

# **IMPACT**

# **REPORT**





**FEDERAL HOME LOAN BANK**OF DES MOINES

# TABLE OF CONTENTS

| 1  | OUR COMPANY                                  |
|----|--|
| 03 | Business Data                                |
| 04 | Power of Partnership                         |
| 05 | Funding Solutions                            |
| 06 | Community Advances                           |
| 07 | Mortgage Partnership Finance®                |
| 2  | COMMUNITY PARTNERSHIPS                       |
| 09 | Community Investment                         |
| 10 | Outreach                                     |
| 11 | Down Payment Product                         |
| 13 | Competitive Affordable Housing Program (AHP) |
| 16 | Support through Disaster Recovery            |
| 17 | Member Impact Fund                           |
| 21 | Community Impact Partnerships                |

## **LEADERSHIP**

**Board of Directors** 

Affordable Housing Advisory Council

**Executive Team** 



Together with our members, the Federal Home Loan Bank of Des Moines is celebrating a record year in 2024.

We crossed the \$1 billion threshold in total commitments for the Affordable Housing Program, and our members utilized more than \$1.4 billion in Community Investment Advances. We proudly launched two new initiatives— Mortgage Rate Relief and the Habitat for Humanity® Advance Rate Discount— to provide new pathways for affordable homeownership across our district. Over the past year, we increased our outreach and introduced new events to facilitate meaningful connections between our members and community partners.

As a cooperative, the positive impact of the Federal Home Loan Bank of Des Moines would not be possible without the partnership of the more than 1,200 member community banks, credit unions, thrifts, insurance companies and CDFIs we serve.

Our members are integral to their local and regional economies. We remain committed to strengthening the cooperative through our liquidity mission, and, in turn, empower our members to address the affordable housing and economic development needs of their communities.

housing project on page 15.

This report illustrates the powerful impact that results from the collaboration with our members and community stakeholders along with the dedication and hard work of our talented employees to build economic opportunity for everyone in our communities.



FHLB Des Moines attended the Start Lofts ribbon cutting in November 2024. Read more about this affordable

**KRIS WILLIAMS** President and CEO of FHLB Des Moines



# STRONG BANK. STRONG COMMUNITIES.

**38% VOLUNTARY** 

**2024 FINANCIAL** RESULTS

**ADVANCES** 

\$100 B

**MORTGAGE PORTFOLIO** 

\$12 B

**ASSETS** 

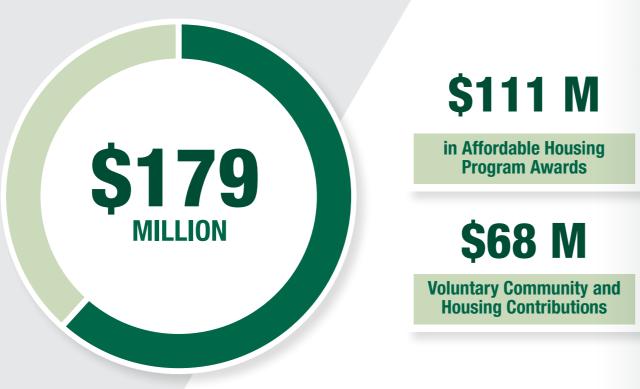
\$165 B

**LETTERS OF CREDIT** 

\$20 B

# **2024 COMMUNITY INVESTMENT IMPACT**

Every state and U.S. territory in the FHLB Des Moines district received funds from at least one affordable housing or voluntary product.



**62% AFFORDABLE HOUSING PROGRAM** 

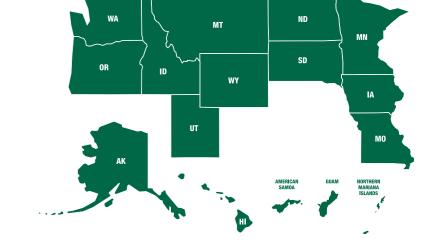
# THE POWER OF PARTNERSHIP

We empower our members to strengthen their communities by providing reliable and stable funding that supports housing, small businesses and community development.

