

***NEW MEXICO
MORTGAGE FINANCE AUTHORITY***



Legislative Finance Committee

October 28, 2015



New Mexico Mortgage Finance Authority
Legislative Finance Council
October 28, 2015
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Tab 1



New Mexico Mortgage Finance Authority (MFA)

Jay Czar, Executive Director

Gina Hickman, Deputy Director Finance & Administration

Isidoro "Izzy" Hernandez, Deputy Director of Programs

Legislative Finance Committee

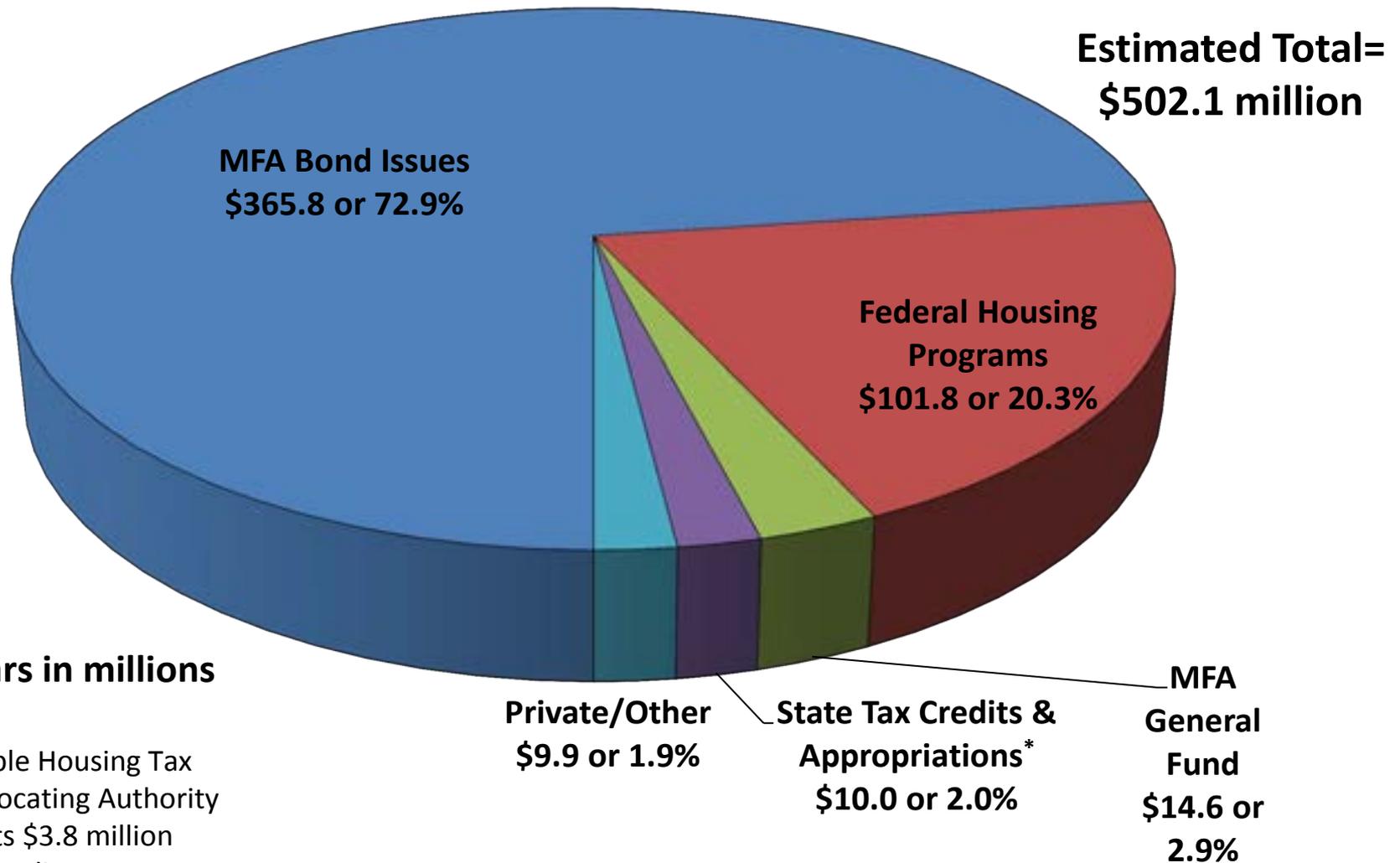
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Housing is Economic Development

MFA Production, 2014	Jobs Supported	Local Revenue (wages, salaries, business income)	Local Govt' Revenue (taxes, fees, charges)
1,228 rental units	982	\$65M	\$6M
20 single family homes	42	\$3M	\$267K
\$7.6M in rehab & weatherization	33	\$4M	\$223K
Total	1,057	\$72M	\$6.5M

Source: Direct economic impact of construction activity calculated using economic models from the National Association of Home Builders, *Local Economic Impact of Home Building*

Resources Available to MFA, 2015



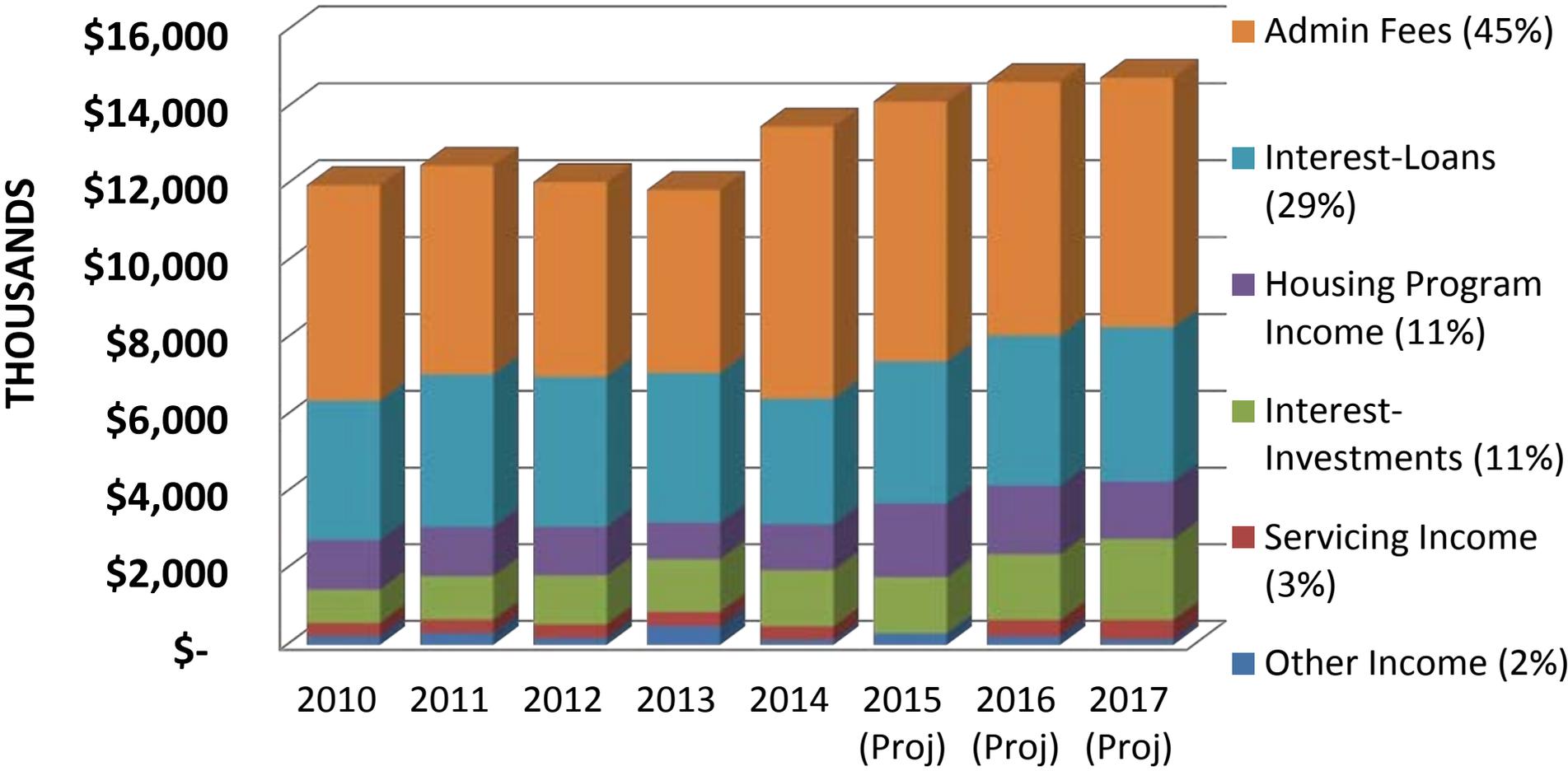
Dollars in millions

*Affordable Housing Tax Credit Allocating Authority represents \$3.8 million of state funding

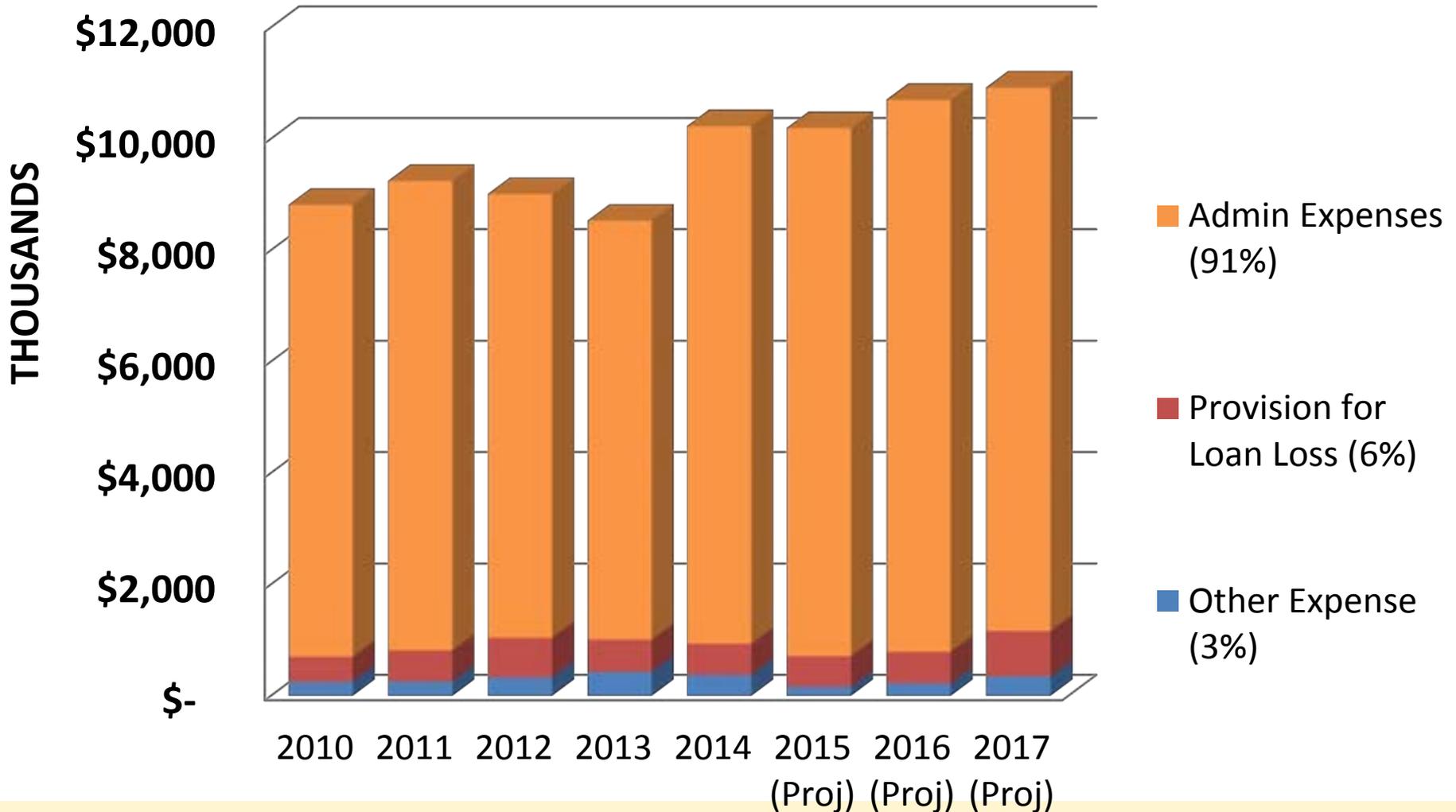
FY16 Operating Fund Budget Summary

- MFA's operating fund budget for FY 2015-2016 was approved by the MFA Board of Directors Sept. 16, 2015 and presented to the MFA Legislative Oversight Committee on Sept. 17, 2015.
- Revenue is projected at \$14,656,000, an increase of \$113,000 or 1% over projected 9/30/15 actual and an increase of \$1,712,000 or 13% over prior year budget.
- The expense budget is projected at \$12,070,000, an increase of \$1,872,000 or 18% over 9/30/15 projected actual and an increase of \$1,420,000 or 13% over prior year budget.
- The FY 2015-2016 budgeted excess revenue over expenses is \$2,587,000.

MFA Operating Fund Revenue Analysis 2010-2017 (Projected)



MFA Operating Fund Expenditure Summary 2010-2017 (Projected)

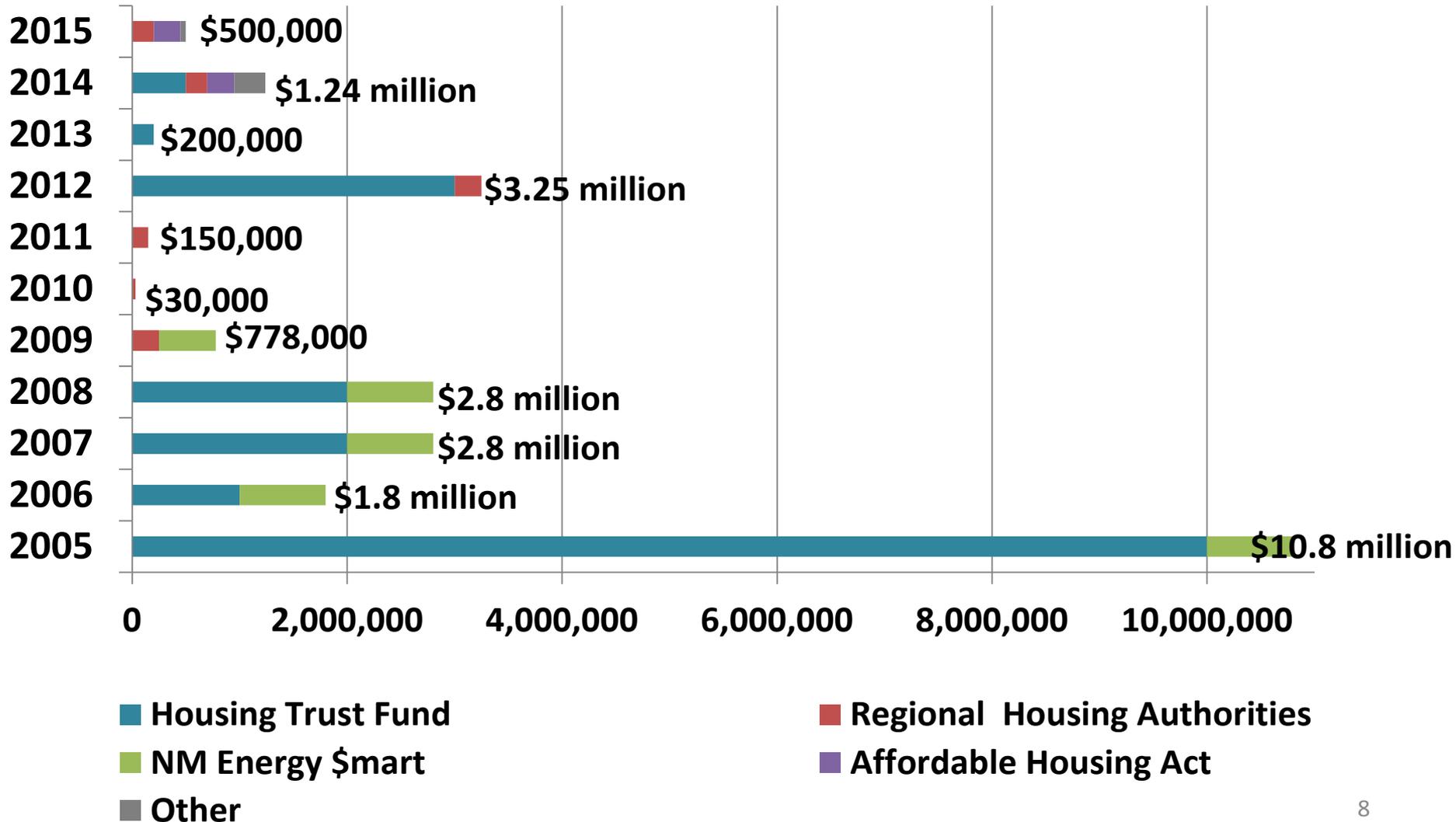


Detailed Administrative Expense Breakout

MFA Operating Fund (Projected FY15)

<u>Expenditure Category</u>	<u>% of Total Expenses</u>
• Compensation	59%
• Travel & Public Information	4%
• Office Expenses	7%
• Other Operating Expenses	13%
✓ Primarily Contractual Services	
• Non-Operating Expenses	17%
✓ Training & Technical Assistance, Program Development, Capacity Building	

Trends in State Appropriations



MFA 2016 Legislative Agenda

Endorsed by MFA Legislative Oversight Committee and MFA Board of Directors

1. Regional Housing Authority Oversight: \$300,000

Received \$200,000 in 2015—SB 50 (Papen)

2. Affordable Housing Act Oversight: \$250,000

Received \$250,000 in 2015—SB 250 (Ingle)

3. NM Housing Trust Fund Appropriation: \$5 million

Not funded in 2015—SB 87 (Rodriguez)

4. NM EnergySmart Appropriation: \$1 million

Not funded in 2015—SB 110 (Martinez)

5. Down Payment Assistance: \$1.65 million

New request based on increase in MFA mortgage loans

6. Veteran Home Rehabilitation: \$2 million

Not funded in 2015—SB 109 (Martinez)

2. Affordable Housing Act Oversight

\$250,000—*recurring*

- **Background:** State mandate for MFA to oversee the Affordable Housing Act (AHA), which permits the state and local governments to contribute resources for affordable housing.
- **Results:**
 - *MFA has helped 33 local governments develop affordable housing plans and ordinances.*
 - *Local governments have donated more than \$42 million in land and funding to date.*
- MFA provides technical assistance, reviews and approves affordable housing plans for compliance with the AHA, and assists with plan implementation.
- MFA requests that funding be recurring and that responsibility be transferred to DFA if funding is not provided.



