

**2024 IFF BUDGET & FORECAST**  
**FIVE-YEAR FORECAST: SOA & KEY ASSUMPTIONS**

	2024 Budget	2025 Forecast	2026 Forecast	2027 Forecast	2028 Forecast	2029 Forecast
<b>LOAN PRODUCTION &amp; PORTFOLIO QUALITY</b>						
Gross Disbursements - General	148,483,333	165,000,000	165,000,000	165,000,000	165,000,000	150,000,000
Gross Disbursements - MI Housing Fund	24,916,667	24,916,667	25,500,000	5,666,667	5,666,667	5,000,000
Participations	(8,400,000)	(9,600,000)	(10,800,000)	(12,000,000)	(13,200,000)	(14,400,000)
Balance Sheet Unwind	-	-	(20,000,000)	(25,000,000)	(20,000,000)	(20,000,000)
<b>Net Loan Disbursements</b>	<b>165,000,000</b>	<b>180,316,667</b>	<b>159,700,000</b>	<b>133,666,667</b>	<b>137,466,667</b>	<b>120,600,000</b>
Unwind as % of Disbursements (Exc. MI Housing)	5.66%	5.82%	18.67%	22.42%	20.12%	22.93%
Investor Consortium	20,000,000	40,000,000	35,000,000	35,096,479	30,064,944	35,073,830
MI Housing Fund	12,500,000	15,000,000	20,000,000	-	5,000,000	1,666,667
Bond Guarantee Program	-	19,794,654	13,341,000	9,929,478	11,760,553	14,513,224
FHLB	15,000,000	11,172,172	8,472,669	6,163,547	9,928,594	13,143,948
Incremental Debt	51,000,000	39,178,618	18,363,998	4,621,434	16,977,269	22,979,067
<b>Annual Debt Raise</b>	<b>98,500,000</b>	<b>125,145,444</b>	<b>95,177,667</b>	<b>55,810,938</b>	<b>73,731,361</b>	<b>87,376,736</b>
Portfolio Yield	5.88%	6.05%	6.27%	6.47%	6.70%	6.85%
Cost of Capital	3.00%	3.29%	3.51%	3.59%	3.69%	3.80%
<b>Projected Interest Spread</b>	<b>2.88%</b>	<b>2.76%</b>	<b>2.76%</b>	<b>2.88%</b>	<b>3.01%</b>	<b>3.05%</b>
<b>Net Charge-Off Rate</b>	<b>0.70%</b>	<b>0.70%</b>	<b>0.70%</b>	<b>0.70%</b>	<b>0.70%</b>	<b>0.70%</b>
<b>Loan Loss Reserve</b>	<b>3.35%</b>	<b>3.35%</b>	<b>3.35%</b>	<b>3.35%</b>	<b>3.35%</b>	<b>3.35%</b>
<b>LOAN PRODUCTION &amp; PORTFOLIO QUALITY</b>						
NMTC Allocation	55,000,000	-	50,000,000	-	50,000,000	-
Capital Grants	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
<b>STAFFING GROWTH</b>						
Ending FTE Count	172	192	195	195	196	196
<b>STATEMENT OF ACTIVITIES</b>						
Net Interest Margin	18,234,717	19,424,881	21,563,679	23,363,320	24,298,020	25,053,158
Interest Income	32,948,555	37,862,558	43,609,141	47,323,237	49,739,445	51,628,867
Interest Expense	14,713,837	18,437,677	22,045,463	23,959,917	25,441,425	26,575,709
NMTC Syndication Fees	939,000	825,000	750,000	750,000	750,000	750,000
NMTC Management Fees	629,854	543,213	592,583	717,583	842,583	841,979
Capital Gain (Loss)	-	2,873,960	1,552,000	-	-	-
Developer Fees	2,534,952	4,279,170	4,863,564	6,078,135	7,075,460	5,498,825
Consulting Fee Income/NARR	4,776,613	4,948,874	5,330,510	5,312,500	5,499,734	5,615,073
Operating Grants	443,369	235,402	-	-	-	-
Program Grants	3,648,382	3,956,741	4,289,615	4,452,226	4,612,536	4,778,743
All Other Revenue	1,516,555	1,372,326	1,342,382	1,349,428	1,351,613	1,344,685
<b>OPERATING REVENUE</b>	<b>32,723,443</b>	<b>38,459,566</b>	<b>40,284,333</b>	<b>42,023,192</b>	<b>44,429,945</b>	<b>43,882,463</b>
Salaries & Benefits	21,613,201	24,538,657	26,309,805	27,675,011	28,877,929	30,191,253
Operating Expenses	10,054,852	10,887,364	10,718,110	10,984,691	11,293,811	11,604,554
<b>OPERATING EXPENSE</b>	<b>31,668,052</b>	<b>35,426,021</b>	<b>37,027,915</b>	<b>38,659,701</b>	<b>40,171,740</b>	<b>41,795,808</b>
<b>OPERATING SURPLUS (PRE-SUCCESS SHARE)</b>	<b>1,055,391</b>	<b>3,033,545</b>	<b>3,256,419</b>	<b>3,363,490</b>	<b>4,258,206</b>	<b>2,086,655</b>
POTENTIAL SUCCESS SHARE PAYOUT	143,655	1,248,000	1,267,500	1,267,500	1,274,000	833,998
<b>OPERATING SURPLUS (POST-SUCCESS SHARE)</b>	<b>911,736</b>	<b>1,785,545</b>	<b>1,988,919</b>	<b>2,095,990</b>	<b>2,984,206</b>	<b>1,252,658</b>
Success Share Threshold of 5% NAWDR met?	NO	YES	YES	NO	NO	NO

