

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## 15 CA and NV Credit Unions

- Clark County Credit Union
- First U.S. Community Credit Union
- Greater Nevada Credit Union
- KeyPoint Credit Union
- Members 1st Credit Union
- Meriwest Credit Union
- Mission Federal Credit Union
- Premier America Credit Union
- PremierOne Credit Union
- Prospectors Federal Credit Union
- Strata Federal Credit Union
- The Golden1 Credit Union
- Water and Power Community Credit Union
- Yolo Credit Federal Credit Union

# Making an Impact and Changing Lives Together

## Middle-Income First-Time Homebuyer Grants

- New \$10 million pilot program
- Matching grants up to \$50,000
- Homebuyers up to 140% of AMI
- 20 CA and NV participating credit unions
- \$2.3 million in grants to 44 credit union member households to date



# Middle-Income Grant Program Participants To-date

## 20 CA and NV Credit Unions

- Clark County Credit Union
- Coast Central Credit Union
- Financial Partners Credit Union
- Firefighters First Federal Credit Union
- First Technology Federal Credit Union
- Greater Nevada Credit Union
- KeyPoint Credit Union
- Members 1st Credit Union
- Mission Federal Credit Union
- Nobel Federal Credit Union
- Northrop Grumman Federal Credit Union
- One Nevada Credit Union
- Pacific Service Credit Union
- Patelco Credit Union
- Sacramento Credit Union
- Silver State Schools Credit Union
- SMW 104 Federal Credit Union
- Stanford Federal Credit Union
- Star One Credit Union
- USC Credit Union



# Boosting Economic Development in Underserved Communities

## AHEAD Grant Program (since 2004)

- 20 CA and NV participating credit unions
- \$1.8 million in grants delivered
- 64 local initiatives and nonprofits supported



# AHEAD Program Participants

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## 14 CA and NV Credit Unions

- Clark County Credit Union
- First U.S. Community Credit Union
- Greater Nevada Credit Union
- KeyPoint Credit Union
- Members 1st Credit Union
- Meriwest Credit Union
- Mission Federal Credit Union
- Premier America Credit Union
- PremierOne Credit Union
- Prospectors Federal Credit Union
- Strata Federal Credit Union
- The Golden1 Credit Union
- Water and Power Community Credit Union
- Yolo Credit Federal Credit Union

# Adding More Value to Membership

- Spring Seminars
- Symposiums and Summits
- Technical Assistance for Community Programs Users
- Annual Member Conference: Coming Up Soon!



# Disclaimer

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# Thank you.

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