

WHAT IS IMPORTANT TO YOU?

Read what our members and partners say they value in the Seattle Bank.

WHAT IS THE IMPACT OF WHAT WE DO?

See the ways in which our initiatives are impacting one community
in our case study of Spokane, Washington.

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WHAT IS IMPORTANT TO YOU?

“Community.”

—Terry McDonald, Executive Director,
St. Vincent de Paul Society of Lane County

Why is affordable housing important to a community?

At the most fundamental level, affordable housing provides individuals and families with shelter and security, which are basic human needs. But equally important, it creates stability for those individuals and families and for the community as a whole. When people have a safe, secure, and affordable place to live, they can focus on other aspects of their lives—school, jobs, community involvement—and they become more engaged and productive citizens.

What other issues are related to affordable housing?

Studies have shown that healthy, dynamic neighborhoods see reduced rates of crime. There’s also evidence that opportunities for education and employment rise in communities that have adequate affordable housing. So we’re talking about more than just providing an apartment or a home. Affordable housing is an investment in the overall community.

What are some examples of the type of projects you’ve built?

We recently completed development of a mixed-use apartment building in a lower-income neighborhood in Eugene. Our vision was to bring quality, affordable housing to help to improve a neighborhood that has been neglected for far too long. The Lamb Building includes 35 one-bedroom units for households earning between 30 percent and 80 percent of area median income and 7,500 square feet of retail space.

What was the Seattle Bank’s role in the project?

The Seattle Bank provided a \$209,797 Affordable Housing Program award to help with the construction of the Lamb Building apartments—and connected us with some development partners, who turned out to be integral to the process. In addition, as a community nonprofit organization, we work with the Seattle Bank’s financial institution members to access the affordable housing funds that the bank provides. Umpqua Bank and Suislaw Bank are among the local lenders who have recently partnered with us to sponsor our applications for funding.

Terry McDonald is Executive Director of St. Vincent de Paul Society of Lane County. He and his staff have developed more than 1,000 units of affordable housing in and around Eugene, Oregon.

WHAT IS IMPORTANT TO YOU?

“Partnership.”

—Bart Langemeier, President, Bank of Bridger

As a local lender, how would you describe your role in the community?

Our role as bankers is to act as a conduit, providing our customers with funding that, in turn, helps to develop the economic viability of our communities. We need to reach out to everyone we can to develop an understanding of the needs in our towns, and then construct products and services that meet those needs. We work with our customers to counsel them on their financial needs. We must also stay abreast of economic opportunities at the state and national levels that can benefit our customers and communities.

What are the unique challenges you face?

One of the best and most difficult aspects of living and working in small towns is that our customers are also our neighbors and friends. We interact with them daily, in grocery stores, schools, and churches, and sometimes we have to help them make some tough choices. It is incumbent that we, as bankers, work with our community members to be a steady, constructive, positive influence in their financial lives.

What are the resources you need to help you fulfill your role as a banker?

I believe that information is key to success. We must seek out information from as many sources as possible to ensure that we are offering the products and services that our customers need. Affordable housing is a major issue in

many of the towns we serve. Providing flexible loan terms for multi-family and first-time homebuyers is imperative. Providing funding for our “main street” businesses is also very important.

Who are your key partners in helping to gather these resources?

Key partnerships and relationships for our bank include the Federal Home Loan Bank of Seattle, community development corporations, state and federal first-time homebuyer programs and agencies, the Small Business Administration, and Rural Development.

Which products and services have you used to help?

Our bank has used many of the services provided by the Federal Home Loan Bank of Seattle. The products that we have found to be most helpful include multiple-term advances and CIP/EDF. We use the multiple-term advances to help minimize our interest-rate risk. The CIP/EDF funding allows us to provide small businesses with longer-term fixed-rate funding at lower rates than would normally be available without this product. The Seattle Bank provides us with the reduced-rate CIP/EDF funding, which allows us to provide our customers with an improved rate.

Bank of Bridger is a locally owned and operated community bank, based in Bridger, Montana, serving 10,000 customers across South Central Montana and Northern Wyoming. The bank has approximately \$270 million in assets and offers expertise in farming and ranching, commercial, real estate, and consumer lending.

WHAT IS IMPORTANT TO YOU?

“Service.”

— Bill Before, Vice President – Finance / CFO,
Spokane Teachers Credit Union

What is the importance of customer service in your business?

As a community financial institution, providing high-quality service is critical to our ability to compete. Of course our members are looking for a great rate, but they're also looking for someone who is willing to listen, to understand their particular situation, and present them with options that they might not have known about or understood. It takes time, but if you're willing to make that investment, you can add more than one new loan to your balance sheet. You can gain your customer's trust and build a relationship that will bring them back time and again.

What is the value of customer service in your other business relationships?

It's really the same. We look for partners who are willing to understand our business and consider which of their products will be a good fit for our needs.

How would you characterize the level of customer service you get from the Seattle Bank?

We have been using the Seattle Bank cooperative for many years, and during that time, we've developed a trusted partnership. It's fair to say that our FHLBank relationship has become integral to our strategic plan. We've been fortunate to have worked with knowledgeable and

thoughtful relationship managers, who have taken the time to understand our needs and offer appropriate solutions. The level of service and efficiency we've experienced has been top-notch.

What is an example of how your relationship with the Seattle Bank has made a difference for your business?

Two examples come to mind. First, we carry a significant amount of residential mortgage loans on our books—in excess of \$550 million as of December 31, 2010. We use the Seattle Bank advances to manage the interest-rate risk associated with those loans. The long-term fixed-rate advances the Seattle Bank offers provide a measure of protection to our margin in a rates-up scenario, as compared to the alternative of funding loans just with member deposits.

In March 2009, we began using the Seattle Bank's Community Investment Program to help fund single-family and multi-family loans that qualify for the reduced-rate advances supported by this program. Using this program allows us to offer home mortgages to a diverse field of our membership—homebuyers earning up to 115 percent of area median income—with cost-effective, fixed-rate funds from the Seattle Bank. As an added benefit, the program allows us to fund all of the qualifying loans we've made over the previous 90 days with a single advance.

Spokane Teachers Credit Union (STCU) is a \$1.5 billion credit union serving more than 93,000 members through 14 branches located in Eastern Washington and Northern Idaho.

WHAT IS IMPORTANT TO YOU?

“Stability.”

— Robert “Bob” Nystuen, President, Glacier Bank,
— Ron Copher, CFO, Glacier Bancorp, Inc.

What are the elements that you believe will help to facilitate an economic recovery?

Bob: There are a number of factors in play—and they are closely intertwined. For example, in the five western Montana counties we serve, unemployment currently averages 11 percent. A weakened real estate market stresses the multitude of businesses that help to support it—from a variety of contractors and suppliers to retail stores and restaurants—which, in turn, results in fewer jobs.

Ron: There are some bright spots—the medical sector is one example in Montana—and that's encouraging. But breaking the current economic cycle and stabilizing our economy is really a matter of restoring business and consumer confidence. There is quite a bit of capital sitting on the sidelines, but until businesses and consumers are confident that our economy is gaining strength, they are hesitant to take on any additional risk and start investing again.

What is most important to your business at this time?

Ron: For us, flexibility is key. We've seen a lot of consolidation in our industry, and there will likely be more. We're also going through a great deal of regulatory reform and facing a complete overhaul of our housing finance system. Change is inevitable, but it's critical for us, as a community financial institution, to maintain the flexibility we need to serve our customers so that we can continue to be a catalyst for economic growth and stability in our communities.

Bob: Business and community needs can vary from one town or county to the next. Community financial institutions appreciate those differences and work to create solutions that address specific needs. Flexibility is key.

What is most important for the communities you serve?

Bob: Our communities have struggled over the past few years. Reduced funding from the federal and state governments is problematic for K-12 and college education, public services, and housing and support services for those in need. We see continued funding challenges ahead, so we have to find the resources at the local level to meet their needs.

At Glacier Bank, we've elevated the level of our community outreach. More than ever, community organizations, civic groups, schools, and nonprofits need us in leadership roles, and with our financial support. We appreciate the opportunity to help them.

How does the Seattle Bank help to bring stability to your business and your community?

Bob: The Federal Home Loan Banks are probably the best partners community financial institutions have in all financial times. The liquidity they provided during the financial crisis was critical to our ability to keep lending to our customers and to stabilizing our overall economy. Now, with increased customer deposits and reduced loan demand, we haven't had to rely on the FHLBanks for funding to the extent that we did then. But times will change, and when confidence returns and customers deploy funds into other investments, we'll continue to look to the FHLBanks for advances to support our mortgage and business lending.

Ron: With the prospect of rising interest rates, we are concerned about how we manage that risk on our balance sheet. As an example, we've evaluated the merits of the Seattle Bank's Symmetrical Prepayment Advance. It's a flexible advance, but far less complicated than many wholesale structured offerings. It's a great tool for this purpose.

Bob: The Seattle Bank's community investment programs are also a tremendous source of stability. They help to provide good, functional, and affordable housing, and jobs for those who build it. They also support the local businesses that provide construction materials and supplies and professional services. These programs help to build confidence in the community. When people see a new building going up or older buildings being remodeled, they feel good about their community and more confident in its future.

