

The Perfect Plan: Affordable Housing for All



2010 Annual Report

**San Luis Obispo County
Housing Trust Fund**

2010 — The Perfect Plan: Affordable Housing for All

George Moylan Affordable Housing Fund

George Moylan was a founding director of the Housing Trust Fund and local housing luminary for almost two decades. When he passed away in September 2005, the George Moylan Affordable Housing Fund was established at the request of his family to honor his memory and to continue his commitment to affordable housing.

The Moylan Fund is a revolving loan fund that is used to directly finance affordable housing projects in San Luis Obispo County. As loans are repaid, money returns to the Fund and is re-loaned for other projects.

Since its inception, nearly \$80,000 has been raised for the Moylan Fund. This achievement was possible due to an outpouring of support from every sector of our community. More than 300 individuals, firms, and organizations have contributed either directly or indirectly to the Moylan Fund.

The largest Moylan Fund contributors through the end of 2010 were:

\$10,000 or more

Heritage Oaks Bank
Mission Community Bank
Rabobank

\$5,000 or more

First American Title

\$2,000 or more

The Tribune
Harold Rosen Fund
Anonymous Donor

\$1,000 or more

Dotty Hawthorne
J.W. Design & Construction
Janna & Bob Nichols
Rotary Club SLO Charities, Inc.
Anonymous Donors

Additional information is online at www.slochtf.org/moylan-fund.htm.

Why Housing is Important

Affordable housing is important to San Luis Obispo County for a variety of reasons ranging from economic vitality and community health to individual health, wellbeing and educational attainment.

Affordable housing impacts economic vitality in a number of ways. For years, Chamber members have ranked the lack of affordable housing as the area's top businesses problem. Without affordable housing, companies have a difficult time recruiting and retaining qualified employees. Businesses simply cannot function and flourish without a stable workforce.

In addition, housing production is generally the powerhouse that pulls our economy out of recessions. This is because between one and three jobs are directly created for each new housing unit that is built. The employees and entrepreneurs who build homes then buy goods and services which, in turn, creates additional new jobs. Even a healthy real estate resale market creates jobs, both directly and indirectly.

Stable housing also promotes stable families. Research suggests that affordable rental housing can also play a critical role in promoting increased employment and earnings among lower income households. These households often live almost nomadic lives – moving frequently as they seek housing that they can afford. Having a long-term address within a reasonable distance from employment increases the probability of long-term employment. And when the home is safe and clean, people can channel energy into their work, families and communities rather than worry about just surviving.

Affordable housing also has a direct impact on educational achievement for children. When families are forced to constantly move in search of affordable housing, it often means that their children must change schools. Stable housing allows children to remain in the same schools long term and benefit from the continuity.

Safe and decent housing also means healthier children. Homeless children suffer almost twice the respiratory infections, five times the diarrheal infections, seven times the iron deficiency, twice as many hospitalizations, and significantly worse overall health status compared to children who have adequate housing. Children who live in substandard housing face many of these issues as well. These health-related problems can result in higher public costs for health care.

The National Housing Conference has published a number of reports that summarize the impacts of affordable housing on job creation, the economy, health and education. Check them out at www.nhc.org/publications/index.html.

Cover — “Edna Valley Vista—Fall” by local artist Dotty Hawthorne. Dotty has donated artwork, including a framed fine art giclee print of this painting, to benefit the George Moylan Affordable Housing Fund. Dotty's work can be viewed online at www.DottyHawthorne.com.

Message from the Chair

The past few years have been quite challenging for the housing industry both locally and across the nation. Home values dropped precipitously and housing construction largely came to a halt. Foreclosures of both individual homes and new developments are far too common. Many banks and real estate lenders failed, while others were forced to retrench.

There has never been a greater need for an organization like the San Luis Obispo County Housing Trust Fund (the “HTF”). Thankfully, we have been able to rise to the challenge. This was only possible with the help of our many partners and supporters.

Our revolving loan funds have increased significantly in recent years – from \$4.2 million at the end of 2008 to \$6.3 million at the end of 2010. So has our lending activity. We provided \$2 million to assist 32 units of affordable housing through the end of 2008 and nearly \$6.2 million to assist 214 units by the end of 2010. In 2010, nearly 30% of all the housing starts in the entire county were in projects that the HTF helped finance.

