Revenues and Expenses for the Massachusetts Housing Finance Agency and Affiliates Proposed Budget For FY 2023 Exhibit 1 (in millions)

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					_	
		/ 2023		FY 2022	Budget to	Budget to
		udget		Budget	Budget	Budget
	_	Total		Total	\$ Change	% Change
DEVENUES						
REVENUES New Lending						
	\$	10 (22	\$	20.661	\$ (2,038	-9.9%
Transaction & Underwriting Fees Premiums on Loans Sold	Ş	18,623 4,543	Ş	20,661 6,275		·
		-		-	(1,732	·
Warehousing/Construction Notes, net		1,329		974	355	
Fees - Other (AHTF, ARPA, Other)		1,650		300	1,350	
Total New Lending Income		26,145		28,210	(2,065	-7.3%
Servicing						
Override/Servicing Fee Income		36,807		37,422	(615	-1.6%
GNMA/FFB Servicing Fee Income		9,993		8,364	1,629	19.5%
Fees - Other		420		442	(22	-5.0%
Total Servicing Income		47,220		46,228	992	2.1%
Spread		,		-,		
Bond Program Net Interest Spread		27,632		29,849	(2,217	7) -7.4%
WCF Net Interest Spread		8,553		8,029	524	
Risk Share Fee Income		2,794		3,284	(490	
		1,500		750	750	
Loan Prepayment Fees						
Total Spread		40,479		41,912	(1,433	-3.4%
Investment Earnings, Grant Income, Other						
Investment Earnings		5,963		2,621	3,342	127.5%
Grant Income		6,622		-	6,622	-
Other Income		605		191	414	216.8%
Total Investment Earnings, Grant Income, Other		13,190		2,812	10,378	369.1%
Total Operating Revenues	\$	127,034	\$	119,162	\$ 7,872	6.6%
DIDECT EVDENCES						
DIRECT EXPENSES Administrative Expenses						
Administrative Expenses	Ś	(38,104)	۲	(35,716)	ć /2.200	6.7%
Personnel	Ş					
Pension & OPEB		(2,428)		(2,800)		
Other Payroll Added Costs		(6,505)		(6,313)		-
Professional Services		(6,663)		(6,717)		
Information Technology		(11,206)		(9,183)		-
Leased Office Space		(5,284)		(5,218)	-	
Operating Costs		(5,367)		(4,416)		
Grant Expenditures		(24,523)		(20,700)		
Insurance Claims		(575)		(1,594)	1,019	-63.9%
Total Direct Expenses	\$	(100,654)	\$	(92,657)	\$ (7,997	8.6%
Investment in Euture Income						
Investment in Future Income	ے ا	(4.350)	۲	(C = 75)	ر د ع	33.00/
Servicing Rights Purchased	\$	(4,350)		(6,575)		
Costs of Issuance		(6,855)		(5,680)	(1,175	20.7%
Total Investment in Future Income	\$	(11,205)	\$	(12,255)	\$ 1,050	-8.57%
				•		
NET INCOME	\$	15,175	\$	14,250	\$ 925	6.5%

Revenues and Expenses for the Massachusetts Housing Finance Agency and Affiliates by Business Line Proposed Budget For FY 2023 Exhibit 2 (in millions)

