



In Appalachia:

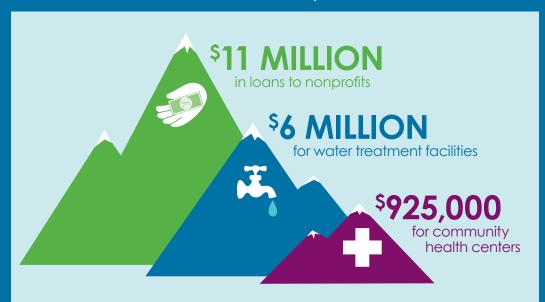


One in four children live in poverty



of seniors can't afford their rent 19,000 homes lack complete plumbing

How Fahe Helps:

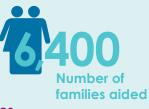


The Results*:





Average reduction in monthly utilities



*in fiscal year 2011





Making Markets Work



1. Supporters like the Ford Foundation invest in Fahe for a triple bottom line return: Social, Financial, and Environmental. (pictured: Wayne Fawbush, Ford Foundation.)



6. Family/borrower
With the financial security from lower utility bills, homebuyers of all means are able to repay their loans, letting Fahe serve more families with the proceeds.

Supporters



Fahe



2. Fahe invests in people and businesses that make Appalachia a better place to live.



5. Energy savingsHomes built by Fahe
Members use 50% less energy



3. Job Training

Fahe helps Members train their crews in the latest building technology, a marketable skill to secure future employment for workers. (Photo by Richard Lord.)



4. Construction and retrofits Members create jobs through labor and local suppliers. (Photo by Melissa Farlow.) "If you build a cheap house, you're sending money and assets right out of the region and into the pockets of the utility companies," stated Wayne on the topic of resource and wealth creation based on the housing sector. "Fahe has been successful in aggregating different organizations in the region to provide low income support. We're proud of the work the organization has done."

Fahe takes these investments and applies them to local businesses and community development in the form of special services, training, and grants. A recent Appalachian Region Commission (ARC) grant of \$276,000 and a Fahe and member match of approximately \$87,000 was awarded by Fahe to several nonprofits for the training of workers in green and energy efficient building technology. This grant placed Appalachian workers through intense training and education at the New River Center for Energy Research and Training (NRCERT). Sixteen participants received training in BPI Envelope Professional, BPI Analyst, and BPI Heating as well as field-testing. The funding facilitated 3 weeks of training opportunities at the NRCERT for Building Performance Institute certification (valued at approximately \$10,000). Each group was provided one Mid-grade Energy Auditor Toolkit (valued at approximately \$15,000) at the completion of the first week of training. The nonprofit groups which participated were: KRCC, Frontier Housing, Beattyville Housing, Appalachian Service Project, COAP, HOMES, KEOC, Kentucky River Foothills, Housing Development Alliance, Southern Tier Housing, and Daniel Boone Community Action Agency.

Darrell Kinnett is a recipient of this training. Before becoming a construction supervisor with Southern Tier, Darrell built homes the old way with his father for over 30 years. It was a family business, one that Darrell kept up briefly by himself after his father retired. When presented with the challenge of building homes in a more green and energy efficient way, Darrell was at first skeptical but ready to face a new challenge once he learned of the benefits the homes provided to lower income families. "They had me take part in energy efficient training at NRCERT," explained Darrell. "They teach you how to properly insulate homes and to test for air leakage."

