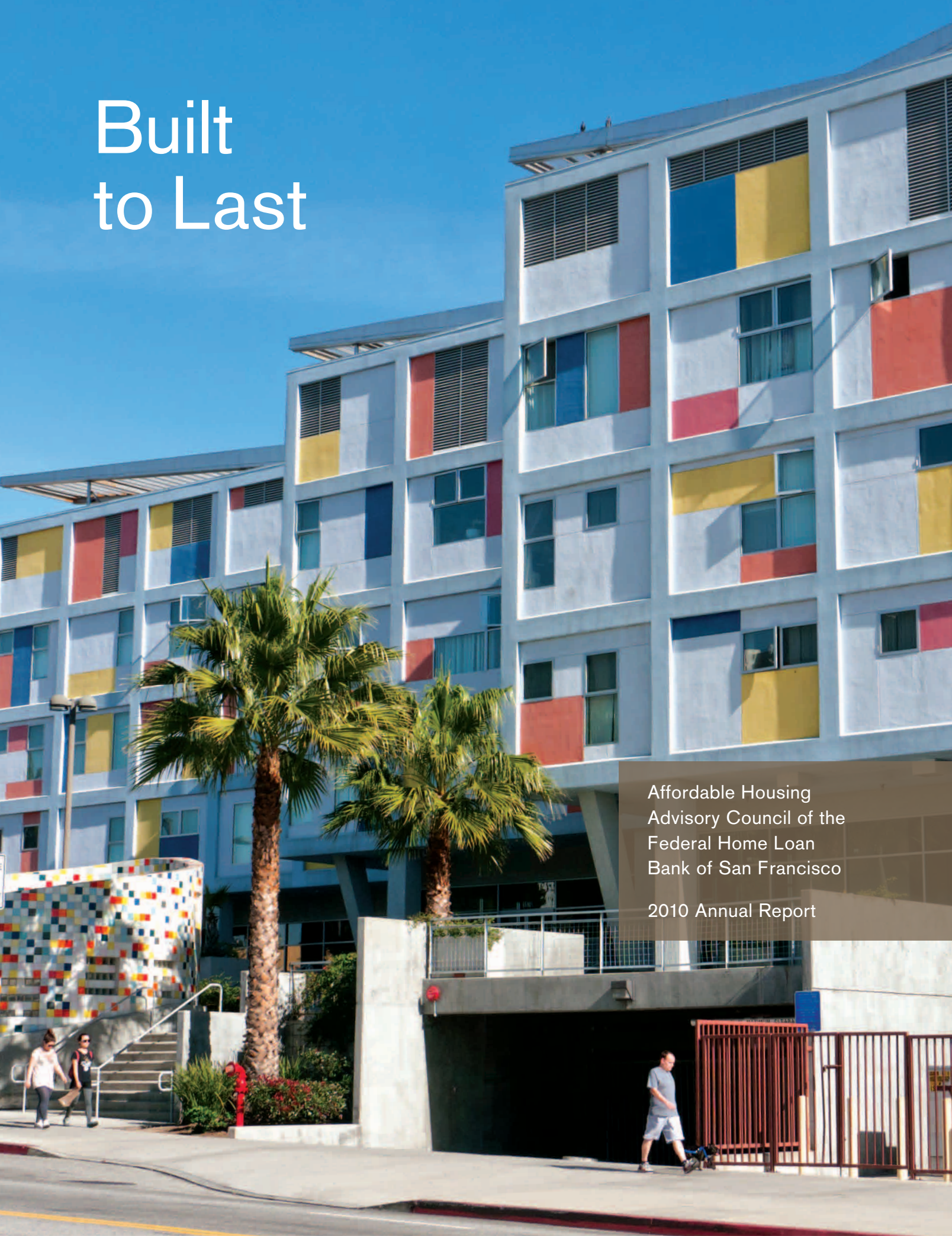


Built to Last

Affordable Housing
Advisory Council of the
Federal Home Loan
Bank of San Francisco
2010 Annual Report



The Federal Home Loan Bank of San Francisco delivers low-cost funding and other services that help member financial institutions make home mortgage loans to people of all income levels and provide credit that supports neighborhoods and communities. The Bank also funds community investment programs that help members create affordable housing and promote community economic development. The Bank's members—its shareholders and customers—are headquartered in Arizona, California, and Nevada. Members may include federally insured depositories—commercial banks, credit unions, industrial loan companies, and savings institutions—as well as insurance companies and community development financial institutions, including privately insured, state-chartered credit unions.

Message from the President

Year after year, the Federal Home Loan Bank of San Francisco's members use the Bank's affordable housing and community economic development programs to support projects and initiatives that will have a lasting impact on the people, neighborhoods, and communities they serve. The dollars we allocate to this aspect of our mission are consistently well spent, as funds are delivered to those applicants most likely to succeed in accomplishing defined goals.

The Bank's continued effectiveness in providing these resources is dependent on its overall financial health and performance. I am pleased to report that, despite the slow pace of the economic recovery and ongoing weakness in the housing market, our 2010 earnings allowed us to allocate \$46 million for the 2011 Affordable Housing Program (AHP), which is funded each year with 10% of the Bank's net earnings from the prior year.

Carefully designed to recognize and reward ideas that will perform well over time, our AHP reflects the Bank's long-standing commitment to providing resources that help build strong, stable, and sustainable communities. Since 1990, \$630 million in AHP subsidies, awarded by the Bank through a competitive application process, have created new affordable rental and homeownership opportunities for more than 96,000 households.

It is not easy to quantify the long-term benefits those funds are producing for the people who live in those units—families, seniors, veterans, young people aging out of the foster care system, people with disabilities or those struggling to overcome addiction, and homeless men, women, and children. But we know they are meaningful and substantial. In the pages that follow we report on the transformative effects two very different AHP-funded projects are having on people and places that were in distress.

Despite rising foreclosures in many communities, the desire that many families and individuals have to become homeowners remains strong. Since the first homebuyer received funds from the Bank's original AHP set-aside program in 2000, the Bank has funded approximately \$32 million in Individual Development and Empowerment Account (IDEA) Program and Workforce Initiative Subsidy for Homeownership (WISH) Program matching grants, which can be used for downpayment assistance and closing costs. Lower house prices and excess inventory continue to offer affordable home-buying opportunities in our traditionally high-cost district to individuals and families ready to assume the responsibilities of ownership. In these

pages, we highlight the great impact Nevada State Bank's participation in our programs is having in a state that has been exceptionally hard hit both by record levels of unemployment and by the foreclosure crisis.

The Bank's Access to Housing and Economic Assistance for Development (AHEAD) Program, funded at the discretion of the Bank's Board of Directors, gives a crucial, early boost to projects and programs that address important local needs. The enthusiasm of our members and the special expertise of their nonprofit partners help smart, strategic approaches to economic and community development get off the ground. The Public Market project that the Thai Community Development Center has planned for the retail space at Metro Hollywood Apartments, one of the AHP-funded housing developments featured in this report, is emblematic of how AHEAD grants can be leveraged to promote long-term community stability and self-sufficiency. Since 2004, the Bank has awarded more than \$3 million in AHEAD grants to support 134 projects and programs in Arizona, California, and Nevada.

There are still more challenges for our industry to overcome in this post-recession economy, while a debate over the future of housing finance will also be taking center stage. Some proposals for revamping the delivery of mortgage credit could affect the Federal Home Loan Bank System, its members, and their community partners. Whatever form change finally takes, we hope that policymakers will continue to recognize the attributes that give the System its structural integrity and bear in mind the critical role the FHLBanks play in providing credit and resources for housing and economic development.

I thank the Affordable Housing Advisory Council, the Bank's Board of Directors, our members, and their community partners for the contributions they each make to the long-term success of our AHP and other community investment programs. Working together, we are putting dollars to work in ways that have a lasting impact in our communities.

Sincerely,



Dean Schultz
President and Chief Executive Officer

Report from the Chair



ROBIN HUGHES
Chair
Affordable Housing
Advisory Council

There are nearly 1,900 affordable housing projects in the Federal Home Loan Bank of San Francisco's Affordable Housing Program (AHP) portfolio. Over the last 22 years, remarkably few of these developments—less than one-half of one percent—have fallen short of the program's expectations. That the vast majority of AHP-subsidized projects have performed so well over time is a testament to the program's ability to identify and support smart, economically viable, and sustainable approaches to meeting a wide range of affordable housing needs. By delivering critical funding to well-designed, high quality housing developments, the AHP provides lasting benefits to the people, neighborhoods, and communities these projects are built to serve.

The Affordable Housing Advisory Council is pleased to present this annual report, which details what the Bank's affordable housing and community support activities have been able to achieve during 2010.

