

Application Number/PIS Year	Type of tax credit funding	Construction Type	Housing Type	Project Address	Project Name	Project City	Project Zip Code	Low Income Units	Units at 35% AMI	Units at 40% AMI	Units at 45% AMI	Units at 50% AMI	Units at 55% AMI	Units at 60% AMI	Units at 70% AMI	Units at 80% AMI
2021																
CA-2020-437	4 %	New Construction	Special Needs	965 Oak Avenue Carlsbad, CA 92008	Windsor Pointe	Carlsbad	92008	48	0	0	0	29	0	19		
CA-2020-160	9 %	Acquisition/Rehabilitation	Special Needs	735-739 El Cajon Boulevard El Cajon, CA 92020	El Cajon Senior Apartments	El Cajon	92020	8	0	7	0	0	0	0		
CA-2020-447	4 %	Acquisition/Rehabilitation	Non-Targeted	12606 Lakeshore Drive Lakeside, CA 92040	VILLA LAKESHORE APARTMENTS	Lakeside	92040	33	0	0	0	2	0	3		
CA-2020-503	4 %	New Construction	Seniors	Poway Road and Tarascan Drive, Poway, CA 92064	Poway Commons	Poway	92064	43	0	0	0	14	0	29		132
CA-2020-431	4 %	New Construction	Large Family	5930 Division Street San Diego, CA 92114	Valencia Pointe	San Diego	92114	101	0	21	0	18	0	41		21
CA-2020-642	4 %	Acquisition/Rehabilitation	Seniors	5625 Imperial Avenue, San Diego, CA 92114	St. Stephen's Retirement Center	San Diego	92114	59	0	0	0	59	0	0		
CA-2020-441	4 %	New Construction	Seniors	Paseo del Sur and Templeton Street San Diego, CA 92127	Fairbanks Terrace II	San Diego	92127	30	0	0	0	9	0	21		190
								322	0	28	0	131	0	113	0	21
2022																
CA-2020-065	9 %	New Construction	Large Family	1464 Marshall Rd. Alpine, CA 91901	Alpine Family Apartments	Alpine	91901	37	0	4	0	23	0	6		
CA-2020-131	9 %	New Construction	Large Family	748 Anita Street Chula Vista, CA 91911	Anita Street Apartments	Chula Vista	91911	95	0	0	0	10	0	56		
CA-2020-434	4 %	New Construction	Large Family	La Media Parkway South and Main Street East Chula Vista, CA 91913	Otay Ranch Apartments	Chula Vista	91913	173	0	0	0	53	0	120		
CA-2020-535	4 %	New Construction	Large Family	1105 National City Blvd, National City, CA 91950	The Courtyards at Kimball	National City	91950	130	0	0	0	65	0	26	13	26
CA-2020-044	9 %	Rehabilitation	Seniors	250 East Lexington Avenue El Cajon, CA 92019	Lexington Avenue Senior Apartments	El Cajon	92019	99	0	0	0	8	0	51		
CA-2020-142	9 %	New Construction	Large Family	340 Marcos Street San Marcos, CA 92069	Villa Serena Phase 1	San Marcos	92069	84	0	24	0	11	0	32		
CA-2020-186	9 %	New Construction	Large Family	604 W. Richmar Avenue San Marcos, CA 92069	Alora	San Marcos	92069	99	0	21	0	21	0	0		25
CA-2020-634	4 %	New Construction	Non-Targeted	1475 Front Street, San Diego, CA 92101	Front & Beech Apartments	San Diego	92101	77	0	0	0	0	0	0		45
CA-2020-735	4 %	New Construction	Non-Targeted	2139 El Cajon Blvd, San Diego, CA 92104	Mississippi ECB	San Diego	92104	60	0	0	0	54	0	0	0	6
CA-2020-482	4 %	New Construction	Large Family	2645 Ulric Street San Diego, CA 92111	Ulric Street Apartments	San Diego	92111	95	0	22	0	8	0	11		
CA-2020-500	4 %	New Construction	Large Family	922 Euclid Avenue, San Diego, CA 92114	Hilltop & Euclid Family Housing	San Diego	92114	111	0	0	0	26	0	85		