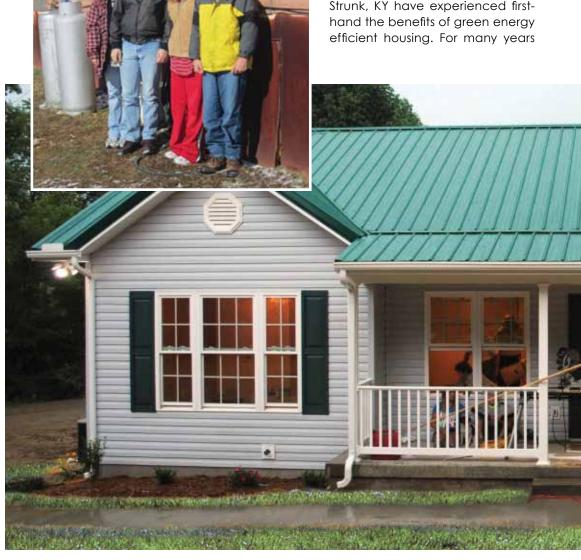
Since 1999, NRCERT has trained over 23,000 participants across 25 States and Canada. The center focuses on energy conservation techniques, home performance testing, and heating and cooling equipment diagnostics, repair and replacement. The research performed at NRCERT has resulted in major advancements in the field and gained the facility recognition and contracts with groups such as Lockheed Martin Energy Research Corporation's Oak Ridge National Laboratory. After studying at the facility and seeing the results firsthand, Darrell lost any remaining doubts of the new techniques' effectiveness. "At first I was skeptical, but after seeing the facts, I realized I had been building homes completely wrong for over 30 years!" The training that Darrell and others received at the facility creates job opportunities for them in the Appalachia area by equipping them with a skillset that few have.

In addition to jobs available for Darrell and other trainees, when these skillsets are available in an area, there is a demand for the work and that demand extends to all aspects of building a home including local lumber suppliers, plumbers, transportation, insurance agents, local labor and the list goes on and on. The labor needed to build these homes, plus the suppliers, was a considerable chunk of the 2,300 jobs created in 2011 by Fahe and it's Network Members. As the demand grows for these homes, so too will the numbers of jobs created.

Let's talk about the homes. Fahe and several of the members spearheaded a project to study the benefits of green and energy efficient building. It was concluded that it was indeed possible to provide affordable housing that was also green and energy efficient, thereby allowing families to live in homes that help the environment and save them money. In fact, when conscious builders made green choices over traditional methods, the energy savings on these homes was an average of \$60-\$75 dollars meaning that families can save upwards to \$900 dollars per year. In an area such as Appalachia where poorly constructed and poorly insulated, the average utility bill can range in the hundreds. The

findings of this study can be found in our publication: "A Brighter Path Forward: The Intersection of Green Construction and Affordability."