With this track record, it’s hard to believe that the HTF was only an idea ten short years ago. Members of the Supportive Housing Consortium, led by Ann Travers and Rachel Richardson, were our original champions. Anita Robinson, of Mission Community Bank, George Moylan, of HASLO, Janna Nichols, of United Way, and others joined them to help bring the HTF to fruition.

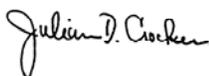
One key victory for this leadership group was securing the County Board of Supervisors’ support for the Housing Trust Fund. In December 2002, the Supervisors unanimously committed to find funds to help us get started. Then, the Community Foundation, United Way, HASLO, the Economic Opportunity Commission (now CAPSLO) and others throughout the community committed funds as well.

Warren Sinsheimer volunteered his firm to incorporate the HTF and process our 501(c)(3) tax exemption on a pro bono basis. Once we were operational, retired City Manager John Dunn met with the seven cities in the county and helped to secure their unanimous support for our operations.

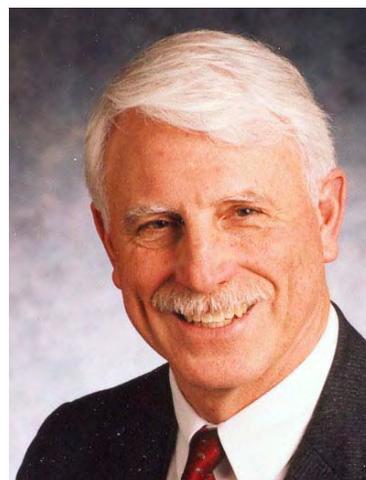
Mission Community Bank committed the first million dollars to our revolving loan fund in 2004. Mid-State Bank and Trust (now Rabobank) matched this investment the next year. Catholic Healthcare West, which owns local hospitals, provided our third largest investment the following year.

Our George Moylan Affordable Housing Fund was created in 2005 when George Moylan, a founding director, passed away. His family asked that contributions be made to the HTF in his name. The next year, the California Association of Realtors provided a \$100,000 grant for our loan funds. Since 2009, we have received \$2.5 million in grants and commitments to our loan funds from the state and federal government.

Thank you to all of our supporters and partners. Without you, none of this would have been possible.



Julian D. Crocker, Chair



Board of Directors

Dr. Julian D. Crocker, Chair
County Superintendent of Schools
(2007 to Present)

Rachel Richardson, Vice Chair
AIDS Support Network
(2003 to Present)

Dick Willhoit, Treasurer
Estrella Associates, Inc.
(2007 to Present)

Dr. Allen Haile, Secretary
Cal Poly, Retired
(2003 to Present)

Anita Robinson
Mission Community Bank
(2003 to Present)

R. Thomas “Tom” Jones, AIA
California Polytechnic University
(2005 to Present)

Leonard Grant, AIA
RRM Design Group
(Elected in 2011)

George Moylan, In Memoriam
(2003 to 2005)

**San Luis Obispo County
Housing Trust Fund**
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San Luis Obispo, CA 93401

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Web: www.sloctf.org

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NEED: San Luis Obispo County was the least affordable small housing market in the United States for eight of the 12 quarters in 2008 through 2010.

- National Association of Home Builders

Local Housing Needs

San Luis Obispo County is consistently one of the least affordable housing markets in California and the United States. The shortage of affordable housing has a tremendous impact not only on those who live and work in our community, but also on local employers, service providers and governments.

While the housing bust caused home sales prices to drop during the last half decade, they remain far too high for most local renters and hopeful home buyers. According to DataQuick, the county's median home sales price peaked at \$581,000 in June 2006. In December 2010, the median was only \$365,000. At that time, the County Planning Department calculated that a low income family could afford to pay only \$170,000 for a three bedroom home while a moderate income family could afford \$300,000.

The National Association of Home Builders reported that our county was the eighth least affordable housing market in the nation during the fourth quarter of 2010. This was out of 225 metropolitan areas. Our county was also the second least affordable small housing market (500,000 population or less) in the country. We were the least affordable small housing market for eight of the 12 quarters between 2008 and 2010.

