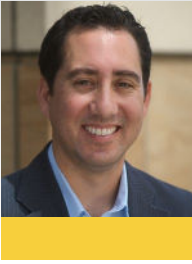




BRINGING CAPITAL HOME

Housing Trust Silicon Valley
2017 Annual Report



KEVIN ZWICK
CEO



CANDICE GONZALEZ
BOARD CHAIR

BRINGING CAPITAL HOME

Dear Community,

More than ever before, the Housing Trust is using our unique vantage point and understanding of the complex issues of the housing crisis in the greater Bay Area to see new connections and opportunities. Our role as a community loan fund is to bring resources together so more residents can secure stable and affordable housing that works for their families. In short, our job is to bring capital home.

BOARD OF DIRECTORS

Candice Gonzalez, Chair
Palo Alto Housing

George Brown, First Vice Chair
Gibson, Dunn & Crutcher, LLP

Mary Chandler, Second Vice Chair
Bank of America

Art Fatum, Treasurer
MidPen Housing

Kathleen King, Secretary
Healthier Kids Foundation

Joe Anzalone
Technology Credit Union

Shiloh Ballard
Silicon Valley Bicycle Coalition

John Barton
Stanford University

John Paul Bruno
Workday

Rachel Colton
Google

Thang Do
Aedis Architects

Hon. Ash Kalra
California State Assemblymember

Katia Kamangar,
SummerHill Housing Group

Lorena Mendez-Quezada
Wells Fargo

Hilda Ramirez
Santa Clara County Association of REALTORS

Craig Robinson
Silicon Valley Bank

Hon. Steve Tate
City of Morgan Hill, Mayor

We are extremely proud of our partnerships that are bringing more financial and creative capital to affordable housing development, and inspiring new initiatives that will drive progress. Our collaborations with other community organizations and public entities are helping move people experiencing homelessness into housing, creating affordable options for those struggling to pay rent, and preparing first-time homebuyers for the biggest purchase of their lives.

We know there's no one solution to the Bay Area's housing crisis. That's why we're tackling the problem from many angles, from helping those experiencing homelessness to financing affordable housing developments to assisting first-time homebuyers to leading beyond lending.

We celebrated two significant organizational milestones this year. First, our total assets reached \$100 million for the first time, making us one of the largest regional Community Development Financial Institutions in the nation. And, second, we had our most productive lending year to date with \$34 million committed to support the development of 1,069 affordable homes.

We are proud to have made more affordable housing loans than any other nonprofit lender in the greater Bay Area. Our aggressive effort to raise capital from new sources, particularly the private and philanthropic sectors, will bring millions more dollars to the creation and preservation of thousands of affordable homes. Even more significant are the impacts these homes have on the lives of individuals, from those experiencing homelessness to renters to first-time homebuyers. Ultimately, even as we achieve impressive bottom line results, we never lose sight of our core directive – bringing capital home.

Thank you for all you do to support us in this work.

CREATING THE MARKETPLACE

Housing Trust is leading the effort to create a strong marketplace for affordable housing in the greater Bay Area. We are proud to have made more loans than any other nonprofit housing lender in the region.

Since 2000...

\$145 million

invested in affordable housing

15,490

housing opportunities

27,640

people served

\$2.6 billion

leveraged by our partners



ABIMAE AND YAMILET were overjoyed when their family moved into an affordable two-bedroom apartment after living in one room of a shared duplex. Now they have their own place to play, study and just be kids.

SERVING THE GREATER BAY AREA

Housing Trust works in 13 counties in the greater Bay Area that have one thing in common – a critical need for affordable housing and more capital to support its development.



Six of the top 10 most expensive housing markets in the entire nation are located in the Bay Area, causing huge segments of the population to struggle to afford housing.¹

20+ YEARS



In multiple Bay Area locations, it will take more than 20 years for the current generation of potential homebuyers to save enough money for a down payment.²

SJ \$2,570  **SF \$3,040**

The average monthly rent for a two-bedroom apartment.³



MONTEREY BAY HOUSING TRUST

A collaboration between Housing Trust Silicon Valley and the Monterey Bay Economic Partnership, Monterey Bay Housing Trust brings \$10 million in lending capital to Monterey, Santa Cruz and San Benito counties. Its first loan assisted in the development of CHISPA's Castroville Oaks Affordable Housing Community that will include 124 apartments for very low- and low-income families and 90 homes sold to moderate-income households.

¹Coldwell Banker Annual Home Listing Report, 2016.