Glacier Bank is a \$1.35 billion bank with 15 banking offices in western Montana, and it is the flagship bank of Glacier Bancorp, Inc., a regional multi-bank holding company with total assets of \$6.3 billion. The company provides commercial banking services in 60 communities through 94 banking offices in Montana, Idaho, Colorado, Utah, Washington, and Wyoming.

WHAT IS THE IMPACT OF WHAT WE DO?

THE CITY OF SPOKANE

With more than 208,000 residents, Spokane is the second largest city in the state of Washington and the largest city between Seattle and Minneapolis. Spokane has been a hub for transportation since the early 1880s, initially for the fur trade and later, with the completion of the Northern Pacific Railway, as a major rail and shipping center. In fact, the Hillyard neighborhood of Spokane was named in honor of railroad magnate James J. Hill.

Timber, agriculture, and mining have traditionally provided much of the economic activity for the area. More recently, health care, education, and the high-tech and biotech sectors have been making a significant contribution to the local economy.

The Seattle Bank has 11 member financial institutions headquartered in Spokane and Lincoln counties. Their lending helps to drive the local economy, creating jobs and stimulating new economic development. The mortgages they provide enable the area's residents to own their own homes. Their contributions to low-income individuals and families can be seen through their use of the Seattle Bank's community

investment programs. Our Spokane-based members have used these programs to renovate a homeless women's shelter, build homes for Habitat for Humanity homebuyers, and create affordable apartments for low-income seniors and families, among many others.

Spokane Mayor Mary Verner commends the city's financial institutions for their contribution to the community: "Spokane is fortunate to be home to many good financial institutions, which, through their sound decision-making, have helped our community weather the recent financial storm fairly well. They are also good competitors, but when it comes to their community, they are very willing to pull together to solve problems and address local needs."

In addition to their lending activities, Spokane's community financial institutions make charitable contributions and sponsor fundraising events for local nonprofit service providers. Their employees invest countless hours volunteering on boards of directors and in other ways for local civic organizations and charities.

Through their collective efforts and their partnerships with civic and charitable organizations, the Seattle Bank's Spokane members are making their community a better place to live and work.



WHAT IS THE IMPACT OF WHAT WE DO?

MARKET STREET STATION

Market Street Station is a new affordable housing development, consisting of 33 one-bedroom and studio apartments, in the Hillyard neighborhood of Spokane. Once a busy railroad town with 5,000 residents, Hillyard was annexed by the city of Spokane in the 1920s. The area experienced a downturn when the railroad closed its operations in the 1980s, and many of the residents and businesses moved out. In the last five years, the city has made Hillyard a priority for revitalization, repaving its streets and installing new street lights and sidewalks. Now, with an overall feeling of renewal, Hillyard is poised for a comeback, and new businesses are moving into the area.

Market Street Station is helping to reinforce the feeling of renewal in the neighborhood. The new apartment building was developed by Inland Empire Residential Resources (IERR), a nonprofit housing provider established in 1990 to provide housing for individuals with developmental disabilities. Since that time, the organization has expanded its mission and its footprint. In addition to serving those with developmental disabilities, IERR now provides affordable housing for other underserved populations—homeless individuals, those recovering from addiction, and seniors—and owns 80 properties, housing nearly 400 people in Washington State.

IERR is committed to building durable and low-maintenance facilities, ensuring they are among the nicest on the block. Market Street Station is a great example. The handsome red-brick building with its railroad design theme keeps with the neighborhood's history. Darryl Reber, executive director of IERR, mentions that neighbors' initial concerns about the development quickly turned to enthusiastic support once the building was finished and they could see the quality of the design and construction.

No one could be more excited about Market Street Station than Paul Hamilton. Paul owns the local Allstate Insurance business occupying the building's street-level retail space. He grew up in Hillyard and is now an active member of the Historic Hillyard Neighborhood Association. He explains that

the association is focused on "keeping it local," encouraging the residents to support local businesses to help drive the neighborhood economy.

The residents of Market Street Station will be among the local people the new businesses hope to attract. They will include formerly homeless individuals, those with special needs, and seniors, who will have local access to support services. Spokane Mental Health Elder Services, located next door, provides a day center and case management for seniors. Also nearby, the Northeast Community Center provides services for families, seniors, and those with special needs, including health care, child care, and energy and food assistance.

Market Street Station was funded in part by a \$269,697 Affordable Housing Program (AHP) award from the Seattle Bank. Darryl partnered with his longtime colleague Gary Van Assen at Washington Trust Bank to apply for the AHP award. The two have worked together for the past 15 years, with Gary structuring the financing for Darryl's projects. Darryl credits Gary and others at Washington Trust for their willingness to look at all the options to find the best solutions for IERR's projects. In addition to sponsoring IERR's AHP application, Washington Trust also extended IERR's line of credit to help finance improvements to Paul's Allstate Insurance office space in Market Street Station.

Hillyard is well on its way to becoming a revitalized neighborhood that reflects and respects its past. The addition of Market Street Station is a boost to the cause. According to Darryl, "In the end, we didn't just build housing, we helped to build community."



WHAT IS THE IMPACT OF WHAT WE DO?

KRYSTAL AND RYAN

Krystal France has always wanted to own her own home. She knew where in Spokane she wanted to live and had found a home that was just what she and her fiancé, Ryan, had hoped to buy when they got married. It was also a good time to purchase a home. Housing prices were down, and the first-time homebuyers' credit was available to help. All she needed was some help with a downpayment.

Krystal had heard about the Seattle Bank's HomeStart Program through a friend and promptly called Sterling Savings Bank for more information. She learned that the HomeStart program provides up to \$5,000 in downpayment

assistance to first-time homebuyers. She also learned that she qualified for the program and would be required to complete a homebuyer education program to participate. With Sterling's help, Krystal received a HomeStart grant and purchased her home. She and Ryan, who are now married, moved into their home in June 2009.

When asked why Sterling participates in the HomeStart Program, Ric Gaunt, Community Development Manager at Sterling, cites the company's commitment to its community and its residents as a major reason. "We are pleased to participate in programs like HomeStart because it benefits both the community and Sterling as a business. When people's lives are enhanced by something like affordable housing, the overall impact improves the economy as well as the community, and everyone benefits."



WHAT IS THE IMPACT OF WHAT WE DO?

THE SHELL FAMILY

There were times over the past few years when Barb Shell didn't think it would ever be possible to own her own home again. After a personal crisis forced the sale of their home, Barb and her three children became new renters. Several moves later, she knew it was time to find a more stable situation. Fortunately, Habitat for Humanity Spokane was able to help.

Over the past 23 years, Habitat for Humanity Spokane has provided more than 200 families with affordable homeownership opportunities. Michone Preston, executive director of Habitat for Humanity Spokane, explains that "in Spokane, housing for low-income families is very limited. Most of what exists is old and needs repair, and there's not a lot of vacant land to build new homes." As a result, Habitat-Spokane has to be creative in using the land that it acquires.

When the property in the Chief Garry neighborhood that the Shells now call home came on the market, Habitat-Spokane jumped on it. The organization had already built in the area, and the \$130,000 purchase would provide condominium homes for nine families.

The property purchase and building construction were funded through a variety of sources, including corporate and

individual donations and Habitat store revenues. In addition, Habitat-Spokane partnered with Sterling Savings Bank to apply for a \$134,700 Seattle Bank Affordable Housing Program (AHP) grant to cover closing costs for the nine homes. According to Sterling's community development manager Ric Gaunt, "We were pleased to sponsor Habitat-Spokane's AHP application. Affordable housing is integral to the quality of life and economic vitality of a community. Through our partnership with organizations like Habitat-Spokane, we can help to make a positive difference in people's lives and in our communities as a whole."

As with all Habitat homeowners, Barb attended homebuyer education classes, and she and her family were required to contribute 500 hours of labor to build their home. When it was completed, Barb purchased her home with a zero percent mortgage held by Habitat-Spokane. By holding the mortgages it provides, Habitat-Spokane has the flexibility to work with families who are having trouble making their payments. The nonprofit credits this flexibility and its homebuyer education program with its extremely low foreclosure rate.

Michone points out that the stability that homeownership provides changes so many facets of life for a low-income family. Barb and her children moved into their new home in June 2010. Barb is now a student at Gonzaga University studying special education, and her children are now settled in their new home and their new school.



WHAT IS THE IMPACT OF WHAT WE DO?

WASHINGTON TRUST BANK

Gary Van Assen has worked for Washington Trust Bank for 26 years. Currently the bank's senior vice president and regional manager of income property, Gary credits his tenure at Washington Trust, in part, to the bank's strong commitment to the Spokane community.

Community involvement is personally important to Gary, who served as a member of the City of Spokane's Community Development Board for several years. The board provides policy guidance to the City Council regarding the proposed use of federal funds for three grant programs: Community Development Block Grants, the HOME Investment Partnership Fund, and the Emergency Shelter Grant Program. Gary's participation on the board has given him a unique view of Spokane's affordable housing needs, and his role at Washington Trust has helped him build strong relationships with the nonprofit community.

One such relationship is with Darryl Reber, executive director of Inland Empire Residential Resources (IERR). Darryl and Gary have worked together on a number of projects over the past 15 years, most recently, on the development of Market Street Station. The 33-unit apartment complex in the historic Hillyard neighborhood of Spokane includes 26 units of affordable housing for seniors, seven for households with special needs, and seven for homeless households.