The National Low Income Housing Coalition reported that the "housing wage" for a modest two-bedroom apartment in San Luis Obispo County was \$22.88 per hour in 2010. Unfortunately, the median wage for renters in the county was only \$10.93 per hour. The Census reported that 35.8% of the tenants in San Luis Obispo County experienced what HUD calls a "severe housing cost burden" in 2009. These tenants paid more than 50% of their gross income for rent and utilities. For comparison, the rates of severe housing cost burden were 30.5% in LA County, 27.6% in New York City and 22.3% in San Francisco.



Hidden Creek Village in Paso Robles has 81 rental homes and will be completed in September 2011. The HTF loaned \$800,000 to help finance the project's architectural, engineering and other predevelopment costs, plus its permits and fees.

The Perfect Plan: Affordable Housing for All — 2010

The local housing market is increasingly brutal for those with very low incomes and special needs. The HUD Fair Market Rent (FMR) for a 1-bedroom unit is currently \$977. This is 18% more than a senior or disabled person currently receives from Supplemental Security Income (SSI). In 2000, SSI was nearly 20% higher than the 1-bedroom FMR. The increasing disparity between local incomes and rents is causing more people to live in substandard conditions or become homeless.

The October 2005 homeless enumeration found that 2,408 individuals were homeless on a single day. In January 2011, the homeless enumeration identified 3,774 individuals. In 2011, nearly half of the county's homeless (1,847 individuals) were children and youth under the age of 18. One-third of the homeless adults were women. Both physical and psychological disabilities (28% and 31%, respectively) were common among the county's homeless.

What is the HTF?

The San Luis Obispo County Housing Trust Fund is a private nonprofit corporation that was formed in 2003 through cooperative efforts by local health and social service providers, businesses and government agencies.

The mission and purpose of the HTF is to increase the number of homes in our community that working families, seniors with limited incomes and households with special needs can afford to own or rent. Rather than build or operate affordable housing, we provide financing and technical assistance to private developers, nonprofit agencies and local governments to help them create and preserve affordable housing. We also advocate for programs and policies that support affordable housing throughout the county.

The HTF has been certified as a Community Development Financial Institution or CDFI at both the state and national levels (see sidebar on CDFIs). We offer two services to support the development and preservation of affordable housing – project financing and technical assistance. We also advocate for affordable housing and to bring housing resources into our county.

Project Financing

The HTF fills a niche between commercial lenders and government housing programs. We offer short term loans with flexible terms to help finance projects that will create, preserve or improve affordable housing throughout San Luis Obispo County. Both ownership and rental housing may be financed by the HTF, as well as housing that provides transitional and supportive living opportunities for individuals and families with special needs. Information for prospective borrowers is online at www.sloctf.org/loans.htm.

The HTF has committed 40% of its resources to financing housing for low income households with special needs. The definition of households with special needs is posted online at www.sloctf.org/files/special-needs.pdf.

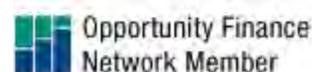
MISSION: to increase the supply of affordable housing for very low, low and moderate income residents of San Luis Obispo County, including households with special needs.

What is a CDFI?

Community Development Financial Institutions or CDFIs are corporations that provide financing or financial services to address an unmet community need. While most CDFIs are nonprofit corporations, some are for-profits and others are cooperatives. Banks and credit unions can be CDFIs, as well as loan funds like the HTF.

CDFIs are certified at the national level by the CDFI Fund of the US Treasury. They are certified at the state level by the COIN Program of the California Department of Insurance. The HTF received state certification in 2004 and national certification in 2007.

Information on CDFIs of all types is available from the CDFI Coalition at www.cdfi.org. The HTF is a member of the Opportunity Finance Network (OFN), which is comprised primarily of CDFI loan funds. OFN's website is at www.opportunityfinance.net.



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NEED: 35.8% of San Luis Obispo County tenants paid more than half their income for housing.
- 2009 American Community Survey

Technical Assistance

Creating and preserving affordable housing has become increasingly difficult and complex throughout California. It is particularly difficult in smaller communities like those in San Luis Obispo County where local housing subsidies and technical expertise are less available than in major urban centers.

