

Finance Committee Meeting

May 28, 2026



Call Meeting To Order and Roll Call



SUBJECT: Meeting of the Finance Committee

PLACE: Virtual via Webex
<https://virginiahousing.webex.com/weblink/register/r0aaf5022c8a524e0fa2fd7a78d9542b2>

DATE: May 28, 2026

TIME: 9:30 a.m. – 11:30 a.m.

FOR TECHNICAL ISSUES WITH WEBEX LINK, CONTACT:

Tavish Grade – Phone: 804-750-5194

If unable to reach that contact person, Virginia Housing staff at 804-584-4597.

Per Virginia Housing's Amended and Restated Policy Governing All-Virtual Public Board Meetings dated September 10, 2025, this meeting will be a non-emergency, all-virtual public meeting as permitted by Virginia law.

AGENDA

- I.** Call meeting to order and roll call
- II.** Presentation, Review, and Adoption of Minutes of the Finance Committee meeting of February 25, 2026
- III.** Fiscal Year (FY) 27 Budget Presentation

Adjournment

**Presentation, Review, and
Adoption of Minutes of the
Finance Committee meeting of
February 25, 2026**

VIRGINIA HOUSING DEVELOPMENT AUTHORITY

MINUTES OF THE MEETING OF THE FINANCE COMMITTEE
HELD ON FEBRUARY 25, 2026

Pursuant to the call of the Committee Chair and notice duly given, the meeting of the Finance Committee of the Board of Commissioners of the Virginia Housing Development Authority (“Virginia Housing”) was held on February 25, 2026, at the offices of Virginia Housing, 601 South Belvidere Street, Richmond, Virginia.

COMMITTEE MEMBERS PRESENT:

David Richardson, Chair
Sarah B. Stedfast
Matthew Fields
Dare Ruffin
Donald E. Scoggins

COMMITTEE MEMBERS ABSENT:

None

OTHER COMMISSIONERS PRESENT

Davon Gray
Tamarah Holmes

OTHERS PRESENT:

Tammy Neale, Chief Executive Officer
Fred W. Bryant, Chief Counsel
Tara Jenkins, Chief of Staff
Monique Johnson, Chief of Programs
Hil Richardson, Chief Financial Officer
Janet Wigglesworth, Chief of Operations
JD Bondurant, Managing Director of Rental Housing
Andrew Burguiere, Managing Director of Capital Markets
David Henderson, Managing Director of Finance and Administration
Steve Mintz, Deputy Chief Counsel
Mike Urban, Managing Director of Homeownership
Lisa Watson, Managing Director of Human Resources
Marissa Arnold, Executive Program Administrator
Fabrizio Fasulo, Director of Policy and Planning
Sergio Gambale, Design & Construction Group Manager
David Glassman, Director of Rental Housing Programs
Jonathan Kinsey, Associate Chief
Ansel Caine, Caine Mitter & Associates Inc.
David Jones, CSG Advisors

The meeting of the Finance Committee was called to order by Chair Richardson at approximately 10:13 AM on February 25, 2026. All the Commissioners listed above as present at the meeting were present at that time and remained present throughout the meeting, except Commissioner Holmes who joined the meeting as noted below.

On a motion duly made and seconded, the minutes of the Committee meetings held on June 6, 2025, and June 17, 2025, in the form contained in Board papers, were approved by the affirmative vote of the Committee members present.

Commissioner Holmes joined the meeting after the adoption of the minutes.

Mr. Jones of CSG Advisors gave a report entitled “Enterprise-Wide Economic Model” containing a 5-year projection of profitability, funds available for REACH, and balance sheet metrics.

There being no further business, the meeting was adjourned at approximately 11:05 AM.

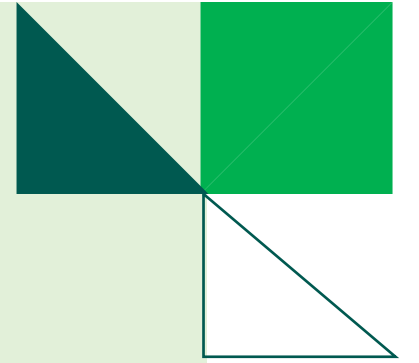
Fiscal Year (FY) 27 Budget Presentation

Budget Briefing

Fiscal Year 2027

Proposed Budget

May 28, 2026



Budget Development

A Proposed Budget is developed to provide for our core mission and strategic goals.

To do this:

- All levels of Virginia Housing participate in the budget development ranging from individual Cost Center Managers up through Board Members.
- Production estimates, correlating staffing and technology needs, and project initiatives are all considered.
- The Budget Review and Capital Markets Teams analyze the numbers.
- Budget planning, drafting, and review span several months.

Factors Considered

- External Macroeconomics
- Internal Virginia Housing (VH) Factors

Factors Not Considered

Uncertainty related to:

- Federal Grants
- Private Activity Bond Cap Availability
- Funding of Pass-through programs (like Housing Choice Voucher (HCV))

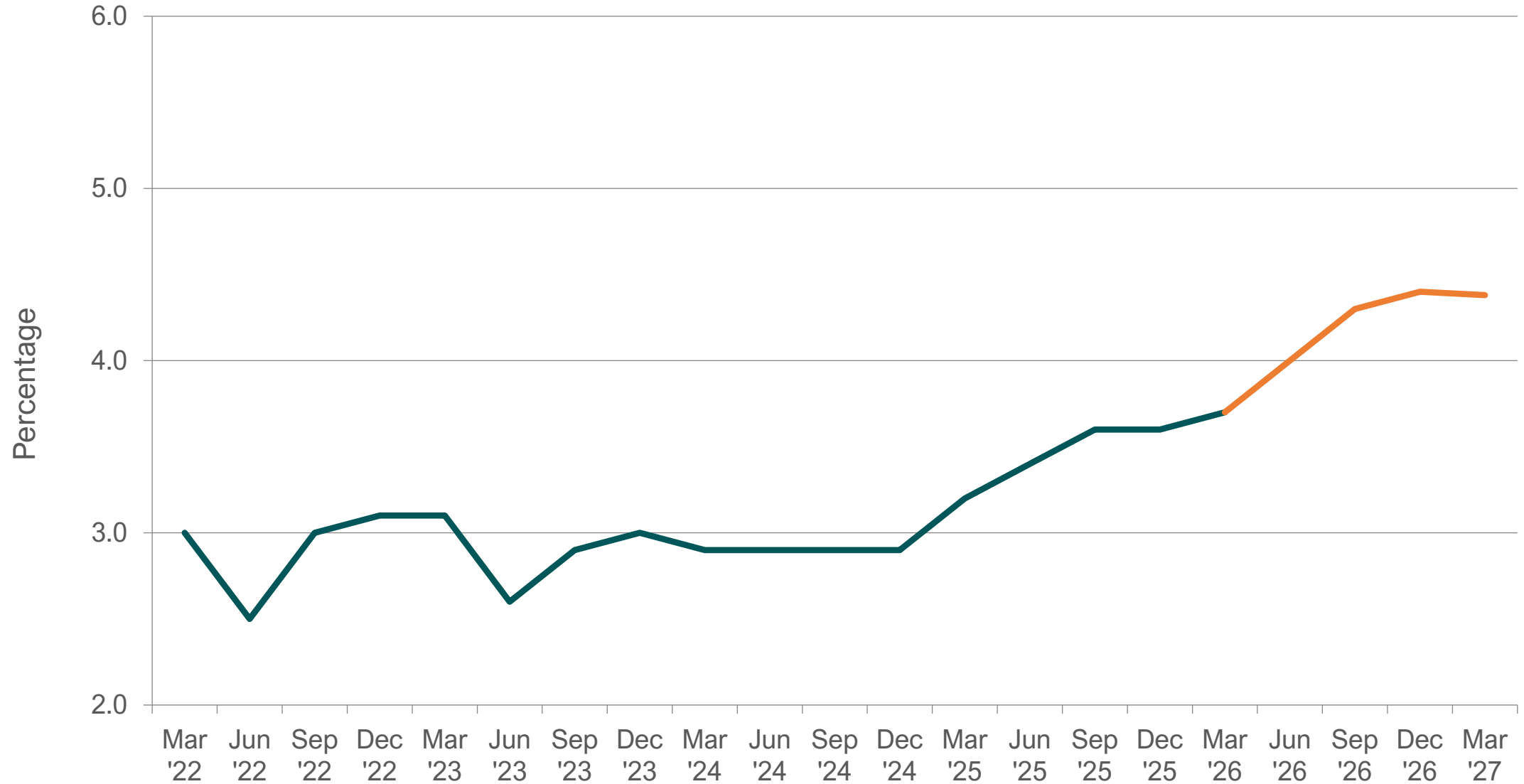
Macro-Economic Factors

Some macro-economic factors considered:

- Unemployment
- Inflation
- Interest Rates
- Median Home Prices & Rent Rates



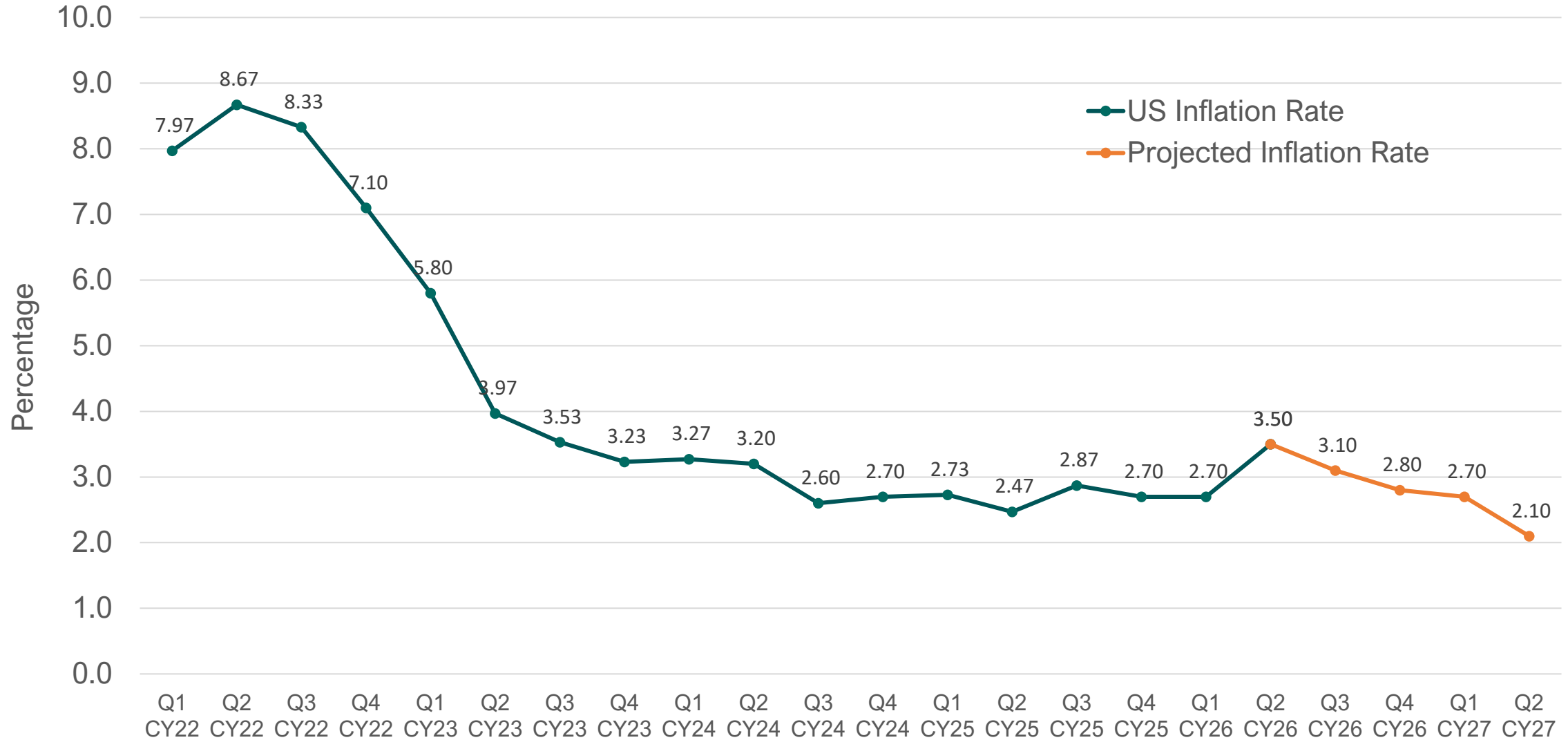
Unemployment Rates in Virginia



*US Bureau of Labor Statistics for Actuals. UVA for Projected.