COMPETITIVE AFFORDABLE HOUSING PROGRAM: RESULTS

\$ MILLIONS	2010 RENTAL	2010 OWNERSHIP	2010 TOTAL	1990-2010
Applications Received				
Number of Applications	282	36	318	4,854
Subsidy Requested	\$167.2	\$13.9	\$181.1	\$1,755.7
Approved Applications				
Number of Applications	106	13	119	1,840
Subsidy Awarded	\$64.5	\$4.0	\$68.5	\$630.1
Number of Units	6,330	193	6,523	96,684
Effectiveness				
Average Subsidy per Unit*	\$10,191	\$20,466	\$10,495	\$6,517

* Whole dollars

These results reflect adjustments, cancellations, and modifications to projects as of December 31, 2010.

RESPONDING TO CURRENT NEEDS

The diversity of projects that received AHP funds in 2010 is impressive. These projects will create an affordable place to live for families with children, seniors, veterans, persons with disabilities, young adults transitioning out of the foster care system and other at-risk youth, people who are in need of services-enriched housing or are homeless, and other lower-income individuals and households. The AHP is designed to be a flexible source of gap financing for the purchase, construction, or rehabilitation of affordable housing; in response to changes in the environment for affordable housing development, the Bank and the Council work together to regularly refine elements of the program.

Maximum Subsidy Amount

In 2009, the Bank increased the maximum AHP subsidy per project from \$1 million to \$1.5 million in response to downward pressures on tax credit proceeds and with the expectation that a record amount of AHP funds would be available that year. Because the amount actually awarded was less than expected and the higher maximum subsidy amount was in place, the number of projects awarded grants declined 45 percent, from 164 in 2008 to 90 in 2009.

For 2010, the Bank returned the maximum subsidy per project to \$1 million to allow a greater number of vital projects to receive funding. The \$69 million awarded in 2010 will support 119 rental and owner-occupied projects in Arizona, California, Nevada, and seven other states served by the Bank's member financial institutions.

Youth Programs Eligible for Promotion of Empowerment Points

When young people participate in programs that provide strong, supportive role modeling, foster constructive behavior, and promote education, their potential for success is increased. The Bank expanded the universe of programs targeted to youth that are eligible to receive points in the AHP application's Promotion of Empowerment scoring criterion and changed the name of the "After-school care services or programs" category to "After-school and out-of-school services or programs."

Tax Credits

In consultation with the Council, the Bank also adjusted the benchmark range for the tax credit sales price to be more representative of the current equity market.

SUPPORTING SUSTAINABLE HOMEOWNERSHIP FOR LOW-INCOME HOMEBUYERS

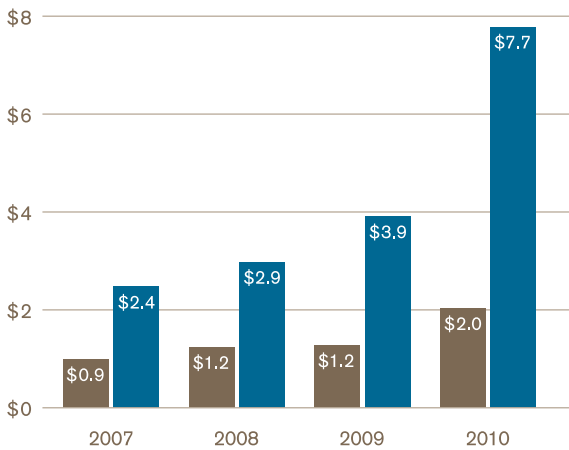
In the wake of the housing crisis, lower house prices and reduced interest rates combined with an excess of housing stock offer low-income individuals and families previously unheard of opportunities to purchase their first home. In 2010, disbursements for IDEA and WISH, the Bank's AHP set-aside programs for first-time homebuyers, doubled from the previous year, helping a record number of households take advantage of new affordable homeownership opportunities. In these pages, we report on one Bank member's increased use of these programs to help lower income households take advantage of the current housing market to stake a homeownership claim in Nevada.

Both IDEA and WISH match \$3 for every \$1 contributed by the homebuyer, offering up to \$15,000 toward the purchase of a home; the grants can be used for downpayment and closing costs, which are often the most significant barriers for households otherwise able to afford homeownership. The IDEA program is directed at homebuyers who have been saving for the purchase of their first home through an Individual Development Account or participating in their local housing authority’s Family Self-Sufficiency homeownership program. WISH is targeted to working families and individuals who are ready to make the transition from renting to owning, and the grants can complement or supplement a myriad of local, state, and federal homeownership programs and initiatives. In 2010, the Bank allocated \$14.6 million in AHP set-aside dollars to 30 member financial institutions—\$10.25 million for members participating in WISH and \$4.35 million for those using IDEA funds. Nine members were first-time participants in one or both programs.

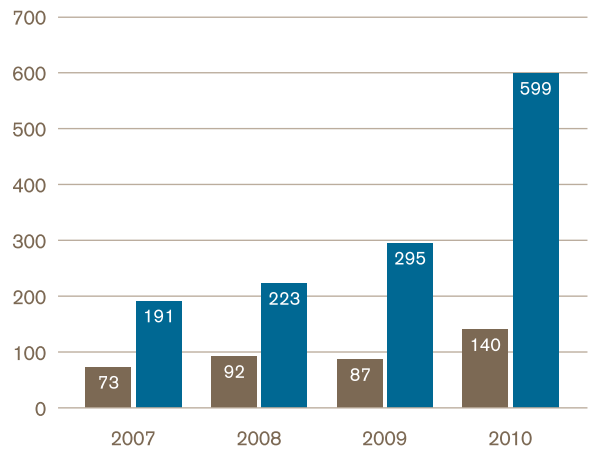
IDEA AND WISH DISBURSEMENTS

2007–2010

AMOUNT DISBURSED (IN MILLIONS)



UNITS FUNDED



■ IDEA ■ WISH

MAKING AN IMPACT WITH AHEAD

The Bank’s non-mandated AHEAD program encourages members and their nonprofit partners to embrace innovative approaches to fostering economic development and promoting stability and self-sufficiency in the communities they serve. The Council is pleased to report that demand for the program reached an all-time high in 2010. For the \$1 million in grants available, the Bank reviewed 149 applications requesting more than \$7 million in predevelopment funding.

The AHEAD program supports projects that provide housing, services, or other benefits for low- to moderate-income households, result in the creation or retention of jobs, or facilitate public or private infrastructure projects. In 2010, 19 members were awarded grants for 40 important initiatives, more than half of which will address the economic development priorities of the moment—creating or preserving jobs in distressed communities, supporting the small businesses and social enterprises that generate them, or developing well-targeted job training programs. We are pleased that members and their partners can leverage AHEAD grants to support project and programs that will:

- incubate or grow entrepreneurial social enterprises that generate living-wage jobs and create or expand job training programs targeted specifically to young mothers, homeless adults, residents of public housing, at-risk youth, and others
- supply letters of credit to landlords to help low-income and formerly homeless families rent housing in the private market
- provide community check-cashing and credit-building services to the unbanked
- offer low-income immigrant women an opportunity to develop basic English skills through a multi-media training program inspired by Latin American-style telenovelas
- connect local scientists with students in need of algebra tutoring and mentoring
- restart affordable housing projects that have stalled because of budget cuts at the state and local levels

The Council thanks the Bank's Board of Directors for its ongoing commitment to the AHEAD program.

TAPPING THE BANK'S DISCOUNTED ADVANCES AND LETTERS OF CREDIT

The Bank's Community Investment Program (CIP) continues to provide members with low-cost funding for affordable housing to benefit low- to moderate-income households and to support community revitalization and development activities. In 2010, members borrowed \$242.6 million in CIP advances. Members also continued to tap the Advances for Community Enterprise (ACE) program to provide their customers with lower-cost funding for projects and activities that result in the creation of jobs or other benefits for low- and moderate-income households and communities. Members borrowed \$33.5 million in ACE advances during the year, most of which supported loans to small businesses and SBA-insured lending.

The Bank's Homeownership Preservation Advance (HPA) is another tool member financial institutions can use to help homeowners in their communities avoid foreclosure. HPA offers below-market-rate credit to support Bank members modifying or refinancing mortgage loans for low- to moderate-income homeowners who may be at risk of losing their homes because of delinquency or default. Six advances totaling \$61 million were issued to support member efforts to keep distressed homeowners in their homes.

Bank members took full advantage of the temporary amendment to the Internal Revenue Code, which expired on December 31, 2010, that allowed standby letters of credit to back non-housing-related tax exempt bonds. The Bank issued 29 low-cost letters of credit, of which \$389 million supported job creation or retention and \$44 million promoted affordable housing projects. Use of the non-housing letters of credit included support for a variety of important tax-exempt public-purpose projects, ranging from schools, museums, and community facilities to arts and cultural organizations and industrial and manufacturing facilities.

FACILITATING COMPLIANCE

The Bank is intent on maintaining the programmatic integrity of the AHP end-to-end, from application and early development through disbursement and monitoring of completed projects. To help participants understand and comply with regulatory requirements and the Bank's monitoring policies and procedures—which are key to maintaining an AHP project subsidy—the Bank now offers quarterly compliance webinars in addition to the individual technical assistance and training that is available throughout the life of an AHP project.