**2024 IFF BUDGET & FORECAST**  
**FIVE-YEAR FORECAST: SOP & KEY RISKS/MITIGANTS**

	2024 Budget	2025 5-Year Forecast	2026 5-Year Forecast	2027 5-Year Forecast	2028 5-Year Forecast	2029 5-Year Forecast
<b>STATEMENT OF POSITION</b>						
Unrest. Cash & Investments	19,197,700	14,034,669	15,339,478	16,228,189	16,979,665	17,672,029
Receivables & Deposits	17,064,266	17,066,266	17,068,266	17,070,266	17,073,266	17,076,266
Loans Receivable (IFF)	570,560,981	622,163,813	650,965,583	671,195,532	685,045,235	700,207,299
Loans Receivable (MI Housing Fund)	24,821,854	49,407,527	70,228,944	66,934,655	63,468,965	62,437,143
Allowance for Loan Losses	(20,246,784)	(23,107,186)	(25,739,785)	(27,406,558)	(28,647,977)	(30,013,856)
LLC Loans	6,219,146	6,170,426	6,121,706	6,072,986	6,024,267	5,975,547
LLC Investments	21,357,462	23,941,151	23,950,986	23,970,848	24,006,933	24,075,166
Fixed Assets/OREO	1,144,871	1,161,067	1,148,303	1,146,130	1,137,533	1,113,010
Other Assets	41,966,063	43,631,388	45,150,811	47,712,211	48,629,953	49,274,622
<b>TOTAL ASSETS</b>	<b>682,085,559</b>	<b>754,469,121</b>	<b>804,234,291</b>	<b>822,924,260</b>	<b>833,717,841</b>	<b>847,817,225</b>
Loans Payable - IC	168,682,321	191,066,286	210,118,879	225,736,789	236,523,056	251,510,711
Loans Payable - BGP	17,998,612	36,067,174	46,608,373	52,965,887	60,391,791	69,646,297
Loans Payable - EQ2	39,800,000	41,179,465	41,913,565	42,306,513	30,882,569	28,583,891
Loans Payable - MI Housing Fund	50,000,000	65,000,000	85,000,000	85,000,000	90,000,000	91,666,667
Loans Payable - Other	253,476,667	271,456,324	273,503,892	270,705,370	270,837,955	265,632,426
Other Liabilities	12,890,043	11,460,781	9,618,927	9,039,581	6,952,206	4,584,715
<b>TOTAL LIABILITIES</b>	<b>542,847,643</b>	<b>616,230,031</b>	<b>666,763,636</b>	<b>685,754,140</b>	<b>695,587,577</b>	<b>711,624,706</b>
<b>TOTAL NET ASSETS</b>	<b>139,237,916</b>	<b>138,239,090</b>	<b>137,470,655</b>	<b>137,170,120</b>	<b>138,130,264</b>	<b>136,192,520</b>
Change in Unrestricted Net Assets	556,905	6,074,334	4,826,469	148,797	1,428,457	(1,466,887)
Change in Restricted Net Assets - Loan Issuance	(4,153,586)	(6,431,381)	(4,922,146)	27,404	9,646	3,395
Change in Restricted Net Assets - Other	(973,602)	(641,779)	(672,758)	(476,736)	(477,959)	(474,253)
<b>TOTAL CHANGE IN NET ASSETS</b>	<b>(4,570,283)</b>	<b>(998,826)</b>	<b>(768,435)</b>	<b>(300,534)</b>	<b>960,144</b>	<b>(1,937,745)</b>
Total Net Asset Ratio	20.41%	18.32%	17.09%	16.67%	16.57%	16.06%
Adjusted Net Asset Ratio	24.00%	21.61%	20.31%	20.15%	20.32%	20.01%