Jerry and Geneva Privett from Strunk, KY have experienced first-

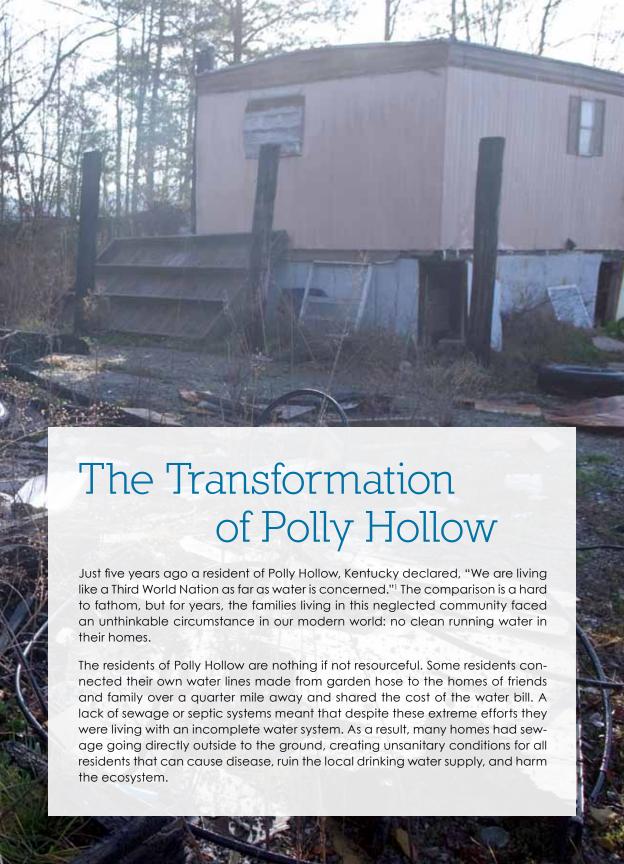


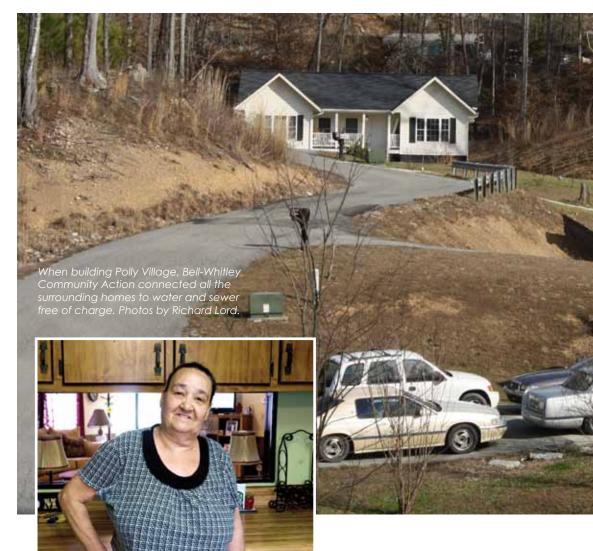
they lived with their son and daughter in an old dilapidated mobile home. The residence was a constant source of stress because of the poor and expensive use of energy trying to heat and cool a poorly insulated home. The Privett's lives were changed when their application for a home loan was approved and constructed by Southern Tier Housing Corporation, a Fahe Network Member. "The new place is great," stated Jerry. "We were living in a trailer where the floors were falling in. We feel very blessed for the opportunity to improve our conditions with very affordable payments. We wish other families in this area could be as lucky as we are."

Because the use of green energy efficient housing allows families to make their payments on time, organizations are able to fund the building of new homes. This generates jobs, training, and incentives for more industry in the community. Because this is a system that works, investors and philanthropists are interested because of an obvious return on investment and proof for their cause. It's a cycle that works. It's a cycle that created 2,300 hundred jobs in Appalachia. It's the cycle in which Fahe continues to perfect as we help communities grow and flourish.









When Fahe Member Bell-Whitley Community Action Agency began construction of their Polly Village subdivision in the area, they

planned to access county water and sewer lines, as part of their commitment to quality housing for all. Upon discovering that access ended nearly a mile away, Bell-Whitley Community Action decided to provide connections to the 17 homes surrounding the subdivision property free of charge.

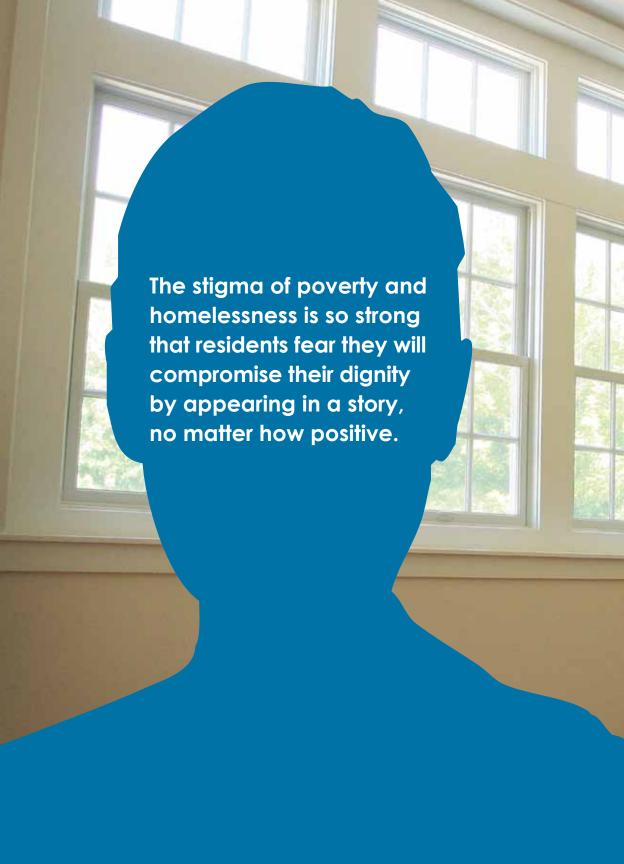
Because the water lines for Polly Hollow were privately owned and the water lines were county-owned, several administrative obstacles had to be overcome before there could be a tie-in. Working closely with the county and with a generous grant from the Appalachian Regional Commission, Bell-Whitley Community Action was able to provide the area with clean, running water and sanitary sewer service.