Park Place Apartments was financed by MFA using \$440,000 in contributions from the City of Hobbs.

3. NM Housing Trust Fund

\$5 Million

- **Background:** The NM Housing Trust Fund (HTF) was created by the State Legislature in 2005 with an initial appropriation of \$10 million and subsequent appropriations totaling \$8.7 million.
- **Results:**
 - *The HTF has helped to finance 2,406 homes throughout NM.*
 - *MFA has leveraged \$362 million in other funding sources; that's a 19-to-1 return on the state's initial investment.*

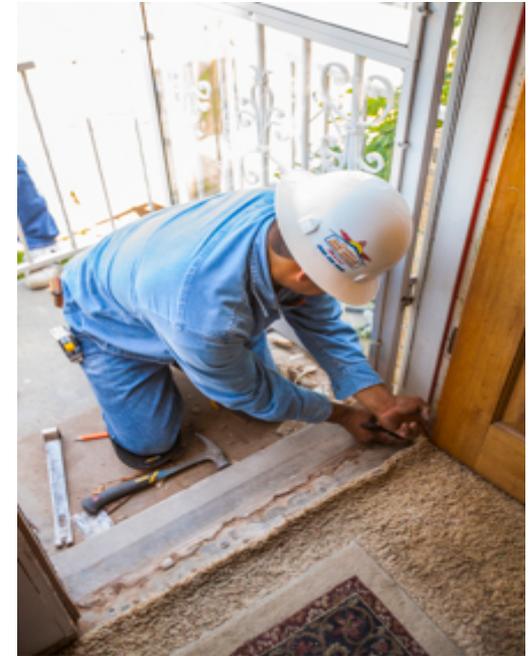


Based on models from the National Association of Home Builders, the estimated impact of construction activity for homes financed by the HTF is 2,014 local jobs, \$134.3 million in local income and \$12.6 million in local government general revenue.

4. NM Energy \$mart Appropriation

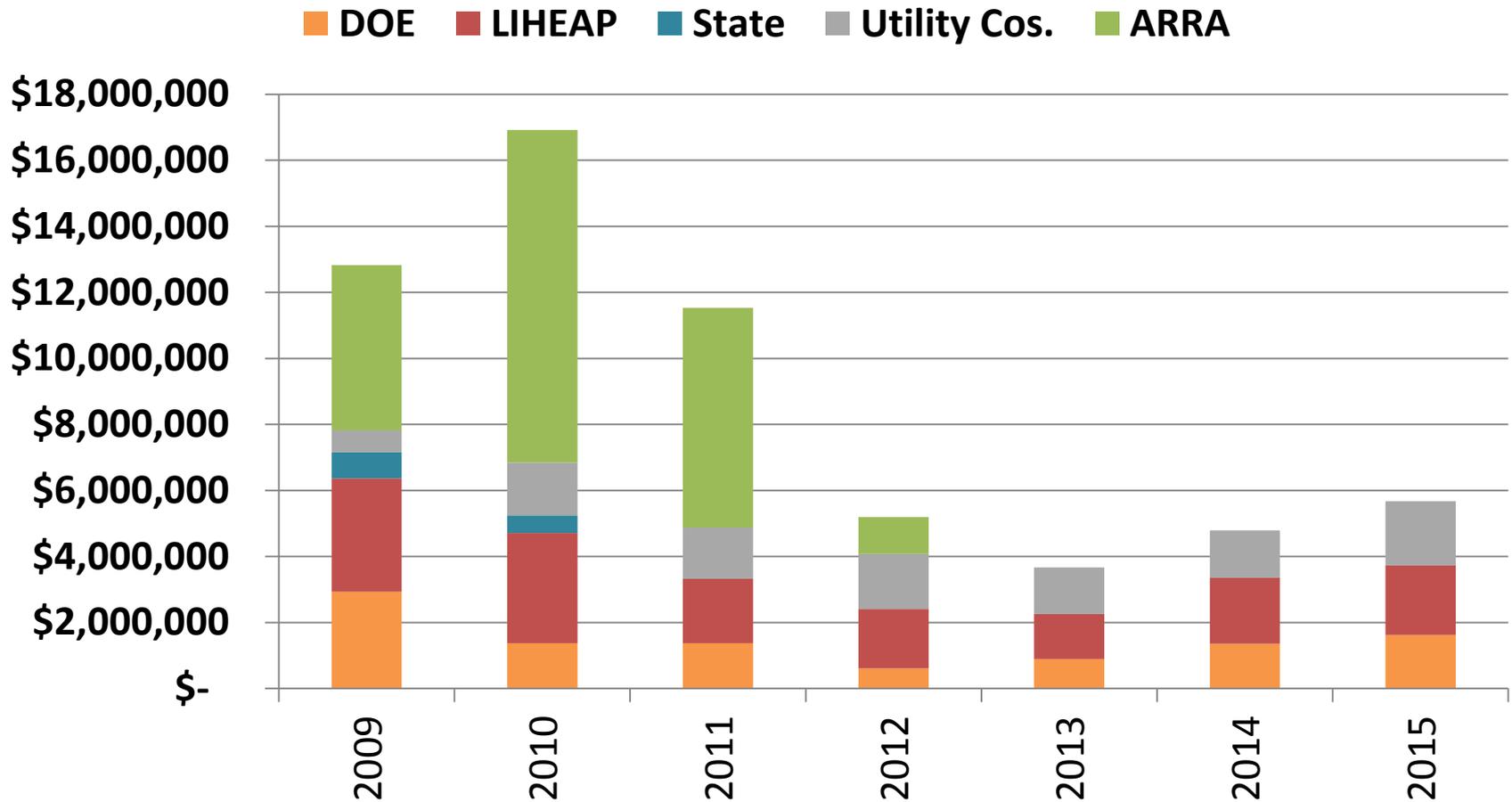
\$1 Million—*recurring*

- **Background:** NM Energy\$mart is a MFA program that weatherizes homes for low-income households.
- **Results:** MFA weatherizes approximately 1,000 homes per year, with an additional 4,000 homes weatherized through the American Recovery and Reinvestment Act (ARRA).
- Since ARRA, the State of NM has not reinstated funding for NM Energy\$mart and federal funding levels have fluctuated.
- State funding is leveraged four to one with the Department of Energy Weatherization Assistance Program and Low Income Home Energy Assistance Program.



Low-income households may spend 17% of their monthly budgets on utility costs, compared to 4% for those with higher incomes.

NM Energy \$mart Funding



5. Down Payment Assistance

\$1.65 million

- **Background:** MFA began offering down payment assistance (DPA) along with its mortgage products in 1991.
- **Results:** *90-95 percent of MFA borrowers utilize an average of \$5,500 in DPA for their home purchase.*
- Demand for MFA's mortgage products increased considerably in 2015. MFA is requesting additional funding for DPA to keep pace with demand. Approximately 300 additional loans are estimated for 2016.



In many cases, lack of a down payment keeps otherwise creditworthy households from purchasing a home.

6. Veteran Home Repair

\$2 million

- **Background:** For the past two years, MFA has proposed legislation to repair approximately 100 homes owned by honorably discharged, low-income veterans.
- According to the NM Department of Veterans' Services, there are 170,699 veterans in NM. 71 percent are over 50 years old, and 11 percent are disabled and 11 percent live in poverty.
- Rehabilitation work will address health and safety issues, modifications for the physically impaired, structural damage and appliance replacement.



Almost 20,000 New Mexican veterans live in poverty and are at a high risk of becoming homeless.

New Mexico Mortgage Finance Authority

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Tab 2



MEMORANDUM

TO: Legislative Finance Committee
FROM: Gina Hickman, Deputy Director of Finance and Administration
DATE: October 28, 2015
SUBJECT: 3-year Financial Forecast based on 3/31/2015

Attached is the financial forecast for MFA's General Fund. MFA maintains a 3-year financial forecast. The attached forecast is based on actual financial information available as of 3/31/15 as well as current assumptions based on activity through 3/31/15. MFA has a September 30th fiscal year end. Once the fiscal year is closed in mid-November, the forecast will be updated and rolled forward to FY2018.

NEW MEXICO MORTGAGE FINANCE AUTHORITY
GENERAL FUND BALANCE SHEET & INCOME STATEMENT
9/30/2014 AND FORECAST 2015-2017
(Dollars in Thousands)
Based on STRATEGIC ASSUMPTIONS

	2013	2014	2015	2016	2017
ASSUMPTIONS					
Transfer Cash to/from Securities Investments:	(1,000)	(5,000)	(5,000)	-	-
Bond ladder	9,000	13,000	15,000	17,000	17,000
Effective yield on bond ladder	1.00%	1.39%	1.25%	1.50%	1.50%
MBS	6,300	10,150	9,150	8,150	7,150
Effective yield on MBS	6.00%	5.57%	5.00%	5.00%	5.00%
SIC	27,354	20,443	29,516	28,516	29,516
Effective yield on SIC	3.01%	2.83%	2.83%	2.83%	2.83%
Warehousing Interest & loans held for sale	111	43	55	73	667
Loan Repayments:					
Primero	(870)	(1,095)	(802)	(842)	(884)
DPA	(2,460)	(2,102)	(2,200)	(2,200)	(2,200)
Risk Sharing	(200)	(250)	(268)	(286)	(306)
Partners	(700)	(717)	(717)	(717)	(717)
Whole Loans	(3,700)	(1,000)	(1,050)	(1,103)	(1,158)
Loan Fundings:					
Primero	600	100	3,000	1,500	1,500
DPA	2,800	3,028	2,950	3,150	3,350
Risk Sharing	2,200	2,000	-	1,870	1,000
Partners	450	450	573	573	573
Loan Effective Yields:					
Primero	4.50%	4.75%	3.95%	3.95%	3.95%
DPA	5.50%	5.86%	5.84%	5.85%	5.86%
Risk Sharing	6.35%	6.40%	6.39%	6.39%	6.39%
Partners	1.50%	1.09%	1.19%	1.19%	1.19%
Whole Loans	6.93%	5.31%	5.80%	5.80%	5.80%
Admin Fee (Bond Maturities/Redemptions)	(216,805)	(107,774)	(100,800)	(100,800)	(100,800)
Admin Fee Rate on maturities/redemptions	0.0025	0.0015	0.0015	0.0015	0.0015
Admin Fee New Bonds	90,000	15,500	35,000	39,000	78,000
Admin Fee Rate on new bonds	0.0030	0.0025	0.0025	0.0025	0.0025
TBA Transaction Fees	121	2,053	2,030	1,365	1,365
Servicing Rights Fee	254	(324)	(671)	(280)	(280)
Gain/(Loss) on SIC	-	-	-	-	-
Interest cost on Mortgage Servicing Rights	-	-	-	-	-
Administrative Expenses	9,080	7,367	7,866	8,247	8,641
Fund COI new bond issues	(1,228)	(555)	(700)	(700)	(700)
Fund Negative Arbitrage	-	-	(100)	(100)	(100)
MBS Commitment fees	597	75	350	390	790
Bond tag	-	-	(175)	(195)	(390)
Negative Arbitrage returned	463	485	3,344	-	-
Transfers to close bond issues	-	1,044	590	-	-

NEW MEXICO MORTGAGE FINANCE AUTHORITY
GENERAL FUND BALANCE SHEET & INCOME STATEMENT
03/30/2014 AND FORECAST 2015-2017
(Dollars in Thousands)
Based on STRATEGIC ASSUMPTIONS

	2013	2014	2015	2016	2017
BALANCE SHEET					
ASSETS					
CURRENT ASSETS:					
CASH & CASH EQUIVALENTS	21,769	21,858	24,183	22,851	21,614
SHORT-TERM INVESTMENTS	-	-	-	-	-
ACCRUED INTEREST RECEIVABLE	556	599	599	599	595
MORTGAGE PAYMENT CLEARING	58	143	143	143	143
OTHER CURRENT ASSETS	1,773	1,595	1,595	1,595	1,595
ADMINISTRATIVE FEES RECEIVABLE (PAYABLE)	363	325	325	325	325
INTERFUND RECEIVABLE (PAYABLE)	(30)	256	256	256	256
TOTAL CURRENT ASSETS	24,478	24,787	27,101	25,770	24,533
CASH - RESTRICTED					
LONG-TERM & RESTRICTED INVESTMENTS	42,054	48,672	53,672	53,672	53,672
INVESTMENTS IN RESERVE FUNDS	-	-	-	-	-
FNMA, GNMA, & FHLMC SECURITIZED MIO LOANS	-	-	-	-	-
MORTGAGE LOANS RECEIVABLE	65,170	67,769	69,275	71,220	72,378
ALLOWANCE FOR LOAN LOSSES	(1,636)	(1,445)	(1,519)	(1,517)	(1,675)
NOTES RECEIVABLE	-	-	-	-	-
BOND ISSUANCE COSTS, NET OF AMORTIZATION	-	-	-	-	-
FIXED ASSETS, NET OF ACCUM. DEPRN	1,253	1,134	1,014	894	774
OTHER REAL ESTATE OWNED, NET	683	507	-	-	-
OTHER NON-CURRENT ASSETS	0	0	0	0	0
INTANGIBLE ASSETS	93	68	51	34	2,051
TOTAL ASSETS	133,695	141,513	149,595	149,974	151,734
LIABILITIES AND NET POSITION					
LIABILITIES					
CURRENT LIABILITIES:					
ACCRUED INTEREST PAYABLE	14	16	17	17	17
ACCOUNTS PAYABLE AND ACCRUED EXPENSES	4,694	5,578	5,578	5,578	5,578
TOTAL CURRENT LIABILITIES	4,708	5,596	5,595	5,595	5,594
BONDS PAYABLE, NET OF UNAMORTIZED DISCOUNT	1,924	1,815	1,690	1,560	1,425
MORTGAGE & NOTES PAYABLE	1,500	2,500	5,000	4,294	4,238
ACCRUED ARBITRAGE REBATE	-	-	-	-	-
OTHER LIABILITIES	231	237	237	237	237
TOTAL LIABILITIES	8,364	10,148	12,522	11,686	11,494
NET POSITION					
INVESTED IN CAPITAL ASSETS, NET OF RELATED DEBT	(672)	(660)	(675)	(666)	(651)
UNAPPROPRIATED NET POSITION	-	-	-	-	-
APPROPRIATED NET POSITION	125,003	132,045	137,748	138,954	140,880
TOTAL NET POSITION	125,332	131,385	137,073	138,288	140,230
TOTAL LIABILITIES & NET POSITION	133,696	141,513	149,595	149,974	151,734
	0	(0)	-	(0)	(0)

NEW MEXICO MORTGAGE FINANCE AUTHORITY
GENERAL FUND BALANCE SHEET & INCOME STATEMENT
9/30/2014 AND FORECAST 2015-2017
(Dollars in Thousands)
Based on STRATEGIC ASSUMPTIONS

	2013	2014	2015	2016	2017
INCOME STATEMENT					
OPERATING REVENUES:					
INTEREST ON LOANS	3,908	3,279	3,803	3,023	3,003
INTEREST ON INVESTMENTS & SECURITIES	1,382	1,358	1,535	1,543	2,115
LOAN & COMMITMENT FEES	32	48	16	57	50
ADMINISTRATIVE FEE INCOME (EXP)	4,739	7,051	6,683	5,557	5,623
RISK SHARING/GUARANTEE/RTO FEES	205	00	99	104	109
HOUSING PROGRAM INCOME	953	1,204	977	977	977
INCENTIVE FEES INCOME	-	-	-	-	-
LOAN SERVICING INCOME	362	354	(268)	135	417
OTHER OPERATING INCOME	1	2	3	3	3
SUBTOTAL OPERATING REVENUES	11,582	13,596	13,047	12,318	13,296
NON-OPERATING REVENUES:					
ARBITRAGE REBATE INCOME(EXPENSE)	-	-	-	-	-
GAIN/(LOSS) ON SALE OF ASSETS	(83)	1,841	-	-	-
OTHER NON-OPERATING INCOME	267	1	1	1	1
GRANT AWARD INCOME	47,174	42,223	43,000	43,000	43,000
SUBTOTAL NON-OPERATING REVENUES	47,357	44,065	43,001	43,001	43,001
TOTAL REVENUE	58,939	57,661	56,048	55,319	56,297
OPERATING EXPENSES:					
ADMINISTRATIVE EXPENSES	7,056	7,397	7,886	8,247	8,641
INTEREST EXPENSE	127	126	154	154	173
AMORTIZATION OF BOND/NOTE PREMIUM(DISCOUNT)	2	2	2	2	2
PROVISION FOR LOAN LOSSES	579	559	816	816	816
MORTGAGE LOAN & BOND INSURANCE	-	-	-	-	-
TRUSTEE FEES	3	3	3	3	3
AMORT. OF SERV. RIGHTS & DEPRECIATION	282	236	147	147	161
AMORTIZATION OF BOND ISSUANCE COSTS	7	-	-	-	-
SUBTOTAL OPERATING EXPENSES	8,055	8,313	9,008	9,368	9,795
NON-OPERATING EXPENSES:					
CAPACITY BUILDING COSTS	470	1,920	1,841	1,130	1,130
GRANT AWARD EXPENSE	47,174	42,223	43,000	43,000	43,000
SUBTOTAL NON-OPERATING EXPENSES	47,644	44,143	44,841	44,130	44,130
TOTAL EXPENSES	55,705	52,456	53,849	53,498	53,926
EXCESS REVENUES OVER EXPENSES	3,234	5,005	2,399	1,820	2,361
OTHER FINANCING SOURCES (USES)	1,262	1,028	3,309	(605)	(410)
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES AND OFSFU	4,497	6,033	5,708	1,215	1,951
NET POSITION AT BEGINNING OF YEAR	125,372	125,332	131,365	137,073	138,288
Effect of adoption of GASB 65	652	-	-	-	-
NET POSITION AT END OF YEAR	125,332	131,365	137,073	138,288	140,239