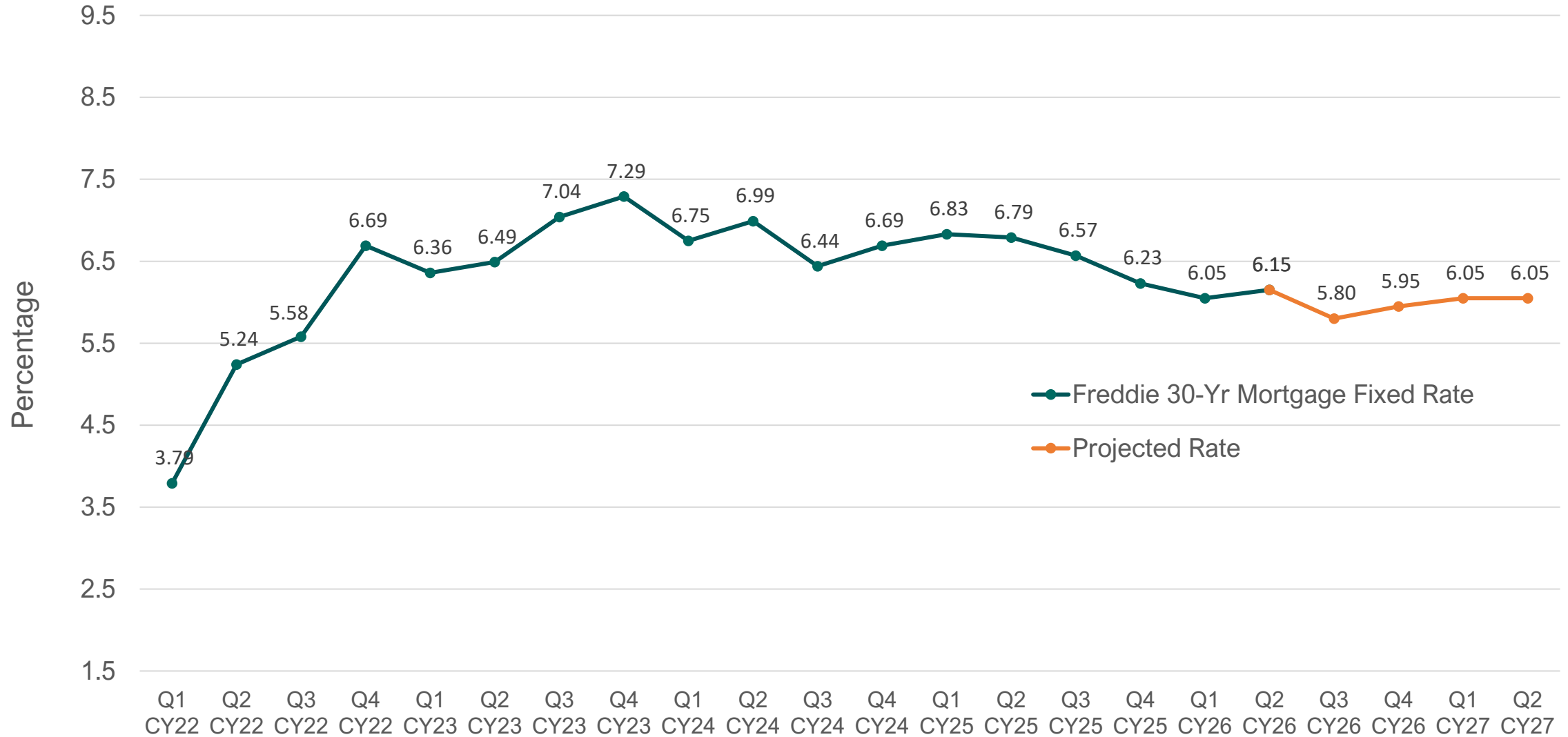


U.S. Inflation Rates



*Department of Labor for actuals. Federal Reserve for Projected.

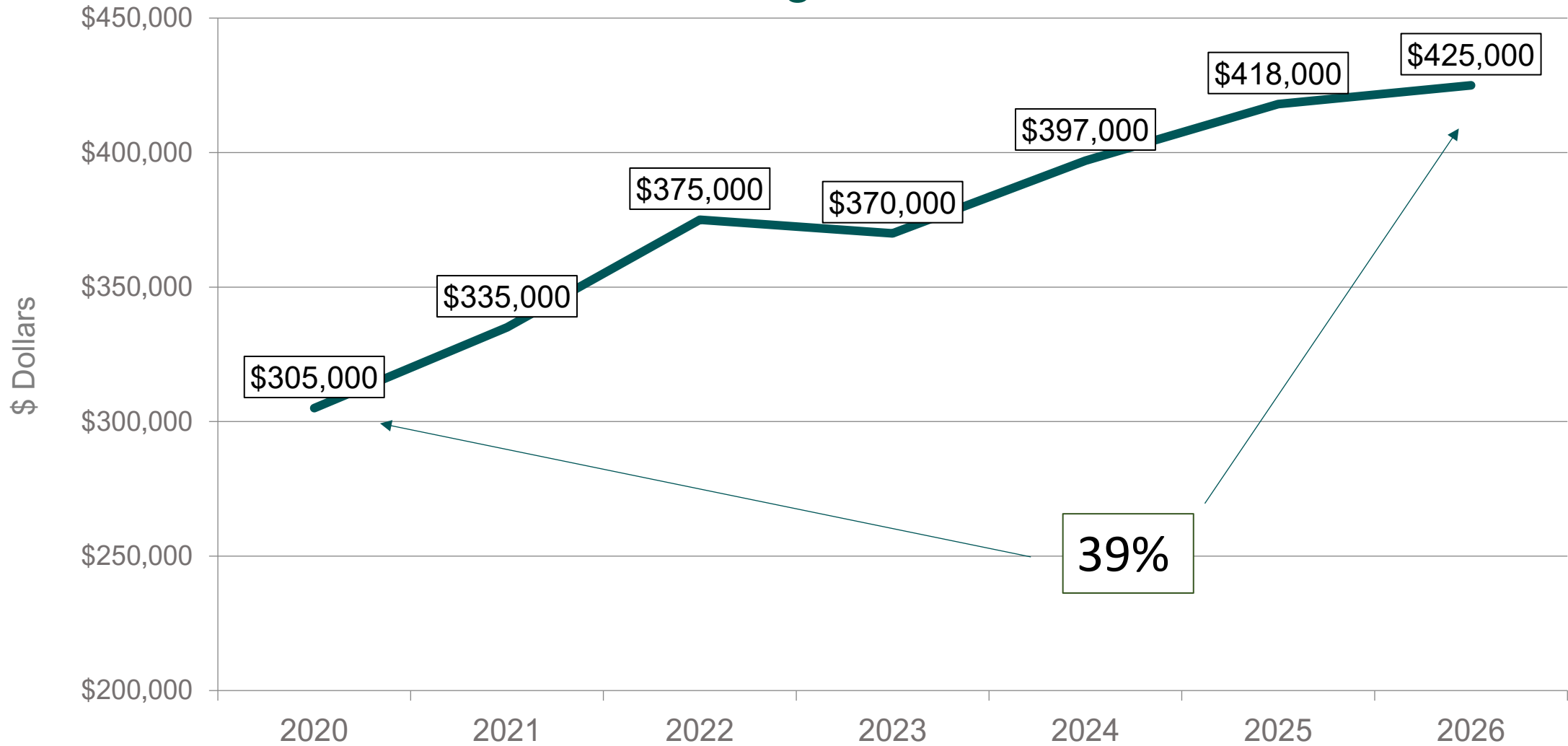
Mortgage Interest Rates (Homeownership)



*Freddie Mac for actuals. Fannie Mae, Wells Fargo, Mortgage Bankers Assoc for Projected.