CA-2020-691	4 %	New Construction	Large Family	6155 Carmel Valley Rd, San Diego, CA 92130	Corallina	San Diego	92130	16	0	0	0	5	0	11		
CA-2020-903	4 %	New Construction	Non-Targeted	10380 Spring Canyon Road, San Diego, CA 92131	Scripps Mesa Apartments	San Diego	92131	53	0	0	0	53	0	0		
CA-2020-052	9 %	New Construction	Special Needs	429 W. San Ysidro Blvd. San Diego, CA 92173	Jamboree San Ysidro Permanent Supportive Housing	San Diego	92173	64	0	0	0	0	0	0		476
								1193	0	71	0	337	0	398	13	102
2023																
CA-2021-616	4 %	Acquisition/Rehabilitation	Large Family	901-903 Magnolia Street, 3712-3838 Harding Street, 844-846 C	Pacific Wind Apartments	Carlsbad	92008	88	0	26	0	10	0	43	0	0
CA-2021-424	4 %	Acquisition/Rehabilitation	At-Risk	849 N 3rd St El Cajon, CA 92021	Broadway 2	El Cajon	92021	50	0	0	0	6	0	38	0	0
CA-2021-425	4 %	Acquisition/Rehabilitation	At-Risk	1562 E Main St El Cajon, CA 92021	Broadway 1	El Cajon	92021	160	0	0	0	17	0	126	0	0
CA-2021-050	9 %	New Construction	Special Needs	337 East Valley Parkway Escondido, CA 92025	Valley Senior Village	Escondido	92025	49	0	0	0	19	0	5	0	0
CA-2021-717	4 %	New Construction	Large Family	49th Street and Castana Street San Diego, CA 92102	Sendero	San Diego	92102	109	0	0	0	11	0	65	0	22
CA-2021-015	9 %	New Construction	Large Family	4038 44th St./4390 University Ave. San Diego, CA 92105	Union Bank Apartments	San Diego	92105	59	0	0	12	24	0	17	0	0
CA-2021-126	9 %	New Construction	Large Family	4021, 4029, 4035, 4037, 4061 Fairmount Ave. San Diego, CA 92105	Fourth Corner Apartments	San Diego	92105	74	0	0	15	30	0	21	0	0
CA-2021-081	9 %	New Construction	Seniors	2601 - 2641 Ulric Street San Diego, CA 92111	Ulric Street Apartments II	San Diego	92111	59	0	0	0	0	0	38	0	0
CA-2021-400	4 %	Acquisition/Rehabilitation	Large Family	4351 Logan Avenue San Diego, CA 92113	Park Crest Apartments	San Diego	92113	139	0	0	0	42	0	97	0	0
CA-2021-580	4 %	New Construction	Large Family	101 50th Street, 5020 Imperial Avenue, San Diego, CA, 92113	Crest on Imperial	San Diego	92113	99	0	0	0	99	0	0	0	0
CA-2021-557	4 %	New Construction	Large Family	4470 Alvarado Canyon Rd San Diego, CA 92120	ShoreLINE	San Diego	92120	124	0	4	0	39	0	44	0	0
CA-2021-513	4 %	New Construction	Large Family	South of 9900 Camino Santa Fe San Diego, CA 92126	Aquila Apartments f.k.a. 3Roots	San Diego	92126	178	0	0	0	18	0	142	0	0
CA-2021-556	4 %	Adaptive Reuse	Non-Targeted	11520 W Bernardo Court N/A San Diego, CA 92127	Rancho Bernardo Senior Housing	San Diego	92127	175	0	44	0	88	0	43	0	0
CA-2021-765	4 %	New Construction	Large Family	Corner of Carmel Mountain Road and Merge Avenue San Diego	Merge 56 Affordable	San Diego	92129	47	0	0	0	5	0	37	0	0
CA-2021-119	9 %	New Construction	Special Needs	1120 Nestor Way San Diego, CA 92154	Nestor Senior Village	San Diego	92154	73	0	0	0	0	0	0	0	0
CA-2021-707	4 %	New Construction	Large Family	3481, 3501 and 3509 Vista Lane San Ysidro, CA 92173	Vista Lane Family Homes	San Ysidro	92173	165	0	0	0	18	0	94	0	35
								1648	0	74	27	426	0	810	0	57