REVENUES New Lending Transaction & Underwriting Fees S. 839 \$13,310 \$4,474 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$							_					1					Г
BEVENUES New Lending Section											Ι.	TV 2022		EV 2022			Decide
REVENUES																_	Budget to
New Lending Transaction B Underwriting Fees \$.839 \$.13,310 \$.4,474 \$.5 \$.5 \$.18,623 \$.20,661 \$.(2,038) \$.70 \$.00 \$0 \$.00 \$									_			-		•		•	Budget
New Lending Section			НО		MF	MIF	,	Activity	Co	orporate		Total		Total	Ş	Change	% Change
New Lending S																	
Transaction & Underwriting Fees \$ 8.39 \$ 1,3310 \$ 4,474 \$ \$ \$ \$ \$ \$ \$ \$ 18,623 \$ 2,0661 \$ (2,038) Premiums on Lonans Sold \$ 1,543 \$,300 \$ \$ \$ \$ \$ \$ \$ \$ \$ 18,623 \$ 2,0561 \$ (1,732) \$ 2,000 \$ 3,000 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$																	
Premiums on Loans Sold 1,543 3,000 - - 4,543 6,275 11,732 2, 24 3, 22 9,74 355 35 35 53 6es - Other (AHT, ARPA, Other) - 1,650 - - 1,650 - - 1,650 300 1,350 45 5 5 5 5 5 5 5 5	9	١.		١.			١.		١.		١.		١.				
Marehousing/Construction Notes, net 1,013 316 -	_	\$		\$	-	\$ 4,474	\$	-	\$	-	\$		\$		\$		-9.9%
Fees - Other (AHTF, ARPA, Other)			-		-	-		-		-		-					-27.6%
Total New Lending Income 3,395 18,276 4,474 25,145 28,210 (2,065)	,		1,013		316	-		-		-		1,329		974			36.4%
Servicing Override/Servicing Fee Income Override/Servici	Fees - Other (AHTF, ARPA, Other)		-		1,650	-		-		-		1,650		300		1,350	450.0%
Override/Servicing Fee Income (SMMA/FPB Servicing Fee Income (SMMA/FPB	Total New Lending Income		3,395		18,276	4,474		-		-		26,145		28,210		(2,065)	-7.3%
Override/Servicing Fee Income 9,377 27,430 - - 9,993 8,364 1,629 1 Fees - Other 9,993 - - - 420 442 (22) - Total Servicing Income 9,377 37,843 - - - 47,220 46,228 992 - Spread - - - - 7,632 29,849 (2,217) - WCF Net Interest Spread 5,643 21,989 - - - 2,7632 29,849 (2,217) - Loan Prepayment Fees - 2,794 - - - 8,553 8,593 - - - 2,794 3,284 (40) - 1,00 750 750 10 Total Spread 5,643 34,836 - - 40,479 41,912 (1,433) - Investment Earnings, Grant Income, Other - - 1,857 1,858 2,248 5,963 2,621 3,342 </td <td>Servicing</td> <td></td>	Servicing																
Commonstrative Expenses -			0 377		27 /30	_		_		_		36 807		37 /122		(615)	-1.6%
Fees - Other	_		3,311									,				, ,	19.5%
Total Servicing Income	_		-		-	-		-		-		-				•	
Spread S								-								` '	-5.0%
Bond Program Net Interest Spread 5,643 21,989	Total Servicing Income		9,377		37,843	-		-		-		47,220		46,228		992	2.1%
WCF Not interest Spread																	
Risk Share Fee Income			5,643			-		-		-		27,632		29,849		(2,217)	-7.4%
Loan Prepayment Fees 1,500 - - 1,500 750 750 10	WCF Net Interest Spread		-		8,553	-		-		-		8,553		8,029		524	6.5%
Total Spread S,643 34,836 - - 40,479 41,912 (1,433) -	Risk Share Fee Income		-		2,794	-		-		-		2,794		3,284		(490)	-14.9%
Investment Earnings, Grant Income, Other	Loan Prepayment Fees		-		1,500	-		-		-		1,500		750		750	100.0%