**RISKS & MITIGANTS: CAPITAL/BALANCE SHEET**

Gross Disbursements	173,400,000	189,916,667	190,500,000	170,666,667	170,666,667	155,000,000
Capital Raise	98,500,000	125,145,444	95,177,667	55,810,938	73,731,361	87,376,736
BS Offload/ Participations	8,400,000	9,600,000	30,800,000	37,000,000	33,200,000	34,400,000
<i>Unwind as % of Disbursements (Exc. MI Housing)</i>	5.66%	5.82%	18.67%	22.42%	20.12%	22.93%
Investor Consortium Debt Raise	20,000,000	40,000,000	35,000,000	35,096,479	30,064,944	35,073,830
<i>As % of Total Debt Raise</i>	20.30%	31.96%	36.77%	62.88%	40.78%	40.14%
Net Asset Ratio (15% Cov.)	20.4%	18.3%	17.1%	16.7%	16.6%	16.1%
Adjusted Net Asset Ratio (20% Cov.)	24.0%	21.6%	20.3%	20.2%	20.3%	20.0%

In 2024, the main risk is capital and its availability. In the outer years, balance sheet capacity becomes the main issue. Main mitigant is managing loan disbursements and finding participation partners/pooled loan offload opportunities. The Investor Consortium remains critical capital for the adjusted net asset ratio covenant, so ensuring its attractiveness is key to capacity.

**RISKS & MITIGANTS: OTHER**

Fundraising	4,091,751	4,192,143	4,289,615	4,452,226	4,612,536	4,778,743
<i>Fundraising assumptions have costs associated with them; costs would otherwise not be incurred</i>						
Developer Fees	2,534,952	4,279,170	4,863,564	6,078,135	7,075,460	5,498,825
NMTC Syndication	939,000	825,000	750,000	750,000	750,000	750,000
Operating Surplus	1,055,391	3,033,545	3,256,419	3,363,490	4,258,206	2,086,655
<i>General operating mitigant is the fact that the Budget and forecast does not account for Staff turnover.</i>						