EDUCATING, ASSISTING, AND REACHING OUT

As the economy continues to present challenges for the affordable housing community, the Bank's Community Investment staff remains committed to education, outreach, and fostering strong community partnerships. The Bank conducted 25 AHP application and compliance workshops, 13 WISH and IDEA program workshops, and 2 AHEAD program workshops. About one-third of these workshops were presented online. More than 200 Bank members and sponsoring organizations received individual technical assistance.

In 2010, the Bank sponsored or participated in numerous national, regional, and local conferences, forums, and roundtables to promote affordable housing and community economic development. The Bank also organized and hosted 11 foreclosure prevention workshops in areas severely affected by the foreclosure crisis, providing an opportunity for homeowners at risk of default to consult with lenders and HUD-certified housing counselors to understand their alternatives and potentially keep their homes. Many of these events included first-time homebuyer fairs designed to help individuals and families learn about affordable homeownership opportunities and programs.

Other noteworthy outreach activities and events of the past year:

- The Bank convened a Community Development Financial Institution (CDFI) roundtable to discuss CDFI membership in the FHLBank System and participated in a workshop on the same subject at an Opportunity Finance Network conference. The Bank welcomed its first CDFI member in early 2011.
- In collaboration with Capital Markets Partnership and the Federal Reserve Bank of San Francisco, the Bank led the planning for a green affordable housing underwriting conference focused on best practices in green underwriting and the long-term economic value of home energy efficiency. The Bank made a presentation on public and private sources of funding at a second green underwriting conference held in Los Angeles.

- The Bank worked with several organizations to plan and convene a forum for lenders focused on improving the flow of bank-owned properties to Neighborhood Stabilization Program grant recipients.
- At the request of the Federal Housing Finance Agency, the Bank held an economic development forum attended by Bank members and economic stakeholders from Arizona, California, and Nevada. Ralph Lippman, executive director of the California Community Economic Development Association and a member of the Bank's Advisory Council, facilitated the discussion.
- On behalf of the Bank, James Feltham, Vice Chair of the Council, accepted the National Housing Conference's 2010 "Housing Person of the Year" award, which was presented to the FHLBank System's Affordable Housing Program at an event held in Washington, D.C., in June. The award recognizes the impact the AHP has had on affordable housing development since 1990. In the first 20 years of the program, the FHLBanks awarded \$4.3 billion in AHP funds.

IN CLOSING

On behalf of the Council, I sincerely thank the Bank's members, Board of Directors, management, and staff for the invaluable contributions they have made to our communities through the Bank's programs and activities. The Council is delighted to welcome our newest member, Jose Bernardo of Associated Filipino Organizations of San Joaquin County, to this important work.

Our efforts to create affordable housing and promote community and economic development will undoubtedly face new challenges as fiscal priorities shift and financial resources at the national, state, and local levels keep shrinking. But we have confidence that the Bank, its members, and their partners will continue to deliver resources to projects, like those featured in this report, that are successful in achieving goals that go beyond shelter to have a profound and lasting impact on people, neighborhoods, and communities.

Respectfully submitted,



Robin Hughes
Chair
Affordable Housing Advisory Council

MEMBERS

CITIBANK, N.A.

SPONSORS

HOLLYWOOD COMMUNITY HOUSING CORPORATION

AWARDS

AHP AWARD: \$240,000

UNION BANK

THAI COMMUNITY DEVELOPMENT CENTER

AHEAD AWARD: \$25,000

Building affordable housing along public transit corridors and close to job centers means shorter commutes for workers, less pollution from cars stuck in rush-hour traffic, lower greenhouse gas emissions, and a higher quality of life for local working families—all high priorities for the City of Los Angeles.

In 2002, the Bank awarded a \$240,000 AHP grant to Hollywood Community Housing Corporation, through Citibank, N.A., to support construction of Metro Hollywood Apartments in East Hollywood. Located immediately adjacent to the Hollywood Western Metro Red Line Station, Metro Hollywood has 60 affordable 1-, 2-, and 3-bedroom apartments, 1,100 square feet of retail space, and a daycare center with room for 70 resident and non-resident children. The first transit village designed to serve low-income Southern Californians, it makes public transit more accessible for the people who need it most to get to work and school.

Developed through a partnership among the Los Angeles Metro Transit Authority, nonprofit Hollywood Community Housing Corporation, and McCormack Baron Salazar, a for-profit firm that specializes in developing economically integrated urban neighborhoods, the project also received permanent funding through low income housing tax credits, the Los Angeles Housing Department and Redevelopment Agency, and Citibank.



Since 2004, Metro Hollywood has provided an affordable place to live in a community that is largely lower income but extremely rich in cultural diversity. Less than two square miles in size, East Hollywood is home to Little Armenia and the country's only Thai Town, along with many Latin American, Asian, Eastern European, and Middle Eastern residents and businesses.

Gina Voskanian, who emigrated from Armenia in 1989, has always lived in East Hollywood with her husband and two sons. Watching Metro Hollywood being built from her family's crowded, older apartment two blocks away,

she longed to move there. "My eye was on this building since they started construction," she says. "I desperately wanted to have a unit here, and my dream came true." Separate bedrooms for each of her sons, now 19 and 26, are key to Voskanian's happiness with her 3-bedroom apartment. "Now everyone has privacy and I am happy," she adds.

The impact of a well-planned mixed-use development like Metro Hollywood extends far beyond the people who live there. According to Alice Carr, Managing Director, Municipal Securities Division, Citi Community Capital, this project has revitalized the neighborhood, which used to be pretty grim. "These buildings sit on just one corner," she says, "but they transform the larger area around them."

COMING SOON TO METRO HOLLYWOOD: A PUBLIC MARKET

The Thai Community Development Center is creating a new public market at Metro Hollywood that will sell ethnic foods and artisan crafts that reflect the cultural mix of the community and will serve as a business incubator for immigrant entrepreneurs. "This is the ideal site," says Chanchanit Martorell, Thai CDC's Executive Director. "It's the gateway to Thai Town, right on top of the Metro. What better way to encourage public life and pedestrian activity?"

Once up and running, the market is expected to provide opportunities for up to 18 start-up businesses and generate 38 permanent, retail-oriented jobs. Thai CDC received a \$25,000 AHEAD grant through Union Bank to cover predevelopment costs for the new market, important early-stage funds that created momentum and provided leverage for additional fundraising.

Planners see a bright future for the Metro Hollywood neighborhood as a destination for cultural tourism. "The market is part of a broader vision," says Martorell. "East Hollywood has historically been the neglected step-child of Hollywood, but the ethnic communities—Thais, Armenians, Latinos—have made it thrive. Now cultural tourism can be a vehicle for long-term economic development."

THIS PAGE (L-R): ALICE CARR, Managing Director, Citi Community Capital; MALEN RODRIGUEZ, Director of Asset Management, Hollywood Community Housing Corporation; SUSAN RINNEY, Vice President, Citi Community Capital

OPPOSITE, MAIN: GINA VOSKANIAN, Resident, Metro Hollywood Apartments

OPPOSITE, INSERT (L-R): SUSAN RINNEY; ALICE CARR; CHANCHANIT MARTORELL, Executive Director, Thai Community Development Center; GINA VOSKANIAN; ALEXANDER HOLSHEIMER, Project Manager, Thai Community Development Center



A Catalyst for Community

“Metro Hollywood Apartments represents how a housing development can be not just a place to live, but a means to create a place to thrive and sustain a community.”

WILLIAM HARRIS
Executive Director, Hollywood Community Housing Corporation



Space for Second Chances



“To give someone a second chance, a third chance—sometimes it’s even a fifth chance—that’s why we have rescue missions.”

BOB BRUNNER
Executive Director, Las Vegas Rescue Mission

In 1970, six Las Vegas businessmen founded the Las Vegas Rescue Mission to help the city's homeless and hungry. They started by distributing sandwiches and drinks from a tiny storefront and providing mats and blankets, so men with nowhere else to go could eat and sleep away from the elements. It was a simple concept, driven by faith and responsive to the needs of the community.

Today the Mission takes up two city blocks, serves 30,000 meals a month, and provides 2,500 beds. A world away from the flashing neon lights of the Las Vegas Strip, its six main buildings include a 300-seat dining hall, an emergency shelter for men, a separate shelter for women and children, and a thrift store serving both shelter guests and needy members of the community. The emergency shelter offers guests a place to stay for seven days and possibly longer. According to Bob Brunner, the Mission's Executive Director, "It gives them time to step back, take a deep breath." If they find a job, they can extend their time at the shelter to 30 days.

The next phase of expansion will offer transitional housing to men who have completed the Mission's well-regarded addiction recovery program. A \$1 million AHP grant received through Nevada State Bank is helping to fund construction of shared apartments for 12 men. "The AHP grant gave us seed money to really build on," Bob notes. "Once you get a grant of that size, it gives everybody else the confidence to give to the project. They know it's viable, well-planned, packaged right—and will get finished. The key word is leverage; an FHLBank grant adds credibility."

