

MaineStream FINANCE

*“We believe in helping people find their way in
business and home ownership,
one person at a time.”*

Jayne Crosby Giles, CEO

www.mainstreamfinance.org



Jayne Giles



Dana Ward



Heather Massow



James Macomber

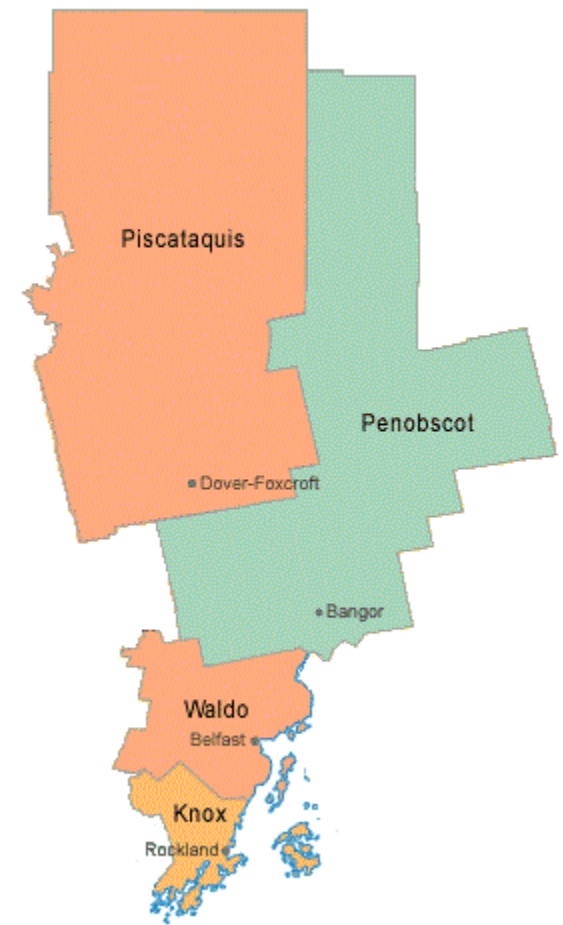


Ken Greenleaf

MaineStream FINANCE

"Our mission is to alleviate poverty and create individual wealth through financial literacy, business startup, job creation and home ownership."

- ***A Maine CDFI since 2000***
 - Subsidiary of Penquis CAP
 - Primary service area includes 4 Maine counties with clients located in 10 of 16 counties
 - 400 Homeowners and 350 Micro Biz served annually
- ***3 year loan growth: +25%***
 - Supervised Lender
 - Regulated by State of Maine Bureau and Consumer Credit Protection
 - NMLS #987271





A place to start for Home Ownership

Counseling & Education

- Homebuyer Education
- Foreclosure Intervention
- Pre-Purchase Counseling

Financial Products

- 30 year FRM loans
- Home repair & consumers
- Individual Development Accounts





Looking Ahead: *Funding Growth*

Financial constraints

- *MaineStream* needs long term, low cost funding

Mortgage funding

- *Client base* best served by
 - Flexible terms
 - Affordable rates
 - Ability to restructure over time



FHLBB membership

- *A new funding resource* for CDFI's

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- ***CDFI challenges to joining FHLBB***
 - The Business Model needs to “fit”
 - What type of Lender? Is the Mission compatible?
 - Financials: FHLBB reviews last 4 years
 - Collateralization: Must have ability to pledge collateral to secure FHLBB borrowings
- ***MaineStream Finance Considerations***
 - ✓ Direct access to AHP
 - ✓ Collateralization
 - ✓ Funding LLR’s
 - ✓ Performance measures
 - ✓ FHLBB vs MaineStream



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- ***Opportunities & Benefits as FHLBB Member***
 - Access to long term capital
 - *Use to fund 15-30 year mortgages for purchase, refi and home repair*
 - FHLBB funds available at long-term fixed rates
 - *CDFI locks in cost of funds*
- ❖ ***Meets MaineStream Mission***
 - ❖ Increase access to capital
 - ❖ Provide affordable home loans to MSF borrowers
 - ❖ Greater capacity to assist target population