²ApartmentList.com Survey, 2017.

³ApartmentList.com Annual Report, 2017.

ALIGNING RESOURCES

From the homeless to renters to first-time homebuyers, we assist a wide range of residents with programs across the spectrum of housing issues. Our financial expertise coupled with our public and private sector partnerships ensure we make the most out of every dollar.

OUR CAPITAL



WE MAKE EVERY DOLLAR RAISED GO FURTHER

Once our loans are repaid we reinvest that same money back into new loans in the community to create more homes – multiplying the impact of every dollar invested in us.

SPECIAL THANKS

Each year Housing Trust hosts a fall gathering in San Jose to thank our supporters and partners, celebrate victories over the past year and look ahead to the next.



LEADING BEYOND LENDING

We link affordable housing to other big-picture regional concerns – economic sustainability, traffic congestion and quality of life at all income levels.



Housing Trust provided critical support for Measures A in Santa Clara County, A1 in Alameda County and K in San Mateo County, which received voter approval in November, 2016. Together they will generate \$2 billion for affordable housing over the next 10 years. Now our attention is focused on how we help put these dollars to use.

Housing Trust continues to pioneer new ways to increase private social impact investment – most recently with the launch of Technology Equity Community Housing (TECH) Fund and its \$50 million goal. Our ability to loan this money, have it be repaid, and loan it again multiple times will ultimately fund \$150 million in affordable homes. Thanks to investments from Cisco Systems Foundation, Sobrato Family Foundation and David and Lucile Packard Foundation, the TECH Fund already has \$20 million at work in the community.



INVESTOR BRIEFING

Housing Trust's annual Investor Briefing is a prominent event where 500 business and community leaders along with elected officials gather to learn about the state of affordable housing and leave inspired and enthusiastic about solutions.



INCREASING SUPPLY

We help provide low- and middle-income residents with more affordable housing opportunities by financing the development and construction of multifamily properties. Fiscal year 2017 was our highest volume lending year to date.

“If we didn’t have access to affordable housing, I would have to work two jobs to support my family, and I couldn’t go to school.”

Chanel, EMT at Stanford Hospital, nursing student, mother of two and resident at Palo Alto Housing’s Oak Court Apartments



PREDEVELOPMENT LOAN

A \$1 million loan for Villas on the Park in downtown San Jose helped to move this much-needed project forward.

The 83 apartments developed by Affirmed Housing and PATH will provide permanent supportive housing and interim housing for individuals with extremely low incomes.



ACQUISITION LOAN

An \$11.2 million loan – our largest yet – to MidPen Housing supported the purchase of a 55-family

apartment complex in Redwood City that was about to be lost to market-rate development. Now long-term affordability is preserved and the existing low-income tenants avoid displacement.

In fiscal year 2017...

\$33.7 million

in loans committed

1,069

homes financed

222

homes for homeless and special needs clients

385

homes for seniors

369

homes for families

BRINGING THE HOMELESS HOME

We help individuals and families experiencing or at risk of homelessness move into homes they can afford. We strengthen the safety net for our most vulnerable residents by providing security deposit grants and making capital need grants to homeless service providers.

“So many times we’ve come with a last minute situation, but the people at the Housing Trust totally get it. I knew they would do everything they could to make sure a disabled mom and daughter did not have to spend another weekend living in a car.”

Joe Escalante, Silicon Valley Independent Living Center

In fiscal year 2017...

606

people assisted

\$942,540

grants for those experiencing homelessness

APPLIED MATERIALS SILICON VALLEY TURKEY TROT

For the past 12 years, Housing Trust has been a grateful beneficiary of the Silicon Valley Turkey Trot and has dedicated all \$2.1 million in race proceeds to our homelessness programs.



MOBILE SHOWERS

Each night, Village House provides shelter for 15 women experiencing homelessness. A grant from Housing Trust provided a mobile shower to their overnight accommodations. A safe place to sleep, a hot shower, dinner, and companionship are helping these women move beyond simply meeting basic needs and into experiencing a better quality of life.

HELPING HOMEBUYERS

We prepare first-time homebuyers by providing low-interest loans for down payments and offering education programs that give buyers the financial literacy they need to purchase and keep a home.

In fiscal year 2017...