Tab 3

**NEW MEXICO MORTGAGE FINANCE AUTHORITY
GENERAL FUND
Fiscal Year 2015-2016 Budget**

	Proposed Mortgage Operations Budget 2016	Proposed Operational Budget 2016	Total Proposed Budget 2016	9/30/2015 Projected Actual	Approved Budget 2015	Inc(Decr) Budget '16 to Actual '15	% Inc(Decr) Budget '16 to Actual '15	Inc(Decr) Budget '16 to Budget '15	% Inc(Decr) Budget '16 to Budget '15
TOTAL PROJECTED REVENUE	741,867	13,914,535	14,656,402	14,543,850	12,944,071	112,552	1%	1,712,331	13%
PROJECTED EXPENSES									
COMPENSATION									
Salaries	-	3,901,196	3,901,196	3,630,214	3,764,504	270,983	7%	136,692	4%
Overtime	-	3,442	3,442	155	3,383	3,287	217%	59	2%
Incentives	-	258,820	258,820	247,180	247,180	11,640	5%	11,640	5%
Payroll taxes, Employee Benefits	-	1,917,785	1,917,785	1,732,932	1,730,809	184,853	11%	186,976	11%
TOTAL COMPENSATION	-	6,081,243	6,081,243	5,610,481	5,745,876	470,762	8%	335,367	6%
TRAVEL & PUBLIC INFORMATION									
Customer Relations	-	4,987	4,987	3,706	4,767	1,281	35%	220	5%
Public Information	-	192,686	192,686	157,122	169,442	35,564	23%	23,244	14%
Housing Conference	-	10,000	10,000	10,000	10,000	-	0%	-	0%
In-State Travel	-	88,750	88,750	75,153	88,909	13,597	18%	(159)	0%
Out-of-State Travel	19,570	112,266	131,836	87,943	92,050	43,893	50%	39,786	43%
TOTAL TRAVEL & PUB. INFO.	19,570	408,689	428,259	333,924	365,168	94,335	28%	63,091	17%
OFFICE EXPENSES									
Utilities/Property Taxes	-	77,454	77,454	76,088	77,227	1,366	2%	227	0%
Leasehold Expense	-	(1,000)	(1,000)	(1,944)	(1,944)	944	-49%	944	-49%
Insurance, Property & Liability	-	118,314	118,314	111,070	112,961	7,244	7%	5,353	5%
Repairs, Maintenance & Leases	-	474,824	474,824	319,277	317,062	155,547	49%	157,762	50%
Supplies	-	36,623	36,623	36,479	36,465	144	0%	158	0%
Postage/Express mail	-	28,972	28,972	39,014	32,987	(10,042)	-26%	(4,015)	-12%
Telephone	-	42,415	42,415	37,233	24,099	5,182	14%	18,316	76%
Janitorial	-	27,828	27,828	27,798	27,844	30	0%	(16)	0%
TOTAL OFFICE EXPENSES	-	805,429	805,429	645,014	626,701	160,415	25%	178,728	29%
OTHER OPERATING EXPENSES									
Interest Expense	-	90,156	90,156	144,412	153,916	(54,256)	-38%	(63,760)	-41%
Dues & Periodicals	-	58,233	58,233	57,477	57,302	756	1%	931	2%
Education & Training	5,000	68,263	73,263	68,292	65,678	4,971	7%	7,585	12%
Contractual Services	63,073	938,148	1,001,221	860,062	843,931	141,159	16%	157,290	19%
Professional Services-Program	-	29,616	29,616	53,224	81,066	(23,608)	-44%	(51,450)	-63%
Trustee Fees	-	-	0	2,500	2,500	(2,500)	-100%	(2,500)	-100%
Rebate Analysis Fees	-	1,500	1,500	0	1,500	1,500	0%	-	0%
Direct Servicing Expenses	82,834	35,074	117,908	55,147	45,581	62,761	114%	72,327	159%
Program Expense-Other	-	38,625	38,625	26,933	41,350	11,692	43%	(2,725)	-7%
Miscellaneous	-	-	0	0	0	-	0%	-	0%
TOTAL OTHER OPER. EXP.	150,907	1,259,615	1,410,522	1,268,047	1,292,824	142,475	11%	117,698	9%
TOTAL OPERATING EXPENSES	170,477	8,554,977	8,725,454	7,857,466	8,030,569	867,987	11%	694,885	9%
NON-OPERATING EXPENSES									
Program Training & Technical Assistance	-	289,125	289,125	277,606	280,791	11,519	4%	8,334	3%
Program Development/Capacity Building Costs	-	909,750	909,750	1,358,966	1,360,250	(449,216)	-33%	(450,500)	-33%
TOTAL NON-OPERATING EXPENSES	-	1,198,875	1,198,875	1,636,572	1,641,041	(437,697)	-27%	(442,166)	-27%
TOTAL OPERATING & NON-OPERATING EXPENSES	170,477	9,753,852	9,924,329	9,494,038	9,671,610	430,290	5%	252,719	3%
CAPITAL OUTLAY & SERVICING ACTIVITY	1,365,000	75,675	1,440,675	14,700	14,700	1,425,975	9701%	1,425,975	9701%
NON-CASH EXPENSES	-	704,690	704,690	689,193	962,896	15,497	2%	(258,206)	-27%
TOTAL EXPENSES, CAPITAL & NON-CASH OUTLAY	1,535,477	10,534,216	12,069,693	10,197,931	10,649,206	1,871,762	18%	1,420,487	13%
EXCESS REVENUE OVER EXPENSES	(793,610)	3,380,318	2,586,709	4,345,919	2,294,865	(1,759,211)	-40%	291,844	13%

Tab 4

New Mexico Mortgage Finance Authority
2015-2017 Strategic Plan

Adopted September 2014, Amended September 2015



Executive Summary

During its 40 years of existence, MFA has grown into a reputable organization recognized for its prudent fiscal management, strong regulatory compliance, professional staff and dedication to customer service. This solid foundation is MFA's undisputed strength and allows the organization to successfully administer more than 30 affordable housing programs for the benefit of the citizens of New Mexico.

MFA's 2015-2017 Strategic Plan is designed to respond to the unique and changing environment in which the organization will operate for the next three years. This new environment is characterized by: flat or decreasing federal funding; New Mexico's sluggish recovery from the Great Recession; demographic changes, including an increase in senior and Millennial Generation households and population loss in many rural areas, resulting in fewer housing services and providers.

To navigate the challenges and opportunities that lie ahead, MFA will leverage its *stability* as a proven organization with *innovation* and flexibility. MFA will focus on the following five priorities to strategically align its work with the environment in which we operate:

- 1. Operational Excellence.** MFA will channel its strengths in the areas of financial stewardship, operations, professional staff and core programs to foster creativity, flexibility and innovation. This approach will allow MFA to grow to meet New Mexico's changing affordable housing needs, rather than being constrained by a challenging economic environment.
- 2. New Resources.** As government funding for traditional affordable housing programs decreases, MFA will cultivate resources that create new opportunities for affordable housing. Some of these resources may supplement traditional government funded programs and some may address unique niches or needs in New Mexico communities.
- 3. Effective Partnerships.** MFA relies upon its partners—service providers, housing authorities, local and tribal governments, advocacy organizations, developers and property owners and managers—to execute programs and build and manage affordable housing across the state. As regulations increase and administrative fees and profits shrink, many partners are shutting their doors or turning to other types of work. While MFA is limited in its ability to improve this situation, it is committed to providing quality training and technical assistance, identifying new funding sources and opportunities for partners and expanding the capacity of partners to provide a wide range of affordable housing services statewide.

4. **Expanded Homeownership Opportunities.** During the Great Recession, MFA experienced lower volumes, higher delinquencies, increased competition, difficult financing executions and tightening regulations for its single family loan products. However, strong MFA market share and rising market interest rates present opportunities that MFA will embrace through enhanced marketing to potential borrowers, expansion of the lender/REALTOR® network, best financing executions and technology and product innovation.

5. **Expanded Rental Opportunities.** Traditional funding sources have not kept pace with the substantial increase in demand for affordable rental housing. Wage stagnation, unemployment, foreclosures and increases in market rents have encouraged the demand for affordable rentals, as have millennials and down-sizing baby boomers, whose demographics make up large shares of the population. Also, slim operating margins and capital needs pose a challenge to the viability of existing properties. Working within this environment, MFA will focus on the sustainability of multifamily properties, proactive oversight of the MFA portfolio and novel strategies to increase and diversify funding sources.

MFA Mission and Core Values

Vision

All New Mexicans will have quality affordable housing opportunities.

Mission

Provide innovative products, education and services in collaboration with strategic partners to finance the purchase, construction and preservation of quality affordable housing to strengthen the social and economic development of New Mexico.

Core Values

- Hire the best qualified employees representing the diversity of the state, pay them competitively, treat them fairly and provide opportunities for advancement.
- Provide prompt, courteous, quality service.
- Foster a dynamic professional environment of excellence that supports a high level of integrity, transparency, collaboration and commitment to mission.
- Allocate resources to serve those with the greatest need while promoting partnerships to maximize housing opportunities.
- Practice cost-effective operations and prudent fiscal management.
- Promote sustainable growth, innovation and environmentally conscious practices.

MFA Mandate

In 1975, the New Mexico state legislature created the New Mexico Mortgage Finance Authority as a public body politic and corporate, separate and apart from the state, constituting a governmental instrumentality, with the power to raise funds from private investors in order to make such private funds available to finance the acquisition, construction, rehabilitation and improvement of residential housing for persons and families of low or moderate income within the state.

Priority 1: Operational Excellence

1.1 Maintain prudent stewardship of MFA's financial resources.

MFA has the unique responsibility of administering its affordable housing assets and liabilities, federal, state and grant funds as well as the earnings it generates from its lending and investment activities. MFA has long maintained a level of excellence in this regard with its strong financial statements, unqualified financial statement audits and rigorous audit, financial reporting processes, internal control structure and strong issuer credit rating. MFA will build upon this solid foundation by continuing development of financial reporting processes, identifying process efficiencies, establishing a new rating agency relationship, soliciting investment strategies that support the changing economic environment, and monitoring adequacy of reserve levels as well as identifying availability of reserves for programs. Ensuring balance sheet strength and strong financial performance will be crucial to meeting housing needs.



1.2 Create a fulfilling work environment to attract, retain and develop employees.

MFA has an excellent benefits package, an incentive compensation plan and strong policies on conflict management and the prevention of harassment and discrimination. The fact that many employees remain with MFA for long periods of time is reflective of job fulfillment and MFA's employee-first focus. MFA's Human Resources Department is committed to providing the highest level of customer service for all of MFA.

MFA will focus on staff development and capacity to ensure that it can retain and attract new employees, taking into account the impending changes that will occur as millennials enter the

1.1 Benchmarks

- General fund liquid cash reserves at minimum level consistent with policy
- Unqualified opinion on MFA financial statements and no material weakness in internal control over financial reporting or major programs (excluding first-time audits)
- Operating performance and profitability equal to net revenues over total revenues of at least xx percent (based on five-year average)
- Balance sheet strength equal to net asset position over total bonds outstanding of at least xx percent (based on five-year average)
- Maintain or improve credit rating

1.2 Benchmarks

- Conduct, evaluate and compare annual employee satisfaction survey
- Develop and implement priority survey recommendations through the employee engagement committee
- Conduct and realize a net improvement on the employee satisfaction survey
- Create a staff development and capacity work plan

workforce. These initiatives focus on: competitive compensation; fine tuning the benefits package to ensure its sustainability; work-life balance initiatives such as flexible work arrangements, volunteer opportunities and physical and mental health wellness programs; employee recognition and enhanced staff training. Evaluation tools, particularly the annual employee satisfaction survey, will help assess and improve the MFA work environment. Additionally, MFA will evaluate succession planning needs to create redundancies and assist in managing turnover risks. MFA will also continue to evaluate and implement green initiatives to make its facility more energy efficient.



1.3 Benchmarks

- Protect MFA data and systems from threats through semi-annual vulnerability scans
- Maintain system availability at 99 percent
- Begin to implement priority recommendations from the data security and privacy audit

1.3 Identify and implement technology solutions that improve operational efficiency, data security and customer service.

MFA has a capable Information Systems department that protects MFA from threats and vulnerabilities while ensuring system availability. Information Systems supports specific department and program technology needs by utilizing software solutions purchased or developed internally.

In the years that lie ahead, technology will become a greater part of MFA's value proposition. Increased regulatory requirements will be integrated into software systems to provide ongoing monitoring and reporting. A number of customer-directed improvements are planned for online and paperless processes as are new technology solutions to improve operational efficiency and data tracking capabilities.

1.4. Maintain standards of excellence and promote innovation in MFA programs.

All MFA programs maintain a high standard of excellence through professional program management, consistent compliance and strong working relationships with partners. MFA's 30-plus affordable housing programs include core programs that are the traditional domain of state housing finance agencies. Other programs have been established internally as a result of new federal funding or in partnership with the state of New Mexico and other entities to better meet New Mexico's unique affordable housing needs.

1.4 Benchmark

- Meet commitments and expenditure requirements for 95 percent of grant funding

MFA will continue to ensure compliance with funding source requirements as well as adapt existing programs, propose new ways to meet unmet housing needs, respond to changing demographics and funding and take advantage of new opportunities.

1.5 Manage organizational risks.

All organizations must have a clear understanding of their risk profile in order to manage the decision-making process and future of an organization. The goal is to effectively manage risks that can potentially threaten the position of an organization within a tolerable range of performance. MFA and other housing finance agencies are particularly affected by the financial risks of operating in capital markets, dependency on federal fiscal policy, limited federal funds for affordable housing programs, complexity of financial programs and products and financial uncertainty associated with the economy.

Standard tools and processes, such as MFA's internal risk reporting and compliance reports, are used to manage these risks. MFA will continue to identify and research pertinent changes in regulations and accounting standards and implement any adjustments that are necessary to ensure continued internal and partner compliance. Other risk management initiatives, such as disaster recovery planning will also be addressed.

1.6 Improve collaboration throughout MFA.

By virtue of the number of programs it manages, MFA personnel is highly-specialized and is often siloed into program areas. Collaboration across the entire organization is critical for achieving MFA's vision. MFA will undertake a number of initiatives to increase collaboration and enhance communication among staff, the MFA Board of Directors and partners.

1.5 Benchmarks

- Develop and implement a work plan to mitigate risk associated with complexities and changes in regulation
- Implement, train staff and begin to test key components of the disaster recovery plan



1.6 Benchmark

- Focus collaboration around quarterly all-staff meetings and increased use of the Intranet

Priority 2: New Resources

2.1 Market the MFA Charitable Trust to generate tax deductible contributions for affordable housing.

The New Mexico Affordable Housing Charitable Trust is a non-profit organization established by MFA in 2007. The Charitable Trust provides a vehicle for individuals to donate to affordable housing and receive both a charitable deduction from the IRS and a 50 percent state tax credit. MFA will work to expand awareness of the Charitable Trust and thereby increase contributions.

This three-year plan includes awareness and education targeted to employers and to professionals who advise their clients on tax-related matters. Other opportunities for investment in the Charitable Trust will also be explored.

2.1 Benchmark

- Outreach to at least one professional group and to at least three communities or employers

2.2 Expand mission-driven fee-for-service activities.

MFA has substantial expertise that allows it to provide services in core areas. For instance, MFA has held the HUD contract for Section 8 Project Based Contract Administration for 13 years, services loan portfolios on behalf of local governments and provides fiscal agent services for housing programs run by other entities. Fees from these activities are an important part of MFA's budget and will become increasingly important as federal funding is reduced in future years.

During the course of this strategic plan, MFA will focus on two primary fee-for-service activities that will require internal evaluation to assess viability and profitability. Subservicing, acquisition of servicing on existing Mortgage Backed Securities, multifamily servicing and specialized servicing for targeted business opportunities will be considered. MFA is currently participating in a pilot project for physical inspection that seeks to align inspection standards among HUD, USDA and housing finance agencies. The pilot provides an ideal opportunity to assess demand for physical inspection services, build MFA's capacity through staff certifications and infrastructure and potentially offer physical inspection services to partners. MFA will also assess providing other mission-related services as opportunities arise.

2.2 Benchmark

- Implement mortgage operations for subservicing expansion



2.3 Develop innovative funding streams for NM EnergySmart and other traditional grant-funded programs.

Many federal housing programs have experienced deep cuts in the past few years. MFA has responded by seeking new funding sources to augment and reduce dependence on federal budgets.

This three-year strategic plan focuses on expanding and adapting the NM EnergySmart program to take advantage of additional funding and partnerships including matching funds from electric cooperatives, funding from large utilities, potential new energy efficiency programs and expansion into new markets.

2.3 Benchmarks

- Outreach to three new partners
- Increase funding from sources other than DOE
- Evaluate moderate income energy-efficiency program

2.4 Generate new resources for affordable housing through state programs, grants and private funding opportunities.

There are several state programs and funding sources in New Mexico that are not used for affordable housing but for which affordable housing is an eligible use. Specifically, live/work housing is an eligible use of Local Economic Development Act (LEDA) funds raised by local governments. Affordable housing is an eligible use of Community Development Block Grants (CDBG) administered by the Department of Finance and Administration, Colonias Infrastructure Funds administered by the Colonias Infrastructure Board and Industrial Revenue Bonds issued by local governments. MFA will work closely with state agencies and local governments to expand the use of these funding sources for affordable housing purposes. MFA will also support other state initiatives that could leverage more resources for affordable housing in New Mexico. Finally, MFA will continually monitor and evaluate new funding opportunities, including federal, state and foundation grants as well as private funding sources. MFA will apply for those resources if they are determined to be beneficial to MFA.