Investment Earnings, Grant Income, Other	Total Spread		5,643		34,836	-		-		-		40,479		41,912		(1,433)	-3.4%
Investment Earnings	Investment Farnings Grant Income Other																
Grant Income Other Income Other Other Income Income Income, Other Income Other Income Other Income Income, Other Income Inc	=					1 057		1 000		2 240		E 062		2 621		2 2/12	127.5%
Other Income	5		-		-	1,057				2,240		-		2,021			127.5%
Total Investment Earnings, Grant Income, Other Total Operating Revenues \$ 18,415 \$ 90,955 \$ 6,331 \$ 8,651 \$ 2,682 \$ 127,034 \$ 119,162 \$ 7,872 \$ DIRECT EXPENSES			-		-	-				424		-		101			216.00/
Total Operating Revenues \$ 18,415 \$ 90,955 \$ 6,331 \$ 8,651 \$ 2,682 \$ 127,034 \$ 119,162 \$ 7,872 \$ DIRECT EXPENSES Administrative Expenses Personnel \$ (7,886) \$ (13,935) \$ (496) \$ - \$ (15,787) \$ (38,104) \$ (35,716) \$ (2,388) Pension & OPEB (513) (886) (52) - (998) (2,428) (2,800) \$ 372 -1 (998) (2,428) (2,800) \$ 372 Professional Services (439) (273) (663) - (5,259) (6,663) (6,717) 54 Professional Services (439) (273) (667) (6,829) (11,206) (9,183) (2,023) Professional Services (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims (575) (575) (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (92,657) \$ (7,997) Investment in Future Income Servicing Rights Purchased \$ (4,350) \$ - \$ - \$ - \$ (6,855) (5,680) (1,175) 2 Total Investment in Future Income	Other Income				_	_								191			216.8%
DIRECT EXPENSES Administrative Expenses Personnel \$ (7,886) \$ (13,935) \$ (496) \$ - \$ (15,787) \$ (38,104) \$ (35,716) \$ (2,388) Pension & OPEB (513) (886) (32) - (998) (2,428) (2,800) 372 -1	Total Investment Earnings, Grant Income, Other		-		-	1,857		8,651		2,682		13,190		2,812		10,378	369.1%
Administrative Expenses Personnel \$ (7,886) \$ (13,935) \$ (496) \$ - \$ (15,787) \$ (38,104) \$ (35,716) \$ (2,388) Pension & OPEB (513) (886) (32) - (998) (2,428) (2,800) 372 -1 Other Payroll Added Costs (1,368) (2,187) (74) - (2,876) (6,505) (6,313) (192) Professional Services (439) (273) (667) - (5,259) (6,663) (6,717) 54 Information Technology (3,710) (667) (6,829) (11,206) (9,183) (2,023) 2 Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures (575) - (24,523) (20,700) (3,823) 1 Insurance Claims - (575) - (575) - (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (92,657) \$ (7,997) 1.1 Investment in Future Income Servicing Rights Purchased \$ (4,350) \$ - \$ - \$ - \$ (4,350) \$ (6,855) \$ (5,680) (1,175) 2 Total Investment in Future Income \$ (7,005) \$ (4,200) \$ - \$ - \$ - \$ \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8	Total Operating Revenues	\$	18,415	\$	90,955	\$ 6,331	\$	8,651	\$	2,682	\$	127,034	\$	119,162	\$	7,872	6.6%
