

# FEDERATION OF APPALACHIAN HOUSING ENTERPRISES, INC.

Berea, KY



## OVERVIEW

Fahe brings people, organizations, and resources together to build homes, communities, and a thriving Appalachia through expanding economic opportunity and security for all. As leaders, we speak with a unified voice to influence policy, philanthropy, and systems change.

As a purpose-oriented Network of 50+ diverse community-based nonprofits serving Appalachia, Fahe has cultivated the deepest-reaching platform to connect investment to boots-on-the-ground leadership throughout one of the most challenging regions to serve in the country. While we are located in and directly serve the Appalachian region, we also focus on advocacy and change on a national stage to increase the level of investment in all our nation's underserved communities.

Fahe's service area includes some of the most economically distressed regions in the country. Its geographic and social isolation exacerbates problems such as addiction, poor health, lack of stable and affordable housing, and low educational attainment. Fahe supports Appalachia through a variety of services, including housing, disaster recovery, community development, community lending, workforce development, and substance use recovery services.

People of color are twice as likely to live below the poverty line in Appalachia. 93% of our region's population is white, but 30% of the people we serve are BIPOC. In recent years, FAHE has worked to build stronger relationships with partners in BIPOC communities to learn how our expertise, relationships, business platforms, and capacity can be helpful in their communities. For example, Fahe partnered with the Appalachian Black Community Developers, a coalition of black-owned and -led nonprofits to advance equity and social justice for BIPOC communities in Central Appalachia. Together, we are seeking resources to support our collaborative work to develop plans that support the growth of existing businesses and new entrepreneurship, preserve regional culture, and invest in the capacity of current and future local leaders of color. Fahe is also partnered with First Nations Oweesta Corporation to expand access to the secondary mortgage market to Native communities.

## HOME SWEET HOME: FIRST GENERATION HOMEOWNER

The Home Sweet Home program allows Fahe to close many of the pervasive accessibility gaps in Appalachia for people who would otherwise qualify for conventional mortgages yet cannot satisfy down payment and closing cost requirements. Supported by a \$500,000 grant from Truist, Fahe is helping moderate-income borrowers like Gerardo Soto achieve the dream of homeownership by providing \$9,000 to offset down payment and closing costs.

"My mom and dad came to the US from Mexico so I could have a better life," said Gerardo. "This is me doing my part. It's a stepping stone to my future."

After graduating college in Kentucky and returning home to Birmingham, AL, Gerardo learned there wasn't room to live with his mother and newly arrived sister. He decided to live below his means for one year to place him financially closer to purchasing his first home. During the year between college and homeownership, Gerardo researched prospective lenders. Ultimately, Gerardo was attracted to Fahe's approachability and \$9,000 down payment assistance.

"I think the down payment assistance is a great resource for people new to the housing market. It's a very powerful resource, and I appreciate it. It helped me get my home amidst all the skyrocketing costs of living. I'm actually a first-generation homeowner because of the program, and my mom is really proud of me."

## THREE-YEAR IMPACT

- ▶ \$398.5 million in loans
- ▶ 14 community facilities financed
- ▶ 36 total businesses financed
- ▶ 756 jobs created at businesses via financing

### Housing Financing:

- ▶ 520 rental units (all affordable)
- ▶ 1,637 for-sale units (1,266 affordable)
- ▶ 1,341 first-time home buyers provided with financing