IERR relied on several sources of funding to develop the project. Washington Trust sponsored IERR's application for Affordable Housing Program (AHP) grant from the Seattle Bank, provided IERR with a loan to purchase the land, and extended IERR's line of credit to help finance improvements for the building's street-level retail space. In addition to the \$296,670 AHP grant, other funding sources for the \$4.5 million project included City of Spokane and Washington State HOME funds, Spokane County, and Washington State Housing Finance Commission Rapid Response.

Melora Sharts is the housing program finance officer with the City's Community Development Department, which is responsible for dispensing HOME funds. Melora points out that Market Street Station is the first new project in the Hillyard area in the last 10 years. Not only is the project providing a lift to the neighborhood, it also employed 80 to 100 residents during the construction. IERR used a local construction company, Walker Construction, in an effort to boost the local economy.

Since 1992, Washington Trust Bank has distributed \$1.1 million of Seattle Bank AHP funding, to help provide 174 units of affordable housing to the Spokane area. According to Gary, "Washington Trust is involved in projects like Market Street Station because we want to make sure our community continues to be a great place to live and work."

WHAT IS THE IMPACT OF WHAT WE DO?

WESTFALL VILLAGE/HERITAGE HEIGHTS

Westfall Village and Heritage Heights sit adjacent to each other on 10 acres of property in the northeast section of Spokane. The low-income housing was developed by the Spokane Housing Authority (SHA) in the mid-1990s. SHA manages the properties and, until recently, maintained only a limited ownership.

Westfall Village consists of 11 apartment buildings with 110 one- to four-bedroom units for low-income individuals and families earning up to 60 percent of area median income. An onsite community center offers space for gatherings and a computer area. Large landscaped open spaces, two play areas, and a basketball court reinforce that this is a family community.

Right next door, Heritage Heights provides 62 one- and two-bedroom apartments for low-income seniors. The three-story apartment building features a large community space, two smaller gathering areas, a computer room, laundry facilities, and a large trellised rear patio area with waist-high garden planters.

In 2009, SHA sought to obtain sole ownership of Westfall Village and Heritage Heights so that it could use its equity in the properties to make building improvements. Seeking a long-term loan to finance the purchase, SHA looked to Spokane Teachers Credit Union (STCU).

STCU leapt at the chance. Scott Adkins, vice president of lending at STCU, points out that the project aligns with STCU's values as a nonprofit financial cooperative and presented the credit union with a new opportunity to support the community.

To obtain long-term fixed-rate funding for the \$4.9 million loan, Marlis Petersen Spawn, STCU's director of accounting and finance, turned to the Seattle Bank. Because the funding would be used to finance a property that serves low-income households, STCU was able to procure a Community Investment Program (CIP) advance. CIP advances offer highly favorable rates, and STCU passed its savings along to SHA.

SHA Executive Director Steve Cervantes and Development Director Art Noll have planned a number of improvements to both facilities, including upgrades to appliances, a community room, and the energy efficiency and structure of the buildings. Also on the list: the addition of a beauty salon for Heritage Heights—a benefit to seniors with mobility issues.



WHAT IS THE IMPACT OF WHAT WE DO?

WHEATLAND BANK

Wheatland Bank was founded in 1979 in Davenport, Washington, to serve the needs of the agricultural and business communities in Lincoln County, the heart of Washington's dry-land wheat farming industry.

In 1999, the independently owned and operated bank was at a crossroads. While the agricultural industry was doing well, it was also consolidating and the rural communities in Lincoln County were experiencing little growth. To address the challenge, the bank's new President and CEO Susan Horton led the bank's board of directors through a strategic planning process. The goal was to develop a strategy to remain independent and profitably grow and diversify the bank's asset base, which then stood at approximately \$95 million. The strategy would also have to ensure continued support for the bank's agricultural customer base.

The plan centered on organic expansion and diversification of the bank's deposit base and lending portfolio. The first step in the process—an expansion into the Spokane market—provided an opportunity to significantly grow the bank's commercial real estate and commercial and industrial loan portfolio, and expand its business banking services. The second involved the opening of several new branches in Central Washington. This expansion provided an excellent opportunity for loan and deposit growth, as well as greater diversification of the bank's agricultural portfolio, to include loans to farmers growing a broader range of crops across a broader geographical region.



The strategy was a success. Today, Wheatland Bank has \$273 million in assets and 13 locations in seven counties. It has also remained profitable and well-capitalized, even throughout the significant economic and industry downturn of the past few years. The bank has been recognized by Bauer Financial, the nation's bank rating firm, for its financial strength and stability, by earning Bauer's highest 5-Star Superior rating. December 2010 marked the fifteenth consecutive quarter Wheatland has received this award.

According to Susan, "Our rapid expansion was supported, in part, by our access to Seattle Bank advances, and the cooperative remains an integral part of our funding strategy." CFO Allison Yarnell agrees. "We routinely use the FHLBank's three- to five-year, fixed-rate CMAs to hedge fixed-rate commercial real estate loans with the same repricing characteristics. We also rely on the Seattle Bank as a major source of contingency funding, as well as a source of short-term funding during our agricultural growing season, when we see large fluctuations in the borrowing needs of our farming customers."

In addition to its direct lending, Wheatland Bank supports the communities it serves in other ways. Its sponsorship of a Volunteers of America application for a Seattle Bank Affordable Housing Program (AHP) grant enabled the purchase and rehabilitation of Hope House, a women's shelter in downtown Spokane. The company has continued to provide philanthropic support to Hope House—and to other organizations—through financial contributions and encouragement of employee involvement in the community.

WHAT IS THE IMPACT OF WHAT WE DO?

EL ESTERO APARTMENTS

Even competitors—like a bank and a credit union—can be good partners when they share a common goal. The partnership that facilitated the renovation and restoration of El Estero Apartments in Spokane is a great example.

El Estero Apartments includes 123 studio and one- and two-bedroom apartments affordable to households earning between 30 percent and 60 percent of area median income. Located one block from the Spokane River and the Centennial Trail system, and with easy access to public transportation, it's a desirable place to live. Some of the residents have lived in their apartments for nearly 20 years, and there is a waiting list of prospective tenants. An onsite manager provides support to the residents, and through a partnership with Spokane Mental Health, a case manager is onsite 15 hours a week to help connect residents to resources such as food stamps and job training.

El Estero Apartments is owned and managed by Spokane Housing Ventures, a nonprofit community housing development organization that preserves and develops housing for families and individuals with limited incomes and disabilities. Spokane Housing Ventures purchased the complex in 2002, and over the course of the next two years, completely remodeled the buildings.

The \$7.6 million acquisition and rehabilitation was financed through a unique partnership between Farmers and Merchants Bank (now Banner Bank) and Numerica Credit Union. Spokane Housing Ventures solicited requests for financing from several area banks, and Frank Tombari, senior vice president and commercial banking officer at Farmers and Merchants, wanted to be involved. "At the time, Farmers and Merchants focused on short-term construction financing and wanted to provide the construction loan, but our pricing

policies precluded us from providing a longer-term note to fund the purchase of the property."

Frank contacted his friend and former colleague Gene Fitzpatrick, vice president of lending at Numerica Credit Union, to find out if Numerica would participate in the financing. According to Gene, "It was a great idea and a great fit because we were looking to fund longer-term loans. The fact that the financing would support affordable housing in Spokane made the project all the more appealing." Because the 15-year loan would be used to fund affordable housing, Gene was able to apply for a discounted loan through the Seattle Bank's Community Investment Program (CIP). In addition, Gene used a forward rate lock for the CIP loan, which allowed Spokane Housing Ventures to know, 28 months in advance of the loan being funded, what the rate would be.

Gene also points out the rarity of this type of partnership: "Typically, banks and credit unions rarely collaborate. Frank and I worked through a lot of barriers to make this happen. I am pleased we could participate in the loan together to help bring this important housing to the community."

According to Jayne Auld, executive director of Spokane Housing Ventures, "Without Frank's willingness to look at an unconventional solution to this problem and without Gene's willingness to go the extra mile to do something no one else had done, we would have been forced to cut back on our renovation to reduce the overall development budget."



WHAT IS THE IMPACT OF WHAT WE DO?

HOPE HOUSE

Hope House is an emergency center in downtown Spokane offering 34 shelter beds and 25 apartments for low-income women. With more than 1,800 homeless single women in Spokane, the services Hope House offers are greatly needed.

Hope House was established as the Downtown Women's Shelter in 1997, in response to serial murders of women on the streets of Spokane. At that time, there was no shelter for single women in Spokane, and the Downtown Women's Shelter offered some of the city's most vulnerable protection from violence on the streets. When the Downtown Women's Shelter needed financial assistance to survive, Sacred Heart Medical Center stepped in to help and approached Volunteers of America about becoming the sponsoring agency. Volunteers of America had more than 100 years of experience providing assistance to vulnerable populations and agreed to be the umbrella agency for the shelter.