2.4 Benchmark

- Create a resource development strategy for MFA

Priority 3: Effective Partnerships

3.1 Develop expertise and capacity of Regional Housing Authorities to provide a range of affordable housing services statewide.

MFA has oversight responsibility for New Mexico's three Regional Housing Authorities (RHAs), which are structured to serve three large areas of the state. As some rural communities lose population and as decreased funding makes it difficult to sustain small organizations, many public housing authorities plan to consolidate under the RHAs in their areas. MFA has provided leadership and support for the first such consolidation of Taos County Housing Authority into the Northern RHA. MFA will assist with future consolidations as appropriate.

New Mexico RHAs primarily administer Section 8 vouchers and/or manage low-rent units. As more service providers struggle to maintain operations, RHAs could be further developed to provide additional services and become full-service affordable housing providers. As regional entities, they have the scale to support program administration and can take advantage of direct assistance from MFA. MFA will assist with training and technical assistance, capacity building and identification of additional funding sources to encourage RHAs that possess sufficient capacity to expand.



3.1 Benchmarks

- Provide RHA specialty training to enhance organizational capacity
- Assist RHAs with consolidation or transfers of troubled PHAs
- Hold two peer exchange meetings annually
- Implement one new service or program as capacity and funding allow

3.2 Provide quality training and technical assistance to our partners.

MFA provides valuable training and technical assistance to service provider partners, local and tribal governments, developers, property owners and managers as well as REALTORS® and lenders. Over the course of this strategic plan, MFA will explore ways to expand specialized training and technical assistance. MFA will continue to help communities develop and implement affordable housing plans and ordinances. Additional funding will be sought to support these efforts.

3.2 Benchmarks

- Assist three local governments in creating affordable housing plans and ordinances
- Hold 12 outreach meetings
- Assist three local governments with implementation of one or more affordable housing plan goals
- Facilitate five stakeholder meetings with non-profits, owners/managers, developers and servicing partners

3.3 Strengthen MFA’s influence on affordable housing policy and funding at the state and federal levels.

Federal and state policy forms the basis of MFA’s core programs. MFA consistently monitors these policies and maintains strong working relationships with public officials to advance New Mexico’s affordable housing priorities. At the federal level, MFA will focus on maintaining funding levels for key housing programs and advancing new affordable housing opportunities. In addition, housing finance reform and comprehensive tax reform will be continually monitored as potential risks.

MFA was established by the New Mexico State Legislature in 1975. It is an instrumentality of the state rather than a state agency and receives no state funds for operations. Nevertheless, there is a strong relationship between the state and MFA by virtue of MFA’s responsibilities under its state charter, state affordable housing laws that MFA must implement and special state appropriations for some MFA programs. MFA will continue to create an annual state legislative agenda requesting recurring funding for state mandates, permanent funding for the Housing Trust Fund and special appropriations. Outreach and education on the state legislative agenda will occur year-round through meetings with state legislators and constituents, regular meetings of the Mortgage Finance Authority Act Oversight Committee and communication with the Legislative Council Service and the Legislative Finance Committee. MFA will also continue to support other state initiatives to leverage more resources for affordable housing in New Mexico.

3.3 Benchmarks

- Develop state legislative agenda and lobby for appropriations and policy
- Develop federal policy priorities and communicate them to NM’s congressional delegation
- Undertake year-round outreach with state and federal officials



3.4 Increase visibility and public awareness of MFA.

MFA informs the public about its existence, mission and programs in a variety of ways including direct advertising, collateral materials, informational correspondence, signage, earned media and trade show and event sponsorships and participation. MFA is featured regularly in earned media spots and news stories. MFA has partner-specific outreach through newsletters, legislative

updates and specialty publications such as the Housing Services Directory and annual report. One of the primary ways MFA connects with its partners is through events: the biennial housing summit, alternating biennial open house and support of partner events such as ground breakings and ribbon cuttings. In addition, MFA houses important information for partners on its website and maintains more than 4,000 partner contacts in its database. MFA presents best practice awards to its partners at every housing summit and presents a variety of recognition awards throughout the year.

3.4 Benchmarks

- Develop and update MFA materials including brochures and annual report
- Organize or participate in five public awareness events
- Plan and execute the NM Housing Summit



MFA plans a multi-faceted media campaign in 2015 to celebrate its 40th anniversary. Also, MFA will develop general promotional materials and media to familiarize the public with the organization. MFA will continue its public relations approach of proactively identifying and responding to issues of importance to partners, communities and elected officials.

Priority 4: Expanded Homeownership Opportunities

4.1 Utilize best financing executions for MFA's homeownership program.

Traditionally, MFA has financed its single family mortgage program loans through Mortgage Revenue Bond (MRB) issuance. Adverse market conditions have hindered effective bond financing in recent years. As a result, MFA and many other housing finance agencies have shifted their financing executions to include the To Be Announced (TBA) market to fund their single family programs. As the MRB market recovers, MFA will proactively monitor the market to determine the most efficient and profitable way to finance the single family program. Deeper experience with TBA financing structures will enable MFA to offer more innovative mortgage products and foster a unique perspective on financing underserved homebuyers.

4.1 Benchmarks

- Average internal rate of return on traditional single family bond programs equal to or greater than 14 percent
- Average internal rate of return on pass through single family bond programs equal to or greater than 100 percent
- Mortgage rates no more than 25 basis points above traditional market
- Spread for bond issues of 1.1 percent to 1.125 percent
- Administrative fees of at least 18 basis points on all bond issues
- Profitability of xx percent on TBA executions

4.2 Implement innovations in single family mortgage products and servicing to address customer needs and make MFA more competitive.

During the course of this strategic plan, MFA plans to transition from paper intensive loan processes to streamlined paperless online processes that will more closely align with industry standards and make MFA's programs more attractive to potential lender partners.

Innovation will also occur with MFA's mortgage products themselves, through the introduction of new loan products and changes to existing products. Less restrictive TBA financing mechanisms will allow greater innovation in program design. MFA will have a new emphasis on assessing competing programs within the state and responding quickly with innovative products to remain relevant in the marketplace.

In addition, MFA will proactively manage operational risks associated with utilizing a master servicer for the single family program, including legacy master servicing relationships.



4.2 Benchmarks

- Provide mortgage financing to 1,250 homebuyers
- Maintain MFA single family market share at 31 percent or greater
- Maintain loan defaults, workouts and foreclosures to MFA below xx percent

4.3 Increase awareness and use of MFA mortgage products through marketing and REALTOR®/lender outreach.

MFA's mortgage products are made available to borrowers through MFA approved mortgage lenders and participating REALTORS® located throughout the state. MFA will continue to expand the pool of MFA-knowledgeable lenders and REALTORS® in all areas of the state. Additionally, MFA will create and distribute materials to targeted groups of potential homebuyers to let them know about down payment assistance and other MFA products. Additional advertising and marketing initiatives will be explored and considered to increase production in MFA's single family program.

4.3 Benchmark

- Create and employ targeted marketing for specific groups of potential homeowners



4.4 Expand MFA's presence in housing and credit counseling.

MFA's role in administering housing counseling programs is changing. In recent years, foreclosure prevention activities have been primarily funded through the New Mexico Attorney General's Keep Your Home New Mexico Program. MFA has served as the program administrator for the housing counseling component of the program and will likely continue to provide these oversight services in the future. While the AG's program provided much needed resources related to foreclosure counseling, there is an unmet demand for housing and financial literacy counseling, especially in the rural areas of the state. MFA will seek to expand its presence in this arena by leveraging industry resources and partnerships to increase the quality and availability of housing counseling activities throughout the state. MFA will also seek funding through the state of New Mexico and other viable channels to increase housing counseling resources and capacity statewide.

4.4 Benchmarks

- Provide homebuyer counseling to 1,250 homebuyers
- Launch tribal housing counseling initiative

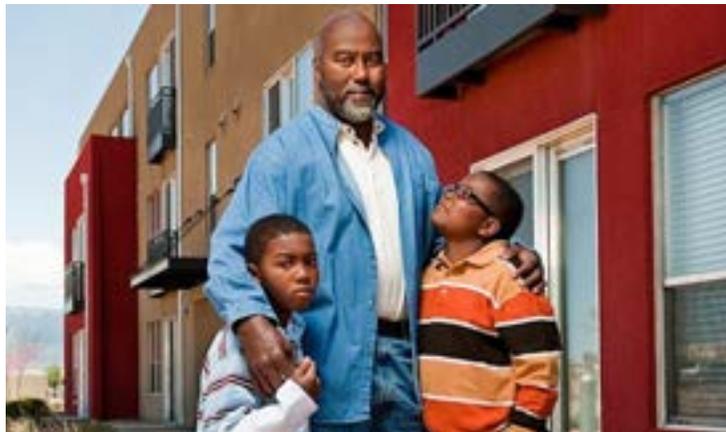
Priority 5: Expanded Rental Opportunities

5.1 Foster sustainability of multifamily properties through sound underwriting and continual improvement of MFA financing programs.

Rental properties that are not financially sound are a drain on MFA's resources, create community blight and potentially trap low-income families in unhealthy living situations. To ensure that MFA continues to promote the development of housing that provides families with quality living environments well into the future, MFA will use comprehensive underwriting procedures based on proven methodologies and reliable data. Procedures will be updated with improved underwriting tools and benchmarks using the best practices of the industry. Data on the operations of properties in the MFA portfolio will be collected and analyzed, resulting in proactive asset management.

5.1 Benchmarks

- Evaluate software needs for MFA's Asset Management and Housing Development departments
- Partner with HUD on evaluating multifamily risk rating systems



5.2 Preserve existing properties through proactive oversight of MFA's portfolio and collaboration with property owners and managers.

Many existing rental housing units are in need of capital improvement but have limited funds available to pay for them. MFA and its partners will work to proactively manage the portfolio of properties and prioritize which properties to preserve with the resources that are available. As part of its process of continual education and oversight, MFA will also recommend operating cost reductions such as energy efficiency improvements.

5.2 Benchmarks

- Yield a net increase of multifamily rental units in MFA's portfolio
- Yield a collection rate of 95 percent or greater for compliance monitoring and fees
- Update MFA's Low Income Housing Tax Credit year 15 listing to identify projects that may opt out of the program

5.3 Evaluate and utilize new resources to address increased demand for rental housing.

Even as government funding for traditional affordable housing programs decreases, MFA must continue to facilitate the growth of quality, affordable rental housing throughout New Mexico. MFA will recommend refinancing options for existing bond deals and will identify and assess traditional and non-traditional funding sources, underutilized state funding, bonds for multifamily rental projects as well as other novel and innovative funding sources. These sources will help to meet increased demand for rental housing, supplement government funding and address unique niches or needs in New Mexico's diverse communities. MFA will also partner with housing finance agency peers and other industry leaders to identify innovative financing structures.

5.3 Benchmark

- Evaluate partnerships for Multifamily Accelerated Processing (MAP) lending where MFA would earn a portion of the fee
- Complete operational plan for HUD Section 811 Project Rental Assistance program



5.4 Continue to serve as New Mexico's Project-Based Contract Administrator for HUD Section 8.

MFA has administered the HUD contract for Section 8 Project Based Contract Administration (PBCA) for 13 years. As the in-state housing finance agency, MFA is uniquely qualified to perform this work because it understands New Mexico's affordable housing needs and strives to build capacity and work cooperatively with property owners and managers. Unfortunately, HUD's process to award PBCA contracts is currently under litigation, placing PBCA administrative fees to MFA at risk. MFA will continue to successfully perform its PBCA scope of work, monitor and represent New Mexico's interests in PBCA litigation and respond to new solicitations of HUD PBCA contracts.

5.4 Benchmarks

- Continue to earn 100 percent base fees for PBCA contract
- Prepare MFA for PBCA federal procurement application through proactive means and operational enhancements

Tab 5

2015 Federal Program Fund Summary

Federal Administering Agency	Program and Acronym	How MFA Acquires Funding	Funding Amount/ Value	Beneficiaries	Eligible Activities
Department of Housing and Urban Development (HUD)	HOME Investment Partnerships Program ("HOME")	Formula grant	FY15 allocation = \$3,332,253 59% cut from FY10 allocation of \$8,151,446	Households earning no more than 80% of the area median income based on family size	<ul style="list-style-type: none"> • down payment assistance to first-time homebuyers • owner-occupied housing rehab • development of rental homes and some related expenses • certified Community Housing Development Organization (CHDO) operating expenses
	Emergency Solutions Grant ("ESG")	Formula grant	FY15 allocation = \$989,566 25% cut from FY12 allocation of \$1,311,996	Homeless individuals and families and subpopulations such as victims of domestic violence, youth, people with mental illness, families with children and veterans. ESG funds may also be used to aid people who are at imminent risk of becoming homeless due to eviction, foreclosure or utility shutoff.	<ul style="list-style-type: none"> • operations and maintenance of emergency shelter facilities • essential supportive services (i.e., case management, physical and mental health treatment, substance abuse counseling, childcare, etc.) • homelessness prevention • data collection for homeless and domestic violence databases
	Housing Opportunities for Persons With AIDS ("HOPWA")	Formula grant	FY15 allocation = \$285,515 MFA also administers the City of Albuquerque's allocation of \$329,639	Households earning no more than 80% of area median income in which one or more members is medically diagnosed with HIV/AIDS	<ul style="list-style-type: none"> • rental assistance • short-term payments to prevent homelessness • permanent housing placement • supportive services (i.e., case management) • acquisition, rehabilitation, repair, conversion and lease of facilities

Federal Administering Agency	Program and Acronym	How MFA Acquires Funding	Funding Amount/ Value	Beneficiaries	Eligible Activities
Department of Energy (DOE)	Weatherization Assistance Program (“NM Energy\$mart”)	Formula grant	FY15 allocation = \$1,623,996	Households with incomes at or below 200% of the federal poverty level Priority is given to the elderly, households in which one or more members has a disability, and families with young children	Energy efficiency improvements like: <ul style="list-style-type: none"> • weather-stripping, caulking, and insulation • window and door replacement • tuning, repairing or replacing furnaces or heating units • replacing incandescent bulbs with CFLs • refrigerator replacement • training and technical assistance
Department of the Treasury (Internal Revenue Service or IRS)	Low Income Housing Tax Credit Program (“LIHTC” or “Tax Credits”)	Formula credit allocation	FY15 allocation = \$4,796,737 (estimate)	Households earning no more than 60% of area median income (could be more restrictive, depending on the project)	Rental housing development including new construction, rehabilitation, or acquisition/rehabilitation

Tab 6

Top Ten MFA Myths...Debunked!

Myth Debunked!
<p>Myth #1: MFA develops/builds homes.</p>	<p>MFA does not develop and/or build homes. Like a bank, MFA provides financing to developers to build homes. Most of MFA’s development financing is in the form of loans, but we also allocate tax credits and provide some grants.</p>
<p>Myth #2: MFA has lots of grant funding available.</p>	<p>MFA has very little grant funding available. Because MFA borrows most of its funding, it must make that funding available as loans, not grants. Additionally, MFA is often required to “recycle” certain sources of funding because they are limited. Recycling means that when the funds are repaid, the repayments are used to assist more people.</p>
<p>Myth #3: MFA is a state agency.</p>	<p>MFA is an “instrumentality of the state,” but not a state agency. MFA is like a state agency in that it was created by the state legislature in 1975 and serves a public purpose. MFA’s Board of Directors is a public body, and MFA receives state oversight through a Legislative Oversight Committee. But MFA is unlike a state agency in that it is self-supporting. It receives no state funding for operations, its liabilities are not the state’s liabilities, its employees are not state employees, and MFA does not participate in PERA.</p>
<p>Myth #4: MFA issues mortgage revenue bonds. Aren’t they risky? Does this pose a risk to the state’s financial position?</p>	<p>MFA has historically taken a very conservative approach in structuring bond offerings. MFA has never entered into derivative or swap transactions or issued single family variable rate debt. MFA currently carries two equivalent issuer credit ratings: AA- Stable from Standard and Poor’s and Aa3 Stable from Moody’s Investor Service. MFA’s single family bond issues, which are secured by collateral guaranteed by the federal government, carry either an AAA or AA+ rating, depending on the agency rating the bonds. MFA was one of very few housing finance agencies in the country able to issue mortgage revenue bonds in 2009, and <i>MFA has never had a non-origination call</i>. MFA bonds are very sound investments. Finally, because MFA is not a state agency, MFA’s bond issues pose no risk to the state because they are not considered a liability of the state. The New Mexico State Constitution significantly restricts the state’s ability (and that of counties and municipalities) to issue debt. This is why MFA was created “separate and apart from the state” as an instrumentality.</p>
<p>Myth #5: MFA gave our town the money for our fire station/ courthouse/community center.</p>	<p>MFA provides funding for housing and housing-related activities <i>only</i>. The similarly named <i>New Mexico Finance Authority</i> (“NMFA”) provides financing for the community facilities, as well as other basic infrastructure and economic development projects. MFA and NMFA are completely separate organizations and provide financing for very different purposes.</p>

Myth Debunked!
<p>Myth #6: MFA oversees/regulates public housing authorities.</p>	<p>In 2007, several changes to New Mexico’s Regional Housing Law were enacted and MFA was charged with oversight of the <i>regional</i> housing authorities. However, MFA does not have, nor has it ever had, an oversight relationship with the public housing authorities. The public housing authorities report to boards of directors and/or county or municipal governments, and HUD oversees their administration of public housing resources.</p>
<p>Myth #7: If you want to buy a home, just go to MFA and they’ll give you a mortgage loan.</p>	<p>MFA does not lend directly to individual homebuyers, nor do all individuals qualify for MFA’s mortgage loan products. MFA works with a large network of participating lenders throughout New Mexico that in turn work with individual homebuyers. Most of MFA’s mortgage and down payment assistance loans are available to first-time homebuyers if they meet income eligibility requirements and have reasonably good credit. In addition, to qualify for many of MFA’s loan and down payment assistance products, prospective borrowers must successfully complete a pre-purchase homebuyer education course.</p>
<p>Myth #8: MFA is at significant financial risk in today’s housing market because more and more borrowers are defaulting on their loans.</p>	<p>While today’s housing and mortgage markets continue to be challenging, MFA is not at significant financial risk due to poor loan performance experienced in recent years. When MFA purchases loans from participating lenders, they are securitized and the mortgage-backed securities are sold to the secondary market (either Ginnie Mae or Fannie Mae). The federal government then insures the mortgages so that even if the borrower defaults on his/her payments, MFA is held harmless and repayments continue to flow. In this way, MFA can in turn repay the bond holders who purchased the bonds that provided the financing for the mortgages. Also, MFA’s delinquency and default rates are usually lower because MFA borrowers receive 30-year fixed rate loans and are typically required to complete pre-purchase homebuyer education courses.</p>
<p>Myth #9: My community could use some new homes/weatherization/ housing rehabilitation/a homeless shelter. MFA will make it happen.</p>	<p>This myth is related to Myth #1. While MFA provides the funds to do all of these things, MFA does not itself develop or build homes, homeless shelters or provide direct services. MFA works with many developers, local governments and service providers to carry out these activities in specific communities.</p>
<p>Myth #10: MFA is part of HUD.</p>	<p>The U.S. Department of Housing and Urban Development (HUD) is a federal agency that provides various financial resources for housing and community development. MFA administers HUD funding and contracts on behalf of the state. HUD is an important partner to MFA, but MFA is not part of HUD.</p>

Tab 7



New Mexico Housing Trust Fund

The New Mexico Housing Trust Fund was created in 2005. Since that time, New Mexico taxpayers have realized a tremendous return on their investment in affordable housing. Importantly, investment in housing is investment in our economy, education, and health.