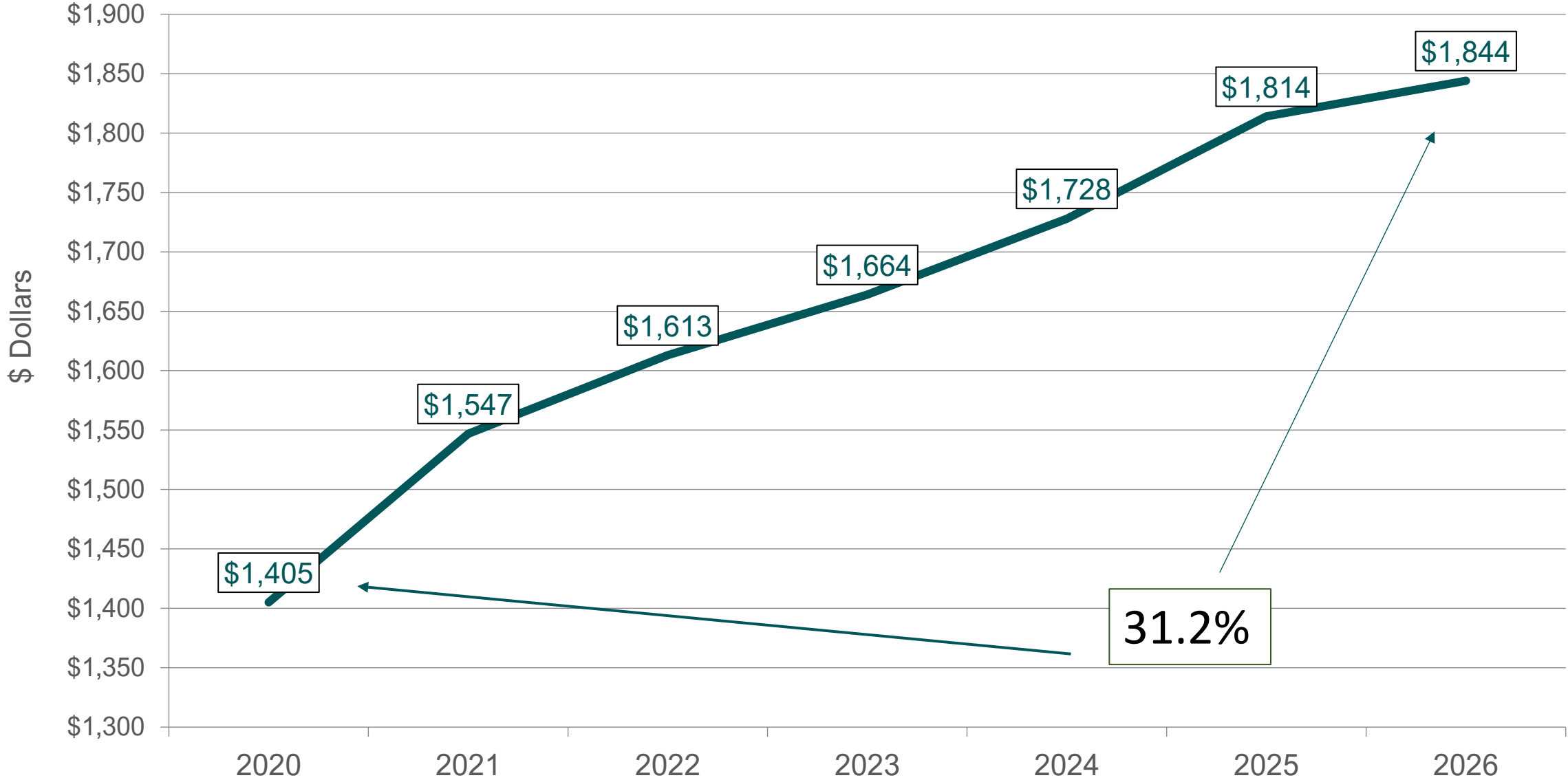


Median Virginia Home Prices



*Virginia Association of Realtors

Median Virginia Rent Rates

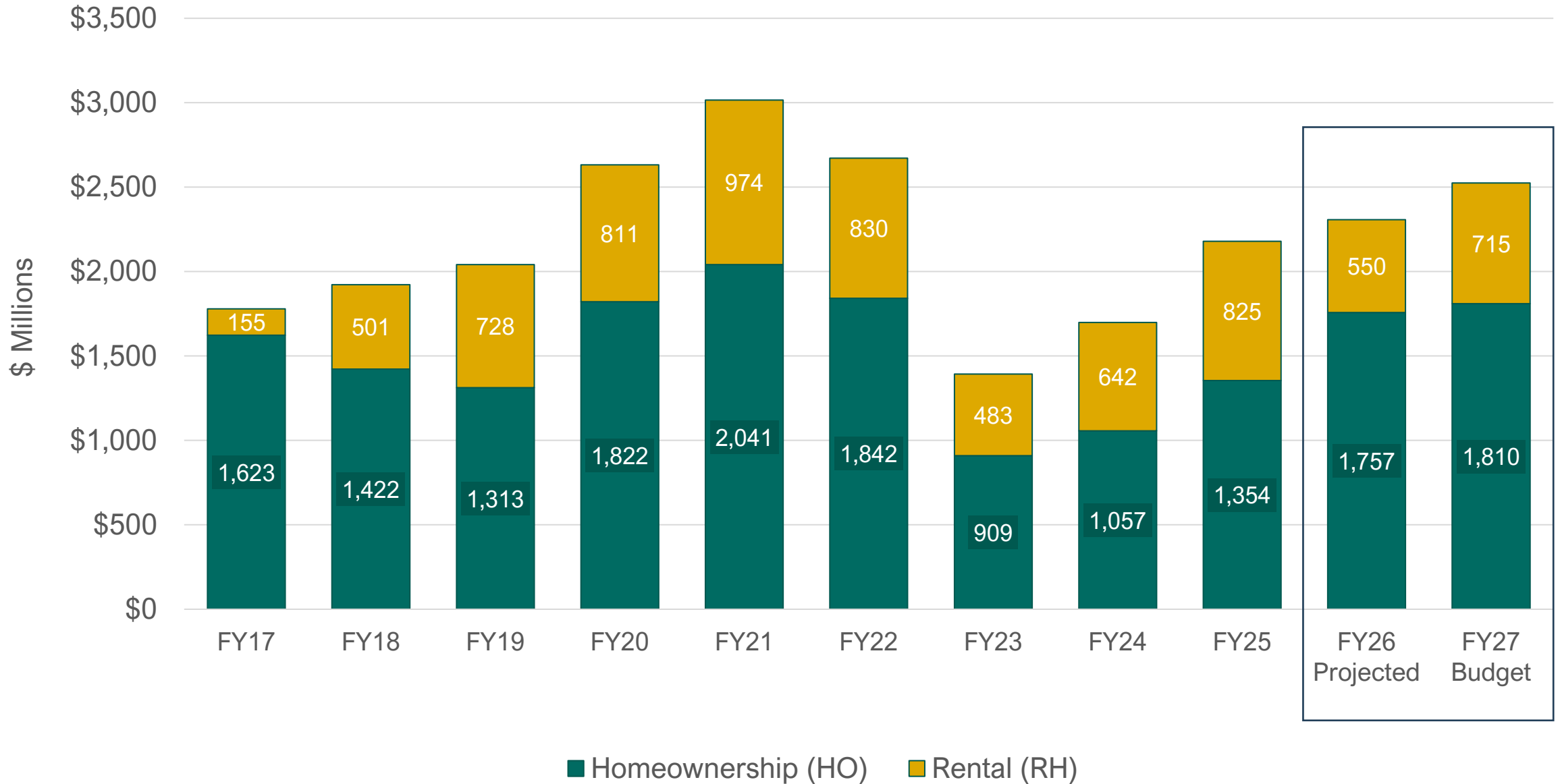


*CoStar

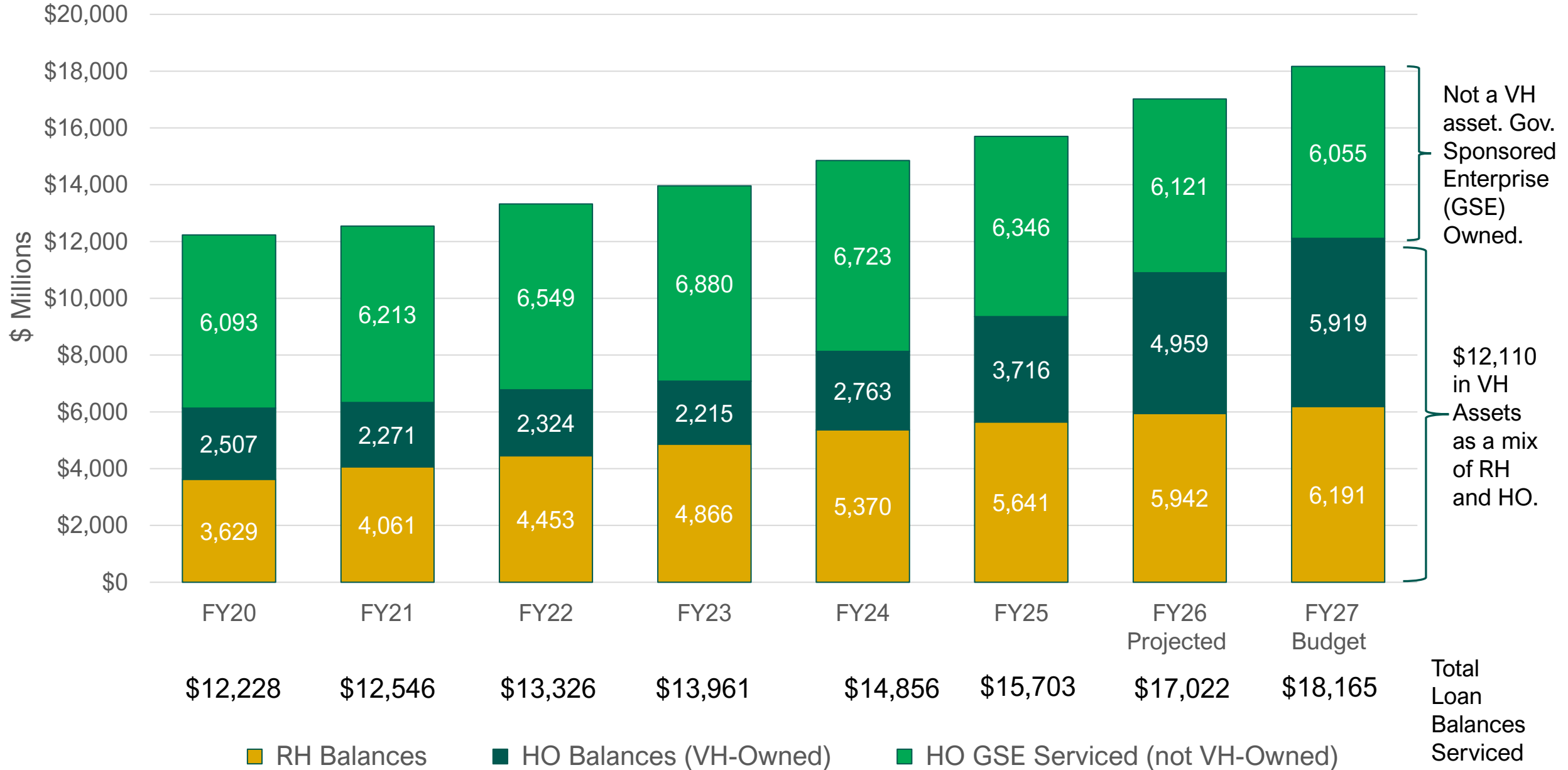
Virginia Housing Factors

- Production History
- Servicing Portfolio History
- Prepayment Speed
- Funding Sources

Loan Production

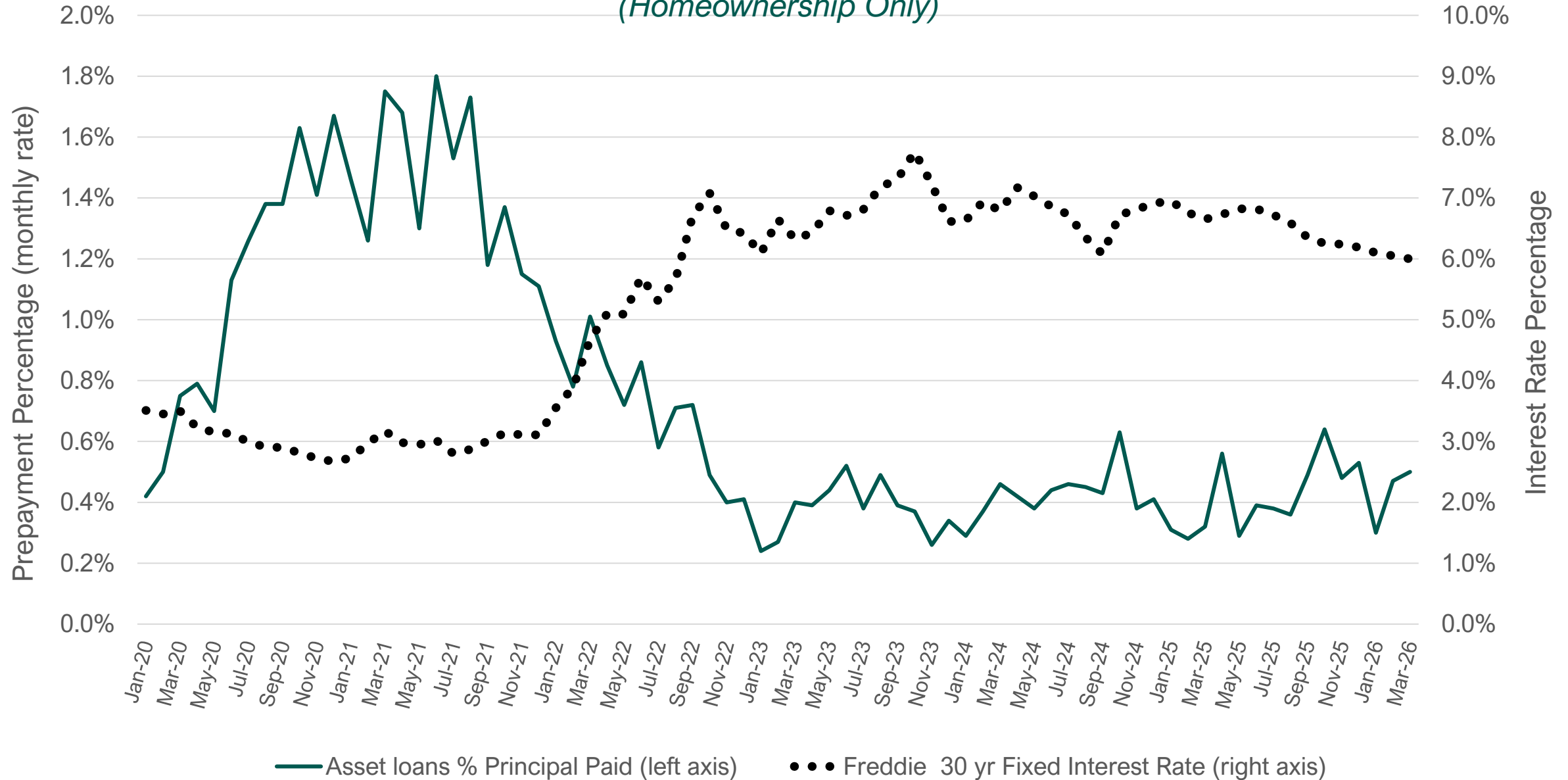


Mortgage Servicing Portfolio

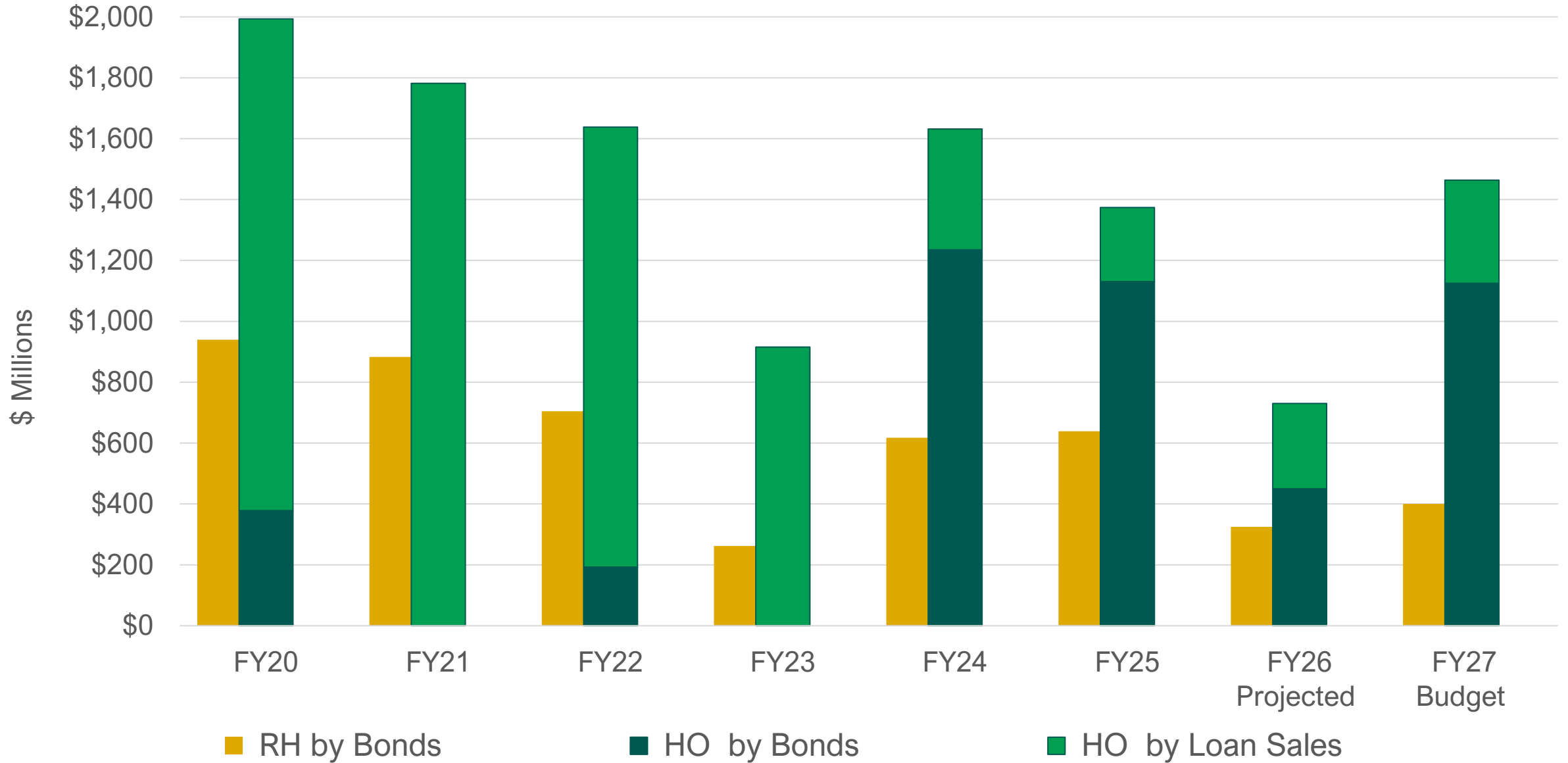


Prepayment Speeds and Market Interest Rates

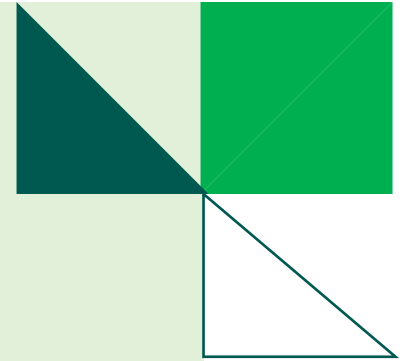
(Homeownership Only)