Bell-Whitley Community Action epitomizes Fahe's commitment to honor - doing the right thing for the right reason. They set out to construct 26 new homes in a place where old trailers and dilapidated houses that were poorly insulated and hard to heat in the winter were the commonplace. Their model is to help families become financially secure through homeownership counseling on budgeting, credit management and the basics of mortgage management. Along the way, they were able to help an entire community take a giant leap forward for a fraction of the total project's budget.

"You have restored dignity back to my life," stated one homeowner." Dignity, pride, and love for one's home and community are built right alongside of a physical house. A home changes everything. It's building these homes and changing these lives that drives agencies such as Bell-Whitley to continue improving our communities and our country.

1 www.middlesborodailynews.com/bookmark/1298038-Polly-Hollow-residents-ask-Fiscal-Court-for-water 2 www.middlesborodailynews.com/view/full_story/1182349/article-Polly-Village-almost-finished



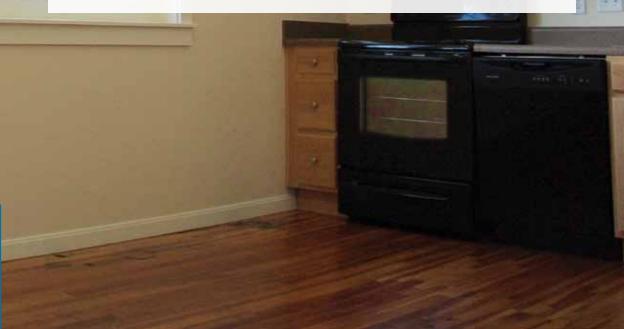


Peggy Hobbs has lived in the Beattyville area her entire life. She worked as a Home Health Nurse Aide for many years and attempted to retire to a peaceful life, but she found herself making monthly trips to the hospital due to respiratory illnesses. During her repeated trips, she was diagnosed with four major lung diseases. It was later found out that the trailer she lived in for 10 years had a serious black mold infestation and was likely the cause of her disease.

Luckily for Ms. Hobbs and many other seniors with limited resources, the Beattyville Senior Apartments were constructed to help low income senior citizens have a decent, safe and clean place to live. The apartments have a long history in the area. They were originally constructed in 1926 as a grade school. The building also housed the first educational radio station in the US. In 2008 the school was officially listed on the National Register of Historic Places. Now the school continues its long tradition of excellence by providing quality apartments for seniors.

Funded in part by Fahe, local member, Beattyville Housing and Development Corporation, rehabilitated the property to create 18 apartments exclusively for seniors. The apartments are fully accessible for those with disabilities and an elevator that serves all floors.

"I would be living on the street," said Ms. Hobbs. "I just couldn't go back to that moldy trailer. Ever since I've lived here in the apartments, I've only had to go to the hospital two or three times compared to the month after month visits when Lived in the trailer."







Josiebelle Mays is another resident of Beattyville Senior Apartments. Even though she has just moved in, this is not the first time she's been through these doors. "I remember attending first through seventh grade at this school," she recalled. "I had a good time and lots of good memories. I specifically remember my 3rd grade teacher Ms. Oliver. She always made the students do a maypole dance and she would always play softball."

Though she was born and raised in the area, Ms. Mays moved away and made a living as a bookkeeper and a part-time cashier. She was living in Corbin, KY in a very small apartment when she learned about the Beattyville Senior Apartments. "Once I saw the differences between my old apartment and the school house, I wanted to move right away."