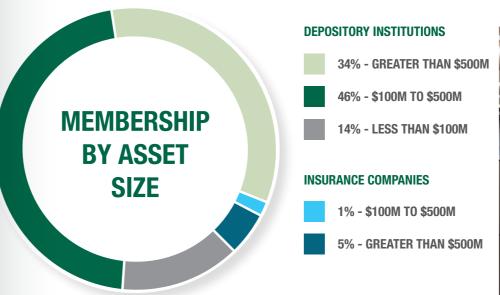
MEMBER-OWNED COOPERATIVE

1,246

**FINANCIAL INSTITUTION MEMBERS** 



Our cooperative includes members from 13 states and three U.S. Pacific territories.





# **FUNDING SOLUTIONS FROM** A STRATEGIC PARTNER

As a reliable source of liquidity, FHLB Des Moines provides a broad portfolio of flexible funding products. The strength and stability of the cooperative empower community financial institutions of all sizes to help their communities grow and thrive.

As a strategic partner, we align our products and services to best meet the needs of our members.



#### **New Advance Products**

Members have more flexibility on short-term advances and additional options on adjustable rate advances.



## **Growing Collateral Menu**

New collateral types along with streamlining eligibility requirements allow members to pledge the necessary collateral for accessing FHLB Des Moines products.



# **Expanded Service Options**

Operational investments in our systems and services provide members with improved access to liquidity products.



## Strong Dividend

Members increased their use of FHLB Des Moines products and services in 2024, resulting in a strong return on activity stock dividends that delivered value back through the cooperative.



## **Letter of Credit Opportunities**

Members use Aaa/AA+ rated confirming Letters of Credit (LOC) to enhance the credit rating and liquidity of tax-exempt housing debt and tax-exempt/taxable non-housing bonds in addition to a variety of other purposes. Members can improve liquidity ratios by using standby LOCs to collateralize public unit deposits instead of encumbering highly liquid securities.

## **OUR MISSION DELIVERED**

"FHLB Des Moines advance availability is the largest component in our liquidity stack. Having this reliable funding source provides Umpqua the flexibility to support lending and economic development in our communities through seasonality and cycles."

### **Neal McLaughlin**

**EVP/Treasurer** Umpgua Bank



UMPQUA BANK

"As a Community Development Financial Institution (CDFI) and Low Income Credit Union (LICU), meeting our mission to support initiatives that uplift the community's underserved is made possible by access to capital from institutions like FHLB Des Moines "

#### **Gerard A. Cruz**

President and CFO

Community First Guam Federal Credit Union

# **ADVANCES GROW COMMUNITY PARTNERSHIPS**

Members can meet the credit needs of their local communities through a reduced-rate Community Investment Advance (CIA). These fixed-rate, long-term advances can support a variety of uses, such as public infrastructure and small business loans, as well as loans for affordable housing or mortgage revenue bonds.

# **COMMUNITY INVESTMENT ADVANCES EXCEED \$1 BILLION IN 2024**

\$1.4 B

**ADVANCES** 

338 NEW ADVANCES

**UTILIZED BY 164 MEMBERS** 



The CIA limit per member was doubled in 2024, raising it to \$20 million.

# HABITAT FOR HUMANITY® ADVANCE RATE DISCOUNT

FHLB Des Moines created the Habitat for Humanity Advance Rate Discount (Habitat Advance) to better support the mortgage lending capacity of Habitat for Humanity to serve low- to moderate-income homeowners. Member institutions can utilize the Habitat Advance to purchase or originate below-market residential mortgage loans from Habitat affiliates.



\$100 M ADVANCES PROVIDED 0% INTEREST RATE 5-YEAR TERMS

Twin Cities Habitat for Humanity® Lending Inc. (TCHFH Lending), the mortgage company for Twin Cities Habitat for Humanity®, utilized the Habitat Advance to assist first-time homebuyers finance their home.

"We appreciate our partnership with FHLB Des Moines, as it helps us expand access to stable, affordable homeownership. This is a game-changer for generations of families, and together we are creating a more vibrant, equitable Twin Cities."

## **Robyn Bipes-Timm**

President

TCHFH Lending

# MORTGAGE PARTNERSHIP FINANCE®

Through a partnership with our members and the Federal Home Loan Bank of Chicago, mortgage lenders can access the secondary mortgage market, providing competitive rates to make homeownership affordable in their communities.