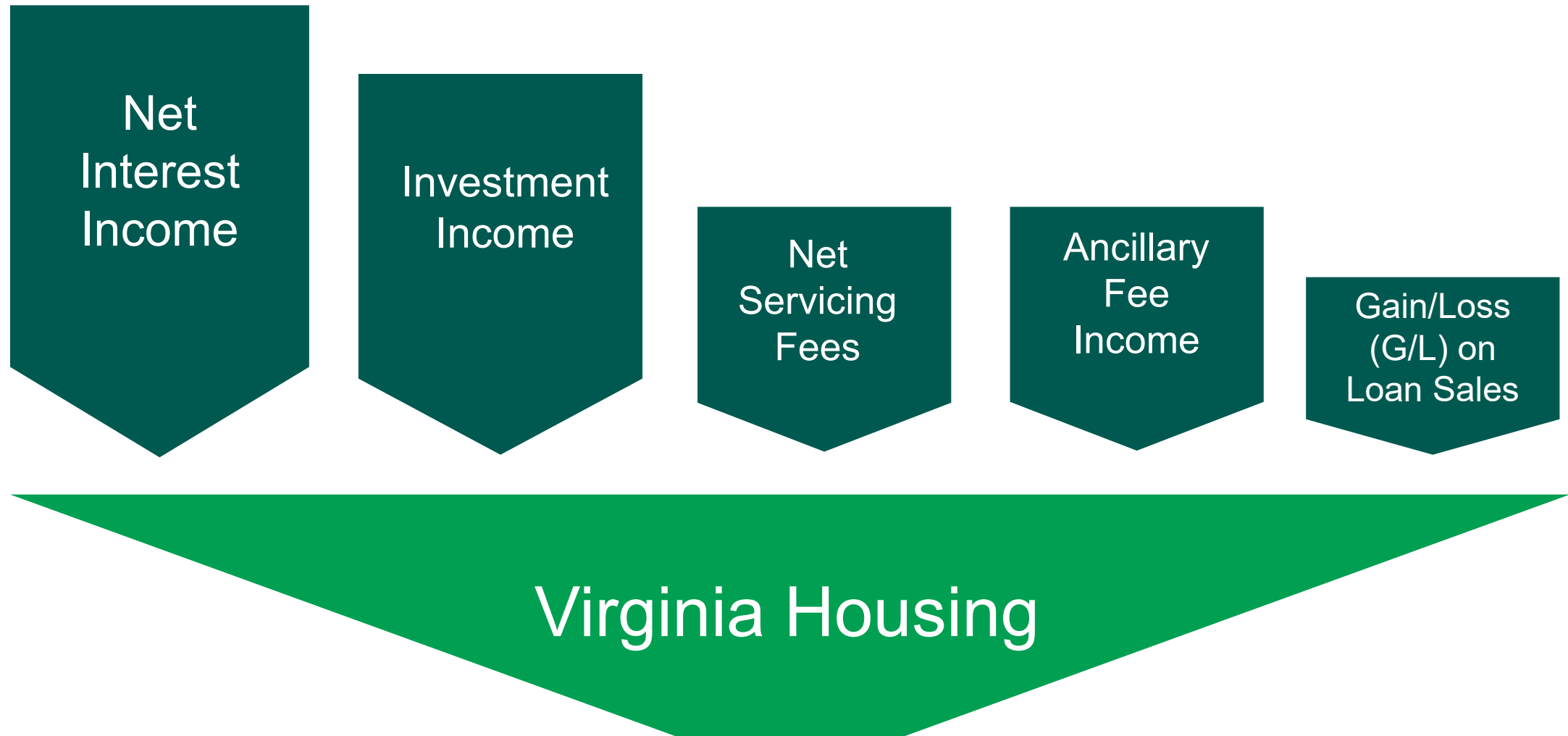
Funding Sources



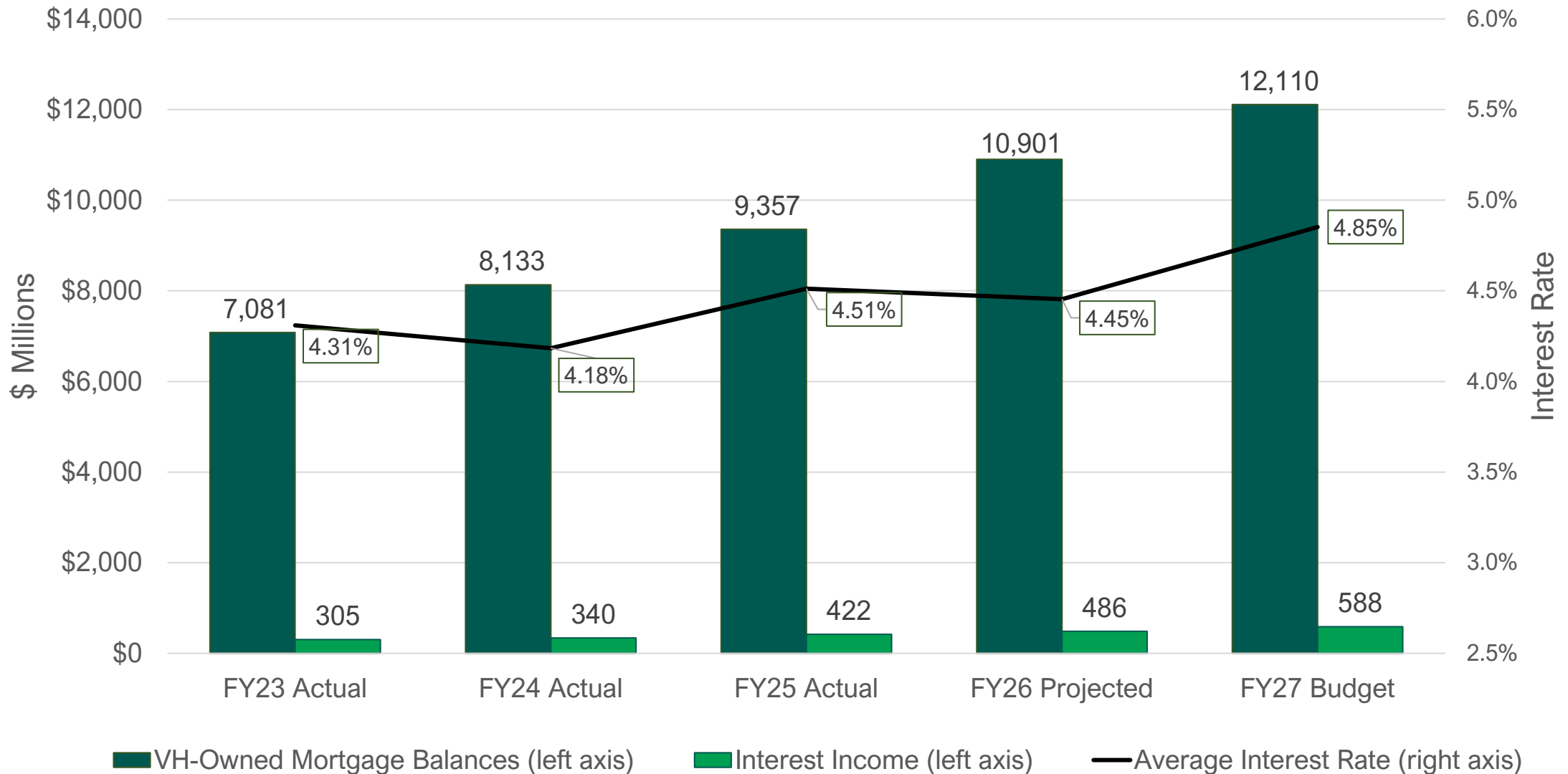
Virginia Housing FY 2027 Budget



Inflows (Revenues) to Virginia Housing

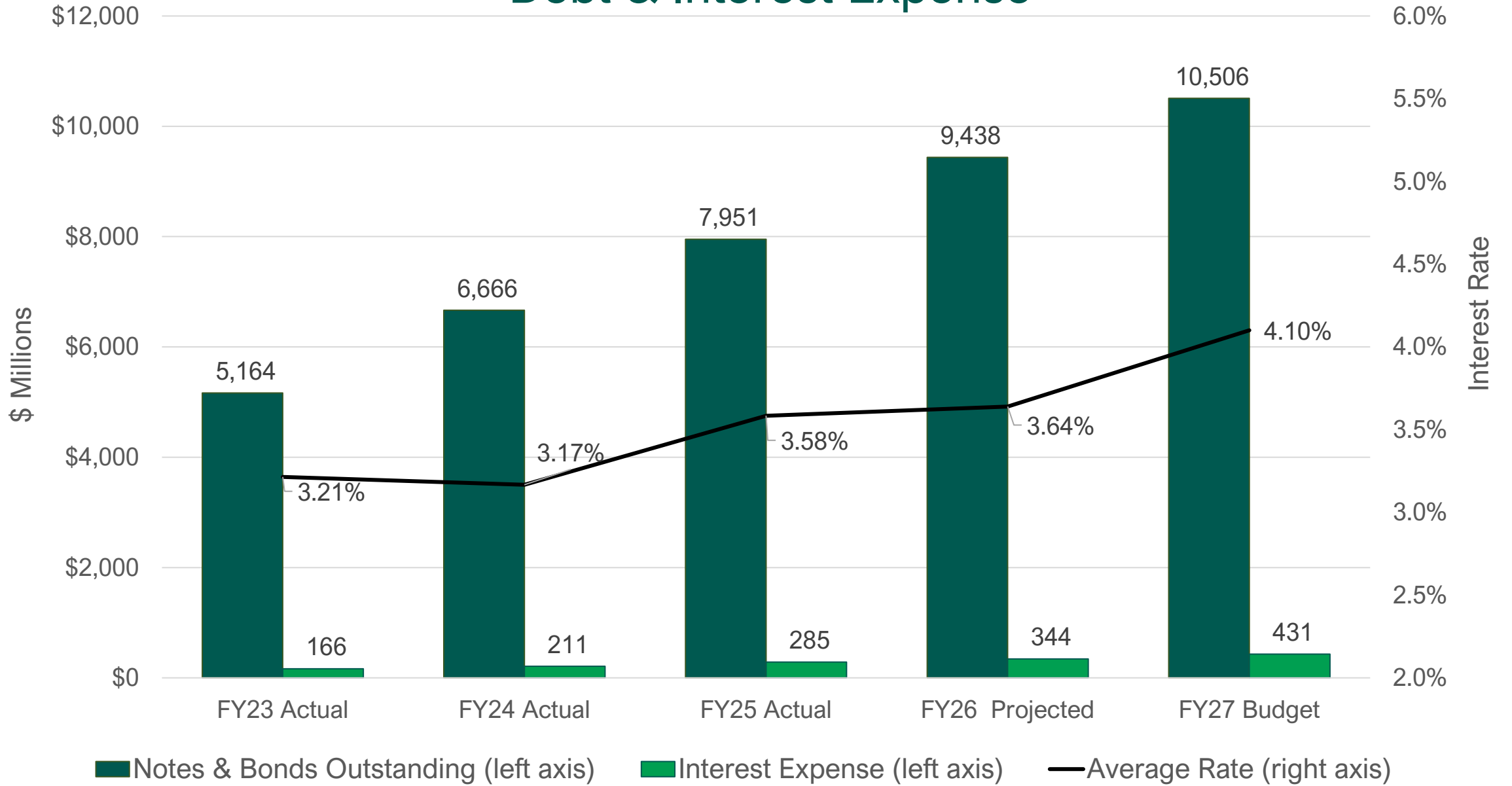


Mortgage Balances, Interest Income & Interest Rates

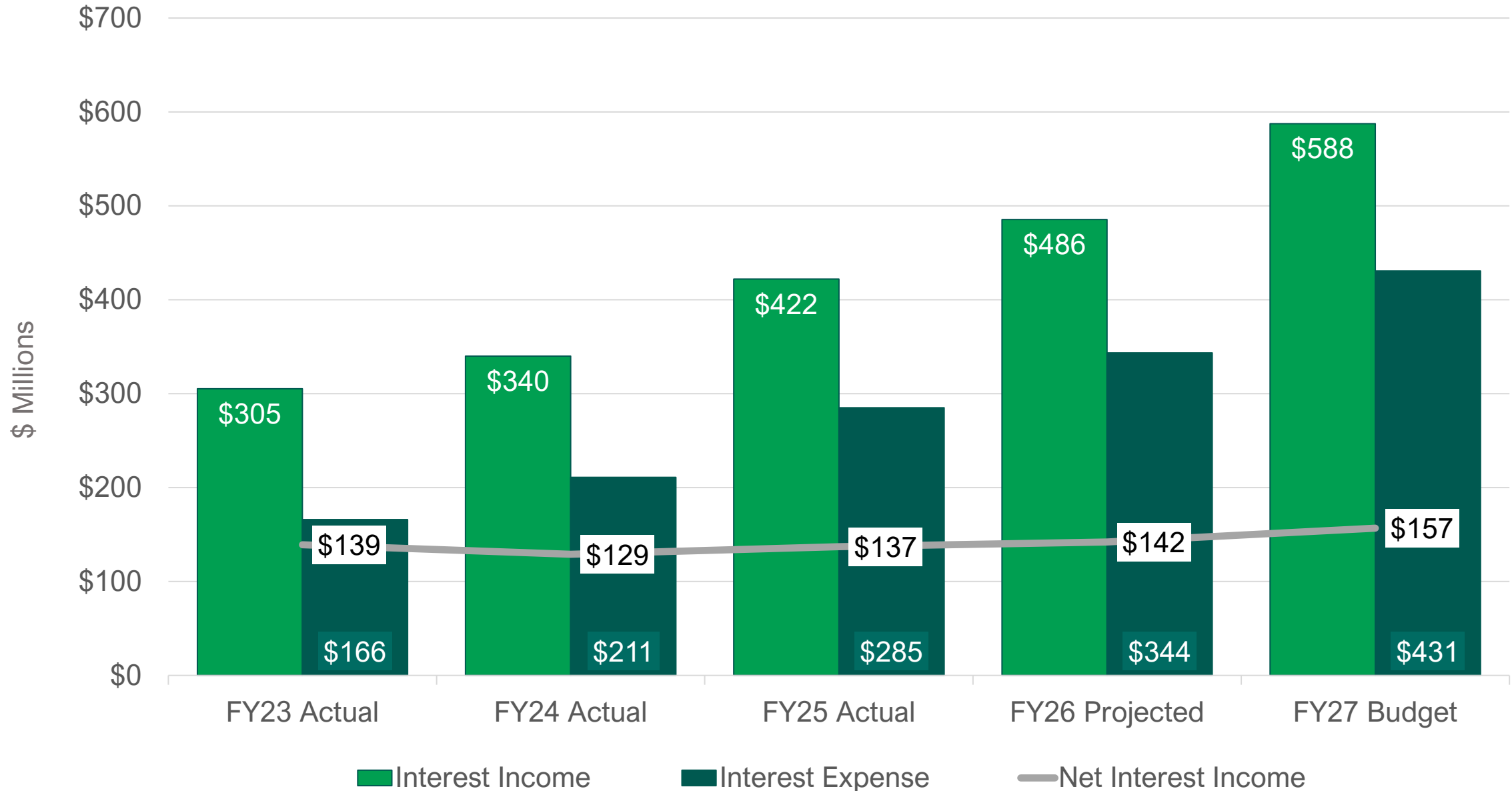