Sacred Heart purchased the building from the original owner, giving time for Volunteers of America to secure permanent funding. Volunteers of America President and CEO Marilee Roloff asked Wheatland Bank for its support in sponsoring an application for an Affordable Housing Program (AHP) grant from the Seattle Bank. Wheatland Bank agreed, and in 2002, Volunteers of America received a \$240,000 AHP award, which, along with HOME funds from the City of Spokane and funding from the Washington State Housing Trust Fund,

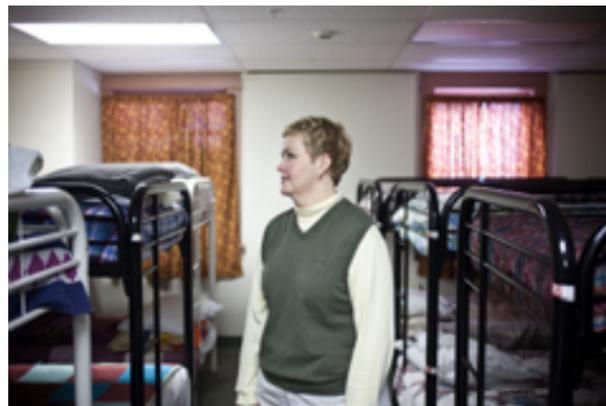
Sacred Heart Medical Center, Presbyterian Church USA, and Wheatland Bank, enabled the purchase and renovation of the 1890-era building.

Volunteers of America added six apartments to the 19 that already existed and made a number of improvements and repairs to the original structure. In addition to insulating all of the walls in the old brick building, Volunteers of America added a wheelchair lift and installed a pump system in the basement to mitigate flooding issues.

On most nights, all 34 beds at Hope House are full. The apartments are fully leased, with very little turnover. The shelter opens at 8:00 p.m. every night, and clients are provided with a nutritious meal, a hot shower, clean clothes, and a warm bed. In addition, Hope House offers onsite case management to help connect the women with needed services.

Wheatland Bank's participation with Hope House didn't end with the purchase and remodel of the building. Tina Campbell, AVP, executive assistant and board secretary at Wheatland Bank, has been a committee member of an annual fundraising event that benefits Hope House since 2002. Tina donates her time and energy, and Wheatland Bank provides sponsorship funds for the event.

Tina volunteers her time for Hope House because "there are people out there who need help, and I have the opportunity to donate my time. To see the difference Hope House has made in people's lives—and to know that I have played some small part to help—makes me very proud."



SPOKANE AREA MEMBERS

The Seattle Bank has 11 active members with charters in Lincoln and Spokane counties.

- AmericanWest Bank (member since 1991)
- Bank of Fairfield (member since 1995)
- Global Credit Union (member since 2001)
- Horizon Credit Union (member since 1995)
- Inland Northwest Bank (member since 1995)
- Numerica Credit Union (member since 1993)
- Spokane Teachers Credit Union (member since 1997)
- State Bank Northwest (member since 2000)
- Sterling Savings Bank (member since 1985)
- Washington Trust Bank (member since 1992)
- Wheatland Bank (member since 1996)

TOTAL ADVANCES OUTSTANDING (as of 12/31/10)

\$505.48 million

COMMUNITY INVESTMENTS

Affordable Housing Program

1990 – 2010

81 projects funded
2,249 units
486 homeownership
1,799 rental
\$13.61 million in subsidy awarded
\$245.97 million in total development costs

HomeStart Program

1995 – 2010

339 homebuyers served
\$1.67 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010

22 projects funded – CIP
1 project funded – EDF
1,595 units
1,231 homeownership
364 rental
\$116.99 million in advances disbursed

A LETTER TO THE COMMUNITY

The Federal Home Loan Bank of Seattle (Seattle Bank) Affordable Housing Advisory Council is pleased to present its 2010 Report of Affordable Housing and Community Investment Initiatives. This report includes our analysis of the Seattle Bank's affordable housing and community lending activity for the 2010 calendar year, as well as from program inception.

The Seattle Bank, like all of the Federal Home Loan Banks, plays a unique and critical role in addressing the affordable housing and economic development needs within the district it serves. Through the Affordable Housing Program (AHP), the Seattle Bank contributes 10 percent of its annual net income to acquire, develop, and/or rehabilitate affordable housing—both rental and owner-occupied—for households earning up to 80 percent of area median income. The Home\$tart Program, which provides downpayment assistance to qualifying first-time homebuyers, is funded as a part of the AHP.

The Community Investment Program (CIP) and Economic Development Fund (EDF) offer reduced-rate loans to finance affordable housing and/or economic development activities benefitting households or neighborhoods of up to 115 percent of area median income. In addition to the housing and economic development efforts they support, these programs help to create and preserve jobs and support the local businesses that provide materials and related services.

The Seattle Bank's district is geographically the largest of the 12 Federal Home Loan Bank districts. The communities the Seattle Bank serves range from large metropolitan areas with a wide range of housing and economic development needs to remote rural villages with very few resources for any type of development. The district is also home to a significant number of Native Peoples, including Native Alaskans, Native Americans, Native Hawaiians, and the Native Peoples of American Samoa, Guam, and the Northern Mariana Islands. As population density, ethnicity, and other demographic characteristics vary, so do affordable housing needs.

The Seattle Bank's community investment programs are well positioned to address the unique needs of the communities they serve, in part because the funds they provide are distributed through the Seattle Bank's financial institution members. The Seattle Bank's members work with their community nonprofit and for-profit partners to identify housing and economic development needs in their local communities and to gather the resources to meet them.

The bank's community investment programs are highly regulated and closely monitored to ensure compliance with the terms of the grants and loans they provide, but member involvement is a critical factor in their success. Because they underwrite the AHP projects they sponsor, often provide mortgages to Home\$tart homebuyers, and pledge collateral to support the CIP and EDF loans or letters of credit they provide, the bank's members have a vested interest in ensuring the success of the projects they sponsor or fund.

This report summarizes the results that the Seattle Bank's members and their community partners have achieved in putting the bank's community investment funds to work in their communities. The maps it includes illustrate their use of the bank's community investment products within each state of the bank's district. The case studies included provide examples of the broad and positive impact that their use of this funding has had in just one community: Spokane, Washington. Their comments about what is important to them reinforce the significant value that the Seattle Bank's community investment funding brings to their communities.

Since 1990, the Seattle Bank's AHP has provided more than \$140.58 million to help create 27,143 units of low and moderate-income rental and owner-occupied housing. This investment has been a critical source of funding for the projects it has supported and part of nearly \$3.0 billion in total development costs. Since its inception in 1995, the Home\$tart Program has provided another \$42.06 million in downpayment assistance to 8,527 eligible first-time homebuyers with incomes of 80 percent or less of the area median, adjusted for family size.

Although the Seattle Bank did not offer an AHP competitive funding round in 2010 due to a lack of new program funding, the AHP awarded \$389,900 to two alternate projects identified in the 2009 funding round. Together, these two projects, one urban and one rural, will serve 159 households. The Home\$tart Program provided another \$648,000 in downpayment assistance to 125 first-time homebuyers through the distribution of previously committed funds.

Since they were established in 1990, the Seattle Bank's CIP and EDF have provided \$3.6 billion in low-interest loans for affordable housing and economic development. In 2010 alone, the CIP and EDF provided \$80.26 million in reduced-rate loans, supporting the financing of 984 units of affordable housing and eight community and economic development projects.

The Seattle Bank looks forward to helping its members and their community partners do more. In 2011, the bank will offer at least \$2.4 million for AHP. Because the full amount of available subsidy will be applied to a competitive funding round, the bank will not be able to contribute new funds to the Home\$tart Program. The CIP and EDF, however, support a broad range of housing and economic development needs, and their funding is available on a continuous basis.

We appreciate the efforts of the bank's members and their partners in their local communities and encourage their continued use of the bank's community investment products and services. We look forward to working with you in 2011 as we all strive to make our communities better places to work and live.

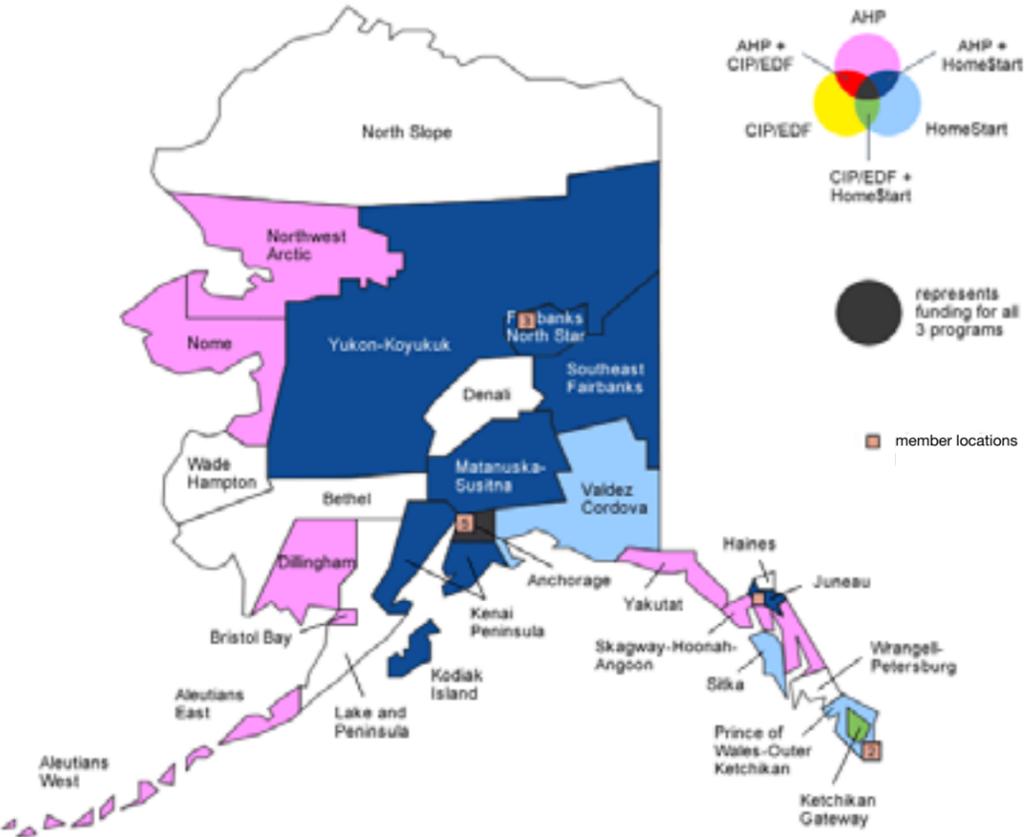


Peter Hainley
Chair, Affordable Housing Advisory Council



Andrew R. Rodriguez
Vice Chair, Affordable Housing Advisory Council

ALASKA CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 45 projects funded
 1,333 units
 448 homeownership
 885 rental
 \$6.72 million in subsidy awarded
 \$192.65 million in total development costs