"RECOVERY IS A RUGGED WAY TO LIVE, BUT IT BEATS THE ALTERNATIVE."

To manage the new transitional housing, Brunner turned to someone who had lived the life of the streets and could really relate to the clients. Jeff Schombs' battle with addiction began at age 13, and his problems got worse after moving to Las Vegas. Eventually a combination of alcohol, drugs, and gambling lost him his job in the casino business—and he became homeless. "I was broken. I couldn't get off the streets," he says. "I was on the verge of ending it all."

After three weeks of not eating while strung out on crystal meth, he suddenly got hungry. So he went to the Mission—just for the evening meal. Then he got a bed in the overnight shelter—just to get off the streets for a

little while. "On July 17, 2008, something was placed upon my heart to enter the program," Schombs says. Ready to change his life completely, he spent 18 months as a client of the voluntary recovery program. Now he's ready to be a model of success for the men he will be mentoring and supervising as the first resident manager of the Mission's new transitional housing.

To qualify for the transitional housing, a man has to be clean and sober, with a paying job and a certain amount of money saved in an account the Mission provides. Both Brunner and Schombs believe the transitional housing will be a goal that program participants will want to shoot for, as well as an important opportunity for those who have graduated from the program on paper, but aren't quite ready to be fully independent. "It won't be so overwhelming for them out in the world if they can still stay here," Brunner concludes. "It might be one year, maybe two; we don't put a time limit on success when it comes to someone's life."



OPPOSITE (L-R): ROBERT BRUNNER, Executive Director, Las Vegas Rescue Mission; JEFF SCHOMBS, Transitional Housing Resident Manager, Las Vegas Rescue Mission

MEMBER

NEVADA STATE BANK

AWARD

WISH AND IDEA FUNDS
RESERVATION: \$1,167,000

Nevada has been at the epicenter of the housing crisis, with a rate of foreclosure that is not only the highest in the country, according to RealtyTrac™, but is nearly twice that of any other state. In 50 years, Michele Johnson, President and CEO of Consumer Credit Counseling Service–Nevada, has never seen things so bad. Whole neighborhoods—especially in the Las Vegas area—have been decimated, first by the meltdown of the overheated mortgage market and then by the economic downturn and ongoing job losses that are sending workers elsewhere.

Advocates for affordable housing are working to create new opportunities from this unprecedented housing crisis. With prices low and inventory high, homeownership is now within reach for many who had formerly been priced out of the market. Today, Johnson and Drew Zidzik, Senior Vice President and Community Reinvestment Act Manager at Nevada State Bank, are seizing the opportunity this situation presents to put hard-working people into newly affordable homes. “When your housing stock depreciates 70%, it’s a tragedy for current owners,” Johnson notes. “But it provides a rare opportunity for those who are looking to buy their first home.”

Nevada State Bank has a long history of supporting initiatives that promote revitalization and economic growth for communities throughout the state. They’ve been partnering with Johnson’s credit counseling agency for more than 20 years on a variety of products and programs, including, sporadically at first, the Bank’s WISH and IDEA first-time homebuyer grant programs. In 2004, two homebuyers received FHLBank matching grants through Nevada State Bank; in 2007 the number was three. In 2009, with Zidzik managing the bank’s CRA activities, Nevada State Bank reserved nearly \$400,000 and the number of homebuyers receiving grants jumped to 29.

In 2010, Nevada State Bank used \$1.17 million in WISH and IDEA funds to help 94 homebuyers, three times as many as in the previous year. “We were using the programs on a small scale before, but since the marketplace changed so tremendously, homes that were once unreachable are now affordable,” Zidzik explains. “Pricing is fantastic, and we hope to be able to deliver the same volume this year.”

Recent events have dramatically illustrated that homeownership is not right for everyone. Successful, sustainable homeownership requires financial literacy and being well prepared for both the home-buying process and the ongoing responsibilities of ownership. Johnson’s organization is in the business of preparing people for homeownership success. “We find the clients, we scrutinize them from the beginning, we educate them and

interpret the process for them,” Johnson says. “We’re there to answer questions, and it’s the handholding we do that really makes a difference.”

CCCS–NV’s homebuyers first meet with financial counselors, then with a housing specialist who explains the various programs. Completion of a comprehensive, eight-hour class—presented by the agency’s own staff, not industry representatives—is required. Finally, says Johnson, “We want them to come in with the money. Our participants scrape together every penny they can to get the full matching grant.” With either the WISH or IDEA program, the Bank’s 3-1 matching grant gives the recipient up to \$15,000 to be applied to the downpayment or closing costs.

By the time they move into their new homes, these homebuyers have demonstrated not just their readiness to be homeowners but also their desire to make a long-



term commitment to their community. The benefits of homeownership extend beyond the household to the neighborhoods that need stabilizing—and to the larger community. “The impact of what we are doing is really pretty big,” Zidzik says. “It will help with Nevada’s recovery, too.”

THIS PAGE (L-R): NORENE RAJSICH, CRA Specialist, Nevada State Bank; DREW ZIDZIK, Senior Vice President, CRA & Community Development, Nevada State Bank; TANIA THOMPSON, CRA Specialist, Nevada State Bank
OPPOSITE: DREW ZIDZIK; MICHELE JOHNSON, President/CEO, Consumer Credit Counseling Service

Support for Sustainable Homeownership



“First-time homebuyer programs are having a huge impact here. We’re stabilizing families. We’re stabilizing neighborhoods.”

MICHELE JOHNSON
Consumer Credit Counseling Service–Nevada

Affordable Housing Program

ARIZONA

Coconino County

Flagstaff

Flagstaff Senior Meadows

MEMBER Western Alliance Bank
SPONSOR Foundation for Senior Living
SUBSIDY \$800,000 for 60 rental units

Habitat at Butler

MEMBER Sunwest Bank
SPONSOR Habitat for Humanity–Flagstaff
SUBSIDY \$60,000 for 4 ownership units

Maricopa County

Phoenix

Devine Legacy on Central

MEMBER National Bank of Arizona
SPONSOR Native American Connections, Inc.
SUBSIDY \$990,000 for 65 rental units

Encanto Pointe–Housing First

MEMBER RepublicBankAz
SPONSOR Native American Connections, Inc.
SUBSIDY \$665,096 for 54 rental units

Roeser Haciendas

MEMBER National Bank of Arizona
SPONSOR National Farm Workers Service Center, Inc.
SUBSIDY \$450,000 for 46 rental units

Vista Del Sol

MEMBER National Bank of Arizona
SPONSOR Habitat for Humanity–Central Arizona
SUBSIDY \$322,000 for 14 ownership units

Surprise

Johnson Townhomes Phase II

MEMBER Western Alliance Bank
SPONSOR Habitat for Humanity–Central Arizona
SUBSIDY \$540,000 for 24 ownership units

Tempe

Apache ASL Trails

MEMBER JPMorgan Bank and Trust Company
SPONSOR Arizona Deaf Senior Citizen Coalition
SUBSIDY \$1,000,000 for 75 rental units

Pima County

Tucson

Corazon del Pueblo–Phase 2

MEMBER Western Alliance Bank
SPONSOR Habitat for Humanity–Tucson
SUBSIDY \$160,000 for 10 ownership units

Dragonfly Village at Circle Tree Ranch

MEMBER Canyon Community Bank
SPONSOR Amity Foundation
SUBSIDY \$1,000,000 for 48 rental units

South Park Village

MEMBER Bank of Tucson
SPONSOR La Frontera, Inc.
SUBSIDY \$1,000,000 for 50 ownership units

Santa Cruz County

Nogales

Bowman Senior Residences

MEMBER Bank of Tucson
SPONSOR Nogales Community Development Corporation
SUBSIDY \$800,000 for 40 rental units

Yavapai County

Camp Verde

Yavapai-Apache Homes IV

MEMBER Bank of Oklahoma
SPONSOR Yavapai-Apache Nation Tribal Housing
SUBSIDY \$400,000 for 36 rental units

Yuma County

San Luis

Sunshine Homes

MEMBER A.E.A. Federal Credit Union
SPONSOR Comité de Bien Estar, Inc.
SUBSIDY \$750,000 for 30 ownership units

Yuma

Crossroads Mission Family Center

MEMBER The Foothills Bank
SPONSOR Crossroads Mission
SUBSIDY \$1,000,000 for 50 rental units

CALIFORNIA

Alameda County

Berkeley

Ashby Arts

MEMBER Bank of the West
SPONSOR BRIDGE Housing Corporation
SUBSIDY \$970,000 for 98 rental units

Harmon Gardens

MEMBER Alta Alliance Bank
SPONSOR Affordable Housing Associates
SUBSIDY \$150,000 for 16 rental units

Oakland

Cathedral Gardens

MEMBER JPMorgan Bank and Trust Company
SPONSOR EAH
SUBSIDY \$1,000,000 for 100 rental units