As part of our technical assistance (TA) effort, the HTF helps to identify and secure state, federal and other funds for local affordable housing projects. We also share our knowledge, experience and connections with local housing developers, nonprofit corporations and government agencies to increase their capacity to create and preserve affordable housing.



Atascadero Senior Apartments received the HTF's second loan — \$700,000 to help fill a construction financing gap. It now provides affordable homes for 19 senior and handicapped households.

During 2009 and 2010, we assisted the Woman's Shelter Program to plan for and acquire transitional housing for victims of domestic violence. We helped the agency to secure a state grant for the full purchase price. We worked with the agency and its Realtor® to structure the purchase to be compatible with the state's requirements. We also committed a bridge loan to finance the property until the state could fund its grant.

Advocacy

The HTF also supports affordable housing by advocating at the federal, state and local levels. We have supported federal and state legislation that provides funding for affordable

housing and supports its development. We have also advocated for local policies that support affordable housing, including housing elements, second unit ordinances and inclusionary ordinances that provide incentives and options, as well as mandates. In addition, we have testified at hearings and advocated in support of specific housing projects that include affordable units.

Organization of the HTF

Whether it's daily operations or long-range planning, teamwork has been the key to success for the HTF. The HTF has assembled dedicated teams to accomplish the varied tasks and necessary elements to keep us moving forward. These teams include our Board, Commission, staff and consultants.

Board of Directors

The HTF is governed by an independent Board of Directors. The Board sets the direction and adopts policies for the HTF. The Board also oversees and monitors the operations and approves each loan that the HTF makes. The Board members are listed on page 3 of this annual report and online at www.sloctf.org/our-team.htm.

Staff & Consultants

Jerry Rioux, Executive Director
Vivian Krug, Administrative Director
Natalie Stiffler, Intern
Cindy Ma, Intern

Mosaic Business Solutions, Bookkeeping and Payroll Services

Mission Community Development Corporation, Loan Documents and Servicing

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HTF Commission

The Commission serves as the HTF's loan committee. Its members represent the local governments that provide financial support to the HTF and other interest groups within the county. The Commission recommends loan policies and procedures to the Board. It also recommends action on loan applications. The Commissioners who served during 2010 are listed to the right along with their job titles and the organizations they represent. The current Commissioners are listed online at www.sloctf.org/our-team.htm.

Staff & Consultants

The Board and Commission are supported by a small staff who are responsible for the day-to-day operations of the HTF. Mosaic Business Services does our bookkeeping and payroll. Mission Community Development Corporation prepares our loan documents and collects our loan payments. The HTF's staff, interns and consultants are listed to the left.

Recent Accomplishments

Recent years will undoubtedly go down as the worst in history for the housing, real estate, construction and banking industries. They were challenging for the HTF, as well. However, they were also exciting years of growth and success for our organization. We significantly increased our loan activity, net assets and self-sufficiency in 2009 and 2010.

Increased Loan Volume

The HTF closed its first loan in 2005. From 2005 to 2008, we averaged one loan per year. By 2008, we had provided a total of \$2 million in financing. We doubled our overall loan volume in 2009 by closing four loans worth \$2.2 million. We then made two loans worth \$1.9 million in 2010. By the end of 2010, we had loaned nearly \$6.2 million for nine projects with a total of 214 affordable units. All of the units we financed are reserved for low, very low or extremely low income households. In addition, projects that we financed accounted for 29.8% of all the housing starts in the entire county in 2010.

Increased Net Assets

Since starting in 2003 with no assets, the HTF has consistently increased our net assets or corporate equity. Thanks primarily to our two CDFI awards, our net assets increased to nearly \$1 million by the end of 2009 and more than \$1.5 million by the end of 2010. Our \$1.5 million grant commitment from the Local Housing Trust Fund Matching Grant Program (LHTF) will increase our assets to more than \$3 million by 2012.

Increased Self-Sufficiency

One important yardstick for CDFIs, and many other nonprofits, is their self-sufficiency ratio. This ratio is calculated by dividing the corporation's earnings — loan fees and interest in our case — by its total operating costs. Higher self-sufficiency ratios means less dependence on grants to survive. Thanks to our increased loan volume and net assets, our self-sufficiency ratio increased from 39% in 2008 to 43% in 2009 and 77% in 2010.