*Loan balances exclude loans serviced but not owned by Virginia Housing.

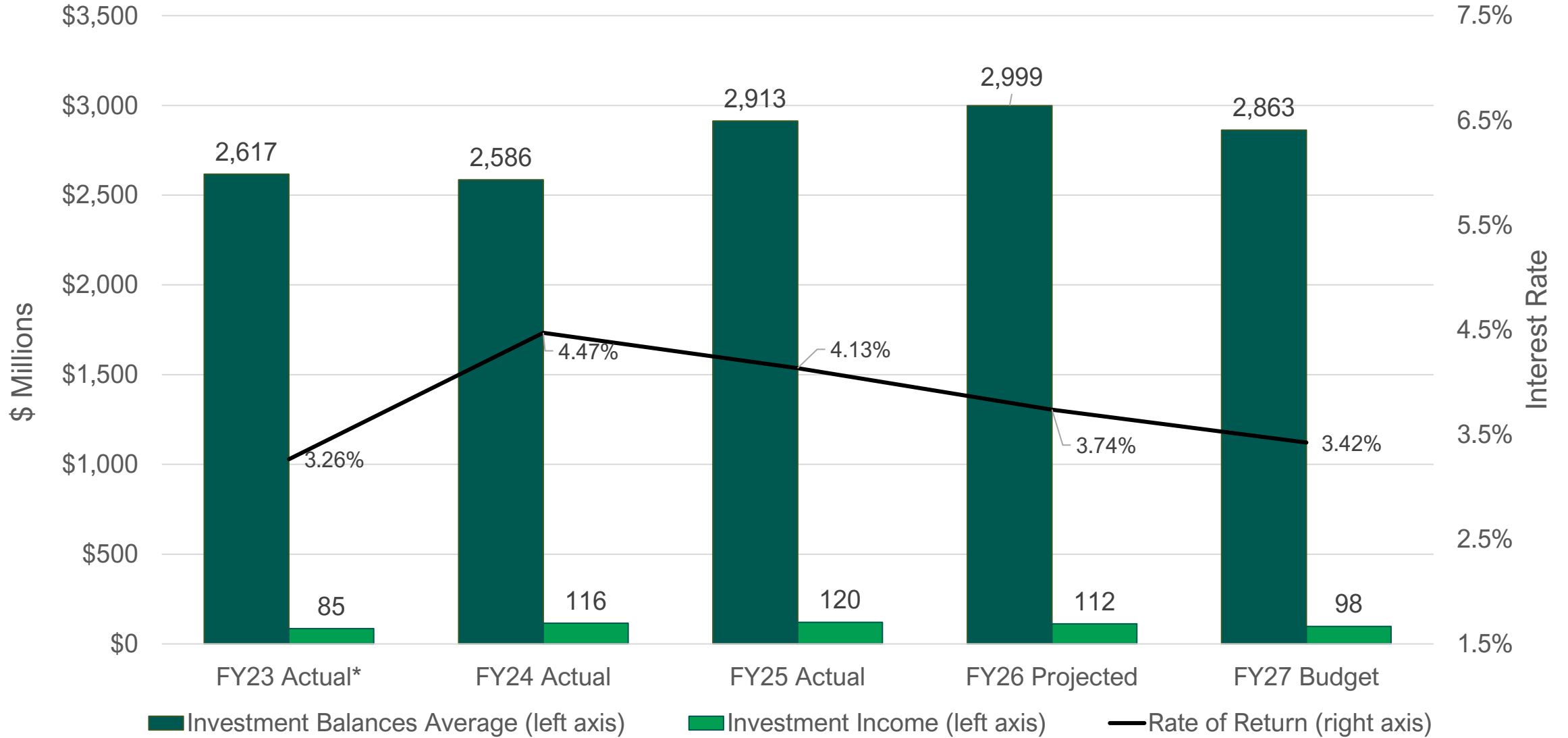
Debt & Interest Expense



Net Interest Income

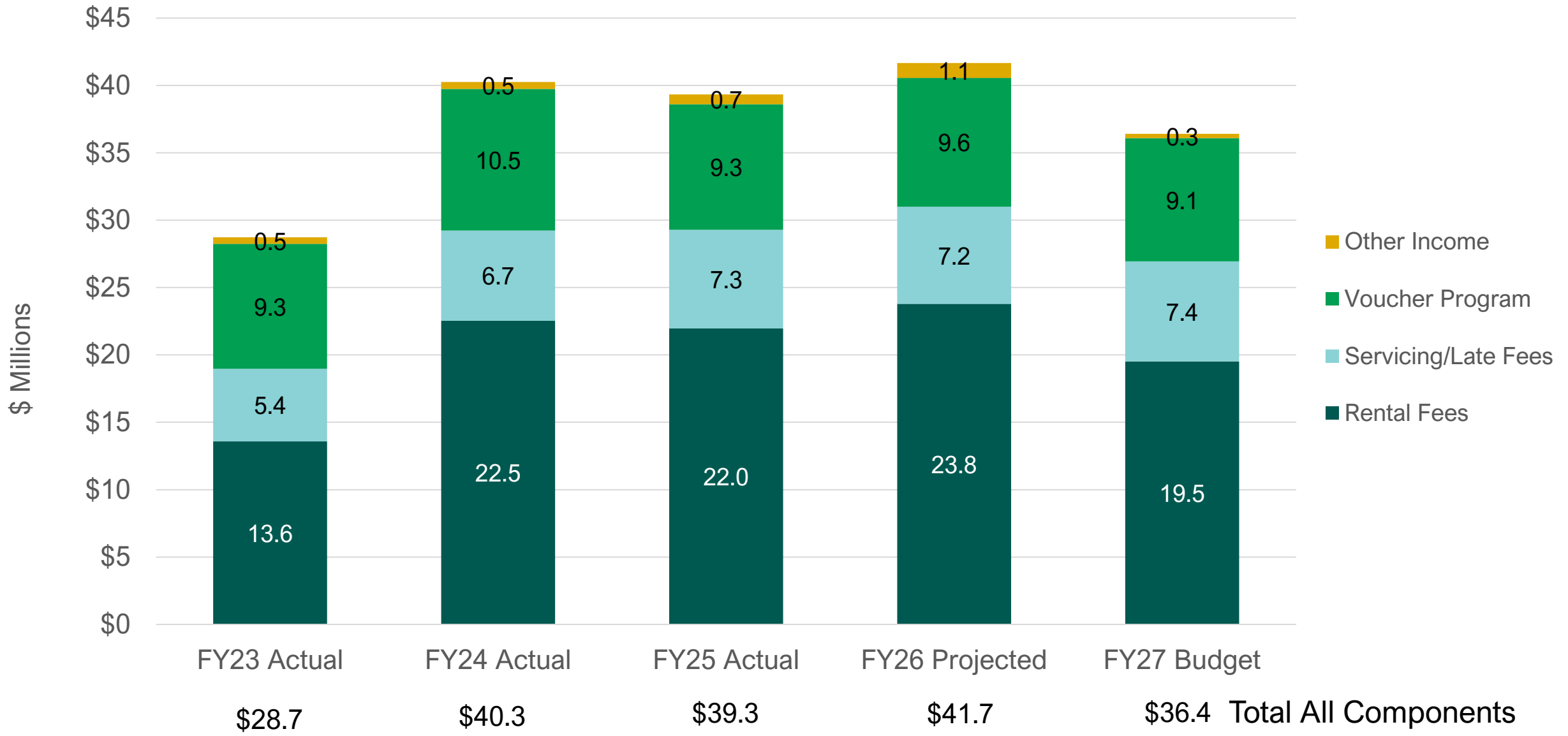


Investment Income

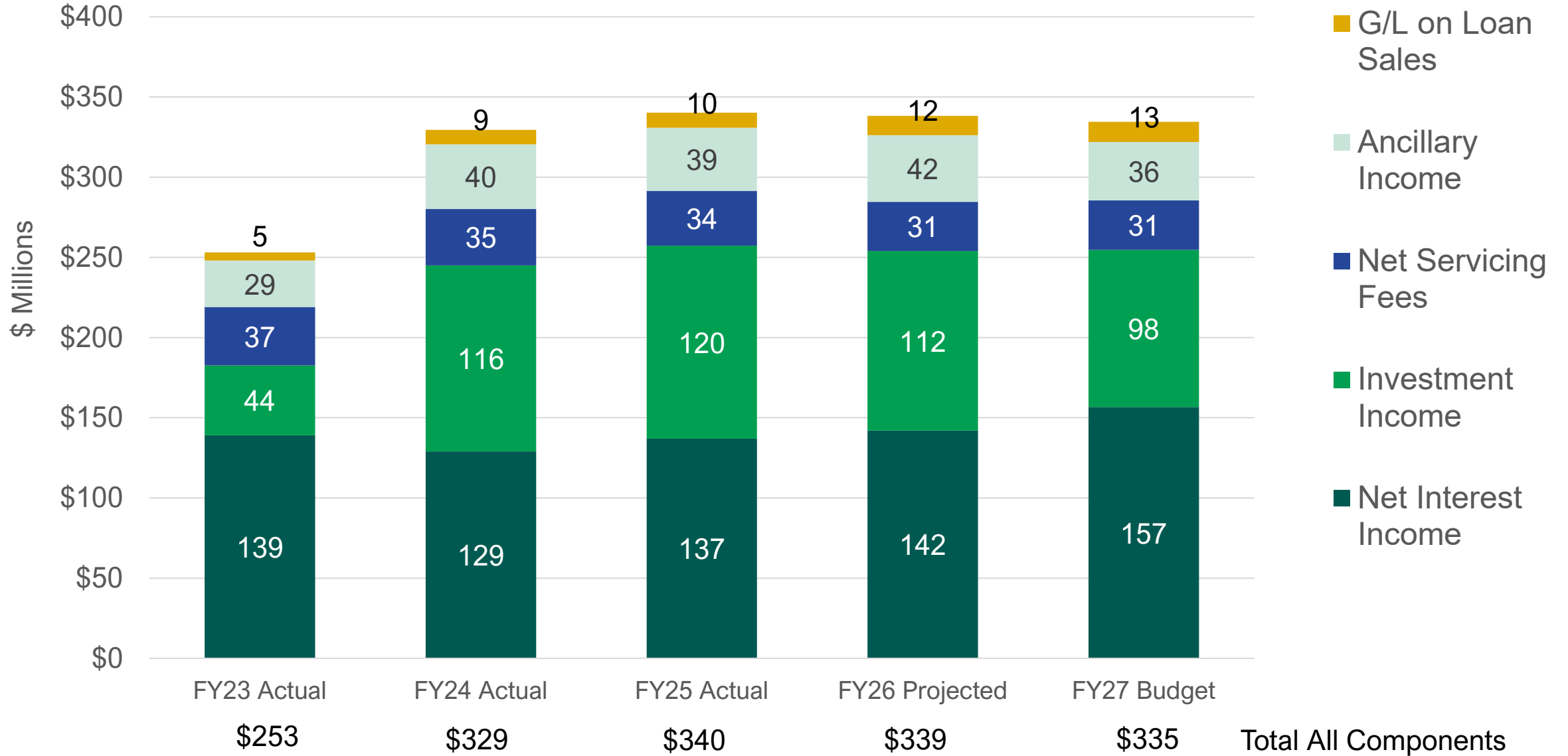


* FY23 Income is without the realized loss on Mortgage-Backed Security (MBS) sale