FACT Permanent Housing

MEMBER Bank of Alameda
SPONSOR East Bay Community Recovery Fund
SUBSIDY \$700,000 for 7 rental units

Fairmount Apartments

MEMBER Mechanics Bank
SPONSOR Affordable Housing Associates
SUBSIDY \$300,000 for 31 rental units

Kinsell Commons at Tassafaronga Village

MEMBER Bank of the West
 SPONSOR Habitat for Humanity–East Bay
 SUBSIDY \$500,000 for 22 ownership units

Project Pride

MEMBER Bank of Alameda
 SPONSOR East Bay Community Recovery Fund
 SUBSIDY \$1,000,000 for 20 rental units

St. Joseph's Family Apartments

MEMBER Union Bank
 SPONSOR BRIDGE Housing Corporation
 SUBSIDY \$610,000 for 62 rental units

San Leandro**The Alameda at San Leandro Crossings**

MEMBER Silicon Valley Bank
 SPONSOR BRIDGE Housing Corporation
 SUBSIDY \$990,000 for 100 rental units

Union City**Station District Family Housing I**

MEMBER Union Bank
 SPONSOR Mid-Peninsula Housing Coalition
 SUBSIDY \$990,000 for 100 rental units

Station District Family Housing II

MEMBER Union Bank
 SPONSOR Mid-Peninsula Housing Coalition
 SUBSIDY \$560,000 for 57 rental units

Contra Costa County**Antioch****Habitat for Humanity East Bay Foreclosure Rehab Program**

MEMBER Silicon Valley Bank
 SPONSOR Habitat for Humanity–East Bay
 SUBSIDY \$195,000 for 13 ownership units

Lafayette**Lafayette Senior Housing**

MEMBER Silicon Valley Bank
 SPONSOR Eden Housing, Inc.
 SUBSIDY \$450,000 for 46 rental units

Fresno County**Firebaugh****Miller & Lux Family and Senior Apartments**

MEMBER Bank of the West
 SPONSOR California Community Builders
 SUBSIDY \$778,000 for 59 rental units

Fresno**Alta Monte**

MEMBER Bank of the West
 SPONSOR Housing Authority of the City & County of Fresno
 SUBSIDY \$371,000 for 28 rental units

Rescue The Children

MEMBER Premier Valley Bank
 SPONSOR Fresno Rescue Mission
 SUBSIDY \$1,000,000 for 62 rental units

Trinity Gardens Apartments

MEMBER Bank of the West
 SPONSOR Housing Authority of the City & County of Fresno
 SUBSIDY \$200,000 for 21 rental units

Kerman**Hacienda Heights Apartments**

MEMBER Pacific Capital Bank
 SPONSOR Central Valley Coalition for Affordable Housing
 SUBSIDY \$816,000 for 69 rental units

Kearney Palms Senior Apartments Phase III

MEMBER Pacific Capital Bank
 SPONSOR Central Valley Coalition for Affordable Housing
 SUBSIDY \$660,000 for 44 rental units

Kern County**Arvin****Sycamore Family Apartments**

MEMBER Wells Fargo Financial National Bank
 SPONSOR Valley Initiatives for Affordable Housing
 SUBSIDY \$480,000 for 49 rental units

Bakersfield**Eucalyptus Village**

MEMBER Pacific Western Bank
 SPONSOR Corporation For Better Housing
 SUBSIDY \$940,000 for 94 rental units

Los Angeles County**Bell Gardens****Terra Bella**

MEMBER Citibank, N.A.
 SPONSOR Abode Communities
 SUBSIDY \$1,000,000 for 65 rental units

Calabasas**Canyon Creek**

MEMBER JPMorgan Bank and Trust Company
 SPONSOR Housing Corporation of America, Inc.
 SUBSIDY \$740,000 for 75 rental units

Carson**Carson City Center Senior Housing**

MEMBER JPMorgan Bank and Trust Company
 SPONSOR Housing Corporation of America, Inc.
 SUBSIDY \$850,000 for 86 rental units

Glendale**The Gardens on Garfield**

MEMBER Union Bank
 SPONSOR Housing Corporation of America, Inc.
 SUBSIDY \$290,000 for 30 rental units

Long Beach**Long Beach and Anaheim**

MEMBER City National Bank
 SPONSOR Century Affordable Development, Inc.
 SUBSIDY \$380,000 for 39 rental units

Long Beach Senior Artists Colony

MEMBER City National Bank
 SPONSOR Century Affordable Development, Inc.
 SUBSIDY \$1,000,000 for 161 rental units

Affordable Housing Program (continued)

Los Angeles

28th Street YMCA Residences

MEMBER Wells Fargo Financial National Bank
SPONSOR Clifford Beers Housing, Inc.
SUBSIDY \$500,000 for 49 rental units

Buckingham Senior Apartments

MEMBER Citibank, N.A.
SPONSOR Western Community Housing, Inc.
SUBSIDY \$690,000 for 70 rental units

Caroline Severance Manor

MEMBER Wells Fargo Financial National Bank
SPONSOR Mercy Housing California
SUBSIDY \$1,000,000 for 85 rental units

Dana Strand Senior Apartments

MEMBER East West Bank
SPONSOR La Cienega LOMOD, Inc.
SUBSIDY \$495,000 for 100 rental units

Epworth Apartments

MEMBER City National Bank
SPONSOR LTSC Community Development Corporation
SUBSIDY \$190,000 for 20 rental units

Glassell Park Community Housing

MEMBER Mississippi Valley Life Insurance Company
SPONSOR Abode Communities
SUBSIDY \$490,000 for 50 rental units

Jefferson Park Terrace

MEMBER Bank of America California
SPONSOR Mercy Housing California
SUBSIDY \$590,000 for 60 rental units

Michael's Village

MEMBER First Private Bank & Trust
SPONSOR Step-Up On Second Street
SUBSIDY \$500,000 for 32 rental units

Osborne Place Apartments

MEMBER Citibank, N.A.
SPONSOR A Community of Friends
SUBSIDY \$620,000 for 64 rental units

PWC Family Housing

MEMBER Citibank, N.A.
SPONSOR LTSC Community Development Corporation
SUBSIDY \$440,000 for 45 rental units

Star Apartments

MEMBER Community Bank
SPONSOR Skid Row Housing Trust
SUBSIDY \$1,000,000 for 102 rental units

Step Up on Vine

MEMBER Citibank, N.A.
SPONSOR Step-Up On Second Street
SUBSIDY \$640,000 for 34 rental units

Toberman Village

MEMBER Citibank, N.A.
SPONSOR New Economics for Women
SUBSIDY \$480,000 for 49 rental units

Willis Avenue Apartments

MEMBER Wells Fargo Financial National Bank
SPONSOR A Community of Friends
SUBSIDY \$410,000 for 42 rental units

North Hollywood

NoHo Senior Villas

MEMBER Citibank, N.A.
SPONSOR Clifford Beers Housing, Inc.
SUBSIDY \$500,000 for 49 rental units

Pasadena

Hudson Oaks

MEMBER Wells Fargo Financial National Bank
SPONSOR Abode Communities
SUBSIDY \$440,000 for 45 rental units

Reseda

Canby Woods Senior Housing

MEMBER Union Bank
SPONSOR Housing Corporation of America, Inc.
SUBSIDY \$970,000 for 98 rental units

Madera County

Chowchilla

Shasta Court

MEMBER Pacific Western Bank
SPONSOR Corporation for Better Housing
SUBSIDY \$720,000 for 72 rental units

Marin County

Novato

Warner Creek Senior Housing

MEMBER Bank of America California
SPONSOR Eden Housing, Inc.
SUBSIDY \$600,000 for 61 rental units

Mendocino County

Laytonville

Cahto Rental Housing

MEMBER Bank of America California
SPONSOR Cahto Indian Tribe of the Laytonville Rancheria
SUBSIDY \$70,000 for 7 rental units

Ukiah

TAY Wellness Housing Development

MEMBER Mendo Lake Credit Union
SPONSOR Redwood Children's Services
SUBSIDY \$110,000 for 12 rental units

TOTIL House

MEMBER Bank of the West
SPONSOR Ford Street Project
SUBSIDY \$300,000 for 22 rental units

Monterey County

Carmel

Trevett Court Project

MEMBER Pacific Capital Bank
SPONSOR The Carmel Foundation
SUBSIDY \$140,000 for 14 rental units

Placer County**Auburn****Mercy Auburn Senior Apartments**

MEMBER Silicon Valley Bank
 SPONSOR Mercy Housing California
 SUBSIDY \$590,000 for 60 rental units

Riverside County**Blythe****Rancho REO Rental Rehab**

MEMBER Desert Commercial Bank
 SPONSOR RANCHO Housing Alliance
 SUBSIDY \$330,000 for 51 rental units

Cathedral City**River Canyon Apartments**

MEMBER Bank of the West
 SPONSOR National Community Renaissance
 (National CORE)
 SUBSIDY \$590,000 for 60 rental units

