

Exhibit H:

**Annual Outreach Narrative Reporting Template**

FREDDIE MAC

RURAL HOUSING

2018

OUTREACH

**ACTIVITY:***Activity 2 – High-Needs Rural Populations; Regulatory Activity.***OBJECTIVE:***Objective B: Increase Technical Expertise in Indian Areas.***ACTIONS:**

*Freddie Mac exceeded our goals for increasing technical expertise in Indian areas, applying resources and assistance to gain insight into barriers and opportunities, as well as going beyond understanding to initiating technical assistance to help tribes, Native organizations, lenders and tribal members provide homeownership opportunities. We exceeded the plan by engaging with more stakeholders, attending more conferences to better understand market needs and challenges, and developing partnerships to bring technical assistance to Indian areas. We initiated three significant partnerships to bring technical expertise to Indian areas. Our actions to increase technical expertise and build capacity laid the foundation for increasing homeownership opportunities among Native Americans and expanded tribal organizations' capabilities to provide direction on community development for homeownership, title processing, lending on trust lands, and successful homeownership.*

**2018 highlights:**

- *We engaged with stakeholders, including tribal leaders, tribal housing counselors, lenders and tribal members, to identify knowledge gaps and opportunities to increase technical expertise on the intricacies of promoting homeownership in Indian areas. These discussions led to greater insight into the opportunities and barriers for Native Americans and engagement on partnerships to expand technical expertise to assist Native Americans.*
- *We established a partnership with Enterprise Community Partners (Enterprise) to provide direct support and technical assistance to tribal leaders through the development of a curriculum for tribal leaders and Native organizations based on the Tribal Leaders Handbook on Homeownership.*
- *We engaged Credit Builders Alliance (CBA) and partnered to expand CBA's capacity to develop rent-reporting models and train Native organizations' staff.*
- *We formed an advisory relationship with South Dakota Coalition to conduct a needs assessment to evaluate opportunities and barriers around providing homeownership opportunities and mortgage financing on trust land.*
- *The outreach we conducted with three Native American organizations resulted in feedback that has informed our plan to design a process where we will be able to identify properties in federally declared Indian areas to Native Americans.*
- *We participated in quarterly calls with the Center for Indian Country Development (CICD) and informed the CICD Secondary Market subcommittee on how to become an approved Freddie Mac Seller/Servicer and how the secondary mortgage market works.*

Activity	2018 Actions
<p>1. Evaluate and assess barriers to lending through three lenders, non-profits or governmental entities. Findings will be submitted in a report to FHFA.</p>	<ul style="list-style-type: none"> <li>● Met with representatives of the South Dakota Native Homeownership Coalition (South Dakota Coalition), Seven Sisters Community Development Group, National American Indian Housing Council (NAIHC), National Congress of American Indians, Enterprise Community Partners (Enterprise), Native Community Finance, and First Nations Oweesta (Oweesta) to increase our understanding of titling challenges, lending on trust land, and homebuyer readiness. Many of these engagements have led to initiatives to provide technical assistance in Indian country.               <ul style="list-style-type: none"> <li>○ Enterprise Partnership – to develop curriculum for technical assistance for tribes and Native organizations to increase awareness, develop processes and provide best practices to increase homeownership in Indian areas. The Native American Learning Communities Curriculum will cover assessing tribal needs, preparing borrowers for homeownership, community development strategies for tribes, trust land challenges, titling process, manufactured housing and various best practices to assist Native organizations and lenders. A demonstration of the curriculum will roll out at the 2019 NAIHC annual conference. In addition, we will be assessing and evaluating eight tribes to determine the tribes’ level of need and engaging two tribes on the curriculum in 2019.</li> <li>○ CBA Partnership – to develop a rent-reporting model and train Native organizations’ staff to assist tenants build credit. They will engage and train five Tribally Designated Housing Entities (TDHE) or Tribal Housing departments to educate tenants on the benefits and requirements of rent reporting, set-up rent reporting systems and support monthly reporting to credit bureaus to increase credit building for very low-, low- and moderate-income individuals in Indian areas.</li> <li>○ South Dakota Coalition partnership – to develop surveys for Native organizations to understand the barriers and opportunities of lending on trust land and development of best practices to assist other tribes in providing homeownership opportunities. This initiative includes developing a survey for housing practitioners (tribes, TDHEs and Native non-profits) and another for lenders, analyzing the data gathered to identify opportunities, barriers and capacity building needs. In addition, South Dakota Coalition will develop four best-practice model concepts to assist tribes in planning to provide homeownership opportunities including: barriers for residential construction professionals including appraisers, inspectors and contractors; steps to the lending process on trust land; community development process for homeownership; and successful risk mitigation strategies for foreclosure prevention methods. The South Dakota Coalition will publish the best practices on its website in 2019 to promote homeownership opportunities for other tribes.</li> </ul> </li> <li>● We provided our assessment to FHFA outlining our findings, action plan and next steps.</li> </ul>
<p>2. Conduct bi-annual outreach to two market participants to inform development of mechanisms to better track conventional mortgage purchase volume.</p>	<ul style="list-style-type: none"> <li>● Conducted outreach with two Community Development Financial Institutions (CDFIs) and one non-profit with a coalition of 75 representatives including tribes, federal and state agencies, tribally designated housing entities, housing developers, lenders, and CDFIs, to understand how they identify that a Native American is using a particular lending product.</li> <li>● Attended and participated in nine Native-American conferences or convenings to gain a greater understanding of mechanisms for tracking conventional loan volume among Native Americans in Indian areas.</li> </ul>
<p>3. Participate in quarterly meetings of the CICD, including the CICD Secondary Market and Lending Products subcommittees.</p>	<ul style="list-style-type: none"> <li>● Participated quarterly in CICD meetings to further our understanding of the barriers and opportunities in Indian country.</li> <li>● Created opportunities to assist the subcommittees by providing background on our activities in this market, information on how to become a Freddie Mac Seller/Servicer and other secondary market information.</li> </ul>