Ancillary Fee Income



Total Net Revenues



Total Inflows (Revenue)

	FY23 Actual	FY24 Actual	FY25 Actual	FY26 Projected	FY27 Budget
Interest and Investments					
Interest income	305,126,431	340,234,022	422,191,167	485,517,827	587,583,348
Investment Income	43,462,563	115,622,524	120,383,715	112,079,023	97,986,955
Net GNMA/FNMA Servicing Income	36,546,493	35,342,035	34,101,058	30,606,663	30,854,893
less: Interest Expense on Bonds & Notes	165,978,940	211,115,214	285,379,241	343,549,614	430,781,761
Net Interest Margin	219,156,547	280,083,367	291,296,699	284,653,898	285,643,435
G/L on SF Mortgage Loan Sales	5,101,992	8,959,056	9,542,314	12,510,719	12,575,000
Ancillary Fees	28,727,186	40,252,210	39,332,525	41,665,237	36,411,696
Total Inflows (Net Revenue)	252,985,724	329,294,633	340,171,539	338,829,854	334,630,131

Outflows (Expenses) from Virginia Housing

Virginia Housing

MSR, Loan
Acq, &
Pooling

Other
Programmatic

Staffing

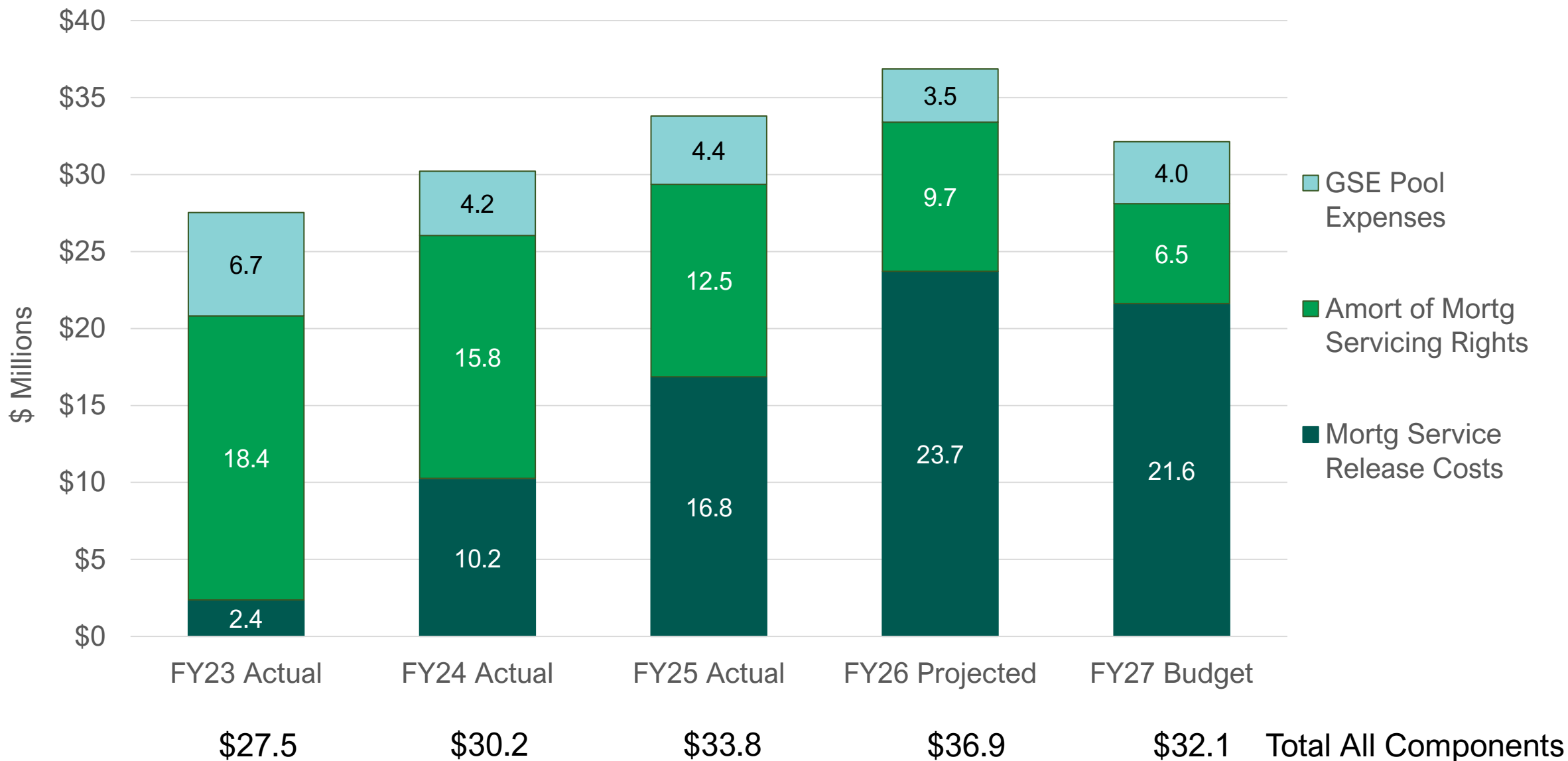
Other
Admin

REACH
Virginia
Grants

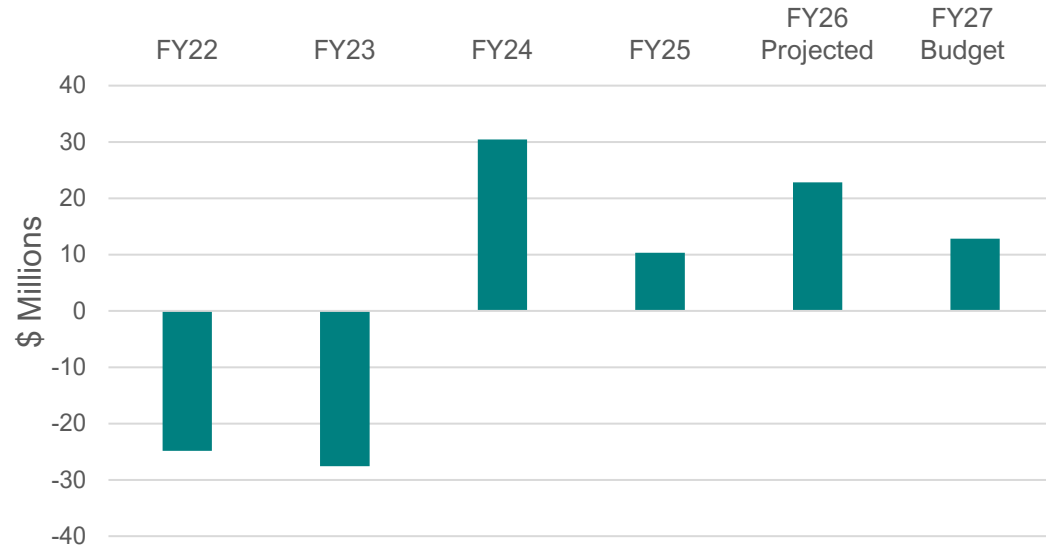
Programmatic Expenses

Administrative Expenses

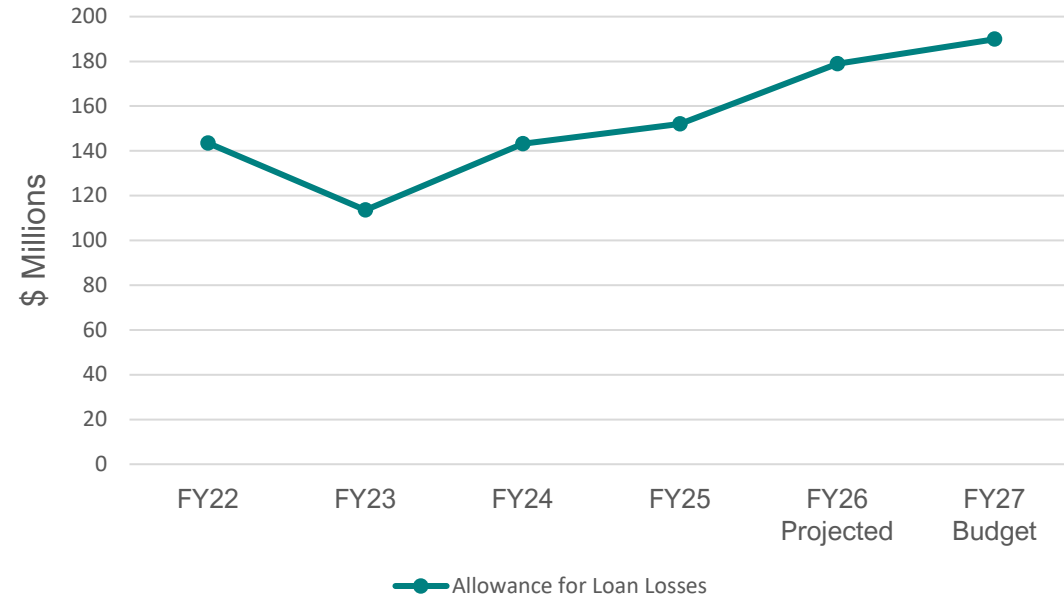
MSR, Loan Acquisitions, Pooling Expense



Annual Change in the Provision for Loan Losses

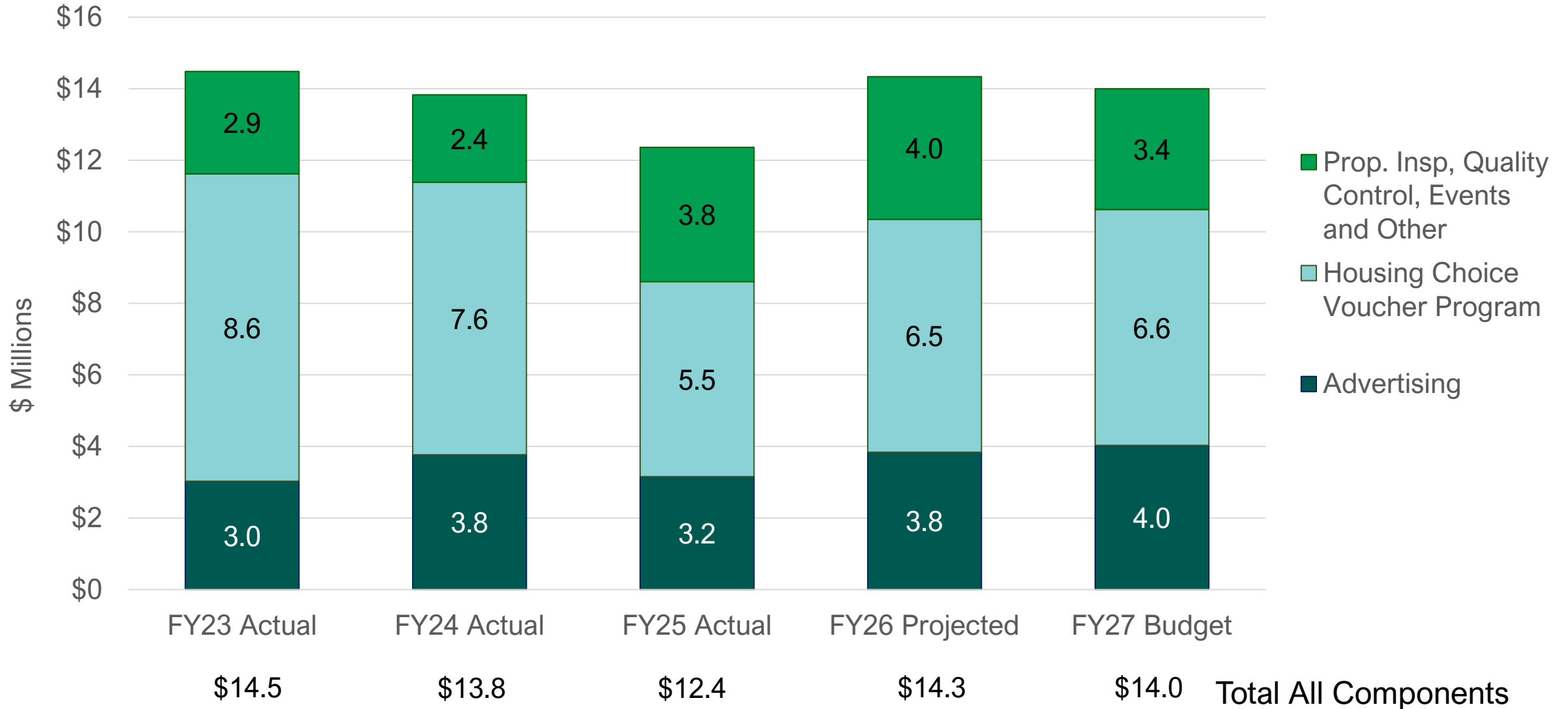


Allowance for Loan Losses



	FY 22	FY 23	FY24	FY25	FY26 Projected	FY27 Budget
Total VH-Owned Mortgage Loan	6,777,286,548	7,081,638,957	8,132,813,280	9,359,822,525	10,901,221,918	12,110,409,808
Allowance for Loan Loss	143,455,103	113,557,568	143,123,378	152,080,775	178,901,495	189,883,759
Provision for Loan Losses	(24,848,756)	(27,588,743)	30,464,700	10,316,413	22,797,602	12,829,000
Allowance Percentage	2.1%	1.6%	1.8%	1.6%	1.6%	1.6%