Our work has taught us that seniors are possibly the most vulnerable people in need of our network's services, particularly single women. Many of them are widows who never learned to drive before their husbands passed away. Job opportunities elsewhere have drawn away family members who would have provided care in the past. This has left a generation of women aging in isolation.

This is a problem that will be passed on without intervention from communities and nonprofits. According to Ms. Mays: "We need more places for the elderly to live that are cleaner and safer. In fact, we need more of those places for young people also."

Beattyville Senior Apartments were converted from an old grade school.



Restoring a Sense of Pride

Patty Lambert is a single mother working as a waitress in Elkins, WV. According to Patty, there are not a lot of jobs in the area unless you go into food service or nursing. Most of the available rental properties are less than desirable.

As a mother of three, Patty wanted something more for her children. After the rent on her small apartment increased by over \$200, she knew it was time to invest in their future. She heard of Fahe Member the Home Ownership Center through a friend and decided to check it out. "The process was easier than I expected. I mean I had to go through a bit of prep work first, such as classes and making sure I had a small amount saved, but it was worth it in the end."

Access to a USDA 502 Direct home loan was easy for Patty thanks in part to Fahe's 502 Demonstration Partnership. The innovative agreement between Fahe's mortgage division, JustChoice Lending, and USDA Rural Development, allows the nonprofit community to fill the gaps left by years of federal budget cuts. Under Fahe's 502 Demonstration Partnership, JustChoice packages loan applications for outlets like the Home



Ownership Center, who both receive an origination fee, and save precious staff time for USDA. As a result, turn around time has been cut in half, from 180 to 90 days to closing.

The USDA 502 Direct loans help low-income borrowers purchase homes in rural areas. These loans are affordable and can sometimes go as low as 1% interest or 38 years in term. The program requires an inspection to verify that the property meets quality standards and will stand the test of time. This is important to the future and security of the homebuyer because older homes in rural places are often abandoned and many times are quite literally falling apart. These conditions are unfit for anyone and often result crippling utility bills, illness and lack of security and self respect for the residents. The generous terms afforded by 502 Direct loans allow families to afford the quality they deserve.

"Besides actually owning a house, I really enjoy the sense of pride that it has instilled in my family. When you actually have something to lose, you feel a conviction to make sure it stays nice and to make sure you stay employed. I really like the effect it has on my children." Patty laughed, "they're actually keeping their rooms clean. They even help to clear the dishes."

"I really hope the 502 program stays around for a long time. There a lot of people out there who need it."

From Our President



Jim King, President

Dear Friends,

2011 marked some amazing accomplishments for Fahe and our Member Network. Through hard work and perseverance we helped to place 6,400 families into homes. Local economies were bolstered through the creation of 2,300 jobs. We've seen vast improvements in residential energy efficiency resulting in lower utility payments for families. We made great accomplishments in the USDA 502 Direct Packaging Partnership by processing loans to over 100 low-income families – the highest number by a nonprofit in the country.

These accomplishments alone are quite notable, but they are even more impressive due to the climate in which they were achieved. The downturn in our economy affects our business just like everyone else's. It causes a direct threat to how we operate and more importantly it causes a threat to the service we provide families. Still, we are hopeful for the future. Why? Because we have learned to adapt to change. We've learned how to find new avenues for funding that were previously untapped. By learning how to better define and articulate what we do, we attract new resources, which gives us a wider pool to draw from. This leaves us less vulnerable when other resources are cut.

Many of the challenges we face in 2012 will be the same we faced in 2011... and we will again persevere. We saw great success in placing those 6,400 families and creating those 2,300 jobs. This momentum of success will keep us moving forward.

Thank you for standing next to us through these changing times. We will continue our tradition of honor and service while adapting to the changing environment. I know we can do this. When we all work and grow together, we can and we will keep the momentum of success going for many future generations.