Administrative Expenses Personnel \$ (7,886) \$ (13,935) \$ (496) \$ - \$ (15,787) \$ (38,104) \$ (35,716) \$ (2,388) Pension & OPEB (513) (886) (32) - (998) (2,428) (2,800) 372 -1 Other Payroll Added Costs (1,368) (2,187) (74) - (2,876) (6,505) (6,313) (192) Professional Services (439) (273) (667) (5,259) (6,663) (6,717) 54 Information Technology (3,710) (667) (6,829) (11,206) (9,183) (2,023) 2 Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (24,523) (5,367) (4,416) (951) 2 Grant Expenditures (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims (575) (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (9,2657) \$ (7,997)																	
Personnel \$ (7,886) \$ (13,935) \$ (496) \$ - \$ (15,787) \$ (38,104) \$ (35,716) \$ (2,388) Pension & OPEB (513) (886) (32) - (998) (2,428) (2,428) (2,800) 372 -1 Other Payroll Added Costs (1,368) (2,187) (74) - (2,876) (6,505) (6,313) (192) Professional Services (439) (273) (6693) - (5,259) (6,663) (6,717) 54 -1 Information Technology (3,710) (667) (6,829) (11,206) (9,183) (2,023) Professional Services (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (24,523) (20,700) (3,823) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (24,523) (20,700) (3,823) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (5,367) (4,416) (951) Professional Services (1,233) (305) (17) - (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) (3,822) Professional Services (1,233) (305) (17) Professional Services (1,233) (305) (305) (3	<u>DIRECT EXPENSES</u>																
Pension & OPEB Other Payroll Added Costs (1,368) (2,187) (74) - (2,876) (6,505) (6,313) (192) Professional Services (439) (273) (693) - (5,259) (6,663) (6,717) 54 Information Technology (3,710) (667) (6,829) (11,206) (9,183) (2,023) 2 Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures (1,231) (3,242)	Administrative Expenses																
Other Payroll Added Costs (1,368) (2,187) (74) - (2,876) (6,505) (6,313) (192) Professional Services (439) (273) (693) - (5,259) (6,663) (6,717) 54 - Information Technology (3,710) (667) - - (6,829) (11,206) (9,183) (2,023) 2 Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures - - - - (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (92,657) \$ (7,997) Investment in Future Income \$ (4,350) \$ - \$ - \$ - \$ - \$ (4,350) \$ - \$ - \$ - \$ (6,855) \$ (5,680) \$ (1,175) 2 <tr< td=""><td>Personnel</td><td>\$</td><td>(7,886)</td><td>\$</td><td>(13,935)</td><td>\$ </td><td>\$</td><td>-</td><td>\$</td><td>(15,787)</td><td>\$</td><td>(38,104)</td><td>\$</td><td></td><td>\$</td><td>(2,388)</td><td>6.7%</td></tr<>	Personnel	\$	(7,886)	\$	(13,935)	\$ 	\$	-	\$	(15,787)	\$	(38,104)	\$		\$	(2,388)	6.7%
Professional Services (439) (273) (693) - (5,259) (6,663) (6,717) 54 Information Technology (3,710) (667) - (6,829) (11,206) (9,183) (2,023) 2 Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures - (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims - (575) - (575) - (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (92,657) \$ (7,997) Investment in Future Income Servicing Rights Purchased \$ (4,350) \$ - \$ - \$ - \$ - \$ (6,855) \$ (5,680) (1,175) 2	Pension & OPEB		(513)			(32)		-		(998)		(2,428)		(2,800)		372	-13.3%
Information Technology	Other Payroll Added Costs		(1,368)		(2,187)	(74)		-		(2,876)		(6,505)		(6,313)		(192)	3.0%