## **2024 IMPACT**

Participating financial institutions selling into MPF®

Loans purchased through MPF

Credit enhancement income paid to PFIs

FHLB Des Moines offers a credit-risk sharing program which is truly unique in the industry. Members receive residual credit enhancement income from FHLB Des Moines for a small. retained credit risk position. Historically, the credit enhancement income has far outweighed the actual credit losses

"The MPF Traditional product has been so much more competitive and has offered a lower rate for our local community, which has helped get people qualified and get them into homes. That's been huge in our market."

### **Jeremy Byers**

Consumer Lending Manager Northview Bank

## **CERTIFIED COMMUNITY LENDER**

The Certified Community Lender® (CCL®) certification from the National Association of Minority Mortgage Bankers (NAMMBA) is a six-week, online live-instructed course that provides lenders tools, best practices and insights on how to connect and engage with underserved markets.

FHLB Des Moines member financial institutions who offered Mortgage Rate Relief to their borrowers were invited to receive complementary certification to become a CCL® professional.

52 mortgage lenders graduated from the inaugural CCL class for 2024.

"I learned more about how to identify trends in the mortgage industry and how to build my plan to include strategic ways to market to minority and underserved communities. The program taught me how best to communicate with these communities in order to earn their referral business. Consumers are younger and more tech savvy, and they are seeking out information online. We need to be providing digital content to educate them."



## MORTGAGE RATE RELIEF

In 2024, we launched a new initiative to help our members make homeownership more affordable. Through Mortgage Rate Relief, we partnered with members to offer an approximate 2% interest rate reduction for mortgages to households at or below 80% of area median income.



\$310 **MILLION** 

mortgage loans



\$29 **MILLION** 

granted through Mortgage Rate Relief



1,581 **HOUSEHOLDS** 

> benefited from Mortgage Rate Relief

BANK OF UTAH MAKES HOMEOWNERSHIP A REALITY WITH MORTGAGE RATE RELIEF



64.5% **OF PURCHASERS** 

> were first-time homebuyers



107 **MEMBERS** 

Relief loan

originated at least one Mortgage Rate



Mortgage Rate Relief allowed families like the Mortensens to overcome Utah's elevated home prices, which soared rapidly during the pandemic. After two years of renting, the high school math teacher, along with his wife and infant son, were able to make their dream of homeownership a reality in Logan, Utah.

"At Bank of Utah, we're committed to supporting our community and helping families achieve their dreams of homeownership."

## John Serfustini

VP, Secondary Marketing Manager, Mortgage Department Bank of Utah

34 **LOANS FUNDED** 

# **COMMUNITY INVESTMENT**

FHLB Des Moines has awarded more than \$1 billion in grants since the inception of the Affordable Housing Program (AHP). Funds are distributed through two initiatives:

> **Competitive Affordable Housing Program**

\$833.4 M

95,549 AFFORDABLE HOMES

**Down Payment Products** 

\$172.7 M

34,375 **HOUSEHOLDS** 

# **Community Dividend to our Cooperative Members**

Each year, 10% of the prior year's net income is awarded through the Competitive AHP and Down Payment Products. FHLB Des Moines voluntarily contributes at least an additional 5% to fund programs like the Member Impact Fund, Habitat Advances and Mortgage Rate Relief. The more our members use FHLB Des Moines products and services, the more we are able to contribute to affordable housing.

"Rarely do you have an opportunity to partner with an organization like FHLB Des Moines that allows you to access funding that meets the critical needs of affordable and accessible housing. It really benefits and impacts the communities that we serve."

### **Patrick Chaffee**

**>>>** 



# **Community Investment Outreach**

FHLB Des Moines participates in numerous outreach efforts across our district to build awareness and educate various community stakeholders on our affordable housing products. From housing conferences to state banking trade association events, our staff is dedicated to helping ensure we impact affordable housing across all areas of our district.

Breakout sessions in Seattle facilitated networking among participants and promoted dialogue about challenges for increasing the affordable housing supply.