HARDING II NATIONAL CITY:

a case study

INTRODUCTION



Kwofi Reed
President + CEO
San Diego Habitat for Humanity





ABOUT HABITAT

People in our community and all over the world partner with Habitat to build or improve a place they can call home.

- build and repair homes in partnership with families in need of improved housing
- perform our mission through financial, material, and volunteer donations
- provide access to homeownership through no-profit, affordable mortgages

HOW IT WORKS



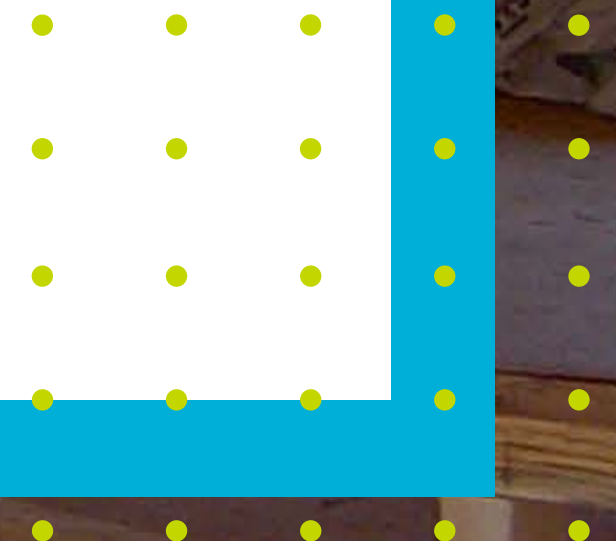
mortgage payments create a revolving fund that helps to build more homes



future homeowners qualify to purchase a new home



volunteers work side by side with future homeowners to build their home



HARDING II TOWNHOMES



Community Details

- 6 townhomes (1,100 - 1.300 s.f.)
- 3 bed/2.5 bath
- 1-car garages
- affordability - 80% AMI or less



Green Development

- drought-tolerant landscaping
- sustainable materials + plumbing fixtures
- energy efficient appliances

CONSTRUCTION



COMPLETE





STRATEGIC DEVELOPMENT

- more affordable units
- homes for working families
- infill development



HISTORY + GOALS

History

- Started for Habitat as a creative repurposing of acquisition rehab program resources after market recovery.
- Project was initially a partnership between National City, San Diego Community Land Trust, and Habitat

Goals

- homeownership with all of the proven long-term benefits
- maintaining long-term affordability

PARTNERSHIPS ARE THE KEY



Financial Resources

continued support from government partners to access public sector resources



Shift in Focus

more recognition of homeownership as part of the spectrum of affordable housing solutions



Land Acquisition

accessing and funding sites for affordable homeownership production

OUR PARTNERS

Private Partners

City of National City
San Diego Foundation
Mission Driven Finance
Investors in Housing Investment Fund
Realty Income
Bank of America
Wells Fargo
San Diego Community Land Trust
Volunteers
Homeowners

Public Partners

City of National City
County of San Diego
State of California



INCREASING IMPACT



We must build more to provide more opportunities for San Diegans at all levels of the housing spectrum.

- build larger, multi-family homeownership communities
- take advantage of economies of scale
- analyze new and creative building types (tiny homes, pre-fabricated homes, etc.)

THANK YOU!

Kwofi Reed
President + CEO
San Diego Habitat for Humanity

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IRC's Center for Economic Opportunity

Overview

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center for
economic opportunity



IRC's Center for Economic Opportunity (CEO)



CEO is a national, non-profit financial institution that offers **small-dollar consumer and business loans** to refugees, immigrants and other credit-thin individuals.

- **Subsidiary** of the International Rescue Committee (IRC)
- 501c3 **Non-Profit**
- Certified Community Development Financial Institution (**CDFI**) Loan Fund