Leased Office Space (1,038) (1,852) (64) - (2,331) (5,284) (5,218) (66) Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures - - - - (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims - - (575) - - (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (100,654) \$ (7,997) - Investment in Future Income \$ (4,350) \$ - \$ - \$ - \$ - \$ (4,350) \$ (6,575) \$ 2,225 -3 Costs of Issuance \$ (7,005) \$ (4,200) - \$ - \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8 Total Investment in Future Income \$ (7,005) \$ (4,200) - - \$ - \$ (1,205) \$ (12,255) \$ 1,050 -8	Professional Services		(439)		(273)	(693)		-		(5,259)		(6,663)		(6,717)		54	-0.8%
Operating Costs (1,223) (305) (17) - (3,822) (5,367) (4,416) (951) 2 Grant Expenditures - - - (24,523) - (24,523) (20,700) (3,823) 1 Insurance Claims - - (575) - - (575) (1,594) 1,019 -6 Total Direct Expenses \$ (16,176) \$ (20,104) \$ (1,950) \$ (24,523) \$ (37,901) \$ (10,654) \$ (7,997) - Investment in Future Income \$ (4,350) \$ - \$ - \$ - \$ (4,350) \$ (6,575) \$ 2,225 -3 Costs of Issuance \$ (7,005) \$ (4,200) \$ - \$ - \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8 Total Investment in Future Income \$ (7,005) \$ (4,200) \$ - \$ - \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8	Information Technology		(3,710)		(667)	-		-		(6,829)		(11,206)		(9,183)		(2,023)	22.0%
Grant Expenditures	Leased Office Space				(1,852)	(64)		-		(2,331)		(5,284)		(5,218)		(66)	1.3%
Grant Expenditures	Operating Costs		(1,223)		(305)	(17)		-		(3,822)		(5,367)		(4,416)		(951)	21.5%
Insurance Claims	Grant Expenditures		-		-	-		(24,523)		-		(24,523)		(20,700)		(3,823)	18.5%
Investment in Future Income \$ (4,350) \$ - \$ - \$ - \$ - \$ (4,350) \$ (6,575) \$ 2,225 - 3			-		-	(575)		-		-		(575)		(1,594)			-63.9%
Investment in Future Income \$ (4,350) \$ - \$ - \$ - \$ - \$ (4,350) \$ (6,575) \$ 2,225 - 3	Total Direct Expenses	\$	(16,176)	\$	(20,104)	\$ (1,950)	\$	(24,523)	\$	(37,901)	\$	(100,654)	\$	(92,657)	\$	(7,997)	8.6%
Servicing Rights Purchased \$ (4,350) \$ - \$ - \$ - \$ - \$ (4,350) \$ (6,575) \$ 2,225 - 3 Costs of Issuance (2,655) (4,200)																	
Costs of Issuance (2,655) (4,200) (6,855) (5,680) (1,175) 2 Total Investment in Future Income \$ (7,005) \$ (4,200) \$ - \$ - \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8																	
Total Investment in Future Income \$ (7,005) \$ (4,200) \$ - \$ - \$ - \$ (11,205) \$ (12,255) \$ 1,050 -8	Servicing Rights Purchased	\$			-	\$ -	\$	-	\$	-	\$		\$		\$	2,225	-33.8%
	Costs of Issuance		(2,655)		(4,200)	-		-		-		(6,855)		(5,680)		(1,175)	20.7%
	Total Investment in Future Income	\$	(7,005)	\$	(4,200)	\$ -	\$	-	\$	-	\$	(11,205)	\$	(12,255)	\$	1,050	-8.57%
NET INCOME.																•	
NET INCOME \$ (4,766) \$ 66,651 \$ 4,381 \$ (15,872) \$ (35,219) \$ 15,175 \$ 14,250 \$ 925	NET INCOME	\$	(4,766)	\$	66,651	\$ 4,381	\$	(15,872)	\$	(35,219)	\$	15,175	\$	14,250	\$	925	6.5%