Corona**Corona Senior Arts Colony**

MEMBER Wells Fargo Financial National Bank
 SPONSOR Western Community Housing, Inc.
 SUBSIDY \$1,000,000 for 152 rental units

Indio**Indio NSP-2 REO Resale**

MEMBER Desert Commercial Bank
 SPONSOR RANCHO Housing Alliance
 SUBSIDY \$240,000 for 16 ownership units

Perris**Perris Station Apartments**

MEMBER Rabobank
 SPONSOR TELACU
 SUBSIDY \$830,000 for 84 rental units

Sacramento County**Folsom****Folsom Oaks Apartments**

MEMBER Bank of Sacramento
 SPONSOR Transitional Living & Community
 Support, Inc.
 SUBSIDY \$180,000 for 19 rental units

Sacramento**7th & H Mixed-Use Affordable Housing**

MEMBER Wells Fargo Financial National Bank
 SPONSOR Mercy Housing California
 SUBSIDY \$1,000,000 for 150 rental units

ACC Affordable Housing

MEMBER Union Bank
 SPONSOR Asian Community Center
 SUBSIDY \$390,000 for 39 rental units

San Bernardino County**Fontana****Paseo Verde I**

MEMBER Mississippi Valley Life
 Insurance Company
 SPONSOR Affordable Housing Access, Inc.
 SUBSIDY \$230,000 for 50 rental units

Loma Linda**Aidan's Walk Senior Apartments**

MEMBER East West Bank
 SPONSOR Las Palmas Foundation
 SUBSIDY \$1,000,000 for 152 rental units

Loma Linda Commons

MEMBER Citibank, N.A.
 SPONSOR Corporation For Better Housing
 SUBSIDY \$1,000,000 for 120 rental units

San Diego County**Carlsbad****Tavarua Senior Apartments**

MEMBER JPMorgan Bank and Trust Company
 SPONSOR Western Community Housing, Inc.
 SUBSIDY \$490,000 for 50 rental units

Chula Vista**Trenton Avenue Project**

MEMBER Union Bank
 SPONSOR South Bay Community Services, Inc.
 SUBSIDY \$85,000 for 11 rental units

Escondido**Juniper Senior Village**

MEMBER JPMorgan Bank and Trust Company
 SPONSOR National Community Renaissance
 (National CORE)
 SUBSIDY \$500,000 for 61 rental units

San Diego**9th & Broadway**

MEMBER Mississippi Valley Life
 Insurance Company
 SPONSOR BRIDGE Housing Corporation
 SUBSIDY \$1,000,000 for 250 rental units

Veterans Village of San Diego Housing & Services for Iraq and Afghanistan Veterans

MEMBER Rabobank
 SPONSOR Vietnam Veterans of San Diego
 SUBSIDY \$600,000 for 24 rental units

San Francisco County**San Francisco****29th Avenue Apartments**

MEMBER Silicon Valley Bank
 SPONSOR Housing Services Affiliate of Bernal
 Heights Neighborhood Center
 SUBSIDY \$200,000 for 20 rental units

Aarti Hotel

MEMBER Silicon Valley Bank
 SPONSOR Tenderloin Neighborhood
 Development Corporation
 SUBSIDY \$400,000 for 40 rental units

Arlington Hotel

MEMBER Silicon Valley Bank
 SPONSOR Mercy Housing California
 SUBSIDY \$840,000 for 154 rental units

Hunters View-Phase 1

MEMBER Silicon Valley Bank
 SPONSOR Hunter's Point Affordable
 Housing, Inc.
 SUBSIDY \$1,000,000 for 107 rental units

Affordable Housing Program (continued)

San Joaquin County

Stockton

Vintage Plaza

MEMBER Bank of Stockton
SPONSOR Visionary Home Builders of California
SUBSIDY \$233,448 for 18 rental units

Santa Clara County

San Jose

Family Supportive Housing

MEMBER Heritage Bank of Commerce
SPONSOR Family Supportive Housing
SUBSIDY \$350,000 for 36 rental units

Fourth Street Apartments

MEMBER Mississippi Valley Life Insurance Company
SPONSOR First Community Housing Corporation
SUBSIDY \$1,000,000 for 100 rental units

Santa Cruz County

Soquel

Dawn Lane

MEMBER Lighthouse Bank
SPONSOR Habitat for Humanity–Santa Cruz County
SUBSIDY \$15,000 for 1 ownership unit

Shasta County

Shasta Lake

City of Shasta Lake Infill Redevelopment Project

MEMBER Redding Bank of Commerce
SPONSOR Habitat for Humanity Shasta Cascade, Inc.
SUBSIDY \$30,000 for 1 ownership unit

Solano County

Dixon

Heritage Commons

MEMBER First Northern Bank of Dixon
SPONSOR Davis Senior Housing Communities, Inc.
SUBSIDY \$1,000,000 for 60 rental units

Sonoma County

Santa Rosa

Acacia Lane Senior Apartments

MEMBER Bank of Marin
SPONSOR Petaluma Ecumenical Properties
SUBSIDY \$430,000 for 44 rental units

Amorosa Village I

MEMBER Wells Fargo Financial National Bank
SPONSOR Burbank Housing Development Corporation
SUBSIDY \$960,000 for 97 rental units

McMinn Avenue Shared Housing

MEMBER First Community Bank
SPONSOR Community Housing Sonoma County
SUBSIDY \$80,000 for 8 rental units

Sutter County

Live Oak

Maple Park, Phase I

MEMBER Wells Fargo Financial National Bank
SPONSOR Sutter Community Affordable Housing
SUBSIDY \$550,000 for 56 rental units

Tulare County

Goshen

Goshen Village II

MEMBER Wells Fargo Financial National Bank
SPONSOR Self-Help Enterprises
SUBSIDY \$550,000 for 56 rental units

Porterville

Villa Siena Apartments

MEMBER Rabobank
SPONSOR Housing Alternatives, Inc.
SUBSIDY \$690,000 for 70 rental units

Scattered Sites

Neighborhood Revitalization

MEMBER Visalia Community Bank
SPONSOR Habitat for Humanity–Tulare County
SUBSIDY \$105,000 for 7 ownership units

Ventura County

Oxnard

D Street Apartments

MEMBER Mississippi Valley Life Insurance Company
SPONSOR Many Mansions, Inc.
SUBSIDY \$80,000 for 8 rental units

Santa Paula

Paseo Santa Barbara, Phase I

MEMBER Citibank, N.A.
SPONSOR Cabrillo Economic Development Corporation
SUBSIDY \$740,000 for 74 rental units

Paseo Santa Barbara, Phase II

MEMBER Citibank, N.A.
SPONSOR Cabrillo Economic Development Corporation
SUBSIDY \$160,000 for 16 rental units

Thousand Oaks

Hillcrest Project

MEMBER Mississippi Valley Life Insurance Company
SPONSOR Many Mansions, Inc.
SUBSIDY \$590,000 for 60 rental units

Yolo County

Woodland

Habitat for Humanity Yolo County–Heidrick Ranch

MEMBER First Northern Bank of Dixon
SPONSOR Habitat for Humanity–Yolo County
SUBSIDY \$33,000 for 1 ownership unit

COLORADO

Denver County

Denver

1099 Osage Apartments

MEMBER Citibank, N.A.
SPONSOR The Housing Authority of the City and County of Denver
SUBSIDY \$1,000,000 for 100 rental units

ILLINOIS

Cook County

Chicago

Oakwood Shores Senior Apartments

MEMBER Bank of America California
 SPONSOR The Community Builders, Inc.
 SUBSIDY \$500,000 for 76 rental units

Oakwood Shores Terrace Apartments

MEMBER JPMorgan Bank and Trust Company
 SPONSOR The Community Builders, Inc.
 SUBSIDY \$450,000 for 48 rental units

Country Club Hills

Country Club Hills Wellness Center

MEMBER JPMorgan Bank and Trust Company
 SPONSOR South Suburban PADS
 SUBSIDY \$725,000 for 77 rental units

MICHIGAN

Kent County

Kentwood

Wedgwood Children's Home Rehabilitation

MEMBER Bank of Arizona
 SPONSOR Wedgwood Christian Services
 SUBSIDY \$700,000 for 60 rental units

NEVADA

Humboldt County

Winnemucca

Winnemucca Senior Apartments

MEMBER Charles Schwab Bank
 SPONSOR Nevada Rural Housing Authority
 SUBSIDY \$600,000 for 30 rental units

Washoe County

Reno

Bristlecone

MEMBER Charles Schwab Bank
 SPONSOR Bristlecone Family Resources
 SUBSIDY \$500,000 for 24 rental units

Silver Sage at Neil Road Apartments

MEMBER Charles Schwab Bank
 SPONSOR Silver Sage Manor, Inc.
 SUBSIDY \$360,000 for 36 rental units