# **Capital to Communities**

To better engage and connect FHLB Des Moines members with affordable housing community stakeholders, we hosted Capital to Communities events in Seattle and Salt Lake City. These events provided attendees with information about our affordable housing products and facilitated networking opportunities for members and community partners.

A key theme that emerged from the Salt Lake City event was the state's focus on increasing housing supply at all income levels while ensuring very lowincome populations are also served.





Executive Vice President of Banking, Wealth Management and Insurance Bell Bank

# **DOWN PAYMENT PRODUCTS**

FHLB Des Moines offers two Down Payment Products to assist with down payment and closing cost assistance to homebuyers with incomes at or below 80% of area median income. View our 2024 impact from these products below.

# **HOME\$TART®**

\$15,000 grants \$25,000 grants for homes in Hawaii

Qualifying first-time homebuyers purchasing a home to be used as their primary residence.

# \$10.7 Million

**785 Homebuyers Partnership with 182 Members**  **\$25,000** grants

Hawaiian households purchasing a home within the FHLB Des Moines district.

15 Homebuyers

Partnership with 8 Members

# **NATIVE AMERICAN** HOMEOWNERSHIP INITIATIVE (NAHI)

Qualifying Native American, Alaska Native or Native

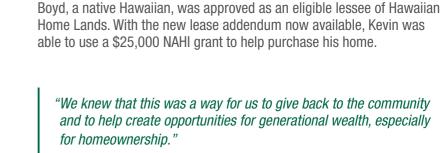
\$335,000



# **Partnerships Provide a Pathway for Homeownership in Hawaii**

Through a partnership with the Department of Hawaiian Home Lands, FHLB Des Moines developed a lease addendum to clear a pathway for our members to provide down payment grants to low- and moderate-income households purchasing a home on Hawaiian Home Lands. This helped eliminate one of the barriers families in Hawaii, especially native Hawaiians, face when trying to buy a home.

Hawaiian Home Lands is a land trust of over 200,000 acres set aside by the federal government in 1920. Since then, about 10,000 native Hawaiians have moved onto native lands, and about 30,000 native Hawaiians are waiting for their opportunity.



Hazelmae Overturf and her team at Kaua'i Federal Credit Union are

working on their homebuyer pipelines and partnering with nonprofits

to help get the word out about the Down Payment grant opportunities

through FHLB Des Moines. One of those partners is Hawaii Community

Lending, which, together with Kaua'i Federal Credit Union, was able to

help the Boyd family realize the dream of homeownership. In 2024, Kevin

#### **Hazelmae Overturf**

Chief Impact Officer Kaua'i Federal Credit Union



"We believe that we can help reduce that 30,000 person waitlist for Hawaiian Home Lands down to zero. Not alone, but in partnership with FHLB Des Moines and its members.

#### **Jeff Gilbreath**

**Executive Director** Hawai'i Community Lending



# COMPETITIVE AFFORDABLE HOUSING PROGRAM (AHP)

In 2024, FHLB Des Moines increased our subsidy amounts to allow up to \$3 million per project. As a result of our members' strong use of FHLB Des Moines liquidity products last year, we were able to award a record amount in AHP grants to support affordable rental housing and homeownership projects.

\$100.3 M

awarded to 41 members

**55** 

affordable homeownership or rental projects

2,015

units of affordable housing

**52** provide at least 20% of the homes to households with special needs

**34** support housing for unhoused people

**25** are located in rural areas

provide housing to Native

preserve affordable housing

# \$3 million AHP grant will improve lives of low-income homeowners in Oregon

Rebuilding Together PNW helps low-income Portland homeowners remain in a safe, secure and independent environment by providing free home repairs and modifications. Over the next three years, they will be able to provide new roofs for 86 homes, along with numerous HVAC replacements. All repairs are provided at no cost to the homeowner thanks to a \$3 million AHP grant through their partnership with Rivermark Community Credit Union.

"This grant to Rebuilding Together PNW is an investment in the entire community."

### **Seth Schaefer**

Executive VP and Chief Impact Officer Rivermark

"With this grant, we can begin working on addressing critical unmet needs in our area."

## **Stephanie Luvties**

Executive Director Rebuilding Together PNW





FHLB Des Moines members support the affordable housing project applications for a variety of housing developments and preservation efforts. Awarded projects help address critical housing needs for underserved areas of their community.