The New Mexico Housing Trust Fund has grown from \$18.7 million in appropriations to \$24.5 million as a result of interest earned over the years. Through a competitive application process, MFA has awarded more than \$35 million, including the state’s \$18.7 million investment, interest income and loan repayments, to 45 housing projects for 2,400 housing units. These impressive developments have leveraged approximately \$362 million in other funding sources: that’s a 19-to-1 return on the state’s initial investment!

To date, the New Mexico Housing Trust Fund has awarded more than \$35 million to build or rehabilitate 2,400 housing units. In the process, MFA has leveraged \$362 million in other funding sources, a 19-to-1 return on the state’s \$18.7 million investment.

Legislative Appropriations Received to Date	\$18,700,000
Loan Interest	\$ 1,224,188
<u>Net Investment Interest Received</u>	<u>\$ 4,636,400</u>
Total	\$24,560,588

**Loan Principal Payments total \$12,499,247 to date*

	Total Units	Low Income Units	Moderate Income Units	Market Rate Units	Dollars	% of Total	Leverage
Single Family New Construction	314	153	22	139	\$7,900,561	22%	\$52,181,509
Single Family Rehabilitation	30	30	-	-	\$160,679	0%	\$160,679
Multifamily New Construction	1,307	1,170	10	127	\$18,028,712	51%	\$211,223,205
Multifamily Rehabilitation	755	710	-	45	\$8,901,680	25%	\$98,485,065
MFA Administration	-	-	-	-	\$660,000	2%	-
Totals	2,406	2,063	32	311	\$35,651,632	100%	\$362,050,458

Tab 8

9% Low Income Housing Tax Credit Awards by Congressional District and County, 2000-2015

Geographic Distribution Congressional District 1 received 26% or \$16.3 million in 9% LIHTCs
 Congressional District 2 received 38% or \$23.8 million in 9% LIHTCs
 Congressional District 3 received 37% or \$23.1 million in 9% LIHTCs

Urban and Rural Areas \$27.9 million or 44% of awards were made in the metro areas of Albuquerque, Farmington, Las Cruces and Santa Fe
 \$35.2 million or 56% of awards were made in rural areas

Large and Small Cities \$40.8 million or 65% of awards were made in municipalities with populations greater than 25,000
 \$22.3 million or 35% of awards were made in municipalities with populations less than 25,000

Congressional District or County*	Population (ACS 2014 1-Yr Estimates)	Percent of Population	9% LIHTC Awards	Percent	9% LIHTC Awards in Metro Areas	9% LIHTC Awards in Rural Areas	9% LIHTC Awards in Large Cities (> 25,000 pop.)	9% LIHTC Awards in Small Cities (< 25,000 pop.)
Congressional District 1								
Bernalillo County	675,551	32%	15,139,593	24%	15,139,593		15,139,593	
Sandoval County	137,608	7%	1,150,000	2%		1,150,000		1,150,000
Totals CD 1			16,289,593	26%	15,139,593	1,150,000	15,139,593	1,150,000
Congressional District 2								
Chaves County	65,878	3%	2,120,141	3%		2,120,141	2,120,141	
Cibola County	27,349	1%	702,547	1%		702,547		702,547
Doña Ana County	213,676	10%	9,045,430	14%	4,849,187	4,196,243	4,849,187	4,196,243
Eddy County	56,395		1,150,000			1,150,000		1,150,000
Grant County	29,096		802,339			802,339		802,339
Lea County	69,999	3%	4,657,257	7%		4,657,257	4,657,257	
Lincoln County	19,706	1%	416,734	1%		416,734		416,734
Luna County	24,673	1%	1,732,343	3%		1,732,343		1,732,343
Otero County	65,082	3%	1,861,939	3%		1,861,939	1,170,202	691,737
Valencia County	75,817	4%	1,261,140	2%		1,261,140		1,261,140
Totals CD 2			23,749,870	38%	4,849,187	18,900,683	12,796,787	10,953,083
Congressional District 3								
Curry County	50,969	2%	5,107,972	8%		5,107,972	4,907,212	200,760
Los Alamos County	17,682	1%	513,809	1%		513,809		513,809
McKinley County	74,098	4%	3,728,121	6%		3,728,121		3,728,121
Rio Arriba County	39,777	2%	307,779	0%		307,779		307,779
San Juan County	123,785	6%	2,632,884	4%	1,213,292	1,419,592	1,213,292	1,419,592
San Miguel County	28,239	1%	1,260,432	2%		1,260,432		1,260,432
Sandoval County	137,608	7%	848,948			848,948		848,948
Santa Fe County	148,164	7%	7,129,959	11%	6,720,798	409,161	6,720,798	409,161
Taos County	33,084	2%	1,290,536	2%		1,290,536		1,290,536
Union County	4,297	0%	240,064	0%		240,064		240,064
Totals CD 3			23,060,504	37%	7,934,090	15,126,414	12,841,302	10,219,202
Total New Mexico	2,085,572	100%	63,099,967	100%	27,922,870	35,177,097	40,777,682	22,322,285

*Only counties receiving 9% LIHTC awards are listed; therefore, county population totals do not add up to New Mexico population total.

Low Income Housing Tax Credits in New Mexico Congressional District 1: 2000-2015

Credit Type	Project	Address	City	County	Zip	Year Awarded	Award Amount	Total Development Cost	Tax Credit Proceeds	Total Units	Tax Credit Units	
9% Credits	Ventana Ranch	10400 Universe Blvd.	Albuquerque	Bernalillo	87114	2003	\$811,588	\$19,368,690	\$6,648,367	288	216	
	Sawmill Lofts	1801 Bellamah Avenue NW	Albuquerque	Bernalillo	87104	2004	\$598,993	\$7,163,155	\$5,450,836	60	59	
	Casa Bonita/Carlisle Family Homes/Co-	4528 Carlisle Blvd. NE	Albuquerque	Bernalillo	87109	2004	\$769,937	\$11,454,116	\$6,514,234	140	139	
	*NewLife Homes 4	6600 Della SW	Albuquerque	Bernalillo	87121	2007	\$507,176	\$7,794,791	\$5,797,789	48	48	
	Silver Gardens Phase I	100 Silver Ave SW	Albuquerque	Bernalillo	87102	2008	\$1,031,881	\$13,637,017	\$5,150,484	66	56	
	Downtown @ 700 - 2nd	700 2nd Street NW	Albuquerque	Bernalillo	87102	2008	\$964,720	\$12,606,116	\$8,063,156	72	59	
	*Sawmill Senior Housing	990 18th Street NW	Albuquerque	Bernalillo	87104	2008	\$947,376	\$9,029,479	\$7,354,176	46	44	
	*The Artisan at Sawmill Village	1751 Bellamah Avenue NW	Albuquerque	Bernalillo	87104	2009	\$1,140,845	\$13,142,997	\$9,251,591	62	60	
	Silver Gardens Phase II	100 Second Street SW	Albuquerque	Bernalillo	87102	2010	\$768,729	\$8,790,676	\$5,534,849	55	45	
	Plaza Felo	509 San Pablo Street SE	Albuquerque	Bernalillo	87108	2010	\$1,023,391	\$12,440,009	\$7,470,007	66	55	
	Luna Lodge (Ubuntu)	9119 Central Avenue NE	Albuquerque	Bernalillo	87123	2010	\$344,120	\$4,429,354	\$2,377,102	30	30	
	Casitas de Colonos	215 Lead Avenue SW	Albuquerque	Bernalillo	87102	2012	\$1,110,000	\$12,408,064	\$11,098,890	71	50	
	Plaza Ciudadana	312 Indian School Road	Albuquerque	Bernalillo	87102	2012	\$1,110,000	\$13,698,237	\$10,821,418	67	56	
	Sundowner	6101 Central Avenue NE	Albuquerque	Bernalillo	87108	2012	\$638,687	\$9,063,847	\$5,428,297	71	60	
	Village in the Bosque	857 Calle Los Mayores	Bernalillo	Sandoval	87004	2013	\$1,150,000	\$17,580,185	\$10,808,919	98	83	
	Cuatro	1319 Fourth Street NW	Albuquerque	Bernalillo	87102	2014	\$1,072,150	\$12,972,711	\$10,291,610	56	55	
	The Imperial Building	205 Silver Avenue SW	Albuquerque	Bernalillo	87102	2014	\$1,150,000	\$19,089,351	\$11,498,850	74	54	
	Casa Feliz	643 Española Street SE	Albuquerque	Bernalillo	87108	2015	\$1,150,000	\$14,899,321		85	84	
4% Credits	Valencia Court	300 Valencia Drive SE	Albuquerque	Bernalillo	87108	2000	\$413,492	\$13,390,174	\$3,224,589	188	188	
	Sandpiper Apartments	4401 Montgomery Blvd. NE	Albuquerque	Bernalillo	87109	2001	\$537,734	\$15,733,657	\$4,024,337	239	235	
	Brentwood Gardens	6302 Harper Place NE	Albuquerque	Bernalillo	87109	2001	\$229,631	\$8,527,933	\$1,833,101	122	122	
	Manzano Mesa	700 Eubank Blvd. SE	Albuquerque	Bernalillo	87123	2001	\$427,908	\$15,114,152	\$3,592,684	224	224	
	El Paseo	301 El Pueblo Road NW	Albuquerque	Bernalillo	87114	2002	\$320,366	\$11,324,428	\$2,734,307	166	166	
	Vista Grande	12801 Copper NE	Albuquerque	Bernalillo	87123	2003	\$149,146	\$5,567,152	\$1,161,500	96	95	
	Sunny Acres	2821 Mountain Road NW	Albuquerque	Bernalillo	87104	2003	\$132,521	\$4,071,303	\$897,271	75	74	
	Sandia Vista	901 Tramway Blvd. NE	Albuquerque	Bernalillo	87123	2003	\$183,494	\$6,794,059	\$172,583	138	136	
	Artec Village	4321 Montgomery Blvd. NE	Albuquerque	Bernalillo	87109	2003	\$434,710	\$13,981,772	\$3,504,028	228	228	
	El Paseo Phase II	291 El Pueblo Road NW	Albuquerque	Bernalillo	87107	2003	\$326,001	\$10,126,326	\$2,290,852	124	124	
	Arioso	7303 Montgomery Blvd. NE	Albuquerque	Bernalillo	87109	2004	\$514,314	\$11,892,456	\$4,093,380	265	262	
	Lafayette Square	3901 Lafayette Drive NE	Albuquerque	Bernalillo	87107	2004	\$406,457	\$11,597,071	\$3,271,991	189	188	
	El Pueblo/ Madera	Various Sites	Albuquerque	Bernalillo	87108	2004	\$207,294	\$5,467,752	\$1,508,092	107	107	
	Alta Vista	4200 Spanish Bit NE	Albuquerque	Bernalillo	87111	2004	\$618,438	\$18,478,034	\$4,918,069	270	264	
	Chateau	6101 Osuna Road NE	Albuquerque	Bernalillo	87109	2005	\$185,203	\$5,743,134	\$1,496,471	78	78	
	Sun Pointe Park	4057 Montgomery Blvd. NE	Albuquerque	Bernalillo	87109	2005	\$724,002	\$19,138,049	\$6,110,416	260	260	
	Cottwood Apartments	3600 Old Airport Road NW	Albuquerque	Bernalillo	87114	2005	\$491,942	\$18,241,079	\$4,631,879	185	185	
	Ladera Senior Apartments	3704 Ladera Drive NW	Albuquerque	Bernalillo	87112	2005	\$326,308	\$10,839,180	\$2,918,121	114	114	
	St. Anthony's Plaza	1750 Indian School	Albuquerque	Bernalillo	87104	2005	\$230,520	\$8,991,730	\$2,330,331	160	158	
	Westwood Village	901 68th Street NW	Albuquerque	Bernalillo	87121	2006	\$104,048	\$3,763,590	\$922,525	64	64	
	Montgomery Manor	4301 Morris Street NE	Albuquerque	Bernalillo	87111	2006	\$192,692	\$5,944,200	\$1,577,461	80	80	
	La Villa Elena	201 Villa Elena Lane	Bernalillo	Sandoval	87004	2009	\$94,021	\$3,140,642	\$557,658	54	53	
	Silver Moon Lodge	901 Park Avenue SE	Albuquerque	Bernalillo	87102	2013	\$454,736	\$12,859,463	\$3,952,247	151	150	
	Glenrio Apartments	Between 68th and 72nd Street	Albuquerque	Bernalillo	87121	2013	\$683,936	\$21,467,841	\$6,285,919	198	198	
	Total							\$24,678,507	\$481,763,293	\$197,570,387	5,230	5,006

Estimated Economic Impact of LIHTC Projects in New Mexico Congressional District 1: 2000-2015

Local Income and Jobs By Industry	Phase I: Direct and Indirect Impact of Construction Activity					Phase II: Induced Effect of Spending Income and Tax Revenue from Phase I					Phase III: Ongoing Annual Effect That Occurs Because Units Are Occupied				
	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported
Construction	\$193,886,540	\$49,998,800	\$143,882,530	\$49,000	2,928.80	\$6,223,700	\$2,411,030	\$1,812,670	\$49,000	52.30	\$2,630,890	\$946,630	\$1,684,060	\$49,000	52.30
Manufacturing	\$26,150	\$0	\$26,150	\$51,000	0.00	\$26,150	\$0	\$26,150	\$51,000	0.00	\$20,920	\$0	\$15,690	\$51,000	0.00
Transportation	\$439,320	\$57,530	\$381,790	\$42,000	0.00	\$455,010	\$62,760	\$392,250	\$38,000	0.00	\$449,780	\$62,760	\$387,020	\$35,000	0.00
Communications	\$2,876,500	\$878,640	\$1,997,860	\$75,000	52.30	\$8,007,130	\$2,785,290	\$5,271,840	\$74,000	52.30	\$5,428,740	\$1,851,420	\$3,577,320	\$74,000	52.30
Utilities	\$810,650	\$133,800	\$496,850	\$84,000	0.00	\$3,859,740	\$1,521,830	\$2,337,910	\$84,000	52.30	\$1,689,290	\$658,980	\$1,025,080	\$84,000	0.00
Wholesale & Retail Trade	\$28,074,640	\$5,135,860	\$22,938,780	\$37,000	627.60	\$22,536,070	\$4,241,530	\$18,294,540	\$32,000	575.30	\$18,864,610	\$3,361,630	\$15,302,980	\$32,000	470.70
Finance & Insurance	\$6,197,550	\$302,080	\$5,895,470	\$83,000	52.30	\$5,664,090	\$512,540	\$5,151,550	\$74,000	52.30	\$3,603,470	\$324,260	\$3,279,210	\$74,000	52.30
Real Estate	\$9,042,670	\$7,950,060	\$1,092,610	\$51,000	0.00	\$23,728,510	\$20,888,620	\$2,839,890	\$51,000	52.30	\$50,547,950	\$44,496,840	\$6,051,110	\$51,000	104.60
Personal & Repair Services	\$1,966,480	\$742,660	\$1,223,820	\$33,000	52.30	\$4,822,060	\$2,217,520	\$2,604,540	\$33,000	104.60	\$3,430,880	\$1,626,530	\$1,804,350	\$33,000	52.30
Services to Dwellings/Buildings	\$1,098,300	\$219,660	\$878,640	\$33,000	52.30	\$1,363,060	\$230,120	\$990,940	\$33,000	52.30	\$930,940	\$183,050	\$747,890	\$33,000	0.00
Business & Professional Services	\$27,086,170	\$8,080,350	\$19,005,820	\$58,000	813.80	\$12,755,970	\$3,786,520	\$8,969,450	\$52,000	156.90	\$9,382,620	\$2,735,290	\$6,647,330	\$50,000	156.90
Eating & Drinking Places	\$925,710	\$125,520	\$800,190	\$20,000	52.30	\$6,605,490	\$889,100	\$5,716,390	\$20,000	261.50	\$4,335,670	\$585,760	\$3,755,140	\$20,000	209.20
Automobile Repair & Service	\$930,940	\$287,650	\$643,290	\$33,000	0.00	\$3,247,830	\$988,470	\$2,259,360	\$33,000	52.30	\$1,908,950	\$580,530	\$1,328,420	\$33,000	52.30
Entertainment Services	\$162,130	\$31,380	\$130,750	\$45,000	0.00	\$1,553,310	\$428,860	\$1,124,450	\$37,000	52.30	\$972,780	\$271,960	\$699,590	\$38,000	0.00
Health, Education & Social Services	\$36,610	\$10,460	\$26,150	\$8,000	0.00	\$18,142,870	\$2,285,510	\$15,857,360	\$48,000	113.80	\$11,432,780	\$1,391,180	\$10,041,600	\$48,000	209.20
Local Government	\$334,720	\$0	\$334,720	\$54,000	0.00	\$12,133,600	\$0	\$12,133,600	\$50,000	261.50	\$7,280,160	\$0	\$7,280,160	\$51,000	156.90
Other	\$4,210,150	\$1,516,700	\$2,693,450	\$44,000	52.30	\$3,566,860	\$1,270,890	\$2,295,970	\$35,000	52.30	\$1,840,960	\$790,870	\$1,140,140	\$35,000	52.30
Total	\$278,105,250	\$75,863,150	\$202,228,410	\$47,800	4,184.00	\$134,489,450	\$44,470,690	\$90,018,760	\$41,170	2,144.30	\$124,751,190	\$59,977,640	\$64,763,990	\$40,742	1,621.90