HomeStart Program

1995 – 2010
 498 homebuyers served
 \$2.47 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010
 2 projects funded – CIP
 184 rental units
 \$3.20 million in advances disbursed

ACCESS

2000 – 2010*
 2 projects funded
 \$60,000 in grants awarded

Challenge Fund

1992 – 2010*
 12 projects funded
 225 units proposed
 9 homeownership
 216 rental
 \$140,000 in grants awarded

*Program last funded in 2005.

Alaska

MEMBERSHIP
 (as of 12/31/10)

6
banks and thrifts

5
credit unions

ADVANCES OUTSTANDING
 (as of 12/31/10)

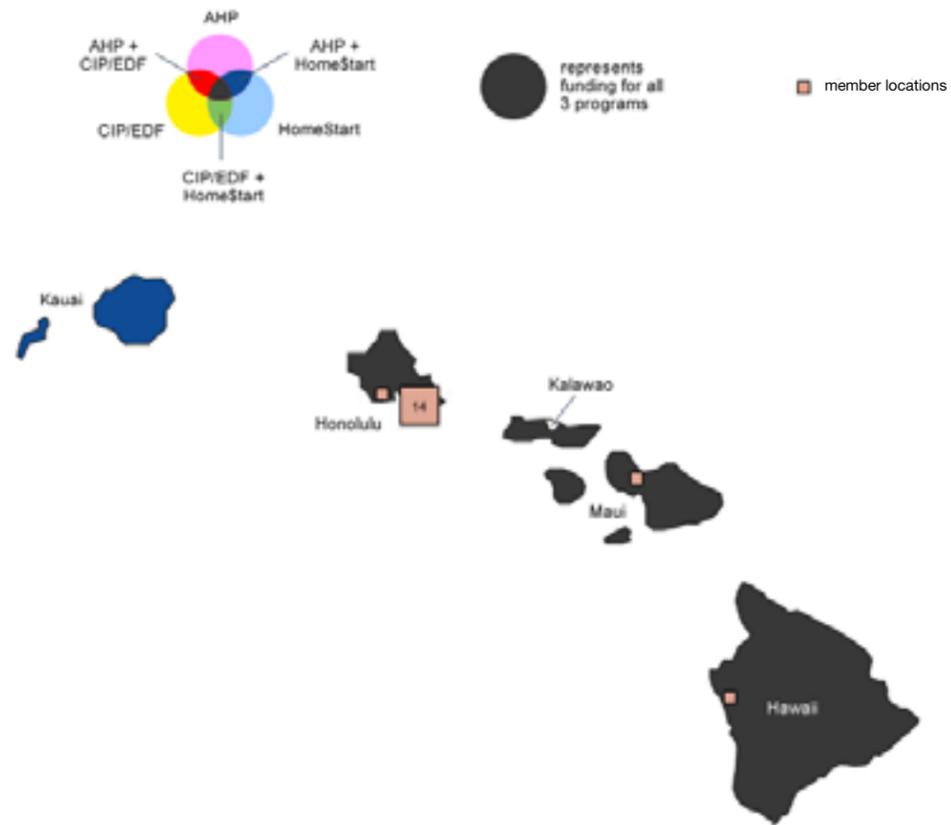
\$25.97 M

COMMUNITY INVESTMENTS
 (since program inception)

\$9.19 M
grants for affordable housing (ahp and homeStart)

\$3.20 M
reduced-rate loans for housing and economic development (cip/edf)

2,015
households served



Hawaii

MEMBERSHIP
(as of 12/31/10)

8

*banks
and thrifts*

9

*credit
unions*

ADVANCES OUTSTANDING
(as of 12/31/10)

\$937.97 M

COMMUNITY INVESTMENTS
(since program inception)

\$16.12 M

*grants for affordable
housing (ahp and
homeStart)*

\$332.97 M

*reduced-rate loans for
housing and economic
development (cip/edf)*

6,083

households served

HAWAII CUMULATIVE FUNDING SUMMARY

Affordable Housing Program

1990 – 2010

57 projects funded

2,068 units

909 homeownership

1,159 rental

\$15.59 million in subsidy awarded

\$329.95 million in total development costs

HomeStart Program

1995 – 2010

109 homebuyers served

\$534,129 in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010

37 projects funded – CIP

15 projects funded – EDF

3,906 units

2,073 homeownership

1,833 rental

\$332.97 million in advances disbursed

ACCESS

2000 – 2010*

2 projects funded

\$60,000 in grants awarded

Challenge Fund

1992 – 2010*

14 projects funded

296 units proposed

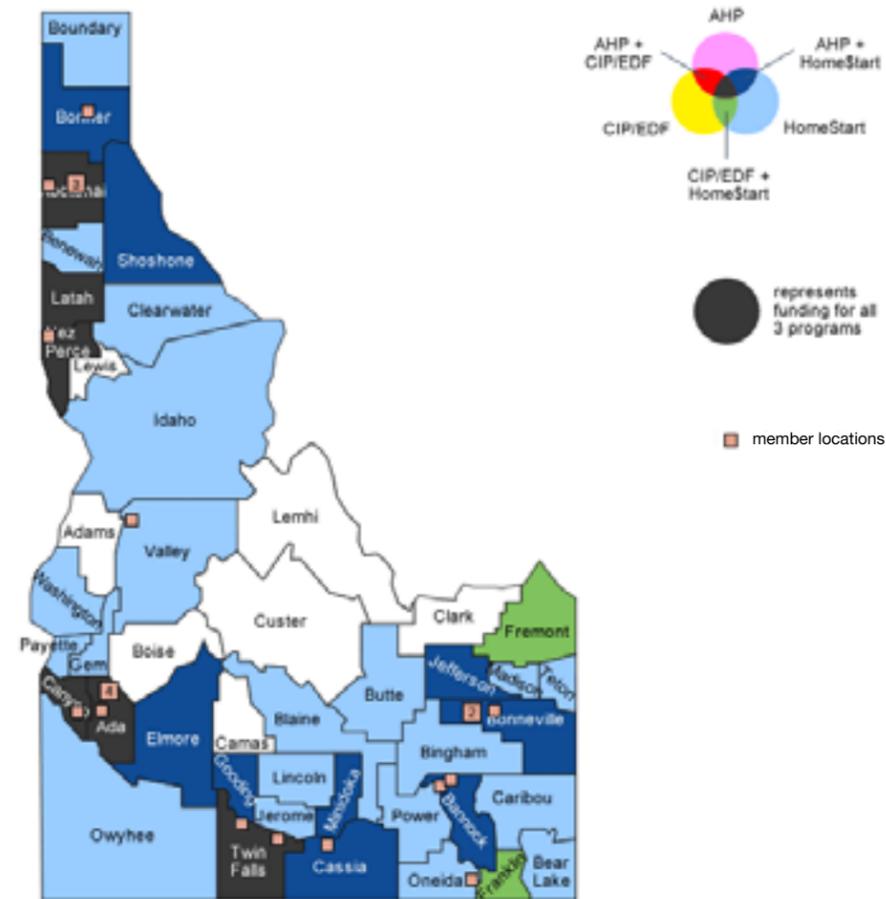
145 homeownership

151 rental

\$160,000 in grants awarded

*Program last funded in 2005.

IDAHO CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010

66 projects funded
 1,746 units
 528 homeownership
 1,218 rental
 \$7.38 million in subsidy awarded
 \$132.12 million in total development costs

HomeStart Program

1995 – 2010

1,513 homebuyers served
 \$7.13 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010

12 projects funded – CIP
 2 projects funded – EDF
 1,205 units
 486 homeownership
 719 rental
 \$1.76 million in advances disbursed

ACCESS

2000 – 2010*

2 projects funded
 \$60,000 in grants awarded

Challenge Fund

1992 – 2010*

15 projects funded
 264 units proposed
 99 homeownership
 165 rental
 \$148,000 in grants awarded

*Program last funded in 2005.