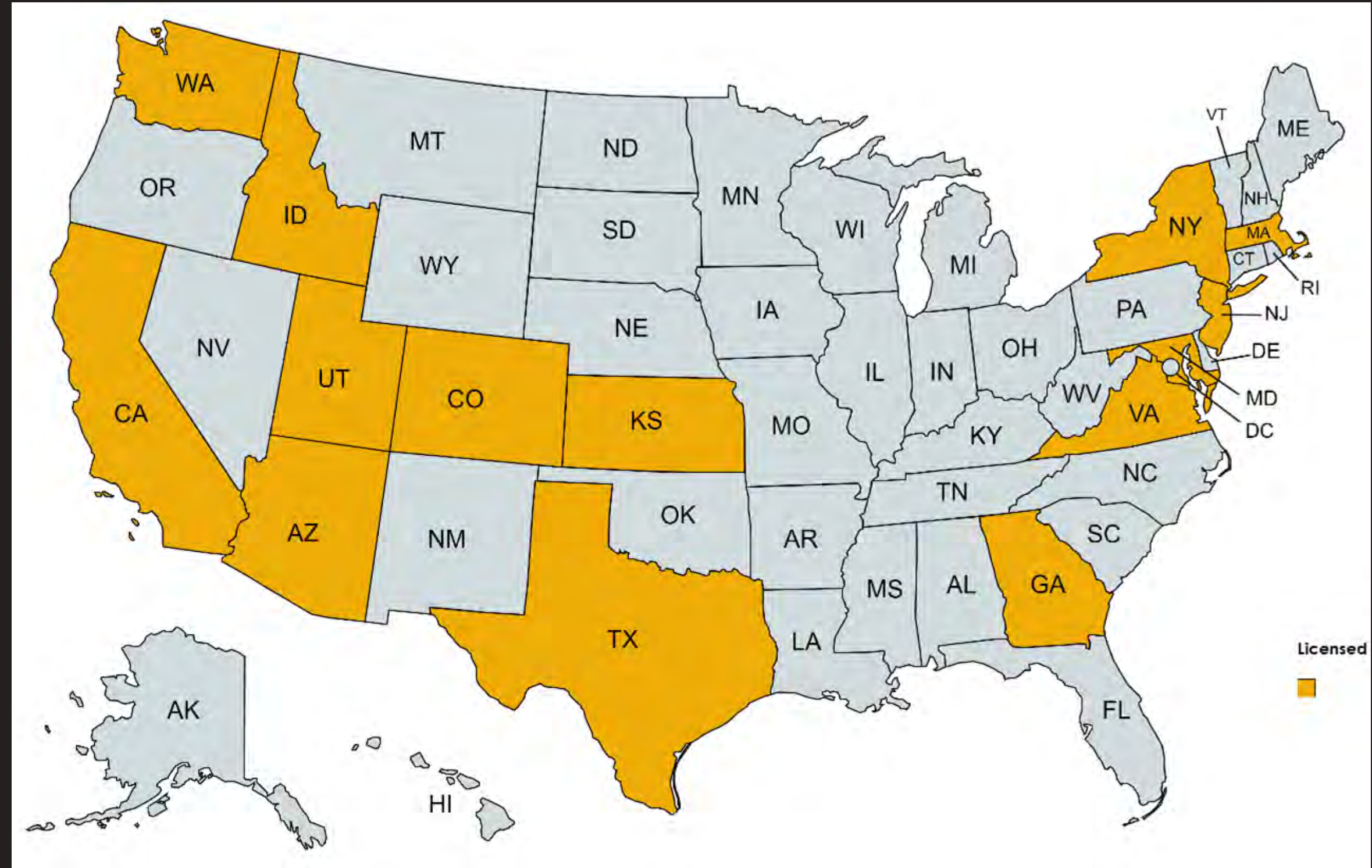
Website: www.irc-ceo.org

[What Is CEO? \(YouTube\)](#).



Where Do We Serve? Who Are Our Partners?

- Active in 15 states and growing
- 23 IRC office locations
- 5 non-IRC partners
 - *Including IRC San Diego SBDC & San Diego Housing Commission*





CEO Partnership Model: Lend through Trusted Community Partners

Partner Org Provides:

Linguistic and Cultural Competence

Financial Education



1-on-1 Financial Coaching



CEO Provides:

Full Service Lending Platform

Credit Reporting



Loan Capital



We work collaboratively with partners to make new loans and together support existing borrowers that may face hardship.





Where do CEO borrowers come from?