# **Partnerships Bring AHP Funds to Idaho Communities**

Housing Sponsor Applicant: NeighborWorks® Pocatello

AHP Award: \$1 million

**Member: The Bank of Commerce** 

**Project:** Home repair for 40 low- and moderate-income homeowners

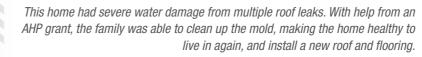
NeighborWorks® Pocatello (NWP) will use their AHP funds to help homeowners secure the needed resources to fix up their homes or take care of deferred maintenance issues. "It's easy for homeowners to fall behind on home maintenance when resources are tight," said Heather Pimentel, NWP director of lending and counseling.

A nonprofit sponsor must partner with an FHLB Des Moines member institution to apply for AHP funding. "We are grateful that The Bank of Commerce recognized the importance of this funding," said Mark Dahlguist, NWP executive director. "Without their help, none of these resources coming from the Federal Home Loan Bank of Des Moines would have made it to our community."









# **Community Development Partnerships Showcased in East Jackson, Wyoming**

Housing Sponsor Applicant: Habitat for Humanity® of the Greater Teton Area

AHP Award: \$300,000

**Member: The Bank of Jackson Hole Project: Parkside at Benson-Brown Station** 

Habitat for Humanity of the Greater Teton Area (Teton Habitat) received an AHP grant to fund Phase 2 of the Parkside at Benson-Brown Station, an 18-unit housing development. These homes have vehicle, bike and pedestrian connectivity to town.

Teton Habitat describes this project as a showcase for the power of community development. Many supporters throughout the community joined FHLB Des Moines, Bank of Jackson Hole and Teton Habitat to provide affordable housing for working individuals and families earning up to 80% of the area median income.

"Now more than ever, we need to come together as a community to support affordable housing and ensure hardworking local families have decent, affordable homes."

#### **Kris Greenville**

**Executive Director** Teton Habitat









# **Revitalization Project: Star Lofts**

Replacing a dilapidated gas station in the Des Moines Ingersoll neighborhood, Star Lofts provides critical affordable housing in a mixed-use beautiful new building. In December 2024, the first residents moved into their units.

\$750,000 **AHP** grant Peoples Bank

with

4 UNITS

set aside for previously homeless individuals

**Anawim** 

ALL UNITS available for households making 30%, 60% or 80% of area median income

# **AFFORDABLE** UNITS

### 10 UNITS

set aside for special populations including the elderly (62+), disabled, or formerly incarcerated

## Impact Update: Ka La'i Ola—"The Place of Peaceful Recovery"

Credit Unions of Maui and Lanai disbursed \$300,000 from the Credit Union Wildfire Relief Fund to the Homeaid Ka La'i Ola housing development. Ka La'i Ola is being built for residents impacted by the August 2023 wildfire that destroyed Lahaina. The donation is part of a \$1 million grant<sup>1</sup> from FHLB Des Moines. The fund was established by the six credit unions serving the islands of Maui and Lanai.

The 58-acre temporary housing development broke ground in April 2024. The first families moved in on August 9, 2024 – one day after the one-year anniversary of the Lahaina wildfire.

<sup>1</sup>In 2023, FHLB Des Moines awarded a total of \$5 million for Maui wildfire relief efforts, including \$1 million to the Valley Isle Chapter of the Hawaii Credit Union League.

# PREPARED TO BE **A SUPPORTIVE PARTNER**

## **Support Through Disaster Recovery**

FHLB Des Moines supports members as they adapt to serve their borrowers impacted by severe natural disasters. In 2024, we offered accommodating modifications to pledge loan collateral portfolios as a way to support members who may be located in or have loans located in disaster areas.

## **Source of Liquidity**

Access to liquidity following a disaster is especially important to our property and casualty insurance members as they work to quickly pay insurance claims. Members can receive advances same-day within minutes.

"As a property casualty insurer, we value the liquidity provided by FHLB Des Moines to make claims payments when severe weather strikes. We're here to help our policyholders quickly repair or rebuild, and rising storm costs have increased the importance of a robust liquidity strategy. Our partnership with FHLB Des Moines is a key part of our ability to provide peace of mind to policyholders when it matters most."