**2024 IFF BUDGET & FORECAST**  
**FIVE-YEAR FORECAST: CONSOLIDATED SOA**

	2024 Budget	2025 5-Year Forecast	2026 5-Year Forecast	2027 5-Year Forecast	2028 5-Year Forecast	2029 5-Year Forecast
<b>IFF STANDALONE</b>						
Net Interest Margin	18,234,717	19,424,881	21,563,679	23,363,320	24,298,020	25,053,158
Interest Income	32,948,555	37,862,558	43,609,141	47,323,237	49,739,445	51,628,867
Interest Expense	14,713,837	18,437,677	22,045,463	23,959,917	25,441,425	26,575,709
NMTC Revenue	1,568,854	1,368,213	1,342,583	1,467,583	1,592,583	1,591,979
Capital Gain (Loss)	-	2,873,960	1,552,000	-	-	-
Developer/Consulting Fees	7,311,565	9,228,044	10,194,075	11,390,634	12,575,194	11,113,899
Operating Grants	443,369	235,402	-	-	-	-
Program Grants	3,648,382	3,956,741	4,289,615	4,452,226	4,612,536	4,778,743
All Other Revenue	1,516,555	1,372,326	1,342,382	1,349,428	1,351,613	1,344,685
<b>OPERATING REVENUE</b>	<b>32,723,443</b>	<b>38,459,566</b>	<b>40,284,333</b>	<b>42,023,192</b>	<b>44,429,945</b>	<b>43,882,463</b>
Salaries & Benefits	21,613,201	24,538,657	26,309,805	27,675,011	28,877,929	30,191,253
Operating Expenses	9,794,500	10,612,387	10,433,577	10,689,082	10,986,692	11,285,470
<b>OPERATING EXPENSE</b>	<b>31,668,052</b>	<b>35,426,021</b>	<b>37,027,915</b>	<b>38,659,701</b>	<b>40,171,740</b>	<b>41,795,808</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>1,055,391</b>	<b>3,033,545</b>	<b>3,256,419</b>	<b>3,363,490</b>	<b>4,258,206</b>	<b>2,086,655</b>
<b>CHANGE IN NET ASSETS</b>	<b>(4,556,783)</b>	<b>(987,786)</b>	<b>(661,425)</b>	<b>(256,693)</b>	<b>1,785,506</b>	<b>465,128</b>
<b>CONSOLIDATING ENTITIES</b>						
Net Interest Margin	250,902	135,661	171,729	168,068	98,669	39,257
Interest Income	340,141	280,024	351,479	424,677	439,264	445,639
Interest Expense	89,240	144,363	179,750	256,609	340,596	406,382
Rental Income	2,433,143	2,790,983	3,710,650	5,232,379	7,826,144	9,666,809
Capital Gain (Loss)	478,349	492,183	835,312	1,336,204	1,929,550	2,913,302
Program Grants	14,864,239	9,664,995	24,708,159	22,754,955	38,934,935	12,793,555
All Other Revenue	4,193	9,835	19,863	36,085	68,233	90,406
<b>OPERATING REVENUE</b>	<b>18,030,825</b>	<b>13,093,657</b>	<b>29,445,713</b>	<b>29,527,690</b>	<b>48,857,529</b>	<b>25,503,329</b>
Depreciation	1,843,209	2,343,185	4,295,413	6,797,361	10,590,926	13,838,183
Other Operating Expenses	1,797,315	1,710,626	2,197,749	3,026,531	4,303,060	5,210,223
<b>OPERATING EXPENSE</b>	<b>3,640,525</b>	<b>4,053,811</b>	<b>6,493,162</b>	<b>9,823,891</b>	<b>14,893,986</b>	<b>19,048,405</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>14,390,301</b>	<b>9,039,845</b>	<b>22,952,550</b>	<b>19,703,799</b>	<b>33,963,543</b>	<b>6,454,923</b>
<b>CHANGE IN NET ASSETS</b>	<b>26,634,146</b>	<b>21,760,533</b>	<b>45,576,638</b>	<b>51,344,709</b>	<b>56,498,433</b>	<b>18,693,523</b>
<b>IFF CONSOLIDATED</b>						
Net Interest Margin	18,485,619	19,560,542	21,735,408	23,531,389	24,396,688	25,092,415
Interest Income	33,288,696	38,142,582	43,960,621	47,747,914	50,178,709	52,074,506
Interest Expense	14,803,077	18,582,040	22,225,213	24,216,525	25,782,021	26,982,091
NMTC Revenue	1,568,854	1,368,213	1,342,583	1,467,583	1,592,583	1,591,979
Capital Gain (Loss)	478,349	3,366,143	2,387,312	1,336,204	1,929,550	2,913,302
Developer/Consulting Fees	7,311,565	9,228,044	10,194,075	11,390,634	12,575,194	11,113,899
Operating Grants	443,369	235,402	-	-	-	-
Program Grants	18,512,620	13,621,736	28,997,774	27,207,180	43,547,471	17,572,297
Rental Income	2,433,143	2,790,983	3,710,650	5,232,379	7,826,144	9,666,809
All Other Revenue	1,520,748	1,382,161	1,362,245	1,385,513	1,419,845	1,435,091
<b>OPERATING REVENUE</b>	<b>50,754,268</b>	<b>51,553,222</b>	<b>69,730,046</b>	<b>71,550,882</b>	<b>93,287,475</b>	<b>69,385,792</b>
Salaries & Benefits	21,613,201	24,538,657	26,309,805	27,675,011	28,877,929	30,191,253
Operating Expenses	13,695,376	14,941,175	17,211,272	20,808,582	26,187,797	30,652,959
<b>OPERATING EXPENSE</b>	<b>35,308,577</b>	<b>39,479,832</b>	<b>43,521,077</b>	<b>48,483,593</b>	<b>55,065,726</b>	<b>60,844,213</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>15,445,691</b>	<b>12,073,391</b>	<b>26,208,969</b>	<b>23,067,289</b>	<b>38,221,749</b>	<b>8,541,579</b>
<b>CHANGE IN NET ASSETS</b>	<b>22,077,363</b>	<b>20,772,747</b>	<b>44,915,213</b>	<b>51,088,016</b>	<b>58,283,939</b>	<b>19,158,652</b>