OUR VISION

We envision Appalachia as a place proud of sustaining its culture and environment, where growth, opportunity and hope are balanced so that all people fulfill their potential with regard to housing, employment, educational opportunity and quality of life.



OUR VALUES

Honor:

Doing the right thing for the right reason

Service:

Others before ourselves

Impact:

Action to empower others



OUR MİSSİON

Fahe leads a network of Appalachian organizations to sustainable growth and measurable impact through collective voice and provides access to capital that creates housing and promotes community development.

Theory of Change

History & Context

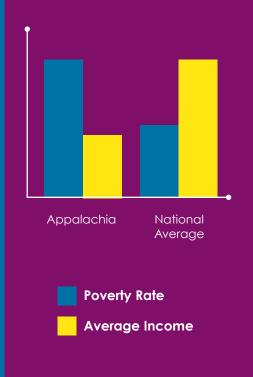
Drivers & Assumptions

History

Fahe was started by and for members as a way for people to share knowledge and experience.

Appalachia has poverty rates double and incomes less than half the national average. The middle class in Appalachia is considered poor by national standards.

Traditionally in Appalachia there has been little access to mainstream capital, even for those with moderate incomes



Social Justice

Serving people and communities who are neglected because of socioeconomic class.

Local Decision Making

Members know best what their communities need. Fahe provides best practices to help them achieve their goals.

Networking

Open peer exchange is critical delivers high value to Members.

Lasting Wealth

Appalachia's history of resource extraction requires that Fahe attract new resources to the region.

Value Proposition

Fahe helps members produce more and better housing at less cost or with greater efficiency.

Core Functions

Fahe's Short & Mid Term Outcomes

Long Term Outcome

Network





Capital





- A Strong, Trusted Network: Members develop relationships in a culture of trust and share knowledge and resources to motivate innovation and collaborative problem solving.
- Effective, Innovative Organizations: Local leaders with connections and wisdom to bring innovation and solutions to their community.
- Robust Community Development Sector: The talent, creativity and tools needed to implement effective solutions within Appalachia and nationally.
- Strong, Sustainable Communities:
 Places people choose to live; engage to solve local problems, and have hope and power moving forward.
- Healthy, Resilient Individuals and Families: Healthier, more financially resilient individuals and families living in higher quality homes.
- Targeted, Effective Policy: State and National policies that are effective for Appalachia.

Strong, sustainable communities in Central Appalachia with economic opportunity and affordable, energy efficient housing for all families.



Service Area

Core Service Area

Kentucky:

- New medical clinic \$325,000
 KY Mountain Health Alliance Hazard, KY
- Water treatment plant \$6 million
 City of Manchester
 Manchester, KY

Tennessee:

- Green job technology \$15,000 Equipment grant Appalachia Service Project Johnson City, TN
- Single mother of 4 \$117,000 mortgage
 First time homebuyer
 Sparta, TN

Virginia:

Grand Forks

- Green job training \$160,000 scholarships
 New River Center for Energy Research & Technology
 Christiansburg, VA
- USDA 502 Direct loan packaging \$1,102,934 HOPE, Inc.
 Wytheville, VA

West Virginia:

- Community Center \$292,000
 Housing Authority of Mingo County Delbarton, WV
- Small Business Line of Credit \$250,000
 Randolph County Housing Authority Elkins, WV

Expanded Service Area

No matter where you're born, we deserve the chance to live a healthy life with clean water, a warm place to sleep, and community that nurtures the most vulnerable among us. Fahe is a force for change in places where there is no access to these basic necessities. We believe in the power of working together to solve problems and fight injustice. Change is possible by working together to do more than we could alone.

We put our principles into practice every day using a network of financing and experts to create innovative social enterprises. In 2012, Fahe will look beyond its core service area to bring on new partners in other neglected communities. Serving others with fair and affordable financing will further our work to end persistent poverty in Appalachia by subsidizing the cost of our operations with earned income. Solidifying our financial stability in today's economic climate is the most responsible strategy to ensure we can reach those in need for years to come.