Idaho

MEMBERSHIP
 (as of 12/31/10)

18 banks and thrifts
3 credit unions
1 insurance company

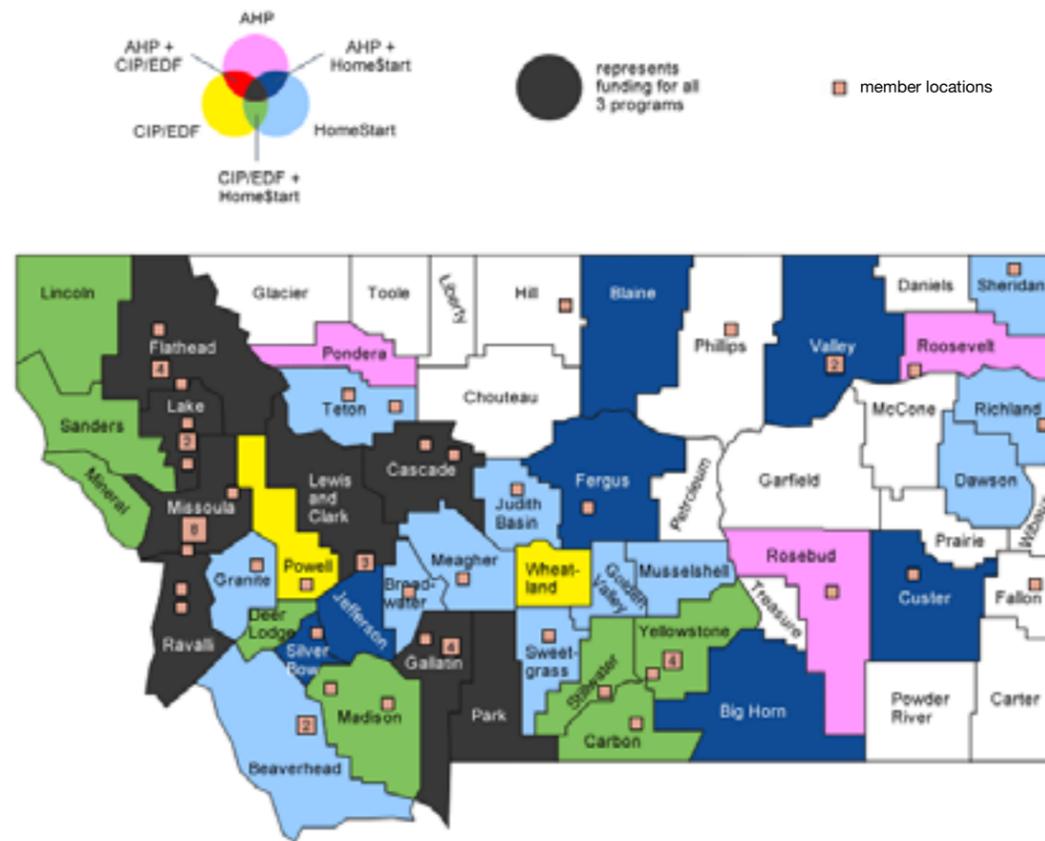
ADVANCES OUTSTANDING
 (as of 12/31/10)

\$386.97 M

COMMUNITY INVESTMENTS
 (since program inception)

\$14.51 M grants for affordable housing (ahp and homeStart)
\$1.76 M reduced-rate loans for housing and economic development (cip/edf)
4,464 households served

MONTANA CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010

60 projects funded
 1,592 units
 516 homeownership
 1,076 rental
 \$7.81 million in subsidy awarded
 \$118.22 million in total development costs

HomeStart Program

1995 – 2010

1,517 homebuyers served
 \$7.42 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010

38 projects funded – CIP
 59 projects funded – EDF
 1,888 units
 687 homeownership
 1,201 rental
 \$102.79 million in advances disbursed

ACCESS

2000 – 2010*

3 projects funded
 \$58,000 in grants awarded

Challenge Fund

1992 – 2010*

41 projects funded
 612 units proposed
 302 homeownership
 310 rental
 \$434,000 in grants awarded

*Program last funded in 2005.

Montana

MEMBERSHIP
 (as of 12/31/10)

57 banks and thrifts
6 credit unions

ADVANCES OUTSTANDING
 (as of 12/31/10)

\$1.01 B

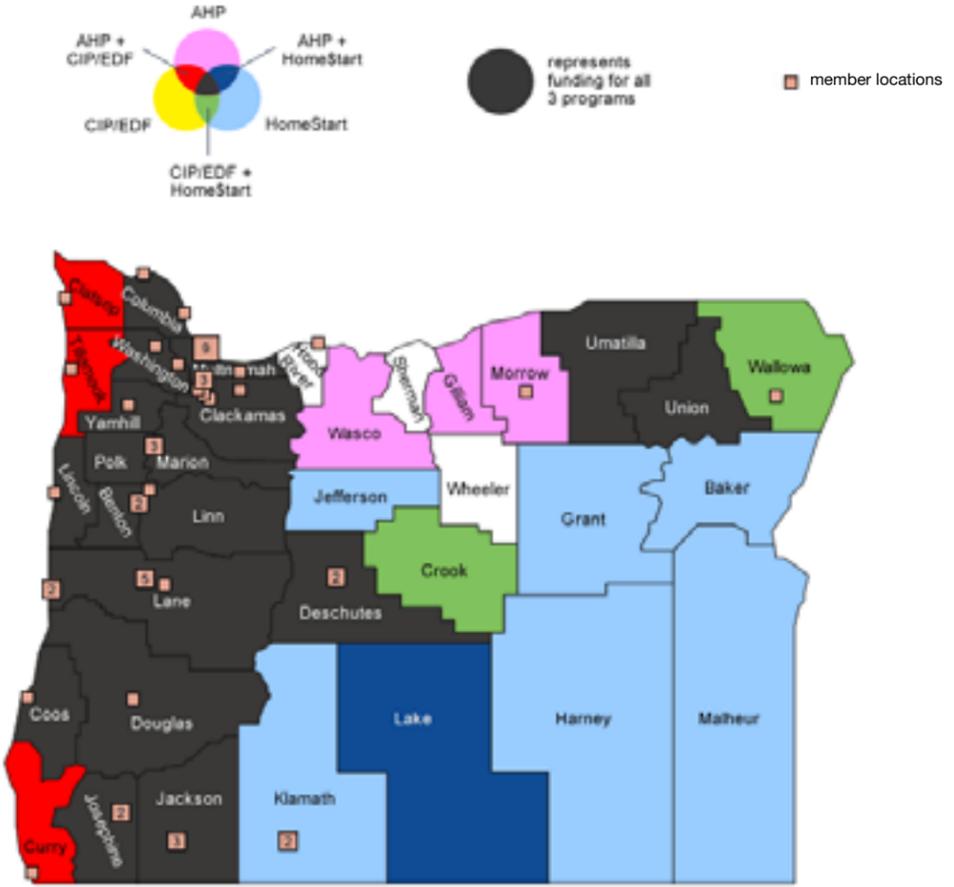
COMMUNITY INVESTMENTS
 (since program inception)

\$15.23 M
 grants for affordable housing (ahp and homeStart)

\$102.79 M
 reduced-rate loans for housing and economic development (cip/edf)

4,997
 households served

OREGON CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 131 projects funded
 4,552 units
 935 homeownership
 3,617 rental
 \$20.91 million in subsidy awarded
 \$421.60 million in total development costs

HomeStart Program

1995 – 2010
 1,079 homebuyers served
 \$5.87 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010
 90 projects funded – CIP
 36 projects funded – EDF
 4,381 units
 688 homeownership
 3,693 rental
 \$266.51 million in advances disbursed

ACCESS

2000 – 2010*
 1 project funded
 \$80,000 in grants awarded

Challenge Fund

1992 – 2010*
 35 projects funded
 588 units proposed
 58 homeownership
 530 rental
 \$383,000 in grants awarded

*Program last funded in 2005.

Oregon

MEMBERSHIP
 (as of 12/31/10)

33 **21** **1**

banks and thrifts *credit unions* *insurance company*

ADVANCES OUTSTANDING
 (as of 12/31/10)

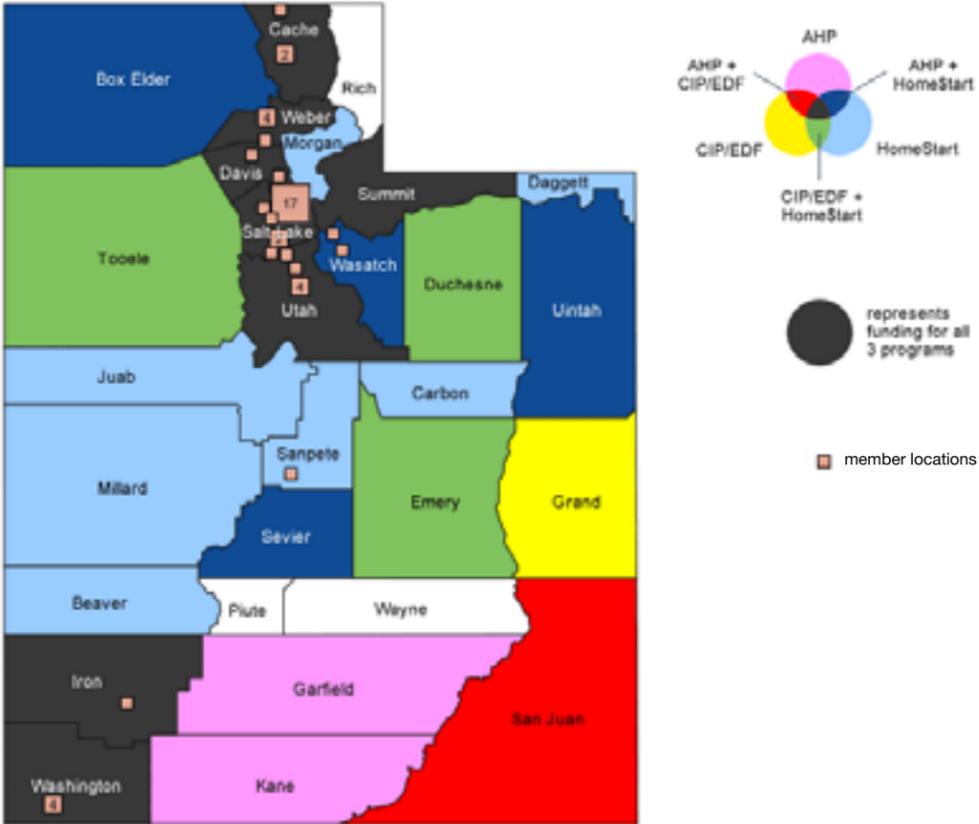
\$5.20 B

COMMUNITY INVESTMENTS
 (since program inception)