## **Laurie Mardis**

Director, Investments IMT Insurance

# **MEMBER IMPACT FUND**

Launched in 2023, the Member Impact Fund encourages partnerships between our members and eligible not-for-profits or government entities to support affordable housing or community development. Members must commit a minimum of \$2,500 to apply for a matching grant application.













In 2024, FHLB Des Moines awarded

\$28.7 M

for a total of

759 INDIVIDUAL AWARDS

to not-for-profits and government





















"FHLB Des Moines' matching program allows us to multiply our impact as we work together to create a better future for all residents."

# Ann Teranishi

President and CEO American Savings Bank









"Our team is so proud that this investment will help Homeword expand its financial education programs and invest in the sustainability and vitality of existing homes to keep them affordable for many years to come."

### First Security Bank Missoula









## **Olympia Federal Savings**











# 14 MEMBERS PARTNER WITH BEYOND SHELTER TO AWARD \$2.3 MILLION

When Dan Madler heard about the Member Impact Fund, he immediately went to work, reaching out to every FHLB Des Moines member financial institution he knew. "How can we capitalize on this great opportunity," asked Madler. "That's where I developed the vision of a predevelopment revolving fund."

With the support from 14 institutions providing Member Impact Fund grants ranging from \$10,000 up to \$1 million through the \$3-\$1 match available from FHLB Des Moines, Beyond Shelter received \$2.3 million in total awards to establish a predevelopment revolving loan fund for affordable housing.

This fund will allow Beyond Shelter to acquire and prepare an affordable housing site for development. Once the development is fully financed, that initial investment can be reinvested back into the fund for the next development project.



# **Contributing members:**

- American Federal Bank
- Bell Bank
- Bravera Bank
- Bremer Bank
- Choice Financial Group
- Cornerstone Bank
- Dacotah Bank

- First Community Credit Union
  - First International Bank & Trust
  - First Western Bank & Trust
  - Gate City Bank
  - Unison Bank
  - VISIONBank
  - Wells Fargo Bank, N.A.

"Nobody develops affordable housing alone. The only way you get affordable housing developed in today's world is through partnerships."

## **Dan Madler**

Beyond Shelter, Inc.







# **COMMUNITY IMPACT PARTNERSHIPS**

## **Habitat for Humanity**

A strong community is built on a strong foundation, and we're there to help. We're proud to partner with both Habitat for Humanity® of Central Iowa and Habitat for Humanity® of King County to help families achieve the dream of homeownership.

In 2024, employees spent more than 160 volunteer hours swinging hammers, installing drywall and painting finishing touches to bring homes—and hope—to families in need across Des Moines and Seattle.

## **Project Iowa YouthWorks**

FHLB Des Moines partnered with Project Iowa to host five high school senior interns from Des Moines East High School's 2024 class for a day-long Post-Secondary Wisdom Day. Students had the opportunity to engage in conversations with President and CEO Kris Williams and five employees who shared valuable advice with the students as they prepared for the next chapter beyond high school and to prepare for their college experience.

### **Junior Achievement of Central Iowa**

We partner with Junior Achievement of Central Iowa to promote financial literacy through community involvement.

Across quarterly volunteer opportunities, 42 employees dedicated 210 volunteer hours to help run a simulation experience for students to explore real-life financial scenarios and money management topics.



"I am proud of FHLB Des Moines and our strong partnerships with organizations that help assist in building healthier lives for individuals and families.

I have had the pleasure of working with Junior Achievement (JA) and have seen how they bring financial education and awareness to the classrooms of middle school students through their JA Finance Park program.

By providing real-life scenarios, the students become more conscience of how far a dollar really goes, and they begin to understand the importance of budgeting. Providing this at an early age helps guide those students toward financial responsibility as they get older, enter the workforce, and continue to contribute their own communities.

I am pleased to lead this opportunity for FHLB Des Moines employees and hope our impact was as positive as the experiences we have taken away through volunteering."