IMPACT: In 2010, projects financed by the HTF accounted for nearly 30% of all the housing starts in the entire county.

Commissioners

The HTF Commission acts as our loan committee. During 2010, the following individuals served as Commissioners:

Michael Codron

*Assistant City Manager
City of San Luis Obispo*

Ed Gallagher

*Housing Program Manager
City of Paso Robles*

Kelly Heffernon

*Associate Planner
City of Arroyo Grande*

Marianne Kennedy

*Executive Director,
Women's Shelter Program
(Supportive Housing Consortium)*

Dana Lilley

*Supervising Planner
County of San Luis Obispo*

Debbie Peterson

*Council Member
City of Grover Beach*

John Stocksdale

*Retired Banker
City of Pismo Beach*

Betty Winholtz

*Council Member
City of Morro Bay*

Our current Commissioners are listed at: www.sloctf.org/our-team.htm.

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NEED: 86% of San Luis Obispo city residents reported that “affordable housing for middle-class families” was the most serious problem faced by the City.

- 2010 Citizen Satisfaction Survey

Recent Loans

In 2009 and 2010, the HTF closed six loans that totaled more than \$4.1 million. The loans helped to create 157 new affordable homes and preserve the affordability of another 25. The three new developments that we helped finance during the two years are described below.

The Village at Broad Street

The Village at Broad Street is a new mixed use development in the City of San Luis Obispo. The complex includes 42 affordable apartments and commercial space for businesses that will serve both the residents and the broader community. The Village at Broad Street is located in the historic railroad district behind the fire station at Broad and Santa Barbara Streets. It is at the north end of the Broad Street Corridor, which the City hopes to redevelop into a vibrant mixed use district with both commercial and residential development.

The sponsor of this project is ROEM Development (www.roemcorp.com). ROEM is a for-profit developer that is headquartered in Silicon Valley. The firm was started in 1988 and has developed both market rate and affordable housing throughout California. ROEM’s portfolio includes single family homes, condominiums and apartments.

The HTF provided a \$1.3 million loan for the Village at Broad Street in November 2009. The loan was used for site acquisition and various predevelopment costs. This was the HTF’s largest loan to date and it involved a number of firsts. It was our first loan to a for-profit developer. It was also our first loan for a new development project in the City of San Luis Obispo.

Hidden Creek Village

Hidden Creek Village is a new 81-unit apartment complex in the City of Paso Robles. It is located on River Road just north of Niblick Road and very convenient to shopping, jobs and transportation.

The sponsor of this project is the San Luis Obispo Non-Profit Housing Corporation (SLONP), which is affiliated with the Housing Authority of the City of San Luis Obispo (HASLO). Since incorporating in 1986, SLONP has built six tax-credit developments and has acquired and rehabilitated several others. Once this project is completed, SLONP will own 303 units of affordable rental housing throughout the county.

Hidden Creek Village is both SLONP’s and the HTF’s largest project. The HTF provided a \$300,000 loan in December 2009 to pay for various predevelopment costs. Our loan was increased to \$800,000 in June 2010 to finance the



The Village at Broad Street is a mixed use development in San Luis Obispo with 42 affordable apartments. The HTF loaned \$1.3 million to help finance the project’s site acquisition and predevelopment costs.

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The Village at Broad Street — construction status in June 2011.

project's permits and fees. Hidden Creek received the HTF's first loan for a project in the City of Paso Robles.

Oak Leaf Homes

Oak Leaf Homes is a single family subdivision in Nipomo that will include 32 affordable homes for low income households. The subdivision is located near Tefft Street and Thompson Avenue.

Peoples' Self-Help Housing Corporation (www.pshhc.org) will develop Oak Leaf Homes using the mutual self-help or sweat-equity method. Three groups of families will work together to build their own homes and those of their neighbors. Their labor will serve as their down payments.

They will receive mortgages from the US Department of Agriculture. Depending on the families' income and living expenses, these loans can have interest rates as low as 1.0%.