Chihuahua

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Financials: Statement of Activities June 30, 2011 and 2010

Revenue	2011	2010
Grants and Donations	\$2,583,803	\$2,674,175
Interest and Investment Income	\$2,249,996	\$1,245,892
Income from Operations	\$962,531	\$1,072,882
Total Revenue	\$5,796,330	\$4,992,949
Expenses	2011	2010
Program Services	\$3,106,388	\$2,708,334
General and Administrative	\$1,690,241	\$1,530,798
Membership	\$420,276	\$304,197
Fundraising	\$264,957	\$166,818
Total Expenses	\$5,481,862	\$4,710,147
Increase in Net Assets	\$314,468	\$282,802
Assets Under Management		
275 75 1000 S21 037 037 037	Mortgage	e Portfolio
	Commun	ity Loan Portfolio
\$98,346,423		
\$98,346,423	Servicing	Portfolio

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Assets	2011	2010
Cash and Cash Equivalents	\$5,853,032	\$6,673,988
Receivables	\$455,664	\$1,585,028
Mortgage Receivables-Net	\$21,837,027	\$20,656,911
Notes Receivables-Net	\$14,394,678	\$11,758,514
Fixed Assets-Net	\$800,908	\$860,177
Other Assets	\$1,748,058	\$1,343,836
otal Assets	\$45,089,367	\$42,878,454
iabilities	2011	2010
Accounts Payable	\$1,549,070	\$1,532,422
Notes Payable	\$22,082,402	\$20,202,605
Other Liabilities (EQ2)	\$2,000,000	\$2,000,000
otal Liabilities	\$25,631,472	\$23,735,027
Net Assets	2011	2010
Unrestricted	\$8,250,375	\$7,706,188
Temporarily Restricted	\$10,846,386	\$11,206,105
Permanently Restricted	\$361,134	\$231,134
	\$19,457,895	\$19,143,427

Board of Directors

Robert Adams

Housing & Development Advisors Richmond, VA

Joseph Belden

Housing Assistance Council Washington, DC

David Howard

National City Bank Louisville, KY

Karen Jacobson

Randolph County Housing Authority Elkins, WV

G. Andrew Kegley

Helping Overcome Poverty's Existence (HOPE) Wytheville, VA

David Kreher

People's Self-Help Housing Vanceburg, KY

John Martys

Fairmont Housing Authority
Fairmont, WV

Justin Maxson

Mountain Association for Community Economic Development Berea, KY

Jackie Mayo

Knox Housing Partnership Knoxville, TN

Scott McReynolds

Housing Development Alliance Hazard, KY

Ralph M. Perrey

Fannie Mae Nashville, TN

Michael Rush

People, Inc. Abingdon, VA

Sandy Spurling

Appalachia Habitat for Humanity Robbins, TN

NON-VOTING STAFF POSITIONS:

Jim King

Chief Executive Officer

Pam Johnson

Executive Vice President of Programs

Sara Morgan

Executive Vice President of Capital

Tom Seel

Executive Vice President of Finance

Members

KENTUCKY

- Appalachia Foothills Housing Agency
- Beattyville Housing and Development
- Bell-Whitley Community Action
- Christian Appalachian Project (CAP)
- Christian Outreach with Appalachian People Inc. (COAP)
- Community Ventures Corporation (CVC)
- Foothills Community Action Partnership
- Frontier Housing
- Housing Development Alliance (HDA)
- Housing-Oriented Ministries Established for Service (HOMES)
- KCEOC Community Action Partnership, Inc
- Kentucky Highlands Investment Corporation (KHIC)
- Kentucky Mountain Housing Development
- Kentucky River Community Care (KRCC)
- Low Income Housing Coalition of East Kentucky (LINKS)
- People's Self-Help Housing

TENNESSEE

- Aid to Distressed Families of Appalachian Counties (ADFAC)
- Appalachia Habitat for Humanity
- Appalachia Service Project (ASP)
- Blount County Habitat for Humanity
- Chattanooga Neighborhood Enterprise
- Clinch-Powell RC&D Council