### **Rvan Peterson**

Lead Mortgage and Compliance Analyst



# **BOARD OF DIRECTORS**

Wan-Chong Chair | Member Director, Independent Director North Dakota Russell Member Director, Independent Director Bennett Lau Hawaii Steven Lauren Member Director, Member Director, South Dakota MacVay Alaska Cleon Public Interest Public Interest Butterfield Independent Director Independent Director Member Director, Member Director, Member Director, Independent Director Narendra Carol Ed Independent Director Independent Director Member Director. Independent Director **Plagge** Member Director, Independent Director Washington Matt Member Director. Member Director. Stephenson Montana Robert Member Director, Member Director, Missouri Minnesota

Board Chair Karl Bollingberg addresses the audience during a Member Impact Fund celebration event in Fargo, North Dakota.



# **AFFORDABLE HOUSING ADVISORY COUNCIL**

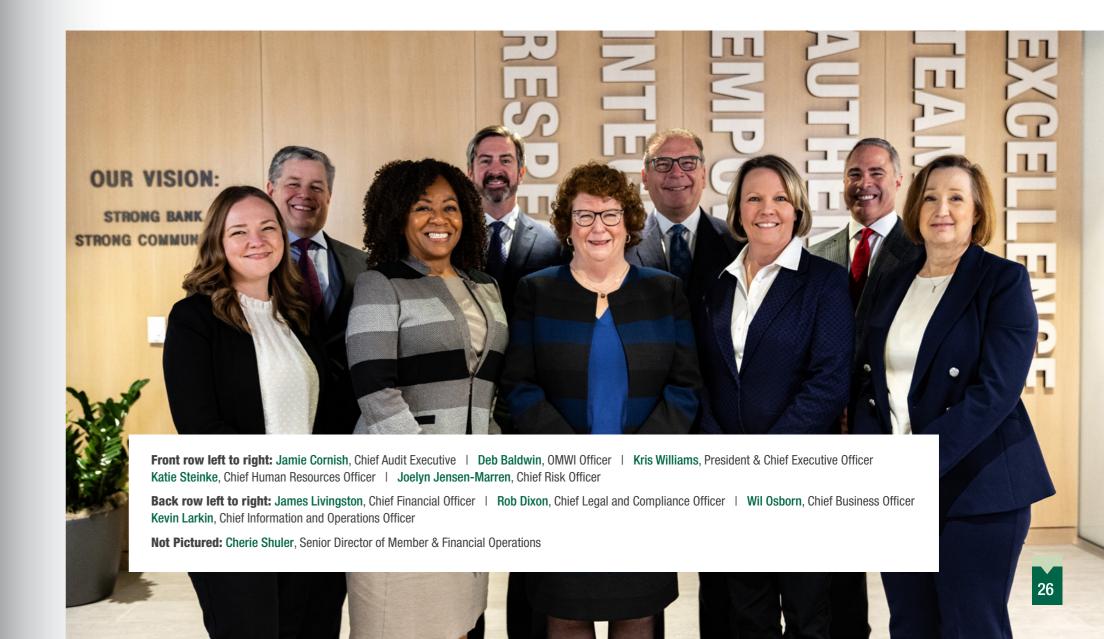
(ADVISORY COUNCIL)

Appointed by the Board of Directors' Housing and Community Investment Committee, the Advisory Council offers guidance about affordable housing and community development needs across our district. Council members are selected from a range of organizations across the FHLB Des Moines district for a three-year term.



| Sean Hubert              | Chair I Oregon    |
|--------------------------|-------------------|
| Michael Akerlow          | Vice Chair I Utah |
| Kevin Bryant             | Missouri          |
| Brent Ekstrom            | North Dakota      |
| Lance Henning            | lowa              |
| Angeline Marshall        | South Dakota      |
| Wendy Martinez           | Wyoming           |
| Amanda Novak             | Minnesota         |
| <b>Christopher Perez</b> | Alaska            |
| Robert Peterson          | Washington        |
| <b>Heather Piper</b>     | Hawaii            |
| <b>Sunny Shaw</b>        | ldaho             |
| Don Sterhan              | Montana           |
| Renee Stevens            | At Large          |
| Sharon Vogel             | At Large - Native |

# **EXECUTIVE TEAM**





www.fhlbdm.com

**OUR ADDRESS** 

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