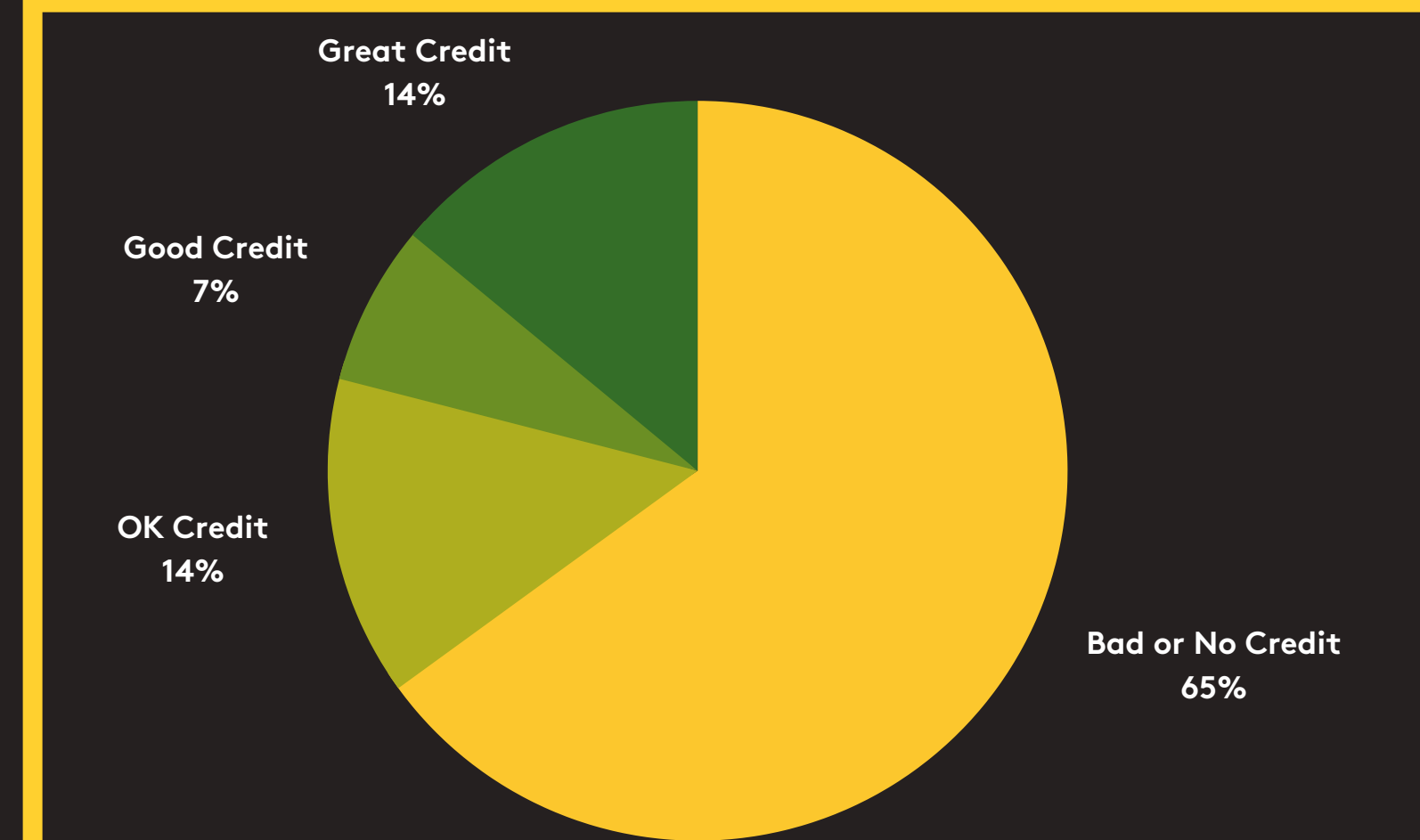