1,518

homebuyers educated

300

pre-purchase
counseling sessions



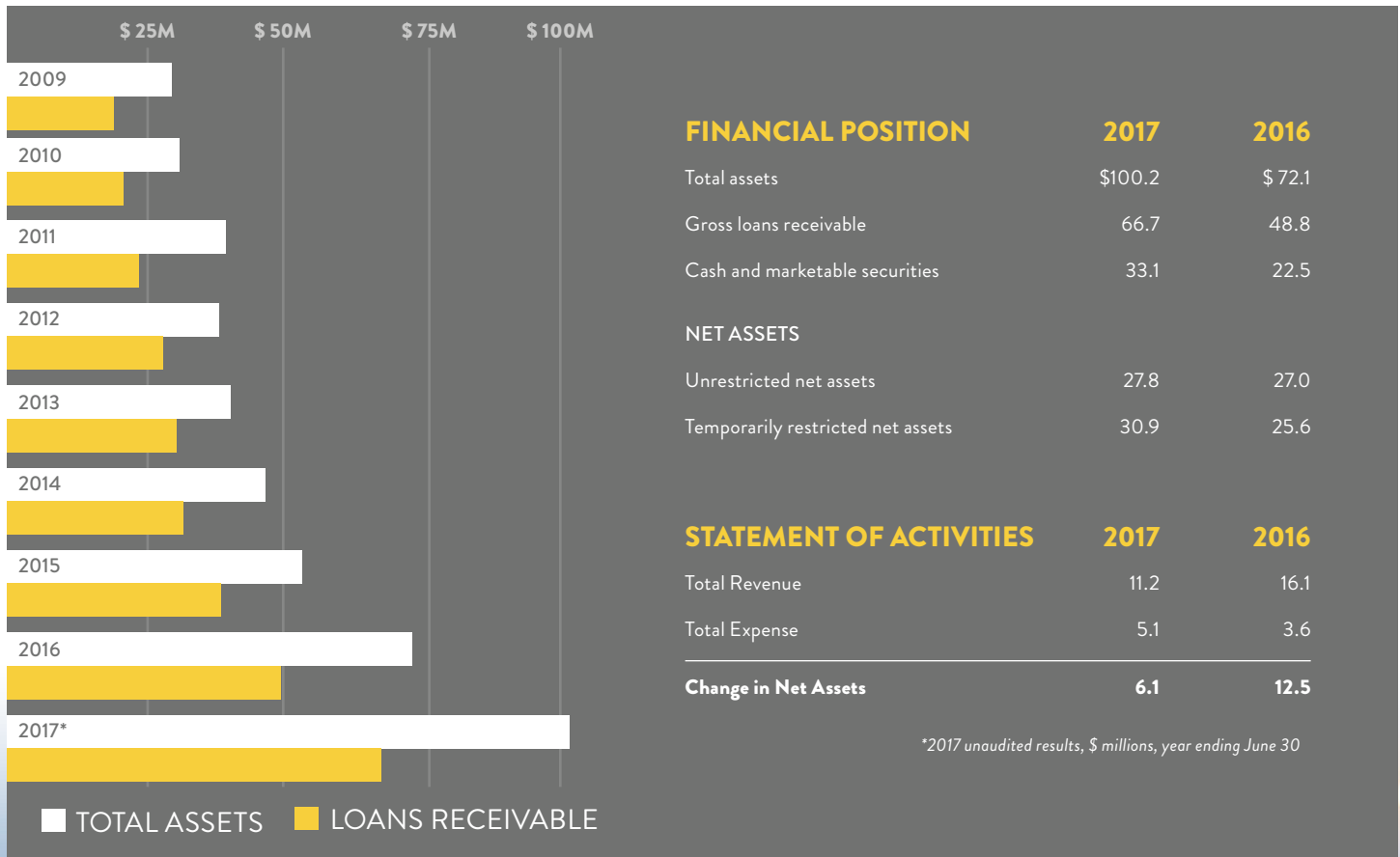
ED & THERIE

"We went from a dream to reality." Ed and his wife, Therie, bought their first home in their beloved community after renting a house there for six years. Now they don't have to worry about unexpected rent increases or suddenly being forced to move if the landlord decides to sell.

ALEXIS CONDOMINIUMS, developed by SiliconSage Builders in the City of Santa Clara include six homes sold at below market prices. Housing Trust participated in construction financing and, through our program administration for the City of Santa Clara, matched qualified buyers to the below-market rate homes.

BUILDING ON A SOLID FOUNDATION

Housing Trust is the first nonprofit housing lender with a Standard & Poor's credit rating, a confirmation of our financial strength and our ability to make smart investments that maximize impact.