**SELF-ASSESSMENT RATING OF PROGRESS:**

Select the category that best describes progress on this objective for the year.

- Objective met
- Objective exceeded
- Objective partially completed:
- 75-99% (substantial amount)
- 50-74% (limited amount)
- 25-49% (minimal amount)
- 1-24% (less than a minimal amount)
- No milestones achieved

**PARTIAL CREDIT JUSTIFICATION:**

If the self-assessment above indicated that the objective was partially completed, briefly explain the basis for the share of the objective that was completed. In the explanation, include a discussion of the level of effort expended for the completed actions compared to the level of effort required to complete the entire objective.

(Character limit: 3,000 characters, including spaces)

**IMPACT:**

Provide a self-assessment of the level of impact that actions under the objective have accomplished.

- 50 – Substantial Impact
- 40
- 30 – Meaningful Impact
- 20
- 10 – Minimal Impact
- 0 – No Impact

**IMPACT EXPLANATION:**

Answer the following questions.

1. How and to what extent were actions under this objective impactful in addressing underserved market needs or laying the foundation for future impact in addressing underserved market needs? (Character limit: 3,000 characters, including spaces)

*Our actions laid the groundwork for support in the coming years to create sustainable, affordable homeownership among Native Americans in Indian areas. We formed critical alliances with organizations familiar with the intricacies of tribal lending, such as non-profits, CDFIs, tribal housing authorities, and lenders, to build capacity and expand knowledge, skills, and core competencies on technical assistance.*

*Specifically:*

- *Our outreach activities showed our commitment to becoming a leader in the market. We engaged a diverse group of stakeholders to increase our understanding of the market, pursued differentiated initiatives, and explored ideas for collaboration to bolster support for homeownership opportunities for Native Americans in Indian Areas. In addition, we learned how organizations identify Native Americans participating in lending programs, which will aid in our development of a mechanism for tracking loan purchase volume.*
- *Our efforts with Enterprise and the South Dakota Coalition provided innovative ideas and resources for supporting technical expertise and expanding the variety of platforms for delivering technical assistance. The South Dakota partnership will survey*

housing providers to gain a deeper understanding of the challenges in providing homeownership in Indian areas and produce four best practices to showcase success stories and lessons learned. This will provide a roadmap for other tribes. The Enterprise partnership will deliver a curriculum for tribal leaders and Native organizations to educate tribes on the mortgage lending process on trust land and address challenges around items such as titling. These partnerships will also help us understand challenges to lending on tribal lands, which is necessary for us to support the market.

- Our efforts with CBA will provide resources and technical assistance to Native organizations on credit building and rent reporting, which will increase the pool of mortgage-ready homebuyers.

Technical assistance and capacity building empower tribal governments, lenders, housing authorities, and tribal members. Investing resources to strengthen tribes understanding, provide the tools to expedite homeownership opportunities and increase the number of mortgage-ready Native Americans in Indian areas.

2. Optional: How do actions under this objective support future actions detailed in the Plan for the underserved market? If there have been any changes in the planned next steps or timeline for work under or related to this objective, describe the changes and provide a brief explanation. (Character limit: 1,500 characters, including spaces)

We made deliberate efforts to develop robust relationships to assess the opportunities and barriers to lending in Indian areas. We will collaborate with our partners to develop best-practice models for sharing and identifying opportunities to provide technical assistance to tribal leaders, lenders, and other tribal organizations. To build capacity at the tribal level, we will continue to work with community stewards to offer resources to help make lending on tribal lands more efficient. By understanding the barriers and opportunities and providing technical assistance, Native organizations will increase their understanding of the steps to homeownership, streamline their community-development, lending, and titling processes, and collaborate with other tribes to become more economically sustainable and autonomous. There is no change to the next steps or timeframe.

3. Optional: Are there any market factors that adversely impacted the actions under this objective? If so, describe. (Character limit: 3,000 characters, including spaces)

Unique legal and titling complexities in Indian areas challenge the housing industry's ability to support homeownership opportunities. Few financing options are available, and data that would inform development of products is insufficiently and inconsistently tracked. In addition, non-profit housing counseling agencies often lack the capacity and resources to provide the needed level of support. Also, the remoteness of Indian areas and distances between tribes make it difficult to share best practices.