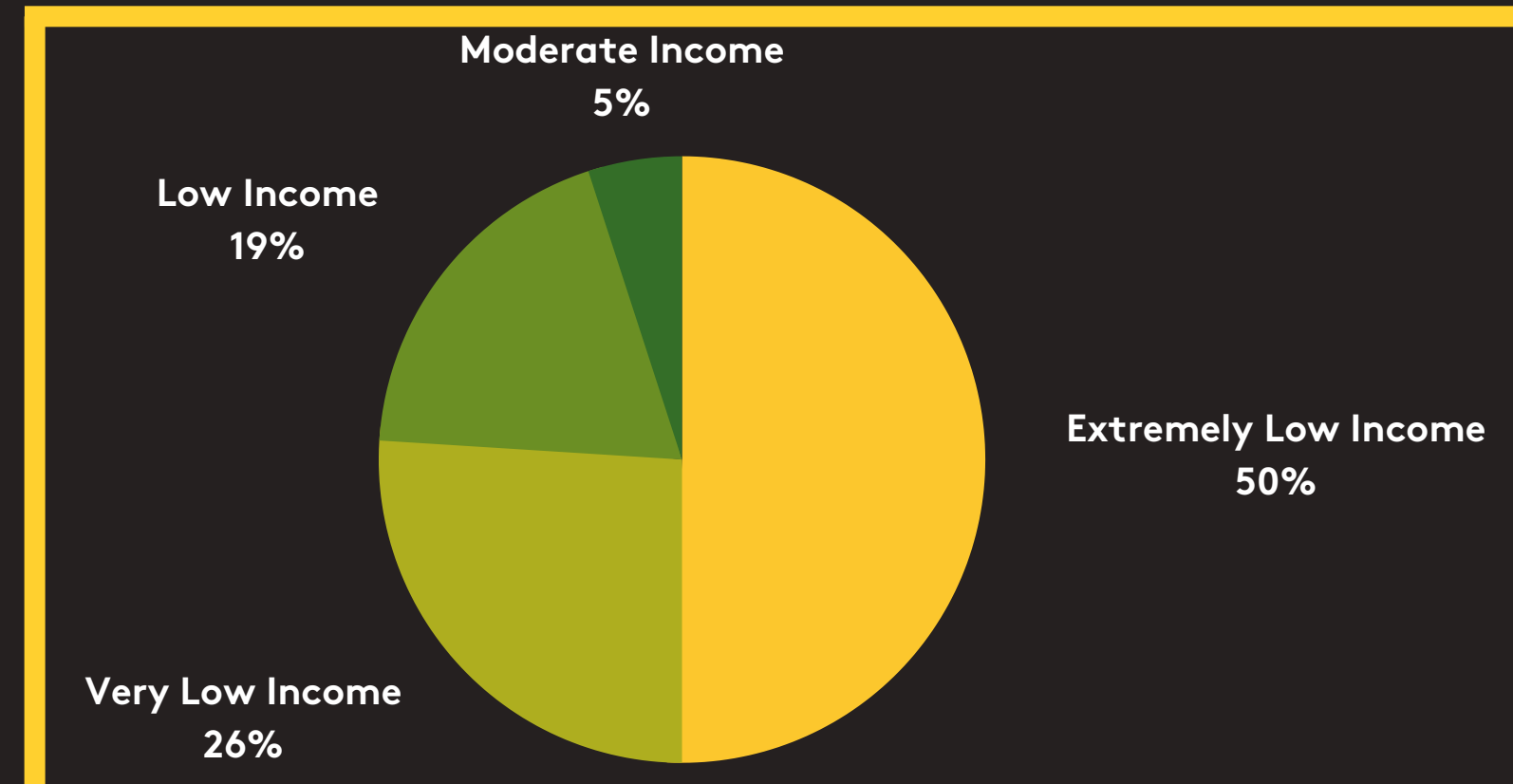