Revenues and Expenses for the Massachusetts Housing Finance Agency and Affiliates - Income Streams Proposed Budget For FY 2023 Exhibit 3 (in millions)

								Ī		
	F	Y 2023		FY 2022		idget to	Budget to		F	Y 2022
	١	Budget		Budget		Budget	Budget		Pr	ojection
		Total		Total	II	Change	% Change			Total
Ongoing Revenue from Past Activities										
Override/Servicing Fee Income	\$	36,807	\$	37,422	\$	(615)	-1.6%		\$	38,489
GNMA/FFB Servicing Fee Income	•	9,993		8,364		1,629	19.5%			9,469
Bond Program Net Interest Spread		27,632		29,849		(2,217)	-7.4%			21,661
WCF Net Interest Spread		8,553		8,029		524	6.5%			9,876
Risk Share Fee Income		2,794		3,284		(490)	-14.9%			3,250
Loan Prepayment Fees		1,500		750		750	100.0%			1,710
Investment Earnings		2,248		423		1,825	431.4%			1,436
Fees - Other		420		442		(22)	-5.0%			609
Total - Ongoing Revenue from Past Activities	\$	89,947	\$	88,563	\$	1,384	1.6%		\$	86,500
Current Year Activity - Fee Revenue										
Transaction & Underwriting Fees	\$	14,149	\$	15,192	\$	(1,043)	-6.9%		\$	11,243
Premiums on Loans Sold	•	4,543		6,275		(1,732)			•	5,788
Warehousing/Construction Notes, net		1,329		974		355	36.4%			(416)
Fees - Other (AHTF, ARPA, Other)		2,084		425		1,659	390.4%			1,890
Total Current Year Activity - Fee Revenue	\$	22,105	\$	22,866	\$	(761)	-3.3%	ŀ	\$	18,505
Total carrent real Activity Tee Revenue	Υ	22,103	7	22,000	~	(101)	3.370		Υ	10,505
Current Year Activity - Operating Costs										
Personnel	\$	(46,435)	\$	(44,368)	\$	(2,067)	4.7%		\$	(43,575)
Administrative Expenses		(27,746)		(24,564)		(3,182)	13.0%			(23,389)
Total Current Year Activity - Operating Costs	\$	(74,181)	\$	(68,932)	\$	(5,249)	7.6%		\$	(66,964)
Available Net Income - Cash	\$	37,871	\$	42,497	\$	(4,626)	-10.9%		\$	38,041
	т		7	,	-	(1/020)			T	30,012
Investment in Future Income										
Servicing Rights Purchased	\$	(4,350)		(6,575)	\$	2,225	-33.8%		\$	(3,896)
Costs of Issuance		(6,855)		(5,680)		(1,175)	20.7%			(6,131)
Total Investment in Future Income	\$	(11,205)	\$	(12,255)	\$	1,050	-8.57%	ŀ	\$	(10,027)
MIF	_					(0.0)				
Transaction & Underwriting Fees	\$	4,474	\$	5,469	\$	(995)			\$	5,875
Investment Earnings		1,857		1,674		183	10.9%			1,730
Income - Other		- ()		- ()		- ()	-			16
Personnel		(602)		(462)		(140)	30.2%			(301)
Administrative Expenses		(773)		(969)		196	-20.2%			(816)
Insurance Claims		(575)		(1,594)		1,019	-63.9%			(209)
Total MIF	\$	4,381	\$	4,118	\$	263	6.4%		\$	6,295
Opportunity Fund & Grant Activity										
Investment Earnings	\$	1,858	\$	524	\$	1,334	254.6%		\$	1,334
Grant Income		6,622		-		6,622	-			8,595
Other Income		171		66		105	159.1%			185
Grant Expenditures		(24,523)		(20,700)		(3,823)	18.5%			(13,067)
Total Opportunity Fund & Grant Activity	\$	(15,872)	\$	(20,110)	\$	4,238	-21.1%		\$	(2,953)
NET INCOME	\$	15,175	\$	14,250	\$	925	6.5%		\$	31,356
INT. INCOME	Ą	13,173	۲	14,230	٦	343	0.5%		٧	31,330