Moreover, the market challenges around titling, lack of financial institutions, resources to support the market, awareness of available educational resources and the identification of the Native American borrower and the land as trust land are factors that could adversely impact our actions and/or slow the progress of the initiatives.

Several economic and market factors adversely impact support for Native-American homeownership, including, low and stagnant wages, rising interest rates, short supply of affordable housing, tightening of federal budgets and regulation. Many Indian areas experience extreme levels of poverty, with limited access to skilled jobs and opportunities for gainful employment. Facing low wage growth, less earning potential, and rising inflation rates, Native Americans have less power to achieve homeownership. Native Americans' reliance on federal policies to support socio-economic programs also makes them vulnerable to effects of appropriations cuts or interruptions and market downturns.

4. Optional: How did the actions under this objective contribute to increased or future loan purchases for the underserved market? (Character limit: 1,500 characters, including spaces)

Our activities increased access to technical assistance for housing professionals supporting Native American communities, providing guidance and resources to expand their reach and to help identify ways to make the lending process more efficient. As a result, they have the means to help put more Native Americans on the path toward homeownership and widen the pool of mortgage-ready borrowers. In addition, some of these activities will inform our decisions as we explore the possibility of providing a conventional product to Native Americans in Indian areas and develop a mechanism to track Native Americans purchasing in Indian areas.

Exhibit D:  
**Second Quarter Outreach Narrative Reporting Template**

FREDDIE MAC

RURAL HOUSING

Q2: JANUARY 2018 – JUNE 2018

OUTREACH

**ACTIVITY:**

*Activity 2 – High-Needs Rural Populations: Regulatory Activity.*

**OBJECTIVE:**

*Objective B: Increase Technical Expertise in Indian Areas.*

**ACTIONS:**

*During the first half of the year, Freddie Mac met with the South Dakota Coalition, Seven Sisters Community Development Group, National American Indian Housing Council and Enterprise Community Partners to better understand the barriers to lending and to strategize on opportunities for Freddie Mac to provide support for technical assistance. Freddie Mac also conducted strategic meetings with the Native Community Finance and First Nations Oweesta to determine how other mortgage programs identify a member of a federally recognized Indian tribe in an Indian area.*

*Freddie Mac also participated in four quarterly calls with the Center for Indian Country Development (CICD)– Native American Coalition group, including three Capital and Secondary Market sub-committee meetings and one Lending Products sub-committee meetings. We provided the Capital and Secondary Market sub-committees with information on becoming an approved Freddie Mac Seller/Service to aid them in their understanding of the secondary market. Freddie Mac also engaged and initiated a partnership with Enterprise Community Partners (Enterprise) to assist their efforts in providing technical assistance on mortgage lending to Native American Tribes. In 2018, Enterprise produced a book for Native American tribal leaders that provides solutions to the barriers of providing homeownership on tribal land. We finalized discussions with Enterprise to partner on providing outreach and developing a curriculum to provide technical assistance to the tribes based on the information and case study examples provided in the book. Through our partnership, Enterprise will begin to roll out training, and evaluate and revise the training as needed to meet the needs of the Native American tribes in 2019.*

*During the third and fourth quarter, Freddie Mac will continue to meet with strategic stakeholders in Indian country and continue our outreach.*

Activity	Action Reference; Activity 2; Objective B	Status
Understand barriers to lending through three lenders, non-profits or governmental entities	Action 1	<i>Completed.</i> <ul style="list-style-type: none"> <li>• Outreach conducted with:               <ul style="list-style-type: none"> <li>▪ South Dakota Coalition (non-profit) –</li> <li>▪ Seven Sisters Community Development Group (non-profit)</li> <li>▪ Enterprise Community Partners (non-profit)</li> </ul> </li> </ul>
Bi-Annual Outreach to two market participants to track volume	Action 2	<i>Completed.</i> <ul style="list-style-type: none"> <li>• Outreach conducted with:               <ul style="list-style-type: none"> <li>▪ Native Community Finance (CDFI)</li> <li>▪ First Nations Oweesta (CDFI)</li> </ul> </li> </ul>
Participate in quarterly meetings of the CICD, including the CICD secondary market and lending products subcommittees	Action 3	<i>In Progress.</i> <ul style="list-style-type: none"> <li>• We have participated in the following CICD meetings:               <ul style="list-style-type: none"> <li>▪ Quarter 1 - Three Secondary Market sub-committee meeting</li> <li>▪ Quarter 2 – One Lending products sub-committee meeting</li> </ul> </li> </ul>

**SELF-ASSESSMENT RATING OF PROGRESS:**

*Select the category that best describes progress on this objective for the reporting period.*

- On-target to meet or exceed the objective
- Progress delayed and/or partial completion of the objective expected
- Unlikely to achieve any milestones of the objective

**ADDITIONAL INFORMATION (IF APPLICABLE):**

*If the Enterprise is not on target to meet or exceed the objective, briefly explain why. (Character limit: 1,000 characters, including spaces)*