From **96** unique countries of origin



95% of Borrowers are **Low-Income** 65% have **Bad or No Credit** at Application

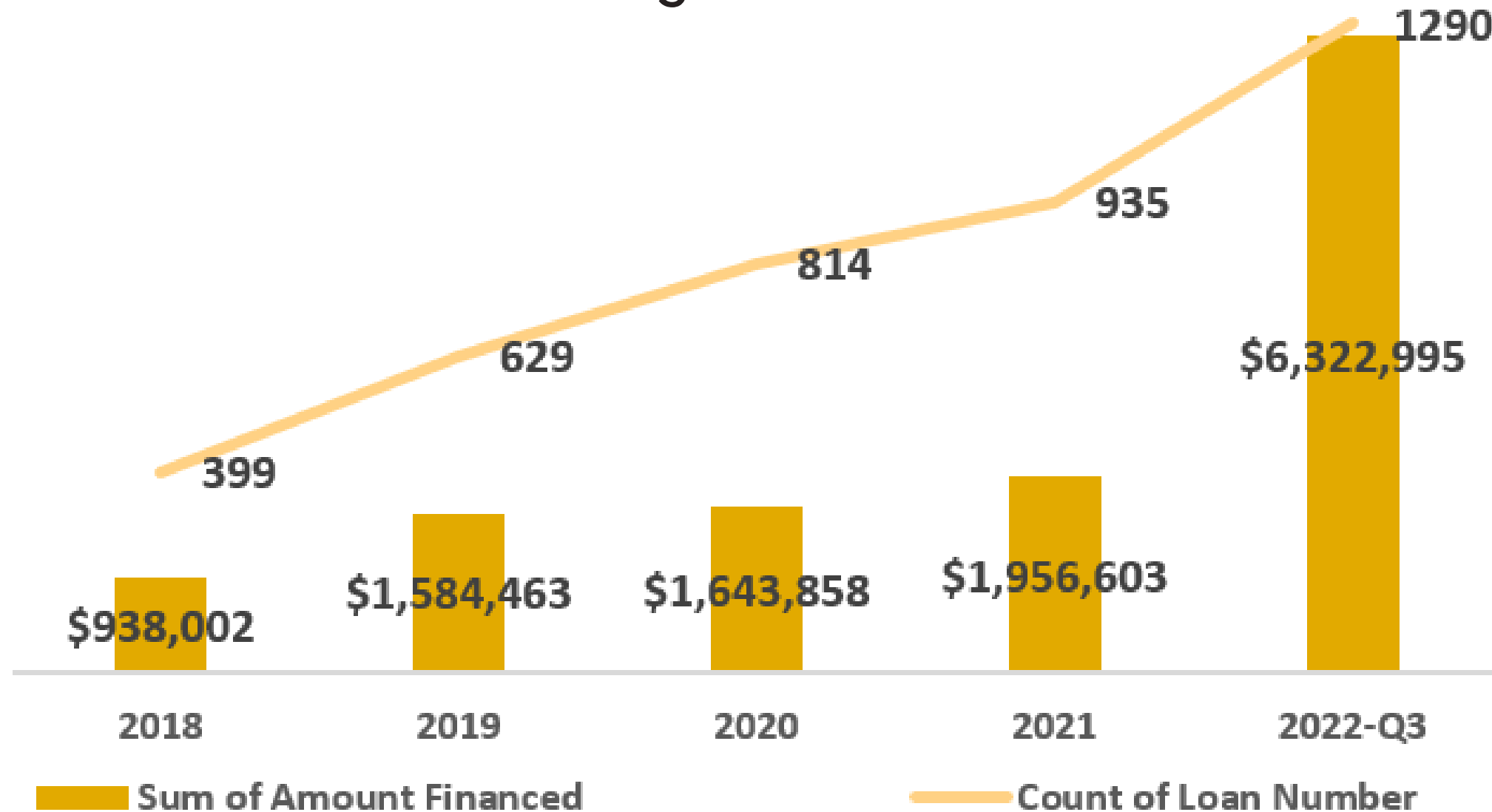
Avg. Time in U.S. at Loan Application





Since Inception Nationwide....

- More than 4,000 loans
- More than \$10 million financed
- Mainly to refugees to help build credit, buy cars, start businesses, pay for training, or deal with emergencies



Loan Type	Loans Made	Loans Financed \$
Auto Loans	633	\$ 7,516,845
Business Loans	425	\$ 3,912,538
Credit Building Loans	2825	\$ 543,763
Education Loans	63	\$ 202,034
Housing Security	11	\$ 73,300
Immigration	11	\$ 30,380
Personal Loans	327	\$ 1,250,873
Recoverable Grant	3	\$ 4,000
Resilience Loans	361	\$ 244,200
Total	4,659	13,777,933



Since Inception San Diego....



Loan Type	Loans Made	Loans Financed \$
Auto Loans	179	\$ 1,371,884
Business Loans	175	\$ 1,240,875
Credit Building Loans	389	\$ 62,663
Education Loans	15	\$ 29,700
Housing Security	2	\$ 23,700
Personal Loans	83	\$ 251,408
Recoverable Grant	1	\$ 2,000
Resilience Loans	29	\$ 20,300
Grand Total	873	3,002,530

2021

Loan Type	Loans Made	Loans Financed \$
Auto Loans	13	\$ 155,432
Business Loans	6	\$ 73,300
Credit Building Loans	30	\$ 6,300
Personal Loans	11	\$ 44,400
Resilience Loans	8	\$ 5,600
Grand Total	68	\$ 285,031



SPOTLIGHT:

Credit Building Ladder (CBL) Loans

Small \$ Amount - Big Impact



The loan further helps clients start building credit - without cost - right after credit training.