Revenues and Expenses for the Massachusetts Housing Finance Agency and Affiliates - Sustainable Core Proposed Budget For FY 2023 Exhibit 4 (in millions)

			ı			1			
		FY 2023		FY 2022	Ві	udget to	Budget to		FY 2022
		Budget		Budget		Budget	Budget	Р	rojection
		Total		Total	\$	Change	% Change		Total
WCF - Operating Income									
Override/Servicing Fee Income	\$	36,807	\$	37,422	\$	(615)	-1.6%	\$	38,489
GNMA/FFB Servicing Fee Income		9,993		8,364		1,629	19.5%		9,469
WCF Net Interest Spread		8,553		8,029		524	6.5%		9,876
Risk Share Fee Income		2,794		3,284		(490)	-14.9%		3,250
Loan Prepayment Fees		1,500		750		750	100.0%		1,710
Investment Earnings		2,248		423		1,825	431.4%		1,436
Transaction & Underwriting Fees Premiums on Loans Sold		14,149 4,543		15,192 6,275		(1,043) (1,732)	-6.9% -27.6%		11,243 5,788
Warehousing/Construction Notes, net		1,329		974		355	36.4%		(416
Fees - Other (AHTF, ARPA, Other)		2,504		867		1,637	188.8%		2,499
Total WCF - Operating Income	\$	84,420	\$	81,580	\$	2,840	3.5%	\$	83,344
WCF - Operating Costs									
Personnel	\$	(46,435)	\$	(44,368)	\$	(2,067)	4.7%	\$	(43,575
Administrative Expenses		(27,746)		(24,564)		(3,182)	13.0%		(23,389
Servicing Rights Purchased		(4,350)		(6,575)		2,225	-33.8%		(3,896
Total WCF - Operating Costs	\$	(78,531)	\$	(75,507)	\$	(3,024)	4.0%	\$	(70,860
Excess of Revenues over Expenses	\$	5,889	\$	6,073	\$	(184)	-3.0%	\$	12,484
Transfers From the Bond Programs									
MF Bond Programs - Housing Bonds	\$	14,500	\$	15,000	\$	(500)	-3.3%	\$	11,990
MF Bond Programs - Other		2,968		3,957		(989)	-25.0%		3,683
SF Bond Programs		16		70		(54)	-77.1%		36
Total Transfers From the Bond Programs	\$	17,484	\$	19,027	\$	(1,543)	-8.1%	\$	15,709
Excess After Transfers from Bond Programs	\$	23,373	\$	25,100	\$	(1,727)	-6.9%	\$	28,193
Transfer to Opportunity Fund	\$	11,687	\$	12,550	\$	(863)	-6.9%	\$	14,096
MF Bond Programs									
Bond Program Net Interest Spread	\$	21,989	\$	23,031		(1,042)	-4.5%	\$	18,488
Costs of Issuance		(4,200)		(3,130)		(1,070)	34.2%		(3,130
Total MF Bond Program	\$	17,789	\$	19,901	\$	(2,112)	-10.6%	\$	15,358
SF Bond Programs									
Bond Program Net Interest Spread	\$	5,643	\$	6,818		(1,175)	-17.2%	\$	3,173
Costs of Issuance		(2,655)		(2,550)		(105)	4.1%		(3,001
Total SF Bond Program	\$	2,988	\$	4,268	\$	(1,280)	-30.0%	\$	172
Total Bond Programs	\$	20,777	\$	24,169	\$	(3,392)	-14.0%	\$	15,530
MIF									
Transaction & Underwriting Fees	\$	4,474	\$	5,469	\$	(995)	-18.2%	\$	5,875
Investment Earnings		1,857		1,674		183	10.9%		1,730
Income - Other		- (coa)		- (462)		- (1.40)	20.20/		16
Personnel Administrative Expenses		(602) (773)		(462) (969)		(140) 196	30.2% -20.2%		(301 (816
Insurance Claims		(575)	I	(1,594)		1,019	-63.9%		(209
Total MIF	\$	4,381	\$	4,118	\$	263	6.4%	\$	6,295
Opportunity Fund & Grant Activity	7	7,301	Ť	7,110	Ÿ	203	0.4/0	7	0,233
Investment Earnings	\$	1,858	\$	524	\$	1,334	254.6%		1,334
Grant Income		6,622	ľ	-	_	6,622	100.0%		8,595
Other Income		171		66		105	100.0%		185
Grant Expenditures		(24,523)		(20,700)		(3,823)	18.5%		(13,067
Total Opportunity Fund & Grant Activity	\$	(15,872)	\$	(20,110)	\$	4,238	-21.1%	\$	(2,953
NET INCOME	\$	15,175	\$	14,250	\$	925	6.5%	\$	31,356