- Creative Compassion
- Crossville Housing Authority
- Eastern Eight Community Development
- Foothills Community
 Development Corporation
- Kingsport Housing and Redevelopment Authority
- Knox Housing Partnership
- Knoxville Leadership Foundation
- Woodland Community Development

VIRGINIA

- Appalachian Community Action and Development Agency (AppCAA)
- Clinch Valley Community Action
- Community Housing Partners (CHP)
- · HOPE, Inc
- · People Inc. of Virginia
- Total Action Against Poverty (TAP)

WEST VIRGINIA

- Fairmont Housing Authority
- HomeOwnership Center
- Housing Authority of Mingo County
- Mountain CAP
- Randolph County Housing Authority
- Religious Coalition for Community Renewal (RCCR)
- SAFE Housing and Economic Development (SHED)
- Southeastern Appalachian Rural Alliance (SARA)
- Southern Appalachian Labor School (SALS)
- Woodlands Development Group

We gratefully acknowledge the generous support of these organizations and individuals, who, through grants, loans, donations, volunteer work, and the sharing of expertise, contributed to Fahe's success.

Adina Abramowitz

Adrian Dominican Sisters

Andrew Schenker

Appalachian Regional Commission

Applegate & Thorne-Thomsen

Arthur & Susan Lloyd

Atlantic Philanthropies

Barbara Smith

BB&T

Calvert Social Investment Foundation

Carter Garber & Martha Collier

CDFI Fund

CEDA/WJL

Central Bank & Trust

Central Appalachian Network

Central Appalachian Initiatives

CFED

Chase

Citizens Union Bank

Community Trust Bank

Congregation of the Sisters of Charity

of The Incarnate Word

Craft & Noble, PLLC

Dominican Sisters of Peace

Doug Smith

Douglas Weinstock

E & H Stowell

Ed & Dorothy Singer

Episcopal Church Domestic and Foreign Missionary Society

Ethel Ackley

Evangelical Lutheran Church

in America

F.B. Heron Foundation

Fannie Mae

Fay Chandler Trust

Federal Home Loan Bank of Cincinnati

Fifth Third Bank Community Development Corp.

Ford Foundation

Franciscan Sisters of Mary

Glenmary Home Missioners

HEAD Corp.

Helen Manning

Heritage Bank

Homeless and Housing Coalition

of Kentucky

Housing Assistance Council

Jane Shapiro

Joshua Wallman

Kenneth Smith

Kentucky Affordable Housing Trust Fund

Kentucky Dept. for Local Government

Kentucky Housing Corp.

Law Offices of Cecil F. Dunn

Lexnet

Literary Society of St. Catharine

Loring, Wolcott, & Coolidge

Mary Reynolds Babcock Foundation

M & I Trust

Middlefork Financial Group

Mountain Association for Community & Economic Development

Legitornie Bevelopmeni

National Low-Income Housing Coalition

National Coalition for the Homeless

National Rural Housing Coalition

NeighborWorks® America

Opportunity Finance Network

Peoples Exchange Bank

Peoples Self-Help Housing

PNC Bank

Rural Action

Richard Hettrick

Seton Enablement Fund

Sisters of Loretto

Sisters of Mercy of the Americas

St. Paul's Church of Buffalo

Stookey Trust

Suzanne Polen Trust

Tanis Walters

Tennessee Housing
Development Agency

Tides Foundation

US Dept. of Agriculture Rural Development

US Dept. of Housing & Urban Development

US Dept. of the Treasury

Virginia Community Development Corp.

Virginia Dept. of Housing & Community Development

Virginia Housing Development Authority

Walter W. May

Wells Fargo Bank

West Virginia Housing Development Fund

Whitaker Bank Corp. of Kentucky

Woodlands Investment Management

Yellow Wood Associates

A member of the

OPPORTUNITYFINANCE

NETWORK