For new arrivals, a single CBL can result in a 640+ FICO within 6 months.

We are grateful to MUFG for their support to IRC and CEO.



SPOTLIGHT: Business Recovery Loan

0% Interest Rate - No Fee

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Thanks to **Wells Fargo Open for Business Grant CEO**

- Reduced the interest rate to 0% on existing Business Loans financed pre-covid.
- Deferred the repayment to give breathing room to the small business during that difficult time.
- In 2021 and 2022 has continued to provide business loans up to **\$10k at 0% interest** rate. Almost **300% increase on business loans made and financed.**
- Used the found for LLR for SBA Microloan.



SPOTLIGHT: Resilience Loan

0% Interest Rate - \$700

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Thanks to **JP Morgan Chase Bank** IRC and CEO

- Provided \$700 Resilience loan to the individuals and small business owners that impacted by Covid at 0% interest

**C
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Questions? Want to Connect?



Ask us.

Executive Director: kasra.movahedi@rescue.org

Sr. Microlending Coordinator: gokcen.topbas@rescue.org

	Wells Fargo	Bank of America	JPMorgan Chase	U.S. Bank	Citibank	RTF TOTALS
Mortgage Lending	187,120,338	185,858,000	267,298,000	98,797,441	10,315,890	749,389,669
% of deposits	0.7%	1.1%	1.3%	2.0%	0.4%	1.0%
Small Business	44,789,000	134,073,000	121,345,436	73,113,000	0 ^	373,320,436
% of deposits	0.2%	0.77%	0.57%	1.5%	0.0%	0.5%
Small Farm	921,588	1,744,000	1,697,000	58,000	0	4,420,588
% of deposits	0.004%	0.010%	0.008%	0.001%	0.0%	0.006%
Aff Hsg Devel	256,847,570	8,208,000	0	135,819,000	271,411,000	672,285,570
% of deposits	1.0%	0.0%	0.0%	2.78%	10.7%	0.9%
Community Devel	15,678,348	10,222,484	1,500,000	11,325,000	0	38,725,832
% of deposits	0.06%	0.06%	0.01%	0.23%	0.0%	0.05%
TOTAL LENDING	\$505,356,844	\$340,105,484	\$391,840,436	\$319,112,441	\$281,726,890	\$1,838,142,095
% of deposits	1.9%	2.0%	1.8%	6.5%	11.1%	3%
LIHTC Tax Credits	41,945,083	0	71,266,021	32,496,000	0	145,707,104
% of deposits	0.2%	0.0%	0.3%	0.7%	0.0%	0.2%
Other CRA Investments	151,468,438	9,857,337	0	66,613,000	0	227,938,775
% of deposits	0.58%	0.06%	0.00%	1.36%	0.00%	0.32%
TOTAL INVESTMENTS	\$193,413,521	\$9,857,337	\$71,266,021	\$99,109,000	\$0	\$373,645,879
% of deposits	0.7%	0.1%	0.3%	2.0%	0.0%	0.5%
CRA-Qualified Giving	4,574,000	781,684	100,000	1,215,000	1,100,000	7,770,684
% of deposits	0.017%	0.005%	0.000%	0.025%	0.044%	0.011%
TOTAL CRA GIVING	\$4,574,000	\$781,684	\$100,000	\$1,215,000	\$1,100,000	\$7,770,684
RTF SURVEY TOTAL	\$703,344,365	\$350,744,505	\$463,206,457	\$419,436,441	\$282,826,890	\$2,219,558,657
% of total deposits	2.7%	2.0%	2.2%	8.6%	11.2%	3.1%
Total local deposits	\$26,284,486,000	\$17,356,745,000	\$21,301,502,000	\$4,889,015,000	\$2,527,000,000	\$72,358,748,000
Market share	19%	13%	15%	4%	2%	53%