NEW JERSEY

Union County

Elizabeth

205 First Street Senior Housing Development

MEMBER JPMorgan Bank and Trust Company
 SPONSOR Housing Authority of the City of Elizabeth
 SUBSIDY \$310,000 for 31 rental units

OKLAHOMA

Tulsa County

Tulsa

2010 Men's Center Expansion and Rehabilitation

MEMBER Bank of Arizona
 SPONSOR John 3:16 Mission
 SUBSIDY \$1,000,000 for 96 rental units

TEXAS

Tarrant County

Fort Worth

Residential Programs Building

MEMBER Bank of Arizona
 SPONSOR ACH Child and Family Services
 SUBSIDY \$900,000 for 30 rental units

WASHINGTON

Grays Harbor County

Taholah

Quinault Homes I

MEMBER Bank of Arizona
 SPONSOR Quinault Housing Authority
 SUBSIDY \$400,000 for 35 rental units

King County

Seattle

Jackson Street Apartments

MEMBER Mississippi Valley Life Insurance Company
 SPONSOR Low Income Housing Institute
 SUBSIDY \$650,000 for 61 rental units

Individual Development and Empowerment Account (IDEA) Program

MEMBER	Bank of America California	MEMBER	JPMorgan Bank and Trust Company	MEMBER	OneCalifornia Bank
SUBSIDY	\$1,000,000	SUBSIDY	\$100,000	SUBSIDY	\$75,000
MEMBER	California Bank & Trust	MEMBER	Luther Burbank Savings	MEMBER	Pacific Western Bank
SUBSIDY	\$100,000	SUBSIDY	\$50,000	SUBSIDY	\$60,000
MEMBER	Canyon Community Bank	MEMBER	M&I Bank	MEMBER	Rabobank
SUBSIDY	\$250,000	SUBSIDY	\$60,000	SUBSIDY	\$80,000
MEMBER	Charles Schwab Bank	MEMBER	Mechanics Bank	MEMBER	Travis Credit Union
SUBSIDY	\$200,000	SUBSIDY	\$150,000	SUBSIDY	\$120,000
MEMBER	Citibank, N.A.	MEMBER	Meriwest Credit Union	MEMBER	Union Bank
SUBSIDY	\$200,000	SUBSIDY	\$45,000	SUBSIDY	\$150,000
MEMBER	Community Bank	MEMBER	National Bank of Arizona	MEMBER	Wells Fargo Financial National Bank
SUBSIDY	\$45,000	SUBSIDY	\$500,000	SUBSIDY	\$500,000
MEMBER	Heritage Oaks Bank	MEMBER	Nevada State Bank	MEMBER	Western Alliance Bank
SUBSIDY	\$60,000	SUBSIDY	\$250,000	SUBSIDY	\$350,000

Workforce Initiative Subsidy for Homeownership (WISH) Program

MEMBER	Bank of America California	MEMBER	First Northern Bank of Dixon	MEMBER	Pacific Mercantile Bank
SUBSIDY	\$1,000,000	SUBSIDY	\$150,000	SUBSIDY	\$750,000
MEMBER	Bank of Nevada	MEMBER	Heritage Oaks Bank	MEMBER	Pacific Western Bank
SUBSIDY	\$150,000	SUBSIDY	\$60,000	SUBSIDY	\$100,000
MEMBER	Bank of the West	MEMBER	Luther Burbank Savings	MEMBER	Rabobank
SUBSIDY	\$210,000	SUBSIDY	\$300,000	SUBSIDY	\$350,000
MEMBER	California Bank & Trust	MEMBER	Mechanics Bank	MEMBER	Travis Credit Union
SUBSIDY	\$400,000	SUBSIDY	\$300,000	SUBSIDY	\$150,000
MEMBER	Canyon Community Bank	MEMBER	Meriwest Credit Union	MEMBER	Union Bank
SUBSIDY	\$500,000	SUBSIDY	\$500,000	SUBSIDY	\$300,000
MEMBER	Charles Schwab Bank	MEMBER	National Bank of Arizona	MEMBER	Wells Fargo Financial National Bank
SUBSIDY	\$300,000	SUBSIDY	\$1,000,000	SUBSIDY	\$135,000
MEMBER	Citibank, N.A.	MEMBER	Nevada State Bank	MEMBER	Western Alliance Bank
SUBSIDY	\$400,000	SUBSIDY	\$750,000	SUBSIDY	\$1,000,000
MEMBER	Community Bank	MEMBER	Oak Valley Community Bank	MEMBER	Yolo Federal Credit Union
SUBSIDY	\$150,000	SUBSIDY	\$150,000	SUBSIDY	\$350,000
MEMBER	East West Bank	MEMBER	OneCalifornia Bank		
SUBSIDY	\$300,000	SUBSIDY	\$225,000		
MEMBER	Farmers and Merchants Bank of Central California	MEMBER	Pacific Capital Bank		
SUBSIDY	\$45,000	SUBSIDY	\$225,000		

Access to Housing and Economic Assistance for Development (AHEAD) Program

ARIZONA

Maricopa County

Phoenix

MEMBER National Bank of Arizona
 SPONSOR International Rescue Committee
 GRANT \$20,000
 PURPOSE Fund salaries for staff and interpreters to provide financial education to newly arrived refugees.

Pima County

Tucson

MEMBER Canyon Community Bank
 SPONSOR Young Life Tucson
 GRANT \$30,000
 PURPOSE Pay overhead costs of expanding life skills training and counseling services for teenage mothers.

CALIFORNIA

Alameda County

Berkeley

MEMBER Citibank, N.A.
 SPONSOR Community Development Finance
 GRANT \$20,000
 PURPOSE Fund overhead expenses to provide financial planning services to individuals and small businesses.

MEMBER Citibank, N.A.

SPONSOR Community Financial Resources
 GRANT \$20,000
 PURPOSE Support development and rollout of a resource directory to connect families with asset-building services.

Oakland

MEMBER Citibank, N.A.
 SPONSOR Creating Economic Opportunities for Women (C.E.O. Women)
 GRANT \$20,000
 PURPOSE Pay for multimedia materials to teach ESL and business skills to female immigrants and refugees.

MEMBER Citibank, N.A.
 SPONSOR WAGES (Women's Action to Gain Economic Security)
 GRANT \$20,000
 PURPOSE Fund business training and coaching and financial education for members of a housecleaning co-op.

MEMBER Mechanics Bank
 SPONSOR Bay Area Community Services, Inc.
 GRANT \$20,000
 PURPOSE Pay expenses to expand a successful culinary job training program.

MEMBER OneCalifornia Bank
 SPONSOR The Stride Center
 GRANT \$20,000
 PURPOSE Fund expansion of an information technology careers program tailored to low-income individuals.

San Leandro

MEMBER Broadway Federal Bank
 SPONSOR Mending of Mothers, Inc.
 GRANT \$20,000
 PURPOSE Hire a grant writer to secure funding for GED and life skills programs targeted to young mothers.

Butte County

Chico

MEMBER Golden Valley Bank
 SPONSOR City of Chico Department of Housing and Neighborhood Services
 GRANT \$20,000
 PURPOSE Capitalize a lease guarantee fund to help low-income renters access the private housing market.

Contra Costa County

El Sobrante

MEMBER Citibank, N.A.
 SPONSOR West Contra Costa Business Development Center
 GRANT \$20,000
 PURPOSE Fund start-up costs for a culinary business center offering low-income entrepreneurs assistance in launching food businesses.

Lake County

Various Cities

MEMBER Bank of America California
 SPONSOR California Coalition for Rural Housing
 GRANT \$35,000
 PURPOSE Pay costs of providing technical assistance to the Native American sponsors of three mixed-use housing projects.

Los Angeles County

Hawthorne

MEMBER Mississippi Valley Life Insurance Company
 SPONSOR The Business Resource Group, Inc.
 GRANT \$20,000
 PURPOSE Support program operations to provide low-income entrepreneurs with coaching and help with credit.

Inglewood

MEMBER Mississippi Valley Life Insurance Company
 SPONSOR First Community Development Corporation
 GRANT \$20,000
 PURPOSE Study the feasibility of converting a former hospital into medical offices and an education center for the underserved.

Long Beach

MEMBER Citibank, N.A.
 SPONSOR LINC Housing Corporation
 GRANT \$20,000
 PURPOSE Fund development of a business plan for a new energy services social enterprise.

Los Angeles

MEMBER Bank of America California
 SPONSOR Enterprise Community Partners
 GRANT \$20,000
 PURPOSE Pay costs to study feasibility of developing a multi-stakeholder affordable housing strategy for South Los Angeles.

Access to Housing and Economic Assistance for Development (AHEAD) Program (continued)

Los Angeles (continued)

MEMBER Citibank, N.A.
 SPONSOR Community Services Unlimited Inc.
 GRANT \$20,000
 PURPOSE Fund salaries and stipends to operate urban farms that produce jobs and provide access to healthy food.