Local Government General Revenue by Type	Phase I: Construction Activity	Phase II: Induced Effect	Phase III: Ongoing Annual Effect
Taxes			
Business Property Taxes	\$910,020	\$4,602,400	\$5,020,800
Residential Property Taxes	\$0	\$0	\$5,648,400
General Sales Taxes	\$2,008,320	\$1,464,400	\$1,621,300
Specific Excise Taxes	\$125,520	\$627,600	\$679,900
Income Taxes	\$543,920	\$366,100	\$366,100
License Taxes	\$31,380	\$52,300	\$52,300
Other Taxes	\$120,290	\$575,300	\$627,600
Total Taxes	\$3,739,450	\$7,688,100	\$14,016,400

User Fees & Charges			
Residential Permit/Impact Fees	\$15,934,890	\$0	\$0
Utilities & Other Gov't. Enterprises	\$2,829,430	\$5,125,400	\$4,550,550
Hospital Charges	\$1,223,820	\$1,935,100	\$2,196,600
Transportation Charges	\$512,540	\$261,500	\$209,200
Education Charges	\$538,690	\$261,500	\$261,500
Other Fees & Charges	\$1,490,550	\$1,778,200	\$1,830,500
Total Fees & Charges	\$22,509,920	\$9,361,700	\$9,047,900

Total General Revenue	\$26,249,370	\$17,049,800	\$23,064,300
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Low Income Housing Tax Credits in New Mexico Congressional District 2: 2000-2015

Credit Type	Project	Address	City	County	Zip	Year Awarded	Award Amount	Total Development Cost	Tax Credit Proceeds	Total Units	Tax Credit Units
9%	Spirewood Canyon Villas	1301 E Alameda	Roswell	Chaves	88209	2003	\$494,437	\$5,307,218	\$4,113,716	60	60
	Wishnie Gardens	2727 Wishnie Boulevard	Roswell	Chaves	88205	2006	\$915,983	\$11,603,242	\$9,141,848	91	76
	Roswell Summit Apartments	1600 W. Summit	Roswell	Chaves	88203	2007	\$328,473	\$4,595,326	\$3,087,337	52	52
	Gelo del Oro Senior Housing	1700 W. Hendricks Street	Roswell	Chaves	88209	2014	\$383,248	\$5,044,389	\$3,494,701	30	30
	Laguna Homes I	West Veterans Memorial	Laguna	Cibola	87026	2004	\$407,782	\$5,995,287	\$3,384,202	40	40
	Laguna Homes II	West Veterans Memorial	Laguna	Cibola	87026	2004	\$294,765	\$4,332,686	\$2,428,892	39	39
	Franklin Vista V	505 Curry Court	Anthony	Doña Ana	88021	2001	\$67,262	\$1,857,541	\$473,000	28	28
	Cimmaron	825 4th Street	Anthony	Doña Ana	88021	2004	\$534,785	\$6,069,129	\$4,652,630	60	59
	Franklin Vista VI	855 Clark Avenue	Anthony	Doña Ana	88021	2006	\$116,486	\$2,829,197	\$1,025,077	24	24
	Franklin Vista VII	855 Clark Avenue	Anthony	Doña Ana	88021	2006	\$162,547	\$3,651,645	\$1,355,649	25	24
	*Cimmaron II	801 4th Street	Anthony	Doña Ana	88021	2008	\$984,958	\$10,977,302	\$9,525,110	84	84
	*Falcon Ridge	20 South Chile Capital Street	Hatch	Doña Ana	87937	2007	\$742,881	\$10,364,182	\$6,976,074	72	72
	El Camino Real	21 Chile Capital Street	Hatch	Doña Ana	87937	2015	\$884,729	\$10,826,013		40	40
	Montana Sr. Village II	335 E. Montana Avenue	Las Cruces	Doña Ana	88005	2001	\$286,398	\$6,236,401	\$2,791,200	84	60
	Mira Vista Villas	2343 North Solano Drive	Las Cruces	Doña Ana	88001	2001	\$358,609	\$4,789,525	\$2,904,634	76	60
	Desert Palms Apartments	2405 W. Pincho Avenue	Las Cruces	Doña Ana	88007	2003	\$227,879	\$4,615,418	\$1,891,396	100	100
	Mesquite Village	5855 N. Mesquite Street	Las Cruces	Doña Ana	88001	2003	\$193,585	\$4,214,348	\$1,033,055	49	48
	Vista Montana	326 Foster Road	Las Cruces	Doña Ana	88005	2003	\$698,932	\$7,640,368	\$5,655,680	80	79
	Four Hills	2595 Main Avenue	Las Cruces	Doña Ana	88012	2003	\$403,433	\$6,505,830	\$3,328,206	72	60
	Stone Mountain Place	830 East Boutz Road	Las Cruces	Doña Ana	88001	2005	\$686,368	\$9,872,018	\$6,689,469	84	71
	Los Altos Apartments	2301 El Camino Real	Las Cruces	Doña Ana	88005	2005	\$431,889	\$7,310,584	\$4,098,196	72	60
	Alta Tierra Apartments	1500 E. Madrid Avenue SW	Las Cruces	Doña Ana	88001	2008	\$439,268	\$5,036,361	\$3,314,672	63	60
	Robledo Ridge	1571 Medina Drive	Las Cruces	Doña Ana	88005	2011	\$744,879	\$11,272,269	\$6,728,899	71	60
	Parque del Oro	Elis Drive	Las Cruces	Doña Ana	88005	2014	\$439,650	\$6,083,451	\$4,044,376	24	24
	Valle Verde II Apartments	360 Bienes Street	Piaetas/Hatch	Doña Ana	87937	2002	\$96,332	\$2,157,445	\$684,632	25	25
	Valle Verde III Apartments	360 Bienes Street	Piaetas/Hatch	Doña Ana	87937	2002	\$35,170	\$886,960	\$279,048	10	10
	Santa Teresa Family Homes	155 Comerclantes Blvd.	Santa Teresa	Doña Ana	88008	2002	\$567,143	\$7,096,798	\$4,031,142	74	60
	Rosalewin Manor Apartments	800 S. Rosalwin Avenue	Artesia	Eddy	88210	2015	\$1,150,000	\$13,304,879		63	62
	Silver Cliffs Apartments	1414 Little Walnut Road	Silver City	Grant	88061	2015	\$802,399	\$9,203,670		80	80
	Willow Bend Villas	1000 North Marland Blvd.	Hobbs	Lea	88240	2003	\$495,508	\$5,394,618	\$4,122,627	60	60
	La Pradera	2900 N Dal Paso Street	Hobbs	Lea	88240	2009	\$1,240,553	\$11,000,234	\$7,606,728	60	60
	Casa Hermosa	802 East Michigan Drive	Hobbs	Lea	88240	2012	\$304,601	\$9,871,069	\$8,464,378	88	87
	New Leaf Community	1621 East Marland Street	Hobbs	Lea	88240	2014	\$959,500	\$13,437,301	\$9,498,100	72	60
	Playa Escondida	East Reso Dr. & North Jefferson St	Hobbs	Lea	88240	2014	\$869,157	\$12,287,568	\$8,647,247	60	48
	Parkside Terrace	1 Fowler & E White Streets	Hobbs	Lea	88240	2015	\$1,087,936	\$12,686,040		65	64
	Ladera Courts/Ladera Apt. Homes	500 Dipaolo Hill Drive	Ruidoso Downs	Lincoln	89346	2000	\$416,794	\$6,360,315	\$3,358,200	60	45
	Desert Sun/Deming Farm Labor	1201 N. 8th Street	Deming	Luna	88010	2000	\$156,958	\$3,426,890	\$1,226,890	40	40
	Mariposa Village	901 S. Tennyson	Deming	Luna	88030	2002	\$280,700	\$4,146,263	\$2,131,373	60	45
	Desert Sun Apartments II	1501 N. 8th Street	Deming	Luna	88030	2003	\$201,498	\$4,619,214	\$3,558,563	56	55
	Sierra Vista	905 N. Tin Street	Deming	Luna	88030	2011	\$536,569	\$5,438,858	\$4,426,252	24	24
	Mountain View Apartments	1101 South Shelly Drive	Deming	Luna	88030	2011	\$336,678	\$6,844,671	\$5,065,720	48	45
	Acotea Senior Apt. Homes	2400 E. First Street	Alamogordo	Otero	88310	2004	\$532,853	\$5,598,019	\$4,432,680	61	60
	Cottonwood Commons Housing	1200 Jefferson Avenue	Alamogordo	Otero	88310	2005	\$617,349	\$7,435,586	\$6,166,352	61	60
	I-Sak'-din'-di	BIA Road 6	Mescalero	Otero	88340	2007	\$691,737	\$7,445,266	\$5,915,518	30	30
	Belen Apartments	1200 Court Street	Belen	Valencia	87002	2009	\$482,634	\$4,976,129	\$2,431,941	40	40
Ventana Cove	450 Los Carrizos Road	Los Lunas	Valencia	87031	2003	\$392,445	\$6,866,269	\$3,606,602	72	60	
Hilbos Apartments	393 Canal Blvd.	Los Lunas	Valencia	87031	2009	\$386,061	\$6,401,327	\$2,992,032	40	39	
4%	Wildewood	201 W. Sherrill Lane	Roswell	Chaves	88203	2000	\$139,167	\$4,540,343	\$1,138,770	60	60
	Montana Meadows	201 East Montana Avenue	Las Cruces	Doña Ana	88005	2001	\$170,369	\$5,682,539	\$1,396,750	80	80
	Highland Park	2013 S. Trivis Drive	Las Cruces	Doña Ana	88001	2006	\$104,718	\$3,255,026	\$852,900	50	50
	Untero	2711 North Leslie Road	Silver City	Grant	88061	2006	\$100,000	\$2,759,832	\$824,060	50	50
	Casa Linda Apartments	100 East 17th Street	Silver City	Grant	88061	2009	\$82,644	\$2,752,148	\$482,244	41	40
	King Arthur's Court	428 W. Galeis	Lordsburg	Hidalgo	88045	2003	\$28,423	\$893,127	\$292,842	28	27
	Southview Apartments	1300 W. Avenue B	Lovington	Lea	88260	2009	\$86,695	\$2,875,829	\$497,730	48	48
	Deming Manor	2000 S. Zinc	Deming	Luna	88010	2003	\$47,420	\$1,426,793	\$333,030	52	51
	Trailwinds Carriage	1301 Pershing Street	Truth or Consequence	Sierra	87901	2003	\$32,330	\$1,128,939	\$261,605	32	31
	Rio Abajo Apartments	1485 East 2nd Street	Truth or Consequence	Sierra	87902	2009	\$85,021	\$2,994,151	\$517,866	42	41
Total							\$24,626,637	\$352,599,104	\$184,771,907	3,152	2,943

*Tax Credit Exchange Program project authorized under the American Recovery and Reinvestment Act

Estimated Economic Impact of LIHTC Projects in New Mexico Congressional District 2: 2000-2015

Local Income and Jobs By Industry	Phase I: Direct and Indirect Impact of Construction Activity					Phase II: Induced Effect of Spending Income and Tax Revenue from Phase I					Phase III: Ongoing Annual Effect That Occurs Because Units Are Occupied				
	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported
Construction	\$116,850,944	\$30,183,120	\$86,714,672	\$49,000	1,765.12	\$3,750,880	\$1,453,072	\$2,297,808	\$49,000	31.52	\$1,585,456	\$570,512	\$1,014,944	\$49,000	31.52
Manufacturing	\$15,760	\$0	\$15,760	\$51,000	0.00	\$15,760	\$0	\$15,760	\$51,000	0.00	\$12,608	\$0	\$9,456	\$51,000	0.00
Transportation	\$264,768	\$34,672	\$230,096	\$42,000	0.00	\$274,224	\$37,824	\$236,400	\$38,000	0.00	\$271,072	\$37,824	\$233,248	\$35,000	0.00
Communications	\$1,733,600	\$129,536	\$1,204,064	\$75,000	31.52	\$4,825,712	\$1,648,496	\$3,177,216	\$74,000	31.52	\$3,273,776	\$1,115,808	\$2,155,968	\$74,000	31.52
Utilities	\$488,560	\$189,120	\$299,440	\$84,000	0.00	\$2,326,176	\$917,232	\$1,408,944	\$84,000	31.52	\$1,018,096	\$397,152	\$621,944	\$84,000	0.00
Wholesale & Retail Trade	\$16,919,936	\$3,095,264	\$13,824,672	\$37,000	378.24	\$13,581,968	\$2,556,272	\$11,025,696	\$32,000	346.72	\$11,369,264	\$2,146,512	\$9,222,752	\$32,000	283.68
Finance & Insurance	\$3,735,120	\$302,592	\$3,432,528	\$83,000	31.52	\$3,413,616	\$308,896	\$3,104,720	\$74,000	31.52	\$2,373,728	\$195,424	\$1,978,304	\$74,000	31.52
Real Estate	\$5,449,808	\$4,797,344	\$652,464	\$51,000	0.00	\$14,300,624	\$12,589,088	\$1,711,536	\$51,000	31.52	\$30,464,080	\$26,817,216	\$3,646,864	\$51,000	68.04
Personal & Repair Services	\$1,185,152	\$447,584	\$737,568	\$33,000	31.52	\$2,926,144	\$1,316,448	\$1,572,848	\$33,000	63.04	\$2,067,712	\$980,272	\$1,087,440	\$33,000	31.52
Services to Dwellings/Buildings	\$661,820	\$132,384	\$529,436	\$33,000	31.52	\$699,744	\$138,888	\$561,056	\$33,000	31.52	\$561,056	\$110,320	\$450,736	\$33,000	0.00
Business & Professional Services	\$16,324,208	\$4,869,840	\$11,454,368	\$58,000	189.12	\$7,687,728	\$2,382,048	\$5,305,680	\$52,000	94.56	\$5,654,688	\$1,648,496	\$4,006,192	\$50,000	94.56
Eating & Drinking Places	\$557,804	\$75,648	\$482,256	\$20,000	31.52	\$5,980,976	\$535,840	\$5,445,136	\$26,000	157.60	\$2,613,008	\$253,024	\$2,260,184	\$20,000	126.08
Automobile Repair & Service	\$561,056	\$173,360	\$387,696	\$33,000	0.00	\$1,957,392	\$595,728	\$1,361,664	\$33,000	31.52	\$1,150,480	\$349,872	\$800,608	\$33,000	31.52
Entertainment Services	\$97,712	\$18,912	\$78,800	\$45,000	0.00	\$936,144	\$258,464	\$677,680	\$37,000	31.52	\$506,272	\$168,904	\$337,368	\$38,000	0.00
Health, Education & Social Services	\$22,064	\$6,304	\$15,760	\$8,000	0.00	\$20,934,288	\$1,377,424	\$19,556,864	\$49,000	189.12	\$6,890,272	\$838,432	\$6,051,840	\$48,000	126.08
Local Government	\$201,728	\$0	\$201,728	\$54,000	0.00	\$7,312,640	\$0	\$7,312,640	\$50,000	157.60	\$4,387,584	\$0	\$4,387,584	\$51,000	94.56
Other	\$2,537,360	\$954,080	\$1,623,280	\$64,000	31.52	\$2,149,664	\$765,936	\$1,383,728	\$35,000	31.52	\$1,109,504	\$422,368	\$687,136	\$35,000	31.52
Total	\$167,607,600	\$45,719,760	\$121,878,784	\$47,800	2,521.60	\$81,053,680	\$26,801,456	\$54,252,224	\$41,170	1,292.32	\$75,184,656	\$36,147,136	\$39,031,216	\$40,742	977.12

Local Government General Revenue by Type	Phase I: Construction Activity	Phase II: Induced Effect	Phase III: Ongoing Annual Effect
Taxes			
Business Property Taxes	\$548,648	\$2,773,760	\$3,025,920
Residential Property Taxes	\$0	\$0	\$3,404,160
General Sales Taxes	\$1,210,368	\$882,560	\$977,120
Specific Excise Taxes	\$75,648	\$378,240	\$409,760
Income Taxes	\$327,808	\$220,640	\$220,640
License Taxes	\$18,912	\$31,520	\$31,520
Other Taxes	\$72,496	\$346,720	\$378,240
Total Taxes	\$3,253,680	\$4,633,440	\$8,447,360

User Fees & Charges			
Residential Permit/Impact Fees	\$9,991,536	\$0	\$0
Utilities & Other Gov't. Enterprises	\$1,705,232	\$3,088,960	\$2,742,240
Hospital Charges	\$737,568	\$1,164,240	\$1,323,840
Transportation Charges	\$308,896	\$137,600	\$126,080
Education Charges	\$324,656	\$157,600	\$157,600
Other Fees & Charges	\$898,320	\$1,071,680	\$1,103,200
Total Fees & Charges	\$13,566,208	\$5,642,080	\$5,452,960

Total General Revenue	\$15,819,888	\$10,275,520	\$13,900,320
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Low Income Housing Tax Credits in New Mexico Congressional District 3: 2000-2015