FINANCING PARTNERS

TECH FUND

Cisco Systems Foundation (\$10 million)
 David and Lucile Packard Foundation (\$5 million)
 Sobrato Family Foundation (\$5 million)

INVESTORS

Bank of America
 Boston Private
 Charles Schwab Bank
 First Bank
 Mercy Partnership Fund
 MUFG Union Bank
 Rabobank
 Religious Investment Fund, Inc.
 Silicon Valley Bank
 U.S. Bank
 Wells Fargo Bank

AFFORDABLE HOUSING GROWTH FUND AND 2015 LOAN POOL

Avidbank
 Beneficial State Bank
 Bridge Bank, a division of Western Alliance Bank
 East West Bank
 First Bank
 Heritage Bank of Commerce
 Manufacturers Bank
 Presidio Bank
 Silicon Valley Bank
 Technology Credit Union

FUND PARTNERS

County of Santa Clara
 Monterey Bay Economic Partnership



MAKING PROGRESS TOGETHER

Thank you for your support. Together, we are making meaningful impacts on the lives of those in our region facing housing challenges.

\$1,000,000+

County of Santa Clara

\$250,000 TO \$999,999

Silicon Valley Leadership Group Foundation

\$100,000 TO \$249,999

City of Mountain View
Gibson, Dunn & Crutcher, LLP

\$50,000 TO \$99,999

Applied Materials
Bank of America
State of California Department of Housing and Community Development
Wells Fargo Foundation

\$25,000 TO \$49,999

Google
Silicon Valley Bank

\$10,000 TO \$24,999

Bank of the West
City National Bank
City of Santa Clara
HSBC Bank
Marcus & Millichap Company Foundation
MUFJ Union Bank
Silicon Valley Bank Foundation
Synopsis
Technology Credit Union
U.S. Bank

\$5,000 TO \$9,999

Armanino LLP
BBI-Con Inc.
Bolton Foundation
Boston Private
Bridge Housing
Chase
Cisco Systems, Inc.
Comerica Bank
First Republic Bank
Erik Fong
Heritage Bank of Commerce
LinkedIn
McPharlin Sprinkles & Thomas LLP
MidPen Housing
Santa Clara County Housing Authority
Schwab Fund for Charitable Giving
SiliconSage Builders
SummerHill Homes
The Core Companies
Western Alliance Bank

\$2,000 TO \$4,999

Aedis Architects
Avidbank
Bill Wilson Center
Bozzuto and Associates

George Brown
Century Housing
Mary Chandler
Charities Housing
City of San José – Housing Department
CTBC Bank
EAH Housing
Eden Housing
First Bank
First Community Housing
Fremont Bank
Grosvenor
Jim Koshland
Linda Mandolini
Manufacturers Bank
Mission City Community Fund
Nexenta
Pacific Gas & Electric Company
Palo Alto Housing
ROEM Development Corporation
Santa Clara County Association of REALTORS

\$1,000 TO \$1,999

Abode Services
John Ambroseo
Jessica Cox & Alan Baldwin
Shiloh Ballard
John Barton
John Bruno
Sarah Chaffin
City of Morgan Hill
William & Claudia Coleman
Art Fatum
First Commercial Bank
Healthier Kids Foundation
Kathleen King
Law Foundation of Silicon Valley
Dr. C.S. Park
Mark & Julie Quinn
Will Rogan
Jack Russi
South Bay AFL-CIO Labor Council
The Schoennauer Company
Working Partnerships USA

UP TO \$999

Charu Adesnik
Adobe
Inas Afawneh
Jennifer Anderson
Joe Anzalone
Apple Inc.
Hillary Armstrong
Amie Ashton
Nadia Aziz
Wendi Baker
Kit Bay
Paul Behan
Gilbert Beltran
Ricardo Benavidez