Program and Partners Expenses

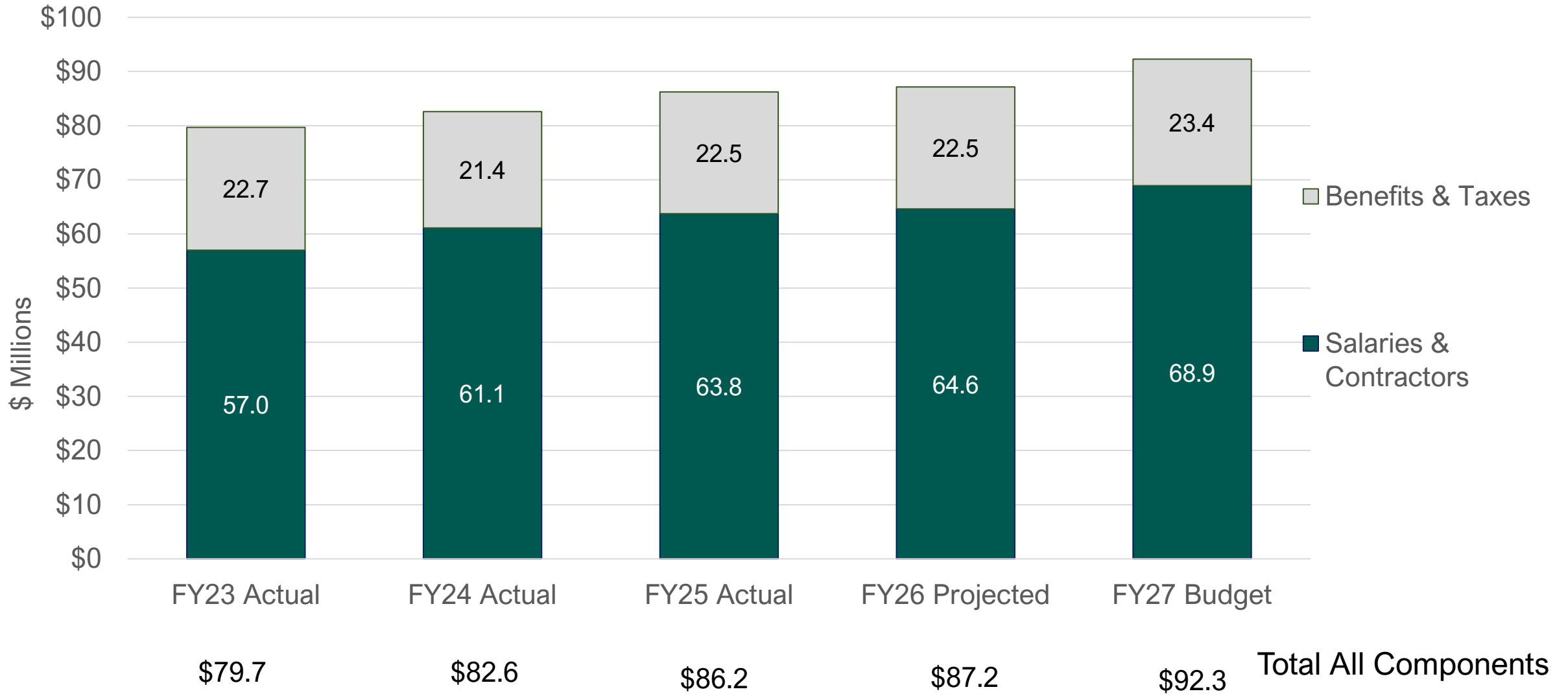


Total Programmatic Expenses

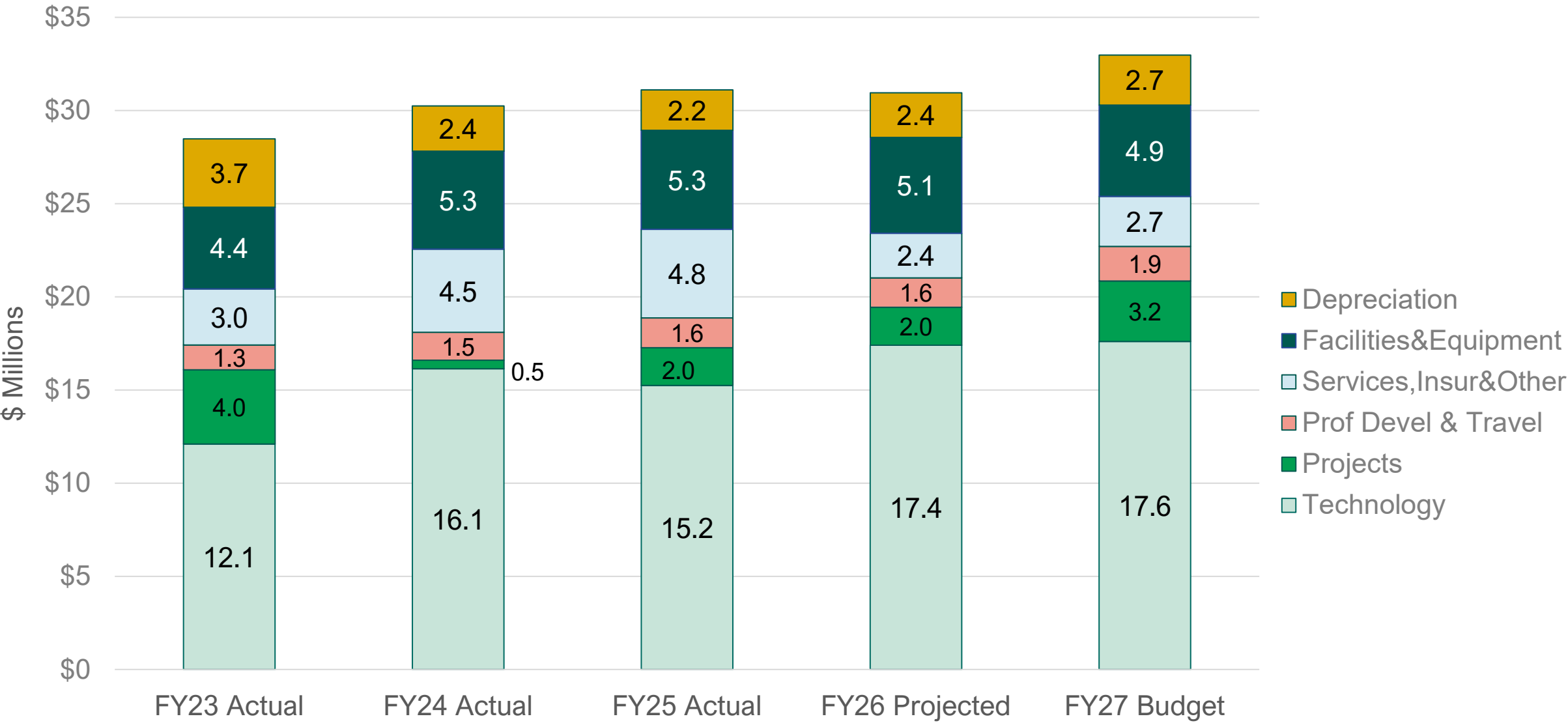
	FY23 Actual	FY24 Actual	FY25 Actual	FY26 Projected	FY27 Budget
MSR Amort, Loan Acq & Pooling	27,531,011	30,219,254	33,800,617	36,865,333	32,129,512
Loan Loss Provision & Expense	(27,588,743)	30,464,700	10,316,413	22,797,602	12,829,000
Financing (Cost of Issuance)	3,563,345	11,240,558	11,285,034	10,923,629	9,733,470
Programs & Partners	14,485,185	13,831,834	12,360,469	14,339,190	13,774,732
Total Programmatic Expenses	17,990,798	85,756,346	67,762,533	84,925,754	68,466,714



Staffing



Other Administrative Costs

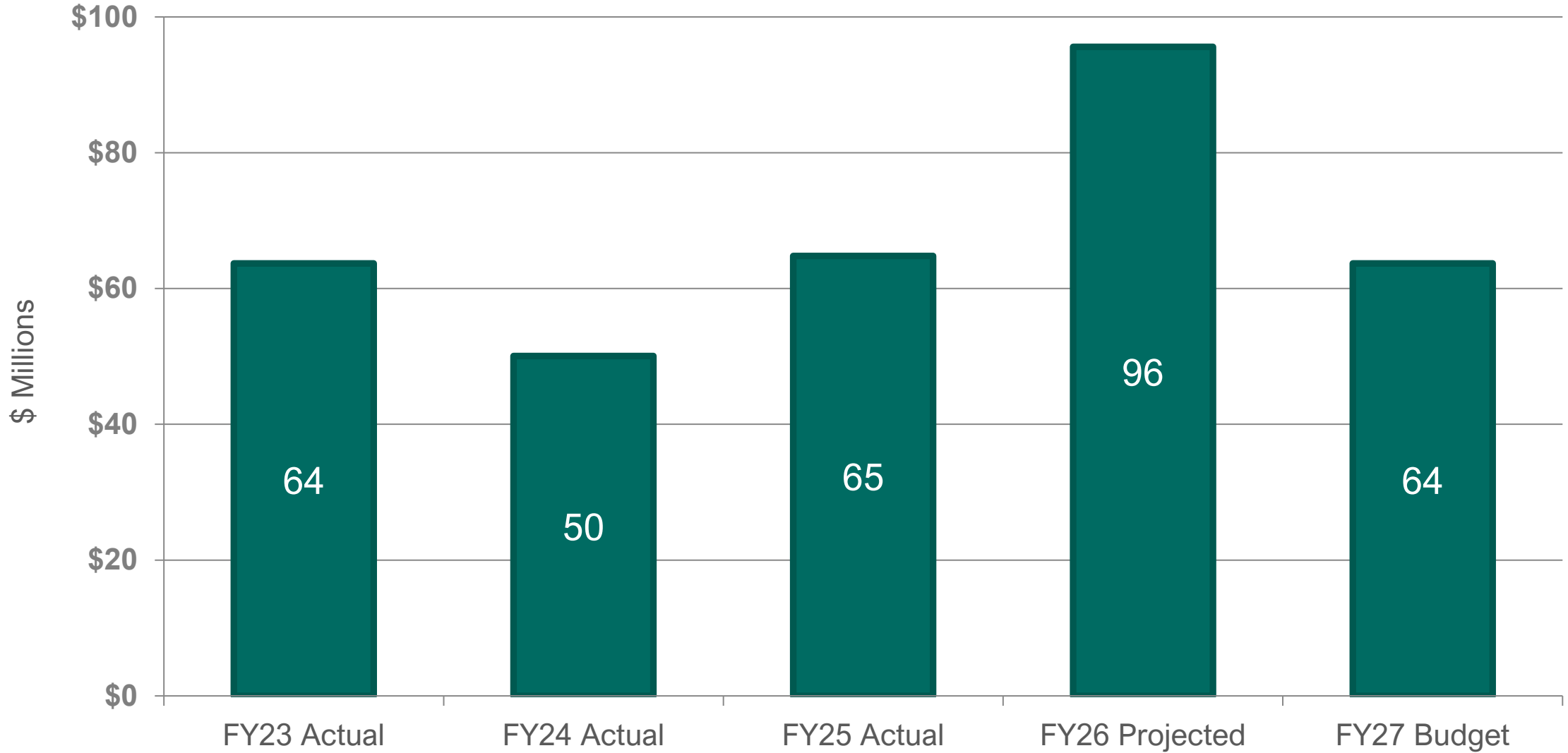


\$28.2 \$29.3 \$30.8 \$34.0 \$36.3 Total All Components

Total Administrative Expenses

	FY23 Actual	FY24 Actual	FY25 Actual	FY26 Projected	FY27 Budget
Staffing Costs	79,692,934	82,569,753	86,222,400	87,155,849	92,264,141
Facilities & Equipment	4,385,878	5,253,568	5,308,902	5,143,525	4,900,912
Project Expense	3,982,385	463,484	2,026,901	2,036,092	3,243,511
Technology	12,098,175	16,137,848	15,240,364	17,403,237	17,602,380
Professional Development & Business Travel	1,332,934	1,490,207	1,600,252	1,579,396	1,854,584
Services, Insurance & Other	2,676,644	3,501,051	4,443,175	5,461,757	5,991,053
Depreciation	3,674,026	2,437,178	2,169,951	2,395,444	2,687,034
Total Administrative Expenses	107,842,976	111,853,089	117,011,945	121,175,300	128,543,615