Peoples' Self-Help has been developing affordable housing on the Central Coast for 40 years. Over this period, it has developed more than 3,000 affordable homes and apartments in San Luis Obispo, Santa Barbara and Ventura counties.

The HTF provided a \$1.4 million loan to assist with the purchase of the lots in the Oak Leaf development. This is currently the HTF's largest loan. It was also our first loan to Peoples' Self-Help and our first loan for a project in an unincorporated area of the county.

HTF Loan Production — 2005 to 2010

Year	Borrower	Location	Loan Amount	Use of Funds	Number of Units Assisted*			
					Total	VLI	LI	S/N
2005	Family Care Network, Inc.	Arroyo Grande	\$283,300	Acquisition	5	5	0	5
2005	SLO Non-Profit Housing Corp.	Atascadero	700,000	Construction	19	6	13	6
2006	Habitat for Humanity	Atascadero	339,000	Site acquisition	4	4	0	0
2007	Family Care Network, Inc.	Atascadero	700,000	Acquisition	4	4	0	4
2009	HASLO	Arroyo Grande	285,000	Preservation	1	0	1	0
2009	Laurel Creek Apartments, LP	San Luis Obispo	350,000	Preservation	24	8	16	24
2009	Village at Broad Street, LP	San Luis Obispo	1,300,000	Site acquisition	42	31	11	2
2009	Edna Islay Housing Corp.	Paso Robles	300,000	Predevelopment	81	28	53	5
2010	Edna Islay Housing Corp.**	Paso Robles	500,000	Predevelopment	”	”	”	”
2010	Peoples' Self-Help Housing	Nipomo	1,400,000	Site acquisition	34	4	30	0
Total Loans Originated			\$6,157,300	Totals	214	90	124	46

* VLI = Very Low Income; LI = Low Income; S/N = Special Needs ** Supplemental loan

Percentages 42% 58% 21%

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California LHTF

In June 2010, the HTF received a \$1.5 million grant commitment from the California Department of Housing and Community Development (HCD). The grant was made under HCD's Local Housing Trust Fund Matching Grant Program (LHTF). LHTF funds come from Proposition 1C, which the voters approved in 2006 to authorize the sale of \$2.85 million in bonds for affordable housing.

The HTF applied for the LHTF grant in February 2009. We were advised that our application received a competitive ranking in May of that year. Unfortunately, the award was delayed by more than a year due to the state budget crisis. The state contract was finally executed on December 1, 2010. We expect to close loans using LHTF funds during 2011 and 2012.

We must match our LHTF grant with \$1.875 million from other sources. At least 30% of our LHTF funds and the required matching funds must be used to benefit extremely low income households — those who earn no more than 30% of the area median income (AMI). The balance must benefit low or very low income households — those who earn up to 80% of AMI.

LHTF funds may only be used in jurisdictions that had a HCD-certified housing element at the time we *applied* for the funds. Consequently, LHTF funds may not be used in Atascadero and Pismo Beach even though they subsequently adopted HCD-certified housing elements.

More information on our LHTF funds is online at www.slocthf.org/lhtf.htm.

Revolving Loan Funds

At the end of 2010, the Housing Trust Fund had nearly \$6.3 million in revolving loan funds, including commitments. We had nearly \$3.6 million social or community investments and \$2.7 million in grants and donations.

Our loan funds have grown steadily since 2004, when Mission Community Bank committed \$1 million to start our loan fund. Rabobank followed a year later and is now our largest investor with \$1.1 million. Our third largest investor is Catholic Healthcare West, which owns local hospitals, with \$750,000. We also have a \$200,000 Program Related Investment (PRI) from the Sachs Foundation and nine investments from various religious communities.

Until late 2009, almost all of our loan funds were private investments. We also had roughly \$200,000 in private grants and donations. At that time, there was no government money in our loan funds. This changed dramatically in December 2009, when we received our first \$500,000 grant from the CDFI Fund of the US Treasury.

We received a second CDFI Fund grant in October 2010. We also received a \$1.5 million grant commitment from the California Local Housing Trust Fund Matching Grant Program or LHTF in 2010 (see sidebar). We now we have \$2.5 million in government grants available to lend.

The sources and amounts in our loan funds, including legally committed funds, is summarized below.