\$26.78 M **\$266.51 M** **10,012**

grants for affordable housing (ahp and homeStart) *reduced-rate loans for housing and economic development (cip/edf)* *households served*

UTAH CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 59 projects funded
 2,045 units
 983 homeownership
 1,062 rental
 \$10.55 million in subsidy awarded
 \$202.98 million in total development costs

HomeStart Program

1995 – 2010
 1,470 homebuyers served
 \$6.58 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010
 50 projects funded – CIP
 15 projects funded – EDF
 2,744 units
 1,009 homeownership
 1,735 rental
 \$213.67 million in advances disbursed

Utah

MEMBERSHIP
 (as of 12/31/10)

32 **13** **1**
banks and thrifts *credit unions* *insurance company*

ADVANCES OUTSTANDING
 (as of 12/31/10)

\$1.17 B

COMMUNITY INVESTMENTS
 (since program inception)

\$17.13 M **\$213.67 M** **6,259**
grants for affordable housing (ahp and homeStart) *reduced-rate loans for housing and economic development (cip/edf)* *households served*

ACCESS

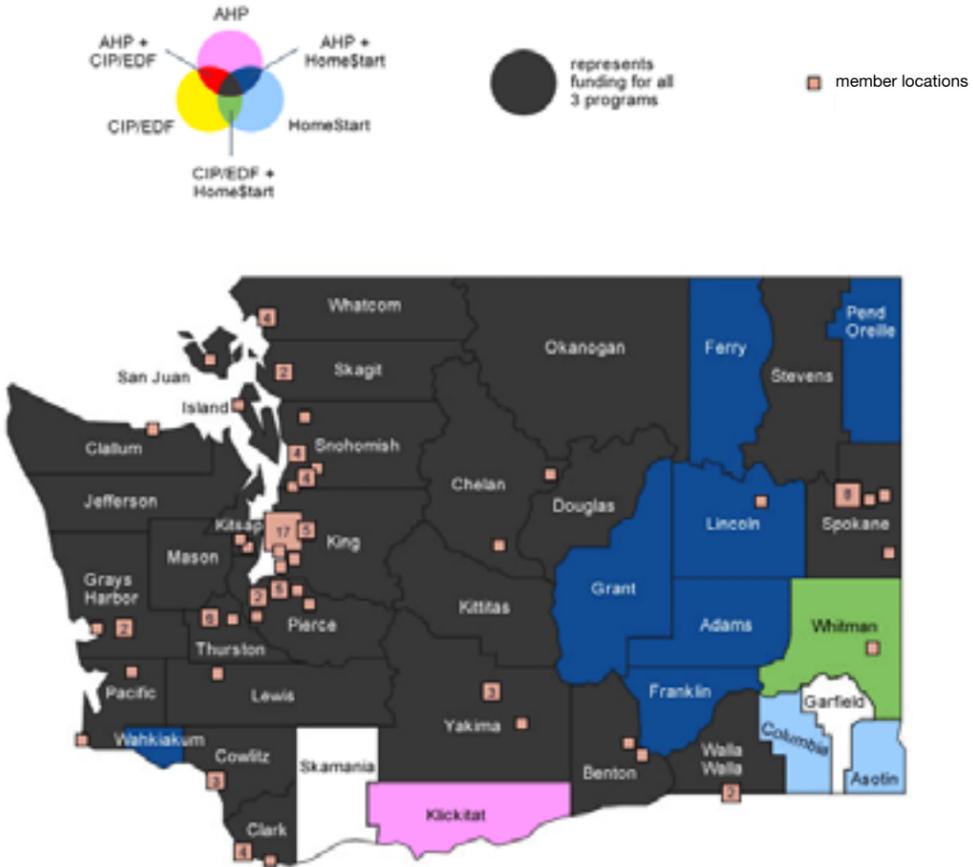
2000 – 2010*
 2 projects funded
 \$50,000 in grants awarded

Challenge Fund

1992 – 2010*
 27 projects funded
 779 units proposed
 120 homeownership
 659 rental
 \$256,000 in grants awarded

*Program last funded in 2005.

WASHINGTON CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 366 projects funded
 12,567 units
 1,340 homeownership
 11,227 rental
 \$64.48 million in subsidy awarded
 \$1.50 billion in total development costs

HomeStart Program

1995 – 2010
 2,061 homebuyers served
 \$10.65 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010
 421 projects funded – CIP
 196 projects funded – EDF
 26,877 units
 10,040 homeownership
 16,837 rental
 \$2.39 billion in advances disbursed

ACCESS

2000 – 2010*
 7 projects funded
 \$505,000 in grants awarded

Challenge Fund

1992 – 2010*
 60 projects funded
 1,408 units proposed
 163 homeownership
 1,245 rental
 \$769,000 in grants awarded

*Program last funded in 2005.

Washington

MEMBERSHIP
 (as of 12/31/10)

72 **31** **1**
banks and thrifts *credit unions* *insurance company*

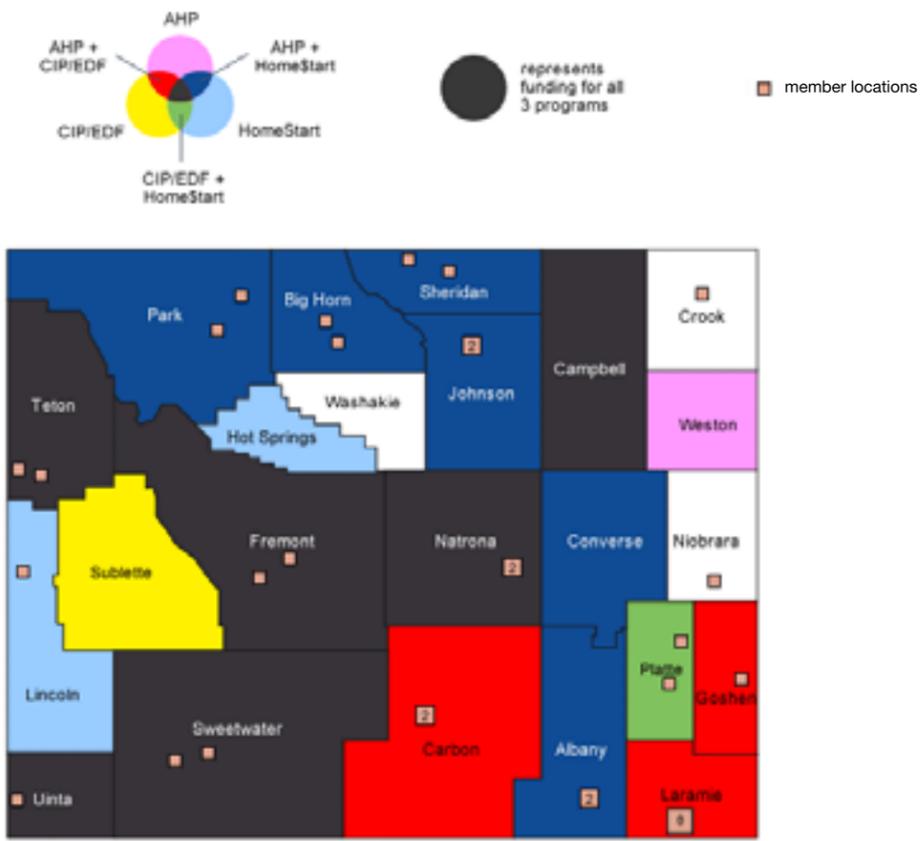
ADVANCES OUTSTANDING
 (as of 12/31/10)

\$3.95 B

COMMUNITY INVESTMENTS
 (since program inception)

\$75.13 M **\$2.39 B** **41,505**
grants for affordable housing (ahp and homeStart) *reduced-rate loans for housing and economic development (cip/edf)* *households served*

WYOMING CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 34 projects funded
 919 units
 389 homeownership
 530 rental
 \$4.99 million in subsidy awarded
 \$50.54 million in total development costs

HomeStart Program

1995 – 2010
 229 homebuyers served
 \$1.11 million in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010
 20 projects funded – CIP
 24 projects funded – EDF
 585 rental units
 \$28.41 million in advances disbursed

ACCESS

2000 – 2010*
 1 project funded
 \$50,000 in grants awarded

Challenge Fund

1992 – 2010*
 4 projects funded
 30 homeownership units proposed
 \$50,000 in grants awarded

*Program last funded in 2005.