REACH *Virginia* Grant Expense



REACH *Virginia* Grant Disbursements

REACH *Virginia* Grant Components

REACH Category	Disbursements from earlier Commitments	Disbursements from FY25 Commitments	Disbursements from FY26 Commitments	Disbursements from FY27 Commitments	Total Budgeted REACH FY27 Disbursements
Homeownership	\$0	\$0	\$2,500,000	\$18,500,000	\$21,000,000
Rental	\$0	\$0	\$0	\$2,497,500	\$2,497,500
Community Outreach	\$1,833,318	\$8,433,602	\$8,079,730	\$14,870,000	\$33,216,650
Amazon Impact	\$1,985,000	\$0	\$0	\$0	\$1,985,000
Planning District Commission	\$1,000,000	\$0	\$0	\$0	\$1,000,000
Public Housing	\$0	\$4,000,000	\$0	\$0	\$4,000,000
Total FY27 Budget	\$4,818,318	\$12,433,602	\$10,579,730	\$35,867,500	\$63,699,150

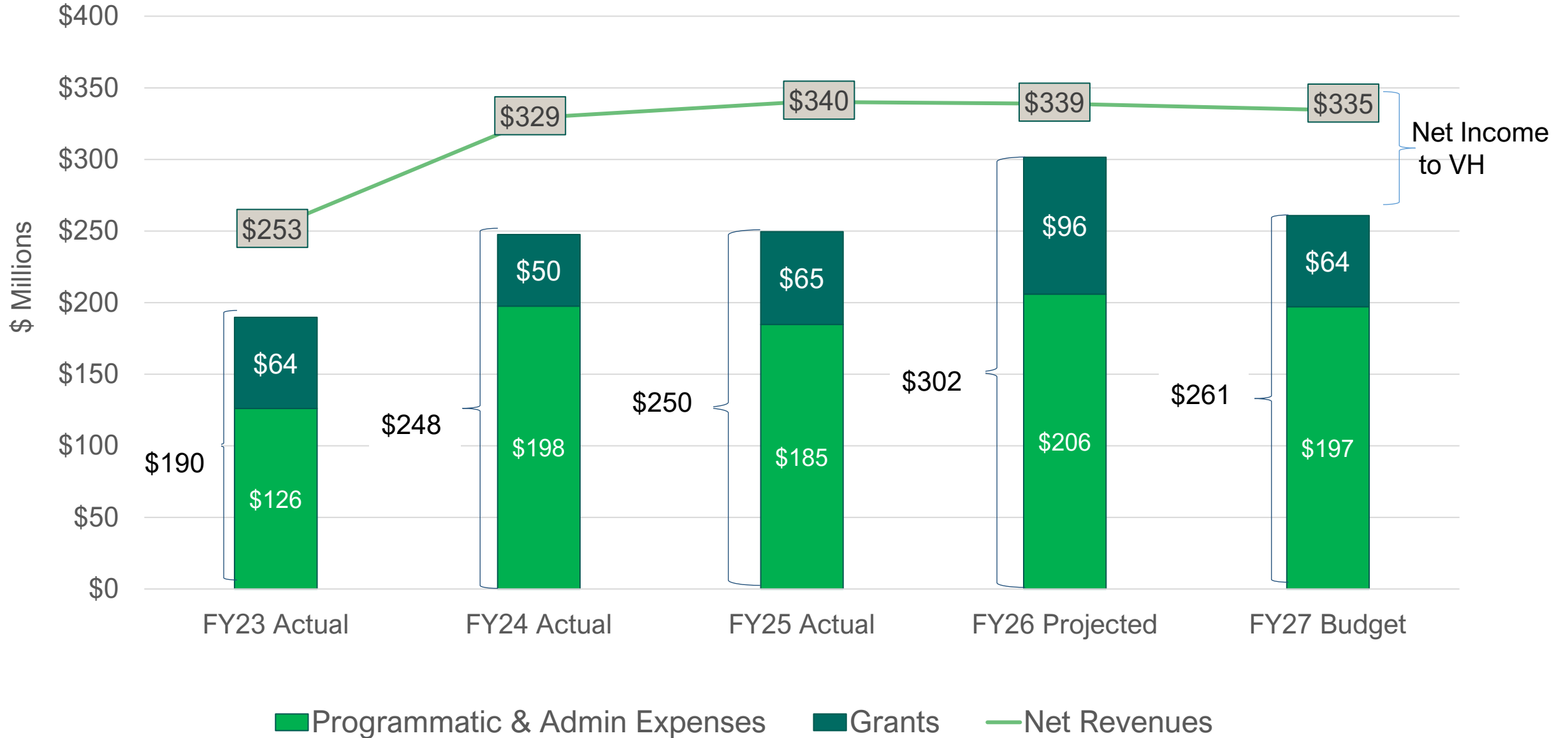
Total Outflows of Expenses & Grants

	FY23 Actual	FY24 Actual	FY25 Actual	FY26 Projected	FY27 Budget
Total Programmatic Expenses	17,990,798	85,756,345	67,762,533	84,925,754	68,466,714
Total Administrative Expenses	107,842,976	111,853,088	117,011,945	121,175,300	128,543,615
Total Expenses	125,833,774	197,609,433	184,774,478	206,101,054	197,010,329
Grant Disbursements	63,696,631	50,056,556	64,784,759	95,578,495	63,699,150
Total Outflows	189,530,405	247,665,989	249,559,237	301,679,549	260,709,479

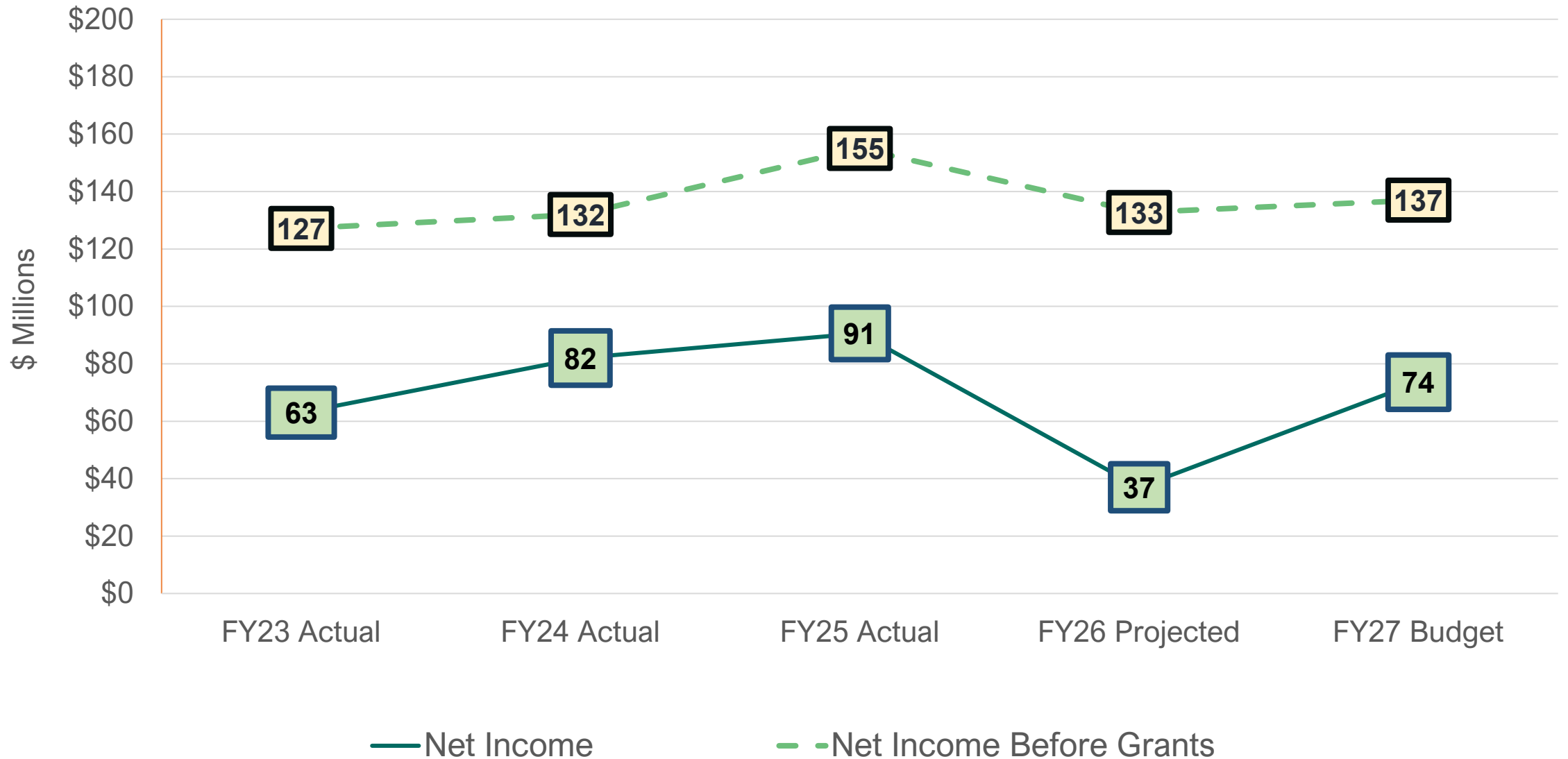
Bottom Line

- Bottom Line Analysis
- Excess Revenue Visual
- Fixed Assets
- Proposed Budget Snapshot

Excess Revenues Visual



Bottom Line Analysis



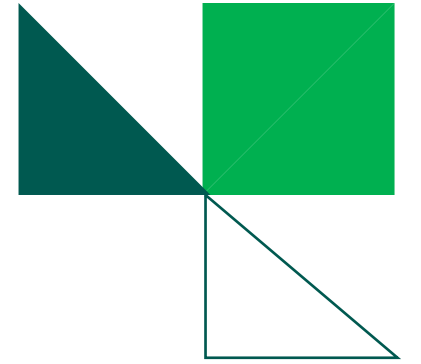
Fixed Assets

		FY27 Budget
Headquarters		
Front doorway replacement	\$200,000	
2 new vehicles	\$90,000	
Parking deck pole replacement	\$14,000	\$390,000
Technology Services		
200 Laptops + 4 iPad Pros	\$266,176	
4 UPS for VHC data center	\$20,000	\$286,176
Projects PMO		
HQ Campus Project	\$9,000,000	
Parking Garage	\$4,000,000	\$13,000,000
Total Budget		<u><u>\$13,676,176</u></u>

Proposed Budget Snapshot

	FY23 Actual	FY24 Actual	FY25 Actual	FY26 Projected	FY27 Budget
Interest and Investments					
Interest Income	305,126,431	340,234,022	422,191,167	485,517,827	587,583,348
Investment Income	43,462,563	115,622,524	120,383,715	112,079,023	97,986,955
Net GNMA/FNMA Servicing Fees	36,546,493	35,342,035	34,101,058	30,606,663	30,854,893
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G/L on SF Mortgage Loan Sales	5,101,992	8,959,056	9,542,314	12,510,719	12,575,000
Ancillary Fees	28,727,186	40,252,210	39,332,525	41,665,237	36,411,696
Total Revenue	252,985,724	329,294,633	340,171,539	338,829,854	334,630,131
Programmatic Expenses	17,990,798	85,756,345	67,762,533	84,925,754	68,466,714
Administrative Expenses	107,842,976	111,853,088	117,011,945	121,175,300	128,543,615
Total Expenses	125,833,774	197,609,433	184,774,478	206,101,054	197,010,330
Excess Revenues Before Grants	127,151,950	131,685,200	155,397,061	132,728,800	137,619,801
Grant Disbursements	63,696,631	50,056,556	64,784,759	95,578,495	63,699,150
Excess Revenues After Grants	63,455,319	81,628,642	90,612,302	37,150,305	73,920,651

**THANK
YOU**



Proposed Budget

	FY25 Actual	FY26 Projected	FY27 Budget
Interest and Investments			
Interest Income	422,191,167	485,517,827	587,583,348
Investment Income	120,383,715	112,079,023	97,986,955
Net GNMA/FNMA Servicing Fees	34,101,058	30,606,663	30,854,893
less: Interest Expense on Bonds & Notes	285,379,241	343,549,614	430,781,761
Net Interest Margin	291,296,699	284,653,898	285,643,435
G/L on SF Mortgage Loan Sales	9,542,314	12,510,719	12,575,000
Ancillary Fees	39,332,525	41,665,237	36,411,696
Total Net Revenues	340,171,539	338,829,854	334,630,131
MSR Amort, Loan Acq & Pooling	33,800,617	36,865,333	32,129,512
Loan Loss Provision & Expenses	10,316,413	22,797,602	12,829,000
Financing (Cost of Issuance)	11,285,034	10,923,629	9,733,470
Programs & Partners	12,360,469	14,339,190	13,774,732
Programmatic Expenses	67,762,533	84,925,754	68,466,714
Staffing Costs	86,222,400	87,155,849	92,264,141
Facilities & Equipment	5,308,902	5,143,525	4,900,912
Project Expense	2,026,901	2,036,092	3,243,511
Technology Expense	15,240,364	17,403,237	17,602,380
Prof Development & Business Travel	1,600,252	1,579,396	1,854,584
Services, Insurance & Other	4,443,175	5,461,757	5,991,053
Depreciation	2,169,951	2,395,444	2,687,034
Administrative Expenses	117,011,945	121,175,300	128,543,615
Total Expenses	184,774,478	206,101,054	197,010,330
Excess Revenues Before Grants	155,397,061	132,728,800	137,619,801
Grant Disbursements	64,784,759	95,578,495	63,699,150
Excess Revenues After Grants	90,612,302	37,150,305	73,920,651

Thank You