Loan Funds as of December 31, 2010

Loan Fund Investments*	Amount
Rabobank (two investments)	\$1,100,000
Mission Community Bank	1,000,000
Catholic Healthcare West (two investments)	750,000
Sisters of Charity of Cincinnati (three investments)*	203,303
Erich and Hannah Sachs Foundation	200,000
Religious Communities Investment Fund (two investments)	150,000
Adrian Dominican Sisters (two investments)	100,000
Sisters of St. Francis of Philadelphia	50,000
Sisters of the Sorrowful Mother	25,000
Total Investments	\$3,578,303
Loan Fund Equity*	Amount
California Local Housing Trust Fund Matching Grant Program*	\$1,500,000
CDFI Fund of the US Treasury	1,000,000
California Association of Realtors	125,000
George Moylan Affordable Housing Fund	79,639
Total Loan Fund Equity	\$2,704,639

* Includes funds that were committed, but not yet received.

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Financial Statements

The following are summaries from our annual financial statements for 2009 and 2010, which were audited by The Crosby Company, CPAs. Copies of our audits are available online at www.slocthf.org/about-us.htm.

Financial Position	12/31/09	12/31/10
Assets		
Current Assets:		
Cash and cash equivalents	\$341,113	\$243,785
Accounts receivable	193	1,033
Prepaid expenses	3,124	5,296
Interest receivable	13,527	13,885
Notes receivable (current portion)	1,430,431	147,733
Total Current Assets	<u>\$1,788,388</u>	<u>\$411,732</u>
Non-Current Assets:		
Notes receivable (non-current portion)	\$1,388,542	\$3,207,074
Total Assets	<u>\$3,176,930</u>	<u>\$3,618,806</u>
Liabilities		
Current Liabilities:		
Accounts payable	\$206	\$3,537
Accrued payroll tax liabilities	5,149	5,872
Accrued interest payable	5,524	4,812
Accrued vacation payable	6,817	8,614
Notes payable (current portion)	12,969	9,245
Total Current Liabilities	<u>\$30,665</u>	<u>\$32,080</u>
Long-Term Liabilities:		
Lines of credit	\$1,097,500	\$600,000
Notes payable (non-current portion)	1,093,303	1,469,058
Total Long-Term Liabilities	<u>\$2,190,803</u>	<u>\$2,069,058</u>
Total Liabilities	<u>\$2,221,468</u>	<u>\$2,101,138</u>
Net Assets		
Unrestricted — undesignated	\$174,198	\$108,029
Unrestricted — board designated	84,678	209,678
Temporarily restricted	500,000	1,000,000
Permanently restricted	196,586	199,961
Total Net Assets	<u>\$955,462</u>	<u>\$1,517,668</u>
Total Liabilities and Net Assets	<u>\$3,176,930</u>	<u>\$3,618,806</u>
Activity		
Revenue		
Grants	\$600,154	\$597,775
Contributions	63,186	23,375
In-kind donations	840	1,114
Interest & loan fees	102,803	197,073
Total Revenue	<u>\$766,983</u>	<u>\$819,337</u>
Expenses		
Program Services	\$152,178	200,027
Management & General	38,114	39,803
Fund Raising	20,783	17,301
Total Expenses	<u>\$211,075</u>	<u>\$257,131</u>
Increase in Net Assets	<u>\$555,908</u>	<u>\$562,206</u>

Operating Support

The following organizations, businesses and individuals have supported the HTF's operations.* (Listed in *alphabetic order within each category.*)

Local Public Agencies

City of Arroyo Grande
 City of Atascadero
 City of Grover Beach
 City of Morro Bay
 City of Paso Robles
 City of Pismo Beach
 City of San Luis Obispo
 County of San Luis Obispo
 Housing Authority of the City of San Luis Obispo (HASLO)

Banks and Lenders

Bank of America
 Heritage Oaks Bank
 Mission Community Bank
 Rabobank
 Union Bank of California
 US Bank

Other Supporters

Cal Poly Foundation
 Community Action Partners of SLO County
 Home Builders Association of the Central Coast
 Peoples' Self-Help Housing Corp.
 Anne and Charles Quinn
 Resident Owned Parks, Inc.
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