Exhibit 5

Glossary of Terms used in MassHousing's Fiscal Plan for FY 2023

This material provides a brief explanation of the various revenue and expense categories that are used throughout this Fiscal Plan. This guide does not present textbook definitions of these terms, but describes how certain types of transactions are recognized.

Operating Revenues

Production and New Lending Income

This income is earned and recognized at the time of the loan funding. This includes the following:

- Premiums earned on loans that are securitized and sold to the secondary market and the Single Family Housing Revenue Bond Program (SFHRB).
- Transaction/underwriting fees include application and financing fees charged for Multifamily Lending loan commitments and closings. In Homeownership (HO), these include borrower processing fees. Fees also include premiums and renewals earned by the Mortgage Insurance Fund (MIF).
- Warehousing, which represent the interest earned on loans that are initially funded through the Working Capital Fund (WCF). The WCF serves as a temporary funding source for HO lending activity, pending subsequent sale of the loans, or loans wrapped by Mortgage-Backed Securities (MBS), either to outside investors or to one or more of MassHousing's bond programs. The warehousing interest earned is offset by the interest expense of the line of credit, which is used to fund the purchase of these loans.
- Construction Loans/Notes, which represents the interest earned on construction loans offset by the interest expense of the construction loan notes used to fund the financing of these loans.
- Other Income, which represents revenue not included elsewhere (Affordable Housing Trust Fund fee income).

Servicing Income, Spread, and Investment Earnings

• Servicing income includes loan servicing fees, including Government National Mortgage Association (GNMA) and Federal Financing Bank (FFB) service fees, contract administration fees from the U.S. Department of Housing and Urban Development (HUD), as well as fees charged to participants of the Tenants Assistance Program (TAP).

- HO and Multifamily Spread, which represents the interest earned in the bond resolutions on its loans and investment earnings offset by the interest expense of the bonds used to fund the financing of these loans and financing costs.
- In addition, there are fees which are unique to certain resolutions such as remarketing and liquidity fees applicable in the case of variable rate bonds. Lastly, certain resolutions have financed Section 8 developments subsidized with a so-called Financing Adjustment Factor (FAF). The bonds financing these developments were refunded in prior years with the resulting interest rate savings being shared equally with HUD and booked as Financing Costs.
- Risk Share Fee Income, which represents the fees earned for bearing the risk of loss for loans funded under the Risk Sharing Program for Insured Affordable Multi Family Project Loans (Risk-Sharing Program), which is administered by HUD.
- Loan Prepayment Fees, which is a fee received to recapture the interest lost when a loan is paid off before its scheduled maturity date.
- WCF Interest on Loans, which represents a limited number of loans (i.e. mortgage increases, Priority Development Loans, HO construction loans, etc.) that have been funded out of WCF in lieu of issuing bonds, or on an interim basis pending the issuance of bonds. In addition, loans funded through an advance of funds from the Federal Home Loan Bank (FHLB) of Boston are booked to WCF.
- Grant Income, which are grants received to further the Agency's mission. This includes grants received from the Commonwealth, FHLB, and the Capital Magnet Fund.
- Earnings from investments held by MassHousing in WCF and the Opportunity Fund, excluding Construction Loan Notes, and MIF.

Direct Expenses

• Administrative Expenses

Administrative expenses booked to WCF refer to the cost of doing business, including such costs as all personnel and operating expenses, professional service contracts, and leasehold obligations (net of sublease income). Administrative expenses also include the continuing support of community services such as TAP and Youth Residents Activities Program (Youth RAP). This line item also funds the provision of technical assistance and other resources targeting minority-owned and woman-owned business enterprises (MBEs & WBEs) in industries related to housing construction and management. Costs associated with crime prevention, youth development and community engagement that are provided to certain MassHousing developments are also included in this item.

Administrative expenses booked to the bond resolutions refer to fees paid to the trustees of our bond resolutions (e.g., US Bank, Wells Fargo, Bank of New York Mellon).

• Grant Expenditures

Grants expended to further the Agency's mission, which include grants from the Commonwealth, funding for the Center for Community Recovery Innovations (CCRI) and the Opportunity Fund expenditures.

• Insurance Claims

Insurance claims refer to claims paid by MIF on loans insured by the Fund, or partial claims paid with various risk-share partners.

Investment in Future Income

• Servicing Rights Purchased

The cost to acquire the rights to service, and earn a servicing fee, over the life of the loans.

• Cost of Issuance

Financing costs include the costs to issue and refund bonds such as those fees paid to the bond underwriting team and selling group, bond counsel, rating agencies, as well as any ancillary expenses.