Marie Bernard
Deborah Best
Kathleen Betts
Carolyn Bookhart
Matt Bordelon
Dan Bozzuto
Elaine Breeze
Bright Funds Foundation
Bonnie Broderick
Alison Brunner
Kathy Camin
Vince Cantore
Margaret Capriles
Christine Carr
Jennifer Castaneda
Carlos Castellanos
Rodolfo Chacon
Mike Potter & Supervisor Cindy Chavez
Frederick Chung
Kristen Clements
Camille Coletto
Neil Collins
Rachel Colton
Selena Copeland
Leslye Corsiglia
Sean Cottle
Bianca Diaz
Bob Dolci
Frank Dorsa
Susan Ellenberg
Kathy Ericksen
William Espinoza
Jennifer Estrada
Andrew Faber
Christina Fernandez
Neil Fong
Patricia Foster
Laura Foster
Robert Freiri
Chris & Eileen Frost
Pilar Furlong
Rebecca Garcia
Marci Gerston
Mayor Liz Gibbons
Timothy Gill
Blanca Gomez
Candice Gonzalez
Javier González
Robert Greenfield
Jennifer Grier
Sahra Halpern
Anne Hansen
Priscilla Haynes
Patrick Heisinger
Tim Henderson
Mayor Glenn & Mrs. Cynthia Hendricks
David Ho
Jeremy Hoffman
Robert Hollister
Fiona Hsu
W. Gene Hunt

Sharon Jones
Dennis Fong & Polly Kam
Mira Karp
Hon. Michael Kasperzak
Kyra Kazantzis
Fred Keeley
Jerome King
Jon Kiya
Sheryl & Tony Klein
Janikke Klem
Councilmember Pat Kolstad
David Kramer
Rhonda & William Lakatos
Vice Mayor Gustav Larsson
Ky Le
Jim Leddy
Joan Leis
Roger Lerrick
Stephen Levy
Shirley Lewis
Faith Lin
Leslie Little
Scott Looney
Robinson Love
Keri Lung
Rosa Ly
Quinsia Ma
Andy Madeira
Julie Mahowald
Abdul Maiwand
Michelle Mann
Lyndsey Marks
Hon. Tara Martin-Milius
Steven Martinez
Bianey Martinez
Tobi Mason
Richard Masoner
James Mather
Diane McNutt
Lorena Mendez-Quezada
Nevada Merriman
Rachel & Mark Mikl
Lesley Milovich
Lauline Mitchell
Raania Mohsen
Amanda Montez
Martha Morales
Geoffrey Morgan
Melissa Morris
Tom Mounts
Joe Mueller
Jennifer Mullins
Christine Nguyen
Iman Novin
Nvidia
Fergal O'Boyle
Teresa O'Neill
Jeff Oberdorfer
David Okazaki
Isaac Orona
Bonnie Packer
Nick Pagonis
Rebecca Patino

Michael Payne-Alex
PayPal Gives
Debbie Pell
Alison Peters
Kelly Petrich
Taylor Petty
Fred Pollack
Melanie Prole
Adria Quinones-Masur
James Raggio
Melanie Raley
Hilda Ramirez
Edith Ramirez
Josie Ramirez
Asha Rao
Rebekah Childrens Services
Richard Reisman
Jim Rendler
Resources for Community Development
Councilmember Donald Rocha
Vincent Rocha
Leslie Rodriguez
Berta Rodriguez
Christine Ross
Josh Russell
Steve Rymer
Michael Santero
Kathryn Schmidt
Gary Schoennauer
Erik Schoennauer
Josh Seto
Robert Sherrard
Alexander Shoor
Patricia Silva
Denice Simpson Braga
Gregory Smith
Councilmember Nancy Smith
Janette Stokley
Kathleen Sutherland
SV@Home
Mayor Steve Tate
Julia Teitelbaum
The Kula Foundation
Kathy Thibodeaux
Julian & Lillian Timm
John Trang
Nathan Tuttle
Benjamin Vanderford
Casey Vess
Carol Wagner
Councilmember Kathy Watanabe
Teri Watkins
Eric Weaver
Drew Wenzel
Jan White
Barbara Wilets
Glen Williams
Kevin Yasaitis
Janis Zinn
Helen Lin & Kevin Zwick
Jerry & Leslie Zwick

“We support the Housing Trust to help ensure that the region’s most vulnerable individuals and families have a stable place to call home.”

Joe Pon, Corporate Vice President, Applied Materials



OUR THEORY OF CHANGE

By creating a wide spectrum of affordable housing opportunities, Housing Trust helps build strong and diverse communities with room for everyone including minimum wage workers, seniors on fixed incomes, and growing families.



HousingTrustSV.org
95 S Market Street, Suite 610
San Jose, CA 95113
(408) 436-3450



COVER: Sanchez-Borraro family, Met North – Charities Housing. **PAGE 10:** Presidio Santa Clara – The Core Companies. **PAGE 12:** Liu-Zhong family, Aufdermauer family, Morales family, Chanel’s family, Lartigue family, Edwina Benner Plaza groundbreaking – MidPen Housing.