Wyoming

MEMBERSHIP
 (as of 12/31/10)

31 **4**
banks and thrifts *credit unions*

ADVANCES OUTSTANDING
 (as of 12/31/10)

\$215.94 M

COMMUNITY INVESTMENTS
 (since program inception)

\$6.10 M
grants for affordable housing (ahp and homeStart)

\$28.41 M
reduced-rate loans for housing and economic development (cip/edf)

1,733
households served

AMERICAN SAMOA, GUAM, NORTHERN MARIANA ISLANDS
CUMULATIVE FUNDING SUMMARY



Affordable Housing Program

1990 – 2010
 4 projects funded
 77 units
 53 homeownership
 24 rental
 \$92,000 in subsidy awarded
 \$9.05 million in total development costs

HomeStart Program

1995 – 2010
 1 homebuyer served
 \$3,306 in grants disbursed

American Samoa, Guam, Northern Mariana Islands

MEMBERSHIP
(as of 12/31/10)

4 **2**
banks and thrifts *credit unions*

ADVANCES OUTSTANDING
(as of 12/31/10)

\$33.01 M

COMMUNITY INVESTMENTS
(since program inception)

\$.95 M
grants for affordable housing (ahp and homeStart)

78
households served

OUT OF DISTRICT

Affordable Housing Program

1990 – 2010

6 projects funded

244 units

42 homeownership

202 rental

\$1.23 million in subsidy awarded

\$27.51 million in total development costs

HomeStart Program

1995 – 2010

50 homebuyers served

\$252,150 in grants disbursed

Community Investment Program / Economic Development Fund

1990 – 2010

95 projects funded – CIP

8 projects funded – EDF

7,568 units

144 homeownership

7,424 rental

\$257.20 million in advances disbursed

**Program last funded in 2005.*

PROGRAM DESCRIPTIONS

The Federal Home Loan Bank of Seattle supports affordable housing and economic development initiatives through a number of community investment programs. Our Affordable Housing Program and HomeStart Program, which provide subsidy for affordable housing, are funded with 10 percent of the bank's annual net income. Our Community Investment Program and Economic Development Fund provide reduced-rate advances and standby letters of credit on a continuous basis. All funding is distributed through our member financial institutions.

[Affordable Housing Program \(AHP\)](#)

The AHP provides grants and subsidized advances to acquire, develop, and/or rehabilitate affordable rental or owner-occupied housing for households earning up to 80 percent of area median income, adjusted for family size. AHP subsidy is awarded through a competitive application process.

[HomeStart](#)

The HomeStart Program provides grants to first-time homebuyers earning up to 80 percent of area median income, adjusted for family size. The program provides \$3 for each \$1 a homebuyer contributes, up to \$5,000. For households receiving public housing assistance, HomeStart Plus provides \$2 for every \$1 a homebuyer contributes, up to \$10,000. Funds may be used for downpayment or closing costs or to rehabilitate a home.

[Community Investment Program \(CIP\)](#)

The CIP offers reduced-rate, intermediate- and long-term loans to finance owner-occupied and rental housing for households earning up to 115 percent of area median income. CIP funding may be used to fund pools of qualifying loans.

[Economic Development Fund \(EDF\)](#)

The EDF offers reduced-rate, intermediate- and long-term loans to finance small business, commercial, industrial, manufacturing, social service, public facility, or public and private infrastructure project loans. The program benefits households or neighborhoods of up to 100 percent of area median income in urban areas and 115 percent in rural areas. EDF funding may be used to finance pools of qualifying loans.

[CIP/EDF Standby Letters of Credit](#)

CIP/EDF Standby Letters of Credit provide Seattle Bank members with an efficient and low-cost way to use the Federal Home Loan Bank System's AAA credit rating to guarantee contractual agreements for CIP/EDF-eligible projects.

COMMUNITY INVESTMENT PROGRAM RESULTS

Affordable Housing Program

2010

2 (2009 alternate) projects approved
159 households served
 149 urban / 10 rural
 149 homeownership / 10 rental
\$389,900 in awards

Since Program Inception

828 projects approved
27,143 households served
 16,702 urban / 10,441 rural
 6,143 homeownership / 21,000 rental
\$140.58 million in awards

HomeStart Program

2010

125 households served
\$648,508 in downpayment assistance

Since Program Inception

8,527 households served
\$42.06 million in downpayment assistance

Community Investment Program / Economic Development Fund

2010

984 households served
 589 homeownership
 395 rental
\$80.26 million in low-interest loans for affordable housing and economic development

Since Program Inception

49,338 households served
 15,127 homeownership
 34,211 rental
\$3.60 billion in low-interest loans for affordable housing and economic development

COMMUNITY SPIRIT AWARD

GLACIER BANK Kalispell, Montana

With more than \$1.35 billion in assets and 15 locations in western Montana, Glacier Bank is the flagship franchise of Glacier Bancorp, a publicly traded bank holding company, based in Kalispell, Montana. Glacier Bank and its employees are also active members of the communities they serve.

Through its use of the Seattle Bank's Affordable Housing Program (AHP), Glacier Bank has provided more than \$5.4 million to develop, acquire, and/or rehabilitate 1,225 units of affordable rental and owner-occupied housing and sponsored more than \$2.5 million in HomeStart Program grants to provide downpayment assistance to 556 first-time homebuyers. In addition, Glacier Bank has provided more than \$58.0 million in discounted loans through the Seattle Bank's Community Investment Program and Economic Development Fund (CIP/EDF) to help finance 1,394 units of affordable housing and nine economic development projects.

The 2010 Community Spirit Award, which includes a \$5,000 contribution to support Glacier Bank's community investment efforts, was presented to Glacier Bank President Robert

Nystuen at a ribbon-cutting ceremony at Mountain View Apartments in Butte, Montana. Glacier Bank partnered with Butte Affordable Housing to obtain a \$98,989 AHP award from the Seattle Bank to help fund the apartment complex, which serves households earning up to 80 percent of area median income.

Upon receipt of the \$5,000 Community Spirit Award, Mr. Nystuen announced that the bank would match the award amount to create a \$10,000 fund to support the efforts of low-income housing agencies in the five Montana counties Glacier Bank serves. According to Mr. Nystuen, "These organizations may have infrastructure needs, like laptop computers or computer software, or other needs that they just don't have the funds for. We want to help these organizations address these needs and facilitate all the great work they are doing in these communities."

The Federal Home Loan Bank of Seattle is honored to serve Glacier Bank—and all of its member institutions—in helping to make their communities better places to work and live.

All figures are as of December 31, 2010.



AFFORDABLE HOUSING ADVISORY COUNCIL

As of December 31, 2010



Peter Hainley, Chair
*Executive Director
CASA of Oregon
Oregon*



Andrew R. Rodriguez, Vice Chair
*Executive Director
Nampa Housing Authority
Idaho*



John Berdes
*President and Chief Executive Officer
Enterprise Cascadia
Washington*



Carol Gore
*President and Chief Executive Officer
Cook Inlet Housing Authority
Alaska*



Roy Katsuda
*Executive Director
Hale Mahaolu
Hawaii*



Maureen Rude
*Operations Director
Montana Homeownership Network/NeighborWorks Montana
Montana*



Michael Stanfield
*Executive Director
Cheyenne Housing Authority
Wyoming*



C. Ty Tippetts
*Executive Director
Color Country Community Housing, Inc.
Utah*

BOARD OF DIRECTORS' FINANCIAL OPERATIONS
AND AFFORDABLE HOUSING COMMITTEE

As of December 31, 2010

Russell J. Lau, Chair
*President and Chief Executive Officer
Finance Enterprises, Ltd.
Member Director: Hawaii*

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*Vice President, Investments Division
Zions First National Bank
Member Director: Utah*

Les AuCoin
*Visiting Professor, Southern Oregon University, Author
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Alaska Pacific Bankshares, Inc.
Member Director: Alaska*

Mike Daly
*Chairman, President, and Chief Executive Officer
Wheatland Bankshares, Inc.
Member Director: Wyoming*

Marianne M. Emerson
*Chief Information Officer
Seattle Housing Authority
Independent Director*

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*Chief Executive Officer and Executive Director
Alaska Housing Finance Corporation
Member Director: Alaska*

Frederick C. Kiga
*Director of Tax Policy
Amazon.com, Inc.
Independent Director*

COMMUNITY INVESTMENT EXECUTIVES AND STAFF

Steven R. Horton
Acting President and Chief Executive Officer

Jennifer H. Ernst
VP/Community Investment Officer

Tracy Brewer
AVP, Community Programs Manager

Craig Horton
Community Programs Analyst I

Mandie Ludlam
Community Programs Analyst I

Ufilya A. Davis
AVP/AHP Compliance Manager

Craig Spottsville
Senior Compliance Analyst

Danielle Manis
Compliance Analyst

Jay Bennett
Assistant Compliance Analyst

Steve Johnson
AVP, Community Investment Project Manager

CONTACT US



The Federal Home Loan Bank of Seattle is a financial cooperative that provides liquidity, funding, and services to enhance its members' success and support the availability of affordable homes and economic development in their communities.

1501 Fourth Avenue, Suite 1800 Seattle, WA 98101-1693 phone: 800.973.6223, 206.340.2300 fax: 206.340.2485

To learn more about the Seattle Bank and the products and services we offer, please visit: www.fhlbsea.com