**2024 IFF BUDGET & FORECAST**  
**FIVE-YEAR FORECAST: CONSOLIDATED SOP**

	2024 Budget	2025 5-Year Forecast	2026 5-Year Forecast	2027 5-Year Forecast	2028 5-Year Forecast	2029 5-Year Forecast
<b>IFF STANDALONE</b>						
Unrest. Cash & Investments	19,197,700	14,034,669	15,339,478	16,228,189	16,979,665	17,672,029
Receivables & Deposits	17,064,266	17,066,266	17,068,266	17,070,266	17,073,266	17,076,266
Loans Receivable (Gross)	595,382,835	671,571,339	721,194,527	738,130,187	748,514,201	762,644,442
Allowance for Loan Losses	(20,246,784)	(23,107,186)	(25,739,785)	(27,406,558)	(28,647,977)	(30,013,856)
LLC Loans	6,219,146	6,170,426	6,121,706	6,072,986	6,024,267	5,975,547
LLC Investments	21,357,462	23,941,151	23,950,986	23,970,848	24,006,933	24,075,166
Fixed Assets/OREO	1,144,871	1,161,067	1,148,303	1,146,130	1,137,533	1,113,010
Other Assets	41,966,063	43,631,388	45,150,811	47,712,211	48,629,953	49,274,622
<b>TOTAL ASSETS</b>	<b>682,085,559</b>	<b>754,469,121</b>	<b>804,234,291</b>	<b>822,924,260</b>	<b>833,717,841</b>	<b>847,817,225</b>
Loans Payable - IC	168,682,321	191,066,286	210,118,879	225,736,789	236,523,056	251,510,711
Loans Payable - BGP	17,998,612	36,067,174	46,608,373	52,965,887	60,391,791	69,646,297
Loans Payable - EQ2	39,800,000	41,179,465	41,913,565	42,306,513	30,882,569	28,583,891
Loans Payable - Other	303,476,667	336,456,324	358,503,892	355,705,370	360,837,955	357,299,092
Other Liabilities	12,890,043	11,460,781	9,618,927	9,039,581	6,952,206	4,584,715
<b>TOTAL LIABILITIES</b>	<b>542,847,643</b>	<b>616,230,031</b>	<b>666,763,636</b>	<b>685,754,140</b>	<b>695,587,577</b>	<b>711,624,706</b>
<b>TOTAL NET ASSETS</b>	<b>139,237,916</b>	<b>138,239,090</b>	<b>137,470,655</b>	<b>137,170,120</b>	<b>138,130,264</b>	<b>136,192,520</b>
<b>CONSOLIDATING ENTITIES</b>						
Unrest. Cash & Investments	14,316,358	9,693,490	10,143,915	8,114,156	9,121,862	10,173,424
LLC Loans	12,646,650	20,154,621	21,196,440	21,996,551	22,371,299	22,356,366
LLC Investments	6,925,401	10,608,001	13,737,541	16,983,741	21,456,941	23,356,941
Fixed Assets/OREO	66,632,802	86,942,604	102,812,123	125,499,183	154,080,046	167,456,150
Other Assets	17,591,835	18,157,291	18,722,748	19,288,204	19,855,210	20,420,666
<b>TOTAL ASSETS</b>	<b>118,113,047</b>	<b>145,556,007</b>	<b>166,612,768</b>	<b>191,881,836</b>	<b>226,885,358</b>	<b>243,763,548</b>
