Between 2003 and 2012 Fahe re-oriented itself around growth, scale, and sustainability. We created a new, performance-oriented culture, built systems and infrastructure, and added expertise to our staff. During this nine-year period, Fahe reached several significant milestones including:

- Growing the Fahe Membership from 33 members across four states to 53 members across Kentucky, Tennessee, West Virginia, Virginia, and Alabama.

- Serving thousands of families a year. We served 7,400 families in 2012.

- Increasing the total assets held by Fahe members to $832 million, of which $150 million are at Fahe.

- Creating new jobs. 2,300 new jobs were created in one year alone.

- Getting on track to make $65 million in direct investments.

We also established the Berea Performance Compacts, resulting in new ways of doing business together where volume matters. Under the Berea Performance Compacts we began our Loan Servicing department, which services 22 contracts with 3,800 loans. We founded JustChoice Lending, our mortgage-lending branch, which has serviced 995 loans valued at $75 million since 2007. We began focusing on multi-family housing and have created 416 units. We also helped 2,050 units of housing become more energy efficient in the past three years. Along with those accomplishments, we have played a huge role in the USDA 502 Packaging demonstration and have packaged 226 loans valued at $26 million.

In 2009, Fahe received the Wachovia Wells Fargo NEXT Award for Opportunity Finance. In Spring 2012, Fahe was also highlighted in the book Forces for Good, celebrating Fahe’s creativity, accomplishments, and enduring importance in the service of low-income and low-wealth people.

The past nine years have been transformative for Fahe. We set an ambitious goal of 8,000 housing units per year by 2015 and substantially met this challenge by 2012. Fahe and our members have built and/or preserved more than 76,500 homes and made over $389 million in direct investment for a total impact of $894 million.

“Fahe and our members have built and/or preserved more than 76,500 HOMES and made over $389 MILLION in direct investment for a total impact of $894 MILLION.”
Violet Lewis, 65 years young, is well known for her avid gardening, crafts, and volunteering in Harlan County, Kentucky. Violet’s house had previously belonged to her father. It was cold in the winter and the utility bills were high, but it was Violet’s.

Violet lost everything but her life in a fire one cold night. Living on a fixed income, she was unable to finance a new home and had to rent an old trailer. Violet had only $4 each month after she paid her bills.

Violet believed that this would be all she would have. Her fortune changed when she met Blake Enlow, Fahe Member COAP’s executive director. He reached out to the mortgage lending division of Fahe, JustChoice Lending and learned that Violet qualified for a USDA 502 Direct loan.

As construction got underway, Violet visited the site nearly every day to watch as the crew and volunteers worked on her new home. Her gratefulness was apparent in the way she took time to meet with and learn the names of all the people on site.

Violet loves her new house: “I am home again! I am the happiest person there ever was. I now have a house that I don’t have to work on monthly. I don’t have to worry about freezing in the winter. I am home.”

Violet’s house is the first energy efficient home built in Harlan County and has a HERS score of 65. This means the construction of the house, from the design to the insulation, was carefully thought out to prevent energy loss and her home heats and cools in the most efficient manner possible. Her bills have dropped from $300 a month to an average of around $60 a month.

Violet’s story is also available on YouTube on Fahe’s channel: www.youtube.com/fahemedia.