Credit Type	Project	Address	City	County	Zip	Year Awarded	Award Amount	Total Development Cost	Tax Credit Proceeds	Total Units	Tax Credit Units	
9%	Main Street Townhomes	3205 North Main Street	Clovis	Curry	88101	2001	\$248,838	\$2,362,473	\$1,821,683	25	25	
	Sedona Village/Villa del Sol	1500 Echols Avenue	Clovis	Curry	88101	2002	\$205,194	\$2,657,921	\$1,507,000	50	50	
	Parkside Village	1100 N. Sycamore	Clovis	Curry	88101	2003	\$391,256	\$4,677,436	\$3,423,490	42	42	
	Lolomas Senior Housing	Mitchell and 14th Street	Clovis	Curry	88101	2007	\$952,795	\$9,858,267	\$8,718,074	55	55	
	Clovis Apartments	3805 Giddling Street	Clovis	Curry	88101	2007	\$904,052	\$9,568,966	\$8,474,640	61	60	
	Hotel Clovis Lofts	5. Main S & E. Second Streets	Clovis	Curry	88101	2010	\$1,055,077	\$12,720,001	\$8,017,293	60	60	
	Andalusia Apartments	Ranchar/Connelly Streets	Clovis	Curry	88101	2013	\$1,150,000	\$11,682,546	\$9,429,057	60	60	
	Mejquite	412 Avenue "F"	Texico	Curry	88135	2001	\$200,760	\$2,007,832	\$1,530,944	20	20	
	Mesa del Norte	650 San Idelfonso	Los Alamos	Los Alamos	87544	2012	\$513,809	\$6,245,618	\$4,675,154	36	36	
	Cliffside III	601 Dani Drive	Gallup	McKinley	87301	2000	\$116,223	\$2,807,036	\$116,223	31	30	
	Villa Montmore	3420 Sanostee Drive	Gallup	McKinley	87301	2001	\$386,691	\$3,705,853	\$2,685,456	52	52	
	Casamora Apartments	350 Basilio Drive	Gallup	McKinley	87301	2006	\$671,505	\$8,581,191	\$7,093,133	72	60	
	Chuska Apartments	2534 Aytes Avenue	Gallup	McKinley	87301	2008	\$659,512	\$8,329,835	\$6,199,413	30	30	
	Sunset Hills Apartments	204 Rudy Drive	Gallup	McKinley	87301	2013	\$966,241	\$12,082,142	\$9,081,757	61	59	
	ZNA LHTC #1	A Avenue, 4th St. & BA Route 301E	Zuni Pueblo	McKinley	87327	2014	\$584,862	\$7,095,271	\$5,204,751	38	38	
	ZNA LHTC #2	A Avenue, 4th St. & BA Route 301E	Zuni Pueblo	McKinley	87327	2015	\$343,087	\$4,103,099		21	23	
	Trigo bugah/Po Kay	West Kennedy Subdivision	Ohkay Owingeh	Rio Arriba	87566	2001	\$307,779	\$3,973,269	\$2,308,112	40	33	
	Hidden Valley	717 Ruth Lane	Bloomfield	San Juan	87413	2003	\$544,054	\$6,094,227	\$4,098,909	60	60	
	Ladera/Regency Terrace	3500 North Butler	Farmington	San Juan	87401	2002	\$355,260	\$5,271,366	\$2,720,751	60	45	
	La Terraza*	Cannery Court	Farmington	San Juan	87401	2009	\$858,032	\$30,307,230	\$5,319,266	72	60	
	Chaco River II	Highway 491 & N. 509 Road	Shiprock	San Juan	87420	2007	\$875,538	\$10,426,148	\$6,959,831	72	60	
	Villa Las Vegas	200 Mountain View Drive	Las Vegas	San Miguel	87701	2000	\$524,164	\$4,889,680	\$3,293,464	60	60	
	Gallinas Valley	2612 7th Street	Las Vegas	San Miguel	87701	2012	\$295,960	\$4,091,754	\$2,456,222	43	43	
	Kristin Park	2351 Moreland Street	Las Vegas	San Miguel	87701	2014	\$440,308	\$6,021,542	\$3,896,336	44	43	
	Domingo Housing Project	Old BA Road BA/New BA Road BA	Santa Domingo Pueblo	Sandoval	87052	2015	\$948,948	\$8,917,398		41	41	
	White Sands Village	S E of US84/285 on City Rd 10	Pojoaque	Santa Fe	87501	2000	\$208,965	\$3,158,918	\$1,608,870	30	30	
	White Sands Village II	Desert Rose	Pojoaque	Santa Fe	87501	2005	\$200,186	\$2,742,320	\$1,801,764	20	20	
	Ventana de Villa I	1500 Pacheco Street	Santa Fe	Santa Fe	87505	2000	\$558,889	\$6,024,886	\$4,191,670	60	59	
	Ventana de Villa II	1500 Pacheco Street	Santa Fe	Santa Fe	87505	2001	\$602,098	\$6,195,993	\$4,148,092	60	60	
	Stone Creek/Casa Rufina	2323 Casa Rufina Road	Santa Fe	Santa Fe	87506	2003	\$1,034,620	\$14,024,423	\$9,336,618	100	100	
	Casa Rufina, Phase II	2323 Casa Rufina Road	Santa Fe	Santa Fe	87507	2006	\$258,685	\$3,484,547	\$2,160,982	20	17	
	Villa Alegre	701 West Alameda Street	Santa Fe	Santa Fe	87501	2008	\$963,071	\$14,025,985	\$6,939,934	60	51	
	Cedar Creek Apartments	3991 Camino Juliano	Santa Fe	Santa Fe	87507	2011	\$831,654	\$12,110,127	\$7,684,138	86	86	
	Campo Apartments	104 Camino del Campo	Santa Fe	Santa Fe	87501	2011	\$603,542	\$7,185,876	\$5,612,329	28	28	
	Stage Coach Apartments	3360 Carrillos Road	Santa Fe	Santa Fe	87507	2011	\$1,039,833	\$12,963,453	\$9,773,453	60	60	
	*The Village	5951 Larson Loop	Santa Fe	Santa Fe	87507	2008	\$828,406	\$10,319,120	\$8,872,429	60	60	
	El Cerrito Housing	250 Paseo Del Canon E	Taos	Taos	87571	2005	\$658,675	\$7,969,136	\$6,652,618	37	34	
	Taos Haus	631 Paseo del Pueblo Sur	Taos	Taos	87571	2012	\$631,861	\$6,413,200	\$5,408,189	30	30	
	Walnut Street Courts	100 Walnut Street	Clayton	Union	88415	2000	\$240,064	\$2,444,380	\$1,872,499	25	25	
	4%	Gatewood Village	1309 W. 15th Street	Clovis	Curry	88101	2006	\$73,125	\$2,228,759	\$664,589	60	60
		Segebrush	650 Dani Drive	Gallup	McKinley	87301	2006	\$101,310	\$3,522,863	\$962,081	50	50
		Sage Apartments	110 Rudy Drive	Gallup	McKinley	87301	2009	\$97,131	\$2,971,221	\$530,479	44	43
		Gallup III	Various Sites	Gallup	McKinley	87301	2012	\$488,409	\$15,361,201	\$6,248,733	208	204
		Mundo Ranch	Stone Lake Road	Dulce	Rio Arriba	87520	2004	\$264,611	\$6,339,941	\$2,434,421	46	46
		Apple Ridge Apartments	1600 Cliffside Drive	Farmington	San Juan	87401	2002	\$201,487	\$6,143,888	\$1,802,778	80	80
		Northgate Village	2500 W. Apache Street	Farmington	San Juan	87405	2006	\$115,682	\$3,680,078	\$888,789	50	50
		Enchanted Vista	4501 Sprint Blvd, NE	Rio Rancho	Sandoval	87144	2003	\$425,066	\$18,705,531	\$2,930,204	124	124
Evergreen Apts		2020 Calle Lorca	Santa Fe	Santa Fe	87505	2000	\$205,463	\$6,625,859	\$1,293,860	70	70	
Country Club Apartments		5999 Airport Road	Santa Fe	Santa Fe	87507	2002	\$143,495	\$5,480,290	\$1,153,559	62	62	
Las Palomas		2000 Hopewell Street	Santa Fe	Santa Fe	87505	2004	\$525,378	\$21,407,884	\$6,203,042	280	278	
Santa Fe Retirement		3330 Calle Po Ae Pi	Santa Fe	Santa Fe	87507	2004	\$970,972	\$11,284,128	\$2,616,997	107	106	
Airport Vista		4921 Airport Road	Santa Fe	Santa Fe	87507	2006	\$456,446	\$13,889,789	\$3,385,120	116	114	
Sunset View		1899 Pacheco Street	Santa Fe	Santa Fe	87505	2006	\$857,946	\$18,674,233	\$6,035,431	136	136	
Villas de San Ignacio		4499 San Ignacio Road	Santa Fe	Santa Fe	87507	2008	\$499,111	\$14,879,723	\$3,755,320	127	127	
Villa Alegre Senior Apartments		701 West Alameda Street	Santa Fe	Santa Fe	87501	2009	\$311,043	\$10,449,575	\$2,453,277	51	50	
Santa Fe Community Living		664 Alta Vista Street	Santa Fe	Santa Fe	87505	2014	\$720,562	\$22,266,981	\$7,214,944	120	118	
Total							\$28,967,741	\$462,496,355	\$234,218,344	3,683	3,591	

*Tax Credit Exchange Program project authorized by the American Recovery and Reinvestment Act

Estimated Economic Impact of LIHTC Projects in New Mexico Congressional District 3: 2000-2015

Local Income and Jobs By Industry	Phase I: Direct and Indirect Impact of Construction Activity					Phase II: Induced Effect of Spending Income and Tax Revenue from Phase I					Phase III: Ongoing Annual Effect That Occurs Because Units Are Occupied				
	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported	Local Income	Local Business Owners' Income	Local Wages and Salaries	Wages and Salaries Per Full-time Job	Number of Local Jobs Supported
Construction	\$136,536,176	\$35,209,480	\$101,323,013	\$49,000	2,062.48	\$4,382,770	\$1,697,863	\$2,684,907	\$49,000	36.83	\$1,852,549	\$666,623	\$1,185,926	\$49,000	36.83
Manufacturing	\$18,415	\$0	\$18,415	\$51,000	0.00	\$18,415	\$0	\$18,415	\$51,000	0.00	\$14,732	\$0	\$13,049	\$51,000	0.00
Transportation	\$309,372	\$40,513	\$268,859	\$42,000	0.00	\$320,421	\$44,196	\$276,225	\$38,000	0.00	\$316,738	\$44,196	\$272,542	\$35,000	0.00
Communications	\$2,025,650	\$618,744	\$1,406,906	\$75,000	36.83	\$5,638,673	\$1,926,209	\$3,712,464	\$74,000	36.83	\$3,822,954	\$1,303,782	\$2,519,172	\$74,000	36.83
Utilities	\$570,865	\$220,880	\$349,885	\$84,000	0.00	\$2,718,054	\$1,071,753	\$1,646,301	\$84,000	36.83	\$1,189,609	\$464,058	\$725,551	\$84,000	0.00
Wholesale & Retail Trade	\$19,770,344	\$3,616,206	\$16,154,138	\$37,000	441.96	\$15,870,047	\$2,986,913	\$12,883,134	\$32,000	405.13	\$13,284,581	\$2,108,123	\$10,776,458	\$32,000	331.47
Finance & Insurance	\$4,364,355	\$353,568	\$4,010,787	\$83,000	36.83	\$3,888,689	\$360,894	\$3,527,795	\$74,000	36.83	\$2,537,587	\$228,346	\$2,309,241	\$74,000	36.83
Real Estate	\$6,367,907	\$5,605,526	\$762,381	\$51,000	0.00	\$16,709,771	\$14,709,902	\$1,999,869	\$51,000	36.83	\$35,596,195	\$31,334,964	\$4,261,231	\$51,000	73.66
Personal & Repair Services	\$1,384,808	\$522,988	\$861,820	\$33,000	36.83	\$3,395,726	\$1,561,592	\$1,834,134	\$33,000	73.66	\$2,456,048	\$1,145,413	\$1,310,635	\$33,000	36.83
Services to Dwellings/Buildings	\$773,430	\$154,686	\$618,744	\$33,000	36.83	\$817,626	\$162,052	\$655,574	\$33,000	36.83	\$655,574	\$128,905	\$526,669	\$33,000	0.00
Business & Professional Services	\$19,074,257	\$5,690,235	\$13,384,022	\$58,000	220.98	\$8,982,837	\$2,666,492	\$6,316,345	\$52,000	110.49	\$6,607,302	\$1,926,209	\$4,681,093	\$50,000	110.49
Eating & Drinking Places	\$651,891	\$88,392	\$563,499	\$20,000	36.83	\$4,651,629	\$626,110	\$4,025,519	\$20,000	184.15	\$3,053,207	\$412,496	\$2,640,711	\$20,000	147.32
Automobile Repair & Service	\$655,574	\$202,565	\$453,009	\$33,000	0.00	\$2,287,143	\$696,087	\$1,591,056	\$33,000	36.83	\$1,344,295	\$408,813	\$935,482	\$33,000	36.83
Entertainment Services	\$114,173	\$22,098	\$88,392	\$45,000	0.00	\$1,093,851	\$302,006	\$791,845	\$37,000	36.83	\$685,038	\$191,516	\$493,522	\$38,000	0.00
Health, Education & Social Services	\$25,781	\$7,366	\$18,415	\$38,000	0.00	\$12,776,327	\$1,609,471	\$11,166,856	\$49,000	220.98	\$8,051,038	\$979,678	\$7,071,360	\$48,000	147.32
Local Government	\$235,712	\$0	\$235,712	\$54,000	0.00	\$8,544,580	\$0	\$8,544,580	\$50,000	184.15	\$5,126,736	\$0	\$5,126,736	\$51,000	139.49
Other	\$2,064,815	\$1,068,070	\$996,745	\$44,000	36.83	\$2,511,806	\$894,969	\$1,616,837	\$35,000	36.83	\$1,296,416	\$493,522	\$802,894	\$35,000	36.83
Total	\$195,843,525	\$53,421,915	\$142,421,610	\$47,800	2,946.40	\$94,708,345	\$31,316,549	\$63,391,796	\$41,170	1,510.03	\$87,850,599	\$42,236,644	\$45,606,959	\$40,742	1,141.73

Local Government General Revenue by Type	Phase I: Construction Activity	Phase II: Induced Effect	Phase III: Ongoing Annual Effect
Taxes			
Business Property Taxes	\$640,842	\$3,241,040	\$3,535,680
Residential Property Taxes	\$0	\$0	\$3,977,640
General Sales Taxes	\$1,414,772	\$1,031,240	\$1,141,730
Specific Excise Taxes	\$88,392	\$441,960	\$478,790
Income Taxes	\$383,032	\$357,810	\$267,810
License Taxes	\$22,098	\$36,830	\$36,830
Other Taxes	\$84,709	\$405,130	\$441,960
Total Taxes	\$2,633,345	\$5,414,010	\$9,870,440
User Fees & Charges			
Residential Permit/Impact Fees	\$11,207,369	\$0	\$0
Utilities & Other Gov't. Enterprises	\$1,992,503	\$3,609,340	\$3,204,210
Hospital Charges	\$861,822	\$1,362,710	\$1,546,860
Transportation Charges	\$360,934	\$184,150	\$147,320
Education Charges	\$379,349	\$184,150	\$184,150
Other Fees & Charges	\$1,049,655	\$1,752,720	\$1,380,050
Total Fees & Charges	\$15,851,632	\$6,592,570	\$6,373,590
Total General Revenue	\$18,484,977	\$12,006,580	\$16,244,030

Tab 9

Production & Financial Highlights



2006 STRONG STATE SUPPORT:

- 1st Housing Trust Fund Appropriation \$10mm (-2014 \$18.7MM) *Revenue, Production/Assets Managed*
- Affordable Housing Act (-2015 \$42m Local Gov't Contributions) *Production/Assets Managed, Revenue*

2007 SINGLE FAMILY PROGRAM RECORD PRODUCTION:

- Single Family Housing Boom (-2008) *Revenue, Production/Assets Managed*
- Regional Housing Authority (-2015) *Revenue, Assets Managed*

2008 COLLAPSE OF ECONOMY & HOUSING:

- Recession (-2012) *Revenue, Production/Assets Managed, Expense*
- Federal Fiscal Policy holding mortgage and investment interest rates at historical lows (-2015) *Revenue, Production/Assets Managed*
- Housing/Subprime Mortgage Crisis-housing market still showing instability (-2014) *Expense, Production/Assets Managed, Revenue*
- HERA Neighborhood Stabilization Program (-2014) *Revenue, Production/Assets Managed*

2009 FEDERAL STIMULUS:

- ARRA Funds for Weatherization Assistance Program, Tax Credit Assistance Program, Tax Credit Exchange Program, Homelessness Prevention & Rapid Rehousing Program (-2012) *Production/Assets Managed, Revenue*
- Tax Credit Loan Program *Production/Assets Managed, Revenue*
- New Issuance Bond Program (-2011) *Production/Assets Managed, Revenue*

2010 HISTORICAL LOW MORTGAGE RATES:

- High Single Family Prepayment Activity (-2013) *Assets Managed, Revenue*

2011 INNOVATION & NEW RESOURCES:

- Wells Fargo & USDA-Rural Development loan funding for Housing Opportunity Fund *Production/Assets Managed, Revenue*

2012 FEDERAL BUDGET REDUCTIONS:

- High Multi-family loan payoffs *Assets Managed, Revenue*
- HUD HOME funding reductions (-2014, Proposed in 2015) *Production/Assets Managed, Revenue*
- DOE Weatherization Assistance Program funding reductions (-2013) *Production/Assets Managed, Revenue*
- Increase in rental demand (-2015) *Production/Assets Managed, Revenue*
- HUD Section 8 Project Based Contract Administration program scope changes (-2015) *Revenue, Expenses*

2013 INNOVATION & NEW RESOURCES :

- To Be Announced (TBA) Single Family Loan Execution (-2015) *Production, Revenue*

2014 INNOVATION & NEW RESOURCES:

- Decrease in Single Family Prepayment Activity (-2015) *Revenue, Assets Managed*
- Ventana Fund Contribution (-2015) *Expense, Production for NM*
- Small Business Investment Council loan funding for Housing Opportunity Fund (-2015) *Production/Assets Managed, Revenue*