MEMBER Citibank, N.A.
 SPONSOR Downtown Women's Center
 GRANT \$50,000

PURPOSE Fund the director's salary for a social enterprise offering women living in poverty entry or re-entry into the workforce.

MEMBER Citibank, N.A.
 SPONSOR East LA Community Corporation
 GRANT \$20,000

PURPOSE Fund costs of providing technical assistance, financial education, and other services to low-income street vendors.

MEMBER City National Bank
 SPONSOR Esperanza Community Housing Corporation
 GRANT \$20,000
 PURPOSE Fund facility improvements at Mercado La Paloma, which serves local entrepreneurs and houses 15 small businesses.

MEMBER Torrey Pines Bank
 SPONSOR Homeboy Industries
 GRANT \$50,000
 PURPOSE Fund stipends, supplies, and support services to train at-risk young people for jobs installing solar panels.

Van Nuys

MEMBER Citibank, N.A.
 SPONSOR Valley Economic Development Center
 GRANT \$20,000
 PURPOSE Pay predevelopment expenses for construction of a new training and services center for low-income entrepreneurs.

Marin County

Marin City

MEMBER Bank of Marin
 SPONSOR Marin City Community Development Corporation
 GRANT \$20,000
 PURPOSE Fund expansion of sponsor's renewable energy training program and economic development activities.

Novato

MEMBER Citibank, N.A.
 SPONSOR Homeward Bound of Marin
 GRANT \$50,000
 PURPOSE Support expansion of the organization's food industry enterprises and job training and placement activities.

Riverside County

Coachella

MEMBER Mississippi Valley Life Insurance Company
 SPONSOR Rancho Housing Alliance, Inc.
 GRANT \$20,000
 PURPOSE Fund staff salaries and purchase of software for the organization's mobile home park renovation project.

Indio

MEMBER Wells Fargo Financial National Bank
 SPONSOR Coachella Valley Housing Coalition
 GRANT \$25,000
 PURPOSE Support delivery of bilingual educational programs for children and ESL and job search classes for adults.

Sacramento County

Sacramento

MEMBER Rabobank
 SPONSOR Sacramento Neighborhood Housing Services, Inc.
 GRANT \$20,000
 PURPOSE Fund a manager's salary for a farmers market located in an ethnically diverse, low-income neighborhood.

San Bernardino County

San Bernardino

MEMBER Citibank, N.A.
 SPONSOR Foundation for California State University San Bernardino
 GRANT \$20,000
 PURPOSE Pay start-up expenses for a program designed to strengthen and grow local microbusinesses.

San Diego County

San Diego

MEMBER Citibank, N.A.
 SPONSOR San Diego Housing Commission
 GRANT \$20,000
 PURPOSE Fund strategic planning for an entrepreneurship program targeted to families receiving housing assistance.

San Francisco County

San Francisco

MEMBER Citibank, N.A.
 SPONSOR Enterprise Community Partners
 GRANT \$20,000
 PURPOSE Fund development of a strategic workforce development plan targeted to residents of eight troubled housing projects.

MEMBER Citibank, N.A.
 SPONSOR La Cocina, Inc.
 GRANT \$20,000
 PURPOSE Fund start-up expenses and leasing of trailers for a mobile food vending initiative.

MEMBER Citibank, N.A.
 SPONSOR Mission Asset Fund
 GRANT \$20,000
 PURPOSE Fund salaries for a microlending program that helps participants build a credit history and access financial services.

MEMBER Citibank, N.A.
 SPONSOR SFMade
 GRANT \$50,000
 PURPOSE Fund program and personnel expenses to create a small business incubator for local manufacturers.

MEMBER Spectrum Federal Credit Union
 SPONSOR Treasure Island Homeless Development Initiative
 GRANT \$30,000
 PURPOSE Support delivery of social services and financial education to formerly homeless and other low-income participants.

MEMBER Union Bank
 SPONSOR Larkin Street Youth Services
 GRANT \$20,000
 PURPOSE Provide housing subsidies for the Castro Youth Housing Initiative, which serves homeless LGBT youth in San Francisco.

San Luis Obispo County

San Luis Obispo

MEMBER Coast National Bank
 SPONSOR Central Coast Ag Network
 GRANT \$20,000
 PURPOSE Fund long-term planning activities and salaries for a network of agricultural enterprises focused on economic development.

San Mateo County

Burlingame

MEMBER Meriwest Credit Union
 SPONSOR We Teach Science Foundation
 GRANT \$20,000
 PURPOSE Support delivery of a tutoring and mentoring program that connects algebra students with local scientists.

Santa Clara County

Palo Alto

MEMBER Silicon Valley Bank
 SPONSOR BUILD Peninsula
 GRANT \$20,000
 PURPOSE Support expansion of a college prep program that redirects struggling youth toward success models.

Various Central Valley Counties— Fresno, Kern, Kings, Madera, Merced, San Joaquin, Stanislaus, Tulare

Various Cities

MEMBER Citibank, N.A.
 SPONSOR California Coalition for Rural Housing
 GRANT \$20,000
 PURPOSE Support the initial organizing activities of a network focused on the needs of small rural communities.

NEVADA

White Pine County

Ely

MEMBER Charles Schwab Bank
 SPONSOR Rural Nevada Development Corporation
 GRANT \$35,000
 PURPOSE Pay costs to receive SBA intermediary certification and start a rural microlending program.

MULTI-STATE

Nevada and Northern California Counties

MEMBER Charles Schwab Bank
 SPONSOR California Community Economic Development Association
 GRANT \$50,000
 PURPOSE Support delivery of technical assistance to stalled affordable housing and community development projects.

Affordable Housing Advisory Council

Manuel Horacio Bernal

Housing Director
Major Projects Division
City of Los Angeles Housing Department
Los Angeles, California

Jasmine Borrego

President
TELACU Residential Management and
TELACU Property Management
Los Angeles, California

John A. Carlisi

Chief Executive Officer
Neighborhood Development
Collaborative
Cobb, California

James Feltham

Vice Chair
Chief Executive Officer
Neighborhood Housing Solutions, Inc.
Phoenix, Arizona

Jack Gardner

President and Chief Executive Officer
The John Stewart Company
San Francisco, California

Forescee Hogan-Rowles

President and Chief Executive Officer
Community Financial Resource Center
Los Angeles, California

Robin Hughes

President and Chief Executive Officer
Abode Communities
Los Angeles, California

Joe Keeper

Director of Housing
Native American Connections, Inc.
Phoenix, Arizona

Ralph Lippman

Executive Director
California Community Economic
Development Association
Los Angeles, California

Dean Matsubayashi

Director of Community Economic
Development
Little Tokyo Service Center Community
Development Corporation
Los Angeles, California

Cloyd Phillips

Executive Director
Community Services Agency
Development Corporation
Reno, Nevada

John Ramirez

Vice President, Economic Development
Chicanos Por La Causa, Inc.
Phoenix, Arizona

Dianne J. Spaulding

Executive Director
Non-Profit Housing Association
of Northern California
San Francisco, California

Jacque Haas Woodring

Real Estate Development Manager
Nevada HAND
Las Vegas, Nevada

Board of Directors Affordable Housing Committee

Melinda Guzman

Partner
Goldsberry, Freeman & Guzman, LLP
Sacramento, California

W. Douglas Hile

Community Development Officer
West Valley National Bank
Avondale, Arizona

John F. Luikart

President
Bethany Advisors LLC
San Francisco, California

Kevin Murray

Managing Partner
The Murray Group
Los Angeles, California

Robert F. Nielsen

President
Shelter Properties, Inc.
Reno, Nevada

J. Benson Porter

President and Chief Executive Officer
First Technology Federal Credit Union
Palo Alto, California

Community Investment Staff

Anita L. Adams

Vice President
Director of Affordable Housing

Kathy Avanzino

Community Investment Manager

Yelias Bender

Compliance Consultant

Chris Benguiat

Community Investment Consultant

Susan Broadnax

Community Lending Manager

Eric Cicourel

Community Investment Manager

Tom Dapice

Assistant Vice President
Compliance Officer

Evelyn Fong

Compliance Consultant

Darlene Kirk

Assistant Vice President
Community Investment Operations

Marietta Núñez

Vice President
Community Lending

Reena Orosa

Operations Consultant

Tracy Parent

Senior Compliance Consultant

Leena Randhawa

Community Lending Consultant

Les Rubenstein

Compliance Consultant

Irise Tam

Community Lending Manager

Sunny Thind

Compliance Specialist

Ann Thomas

Compliance Specialist

Stephen P. Traynor

Senior Vice President
Financial Services &
Community Investment

Kirby Ung

Community Investment Manager

Emmanuel Ungson

Assistant Vice President
Community Investment Research
and Analysis

Maria Urquhart

Administrative Assistant

Kelly Xiao

Community Lending Specialist

James E. Yacenda

Vice President
Community Investment Officer



Federal Home Loan Bank of San Francisco
600 California Street, Suite 300
San Francisco, CA 94108
415.616.1000 | fhlsf.com