Loans Payable - IFF	15,685,127	16,869,797	16,676,595	13,907,454	13,575,133	13,206,830
Loans Payable - Soft Debt	14,286,942	23,152,953	28,059,420	39,978,638	62,544,974	76,642,318
Loans Payable - Other	24,122,040	33,480,702	38,111,452	51,537,323	55,941,851	57,242,699
Other Liabilities	18,270,843	19,005,256	20,488,402	20,456,566	20,440,765	20,423,402
<b>TOTAL LIABILITIES</b>	<b>72,364,952</b>	<b>92,508,708</b>	<b>103,335,868</b>	<b>125,879,980</b>	<b>152,502,724</b>	<b>167,515,250</b>
<b>TOTAL NET ASSETS</b>	<b>45,748,095</b>	<b>53,047,300</b>	<b>63,276,899</b>	<b>66,001,856</b>	<b>74,382,635</b>	<b>76,248,298</b>
<b>IFF CONSOLIDATED</b>						
Unrest. Cash & Investments	33,514,058	23,728,158	25,483,393	24,342,345	26,101,528	27,845,453
Receivables & Deposits	15,082,620	15,082,620	15,082,620	15,082,620	15,082,620	15,082,620
Loans Receivable (Gross)	590,662,929	667,067,496	716,920,176	736,731,795	747,172,300	761,362,120
Allowance for Loan Losses	(20,246,784)	(23,107,186)	(25,739,785)	(27,406,558)	(28,647,977)	(30,013,856)
LLC Loans	7,900,575	13,959,094	14,915,902	15,560,476	16,162,333	16,407,404
LLC Investments	3,253,438	4,753,438	7,882,978	9,229,178	12,802,378	13,802,378
Fixed Assets/OREO	67,777,673	88,103,671	103,960,426	126,645,313	155,217,579	168,569,160
Other Assets	59,534,279	61,766,149	63,852,184	66,993,979	68,478,978	69,689,367
<b>TOTAL ASSETS</b>	<b>757,478,787</b>	<b>851,353,440</b>	<b>922,357,893</b>	<b>967,179,147</b>	<b>1,012,369,738</b>	<b>1,042,744,646</b>
Loans Payable - IC	168,682,321	191,066,286	210,118,879	225,736,789	236,523,056	251,510,711
Loans Payable - BGP	17,998,612	36,067,174	46,608,373	52,965,887	60,391,791	69,646,297
Loans Payable - EQ2	39,800,000	41,179,465	41,913,565	42,306,513	30,882,569	28,583,891
Loans Payable - Soft Debt	14,286,942	23,152,953	28,059,420	39,978,638	62,544,974	76,642,318
Loans Payable - Other	327,598,707	369,937,027	396,615,343	407,242,693	416,779,807	414,541,791
Other Liabilities	29,155,620	28,459,860	28,100,308	27,502,063	25,396,139	23,008,550
<b>TOTAL LIABILITIES</b>	<b>597,522,202</b>	<b>689,862,765</b>	<b>751,415,889</b>	<b>795,732,583</b>	<b>832,518,335</b>	<b>863,933,558</b>
<b>TOTAL NET ASSETS</b>	<b>159,956,585</b>	<b>161,490,675</b>	<b>170,942,005</b>	<b>171,446,564</b>	<b>179,851,403</b>	<b>178,811,088</b>