2015 STABILIZED HOUSING MARKET & ECONOMY

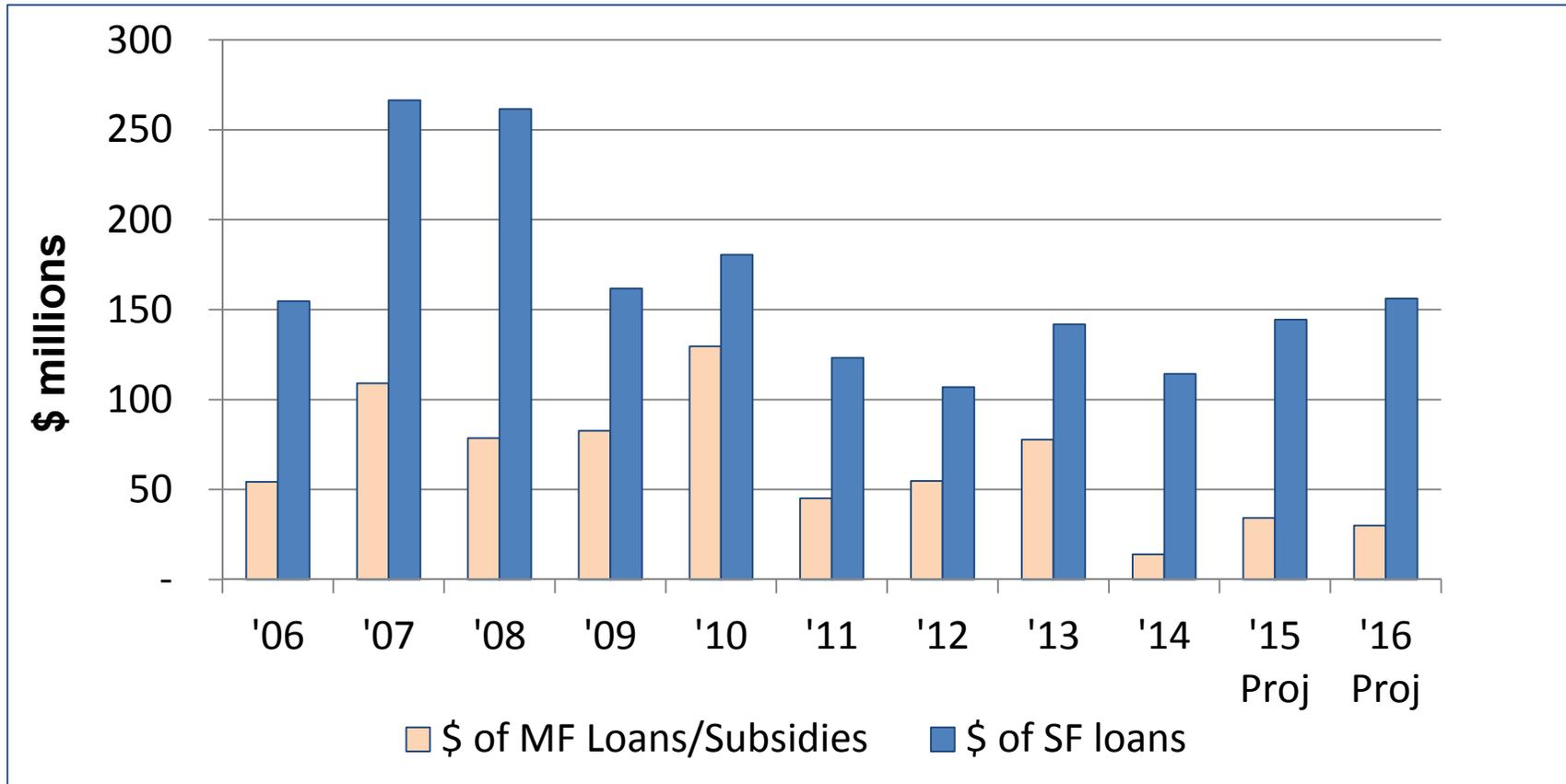
- Highest Single Family Production since 2009 *Revenue, Production/Assets Managed*
- 40th Anniversary Celebration

IMPACT LEGEND:

Red : Negative Impact
Green: Positive Impact

Tab 10

Production Data:
Multi-Family Loans/Subsidies vs.
Single Family 1st Mtg. Loans Purchased
FY 2006-2016

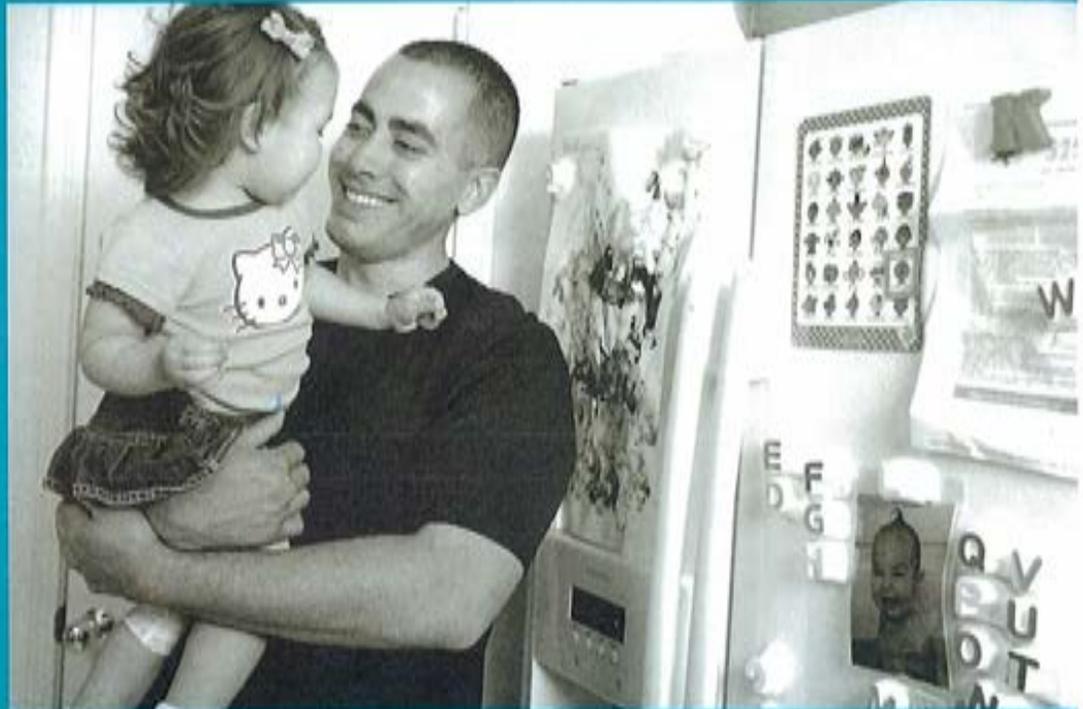


Tab 11

MFA Programs & Services



*"We love our home.
It's a place where
our grandchildren
can grow and thrive."
- Kip Vaughn*



New Mexico Mortgage Finance Authority (MFA) is a self-supporting agency that was established by the New Mexico State Legislature in 1975 to help provide safe, quality affordable housing and related services for low- to moderate-income New Mexicans. In addition to providing low-interest rate mortgage loans and down payment assistance to first-time homebuyers, MFA administers more than 30 programs that include affordable housing construction financing, homelessness prevention and rental assistance. MFA's programs are available through a statewide network of lenders, REALTORS®, non-profit housing organizations, developers and local governments. For more information on any of our programs or for a list of participating mortgage lenders, please contact our office at **505-843-6880** or visit our website at **housingnm.org**

HOMEOWNERSHIP PROGRAMS

Building Trust

Below-market rate loans to Native American families or individuals from federally recognized tribes who have a home site lease on trust land to buy, build or make repairs on existing homes. First-time homebuyer requirements are waived.

Helping Hand

\$8,000 for down payment and closing cost assistance to low-income families in which one family member has a disability. Helping Hand is a 0 percent loan due on sale, transfer or refinance of the home. Guidelines may vary by location.

HERO

The HERO program is a first mortgage loan that includes a 3.5 percent down payment assistance grant. The grant does not need to be repaid. HERO is available to low- to moderate-income households in which at least one member is a public safety worker, healthcare worker, educational worker or an active or reserve member of the armed forces. The HERO program is a 30-year, fixed-rate, FHA-insured mortgage loan.

Mortgage Booster

A fixed-rate second mortgage that is used in conjunction with either a MortgageSaver or MortgageSaver Zero first mortgage. Mortgage Booster features a 30-year term and a maximum loan amount of \$8,000. Mortgage Booster has a 6 percent interest rate.

MortgageSaver

Thirty-year fixed below-market rate mortgage loans priced with 1 percent discount and 1 percent origination fee for low to moderate-income first-time homebuyers.

MortgageSaver Plus

Thirty-year fixed rate mortgage program that includes a 3.5 percent grant to offset down payment and closing costs for low- to moderate-income first-time homebuyers. MortgageSaver Plus carries a slightly higher interest rate than MortgageSaver and MortgageSaver Zero loan products and features a 0 percent origination and 0 percent discount fee.

MortgageSaver Zero

Thirty-year fixed-rate mortgage loans priced with 0 percent discount and 0 percent origination fee for low- to moderate-income first-time homebuyers.

Partners Program

First mortgages for families earning less than 60 percent of the area median income. Mortgages are procured through non-profit housing providers.

PaymentSaver

A second mortgage loan that provides 8 percent of the sales price of the home (up to \$8,000) for down payment, closing costs, principal reduction and/or interest rate buy-down for lower income families in eligible areas of the state. PaymentSaver is a 0 percent loan due on sale, transfer or refinance, loan due on sale, transfer or refinance of the home.

Smart Choice

In areas where the local public housing authority offers the Section 8 Housing Choice Voucher Homeownership program, program participants may be eligible for a Smart Choice down payment and closing cost assistance loan of \$15,000. Smart Choice features a 0 percent interest rate and is due on the sale, transfer or refinance of the home.

Streamline 203(k)

A 30-year, fixed rate FHA first mortgage that includes up to \$35,000 for home improvements or energy efficiency upgrades. Down payment assistance programs may be used in conjunction with this loan.



HOUSING DEVELOPMENT PROGRAMS

Risk Sharing Loans HUD 542(c) and USDA 538

Construction and permanent loan programs aimed at the production and preservation of affordable, low-income rental housing units. Both programs require set-asides for a specific number of units to be rented to lower income tenants. These loans are often combined with Federal Low Income Housing Tax Credits and/or HOME Rental loans. Risk Sharing loans can also provide credit enhancement for tax-exempt bond financing.

ACCESS Loan

Streamlined Risk Sharing construction and permanent loans up to \$2 million for small-scale affordable rental housing projects.

"Build It!" Loan Guaranty Program

Up to a 50 percent guaranty of interim loans used to acquire, build or rehabilitate affordable rental and for-sale housing. Build It! is available to non-profit organizations, for-profit corporations, units of local government, housing authorities and tribal entities.

HOME/Rental Loan

Gap financing loans for the development of affordable rental or special needs housing through either new construction or acquisition and rehabilitation of existing properties.

HOME/Single Family Loans

Gap financing loans for the construction and sale of affordable single family residences.

Land Title Trust Fund (LTF)

Loans or grants to provide housing for low-income persons whose household income does not exceed 80 percent of area median income. MFA awards funds quarterly on a competitive basis to eligible applicants that include non-profit organizations, governmental housing agencies, housing authorities, governmental entities, governmental instrumentalities, tribal governments, and tribal housing agencies.

Low Income Housing Tax Credit (LIHTC)

A federal tax-based program that encourages private investment for the construction or rehabilitation of affordable rental housing. Each year, MFA awards funds on a competitive basis, as outlined in the Qualified Allocation Plan.

Tax-Exempt Bonds

MFA is a qualified issuer of tax-exempt bond financing and 501(c)3 bond financing for multi-family developments throughout the state. Risk Share financing can be utilized for credit enhancement. Federally mandated tenant income restrictions apply.

New Mexico Affordable Housing Tax Credit Program

Provides state tax credits to individuals, businesses and local governments that provide donations of land, buildings, materials, cash or services to affordable housing projects approved by MFA or cash donations made to the MFA Charitable Trust. The credit is equal to 50 percent of the value of the donation. Project sponsors can apply for an eligible affordable housing project designation and for a reservation of credits as outlined in the Notice of Funding Availability.

New Mexico Housing Trust Fund

Provides financing for affordable housing initiatives targeted primarily to low- and moderate-income households. MFA awards funds on a competitive basis as outlined in the Notice of Funding Availability. Eligible applicants include non-profit and for-profit housing developers and providers, units of local government, housing authorities and tribal entities.

Primero Investment Fund

Provides loans to meet the financial needs of affordable housing development initiatives that cannot be accommodated with other sources. For-profit and non-profit sponsors, public or government agencies including tribal entities are all eligible to apply. Permanent supportive housing pre-development and development grants are available for projects that set aside units for permanent supportive housing.



*"Now we have a place where
our children can build memories."*

- Monica Anderson



COMMUNITY DEVELOPMENT PROGRAMS

Community Housing Development Organization (CHDO) Operating Fund Program

Operating funds designed to increase production capacity in non-profit organizations that develop affordable housing.

Continuum of Care (CoC)

A partnership between MFA and the New Mexico Coalition to End Homelessness, this program funds agencies that provide assistance for people experiencing homelessness. Services include prevention, street outreach, emergency shelter, transitional housing and permanent supportive housing.

HOME House by House Reservation Rehabilitation (REHAB)

Assistance for low-income homeowners to make necessary home repairs. MFA selects local housing authorities, community non-profit organizations and local governments to administer the program in communities throughout the state, excluding Albuquerque and Las Cruces.

New Mexico Energy\$mart

Assistance for qualified households to improve their homes' energy efficiency and reduce utility expenses by as much as \$500 per year. Homes receive an average of \$4,500 in energy efficiency upgrades through the program, which may include insulation, caulking, new windows and/or new heating systems.

Transitional and Supportive Services (TSS)

Support for community non-profits and local governments that provide emergency, transitional and permanent housing and supportive services for individuals and families who are experiencing homelessness or at risk of becoming homeless.

Emergency Homeless Assistance

Funding for emergency shelters and housing providers to provide emergency shelter, housing and emergency services for needy individuals and families.

TSS: Rental Assistance Program (RAP)

A short- and medium-term rental assistance program for low-income families and individuals who are experiencing homelessness or who are at risk of becoming homeless. Assistance can include payments for security deposits and utility bills.

Housing Opportunities for People with AIDS (HOPWA)

Provides supportive housing and case management services to individuals who have been diagnosed with HIV to prevent homelessness in the HIV/AIDS community.

Linkages Program

A permanent supportive housing voucher program for persons with behavioral health disorders who have experienced long-term homelessness. Services are provided through community partnerships between local or regional public housing authorities and licensed behavioral health providers.



"I love the openness of the (Sawmill) Lofts and the community aspect. It's everything I was looking for in a home."

– Christopher Cates

TARGETED INITIATIVES

Housing Counseling

Pre-purchase housing counseling for prospective buyers funded by U.S. Department of Housing and Urban Development (HUD) grants. Counseling is done by sub-grantees selected by MFA.

Performance Based Annual Contributions Contract (ACC)

Monitoring and contractual compliance of owners and management agents participating in Project-Based Housing Assistance Payment contracts under Section 8 of the United States Housing Act of 1937. MFA oversees approximately 89 properties or 5,318 units throughout the state.

Affordable Rental Property Listing

Assistance for New Mexicans looking for affordable rental properties. Listings are available through MFA's Housing Services Directory.

Green Initiatives

Initiatives that encourage energy and water efficiency in MFA programs and promote healthy and cost effective affordable housing design and construction.

New Mexico Affordable Housing Charitable Trust

Charitable trust administered by MFA. Donors to the trust are eligible for New Mexico tax credits worth 50 cents of every dollar donated. Donations are leveraged several times over and used to fund affordable housing construction. Tax credits may be carried forward for five years and may be sold or otherwise transferred one time.



Tab 12

SUMMARY OF AUDITS
Updated as of 12/13/2013

Financial Statement and Single Audit

Conducted by KPMG and New Mexico Office of the State Auditor in accordance with Government Auditing Standards, State Audit Act, and OMB A-133 Single Audit Act

Annually

Audit of fiscal year end financial statements, internal controls and compliance with federal programs

Internal Audit

Conducted by REDW at the request of MFA Board

Throughout the year

Audit of internal processes, functions, procedures, programs, departments, etc.

Quality Control Audit of Servicing

Conducted by REDW at the request of MFA Management

Monthly

Audit of Mortgage Loan Servicing functions

Quality Control Audit of Section 8 Administration

Conducted by REDW at the request of MFA Management

Annually

Audit of Section 8 Administration Work Plan

Section 8 Administration Audit

Conducted by Department of Housing & Urban Development in accordance with program regulations

Annually

Audit of Section 8 Administration Work Plan

HOME, ESG, HOPWA, RHED, Housing Counseling Program Audits

Conducted by Department of Housing & Urban Development in accordance with program regulations

Annually

Audit of program administration and compliance

Weatherization Assistance Program Audit

Conducted by Department of Energy in accordance with program regulations

Annually

Audit of program administration and compliance

State of New Mexico

Conducted by Department of Finance and Human Services Department

Annually

Summary of Audits (continued)

Audit of program administration and compliance with Joint Powers Agreements,
Memorandums of Understanding, or Grant Agreements

State of New Mexico

Conducted by State Auditor
Upon Discretion
Audit of financial statements or Joint Powers Agreements

Internal Revenue Service

Conducted by Internal Revenue Service, Department of Treasury
Upon Discretion
Audit of non-taxable bond issues, tax returns of bond arbitrage rebate calculation, Tax
Credit allocations

Affordable Housing Disposition Program

Conducted by FDIC in accordance with contract
Annually
Audit of program compliance and monitoring of properties

Audit of Loan Servicing

Conducted by Department of Housing & Urban Development in accordance with
Servicing qualification
Annually
Audit of Mortgage Loan Servicing functions, claims submitted and loss mitigation

Audit of Loan Servicing

Conducted by Fannie Mae, Freddie Mac, Ginnie Mae in accordance with Seller/Service
qualification
Upon Discretion
Audit of Mortgage Loan Servicing functions