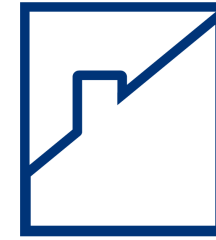


HOUSING TRUST

SILICON VALLEY



HOUSING
TRUST

20th Anniversary



OUR IMPACT TO DATE



- 21 years of impact
- \$447 million+ invested
- 24,260+ affordable homes created
- 44,440+ helped across greater Bay Area
- Housing Trust lends in **13 counties in the greater Bay Area** that have one thing in common – a critical need for affordable housing & more capital to support its development
- S&P rated AA-
- Monterey Bay Housing Trust and Sonoma County Housing Fund spread our impact throughout the region

TECH FUND INVESTORS - \$117M RAISED



Grove
Foundation



THE David &
Lucile Packard
Foundation



The
SOBRATO
Family Foundation

TECH FUND (\$117M) IMPACT

- **41** loans
- **\$124M** loaned over 4 years
(\$36M revolved)
- **4579** homes
 - Nearly halfway to 10 year goal
 - **1148 homes** for most vulnerable populations (ELI)
- **\$51M** in rent savings per year



RODEO CREEK COURT, SANTA CRUZ

HABITAT FOR HUMANITY MONTEREY BAY

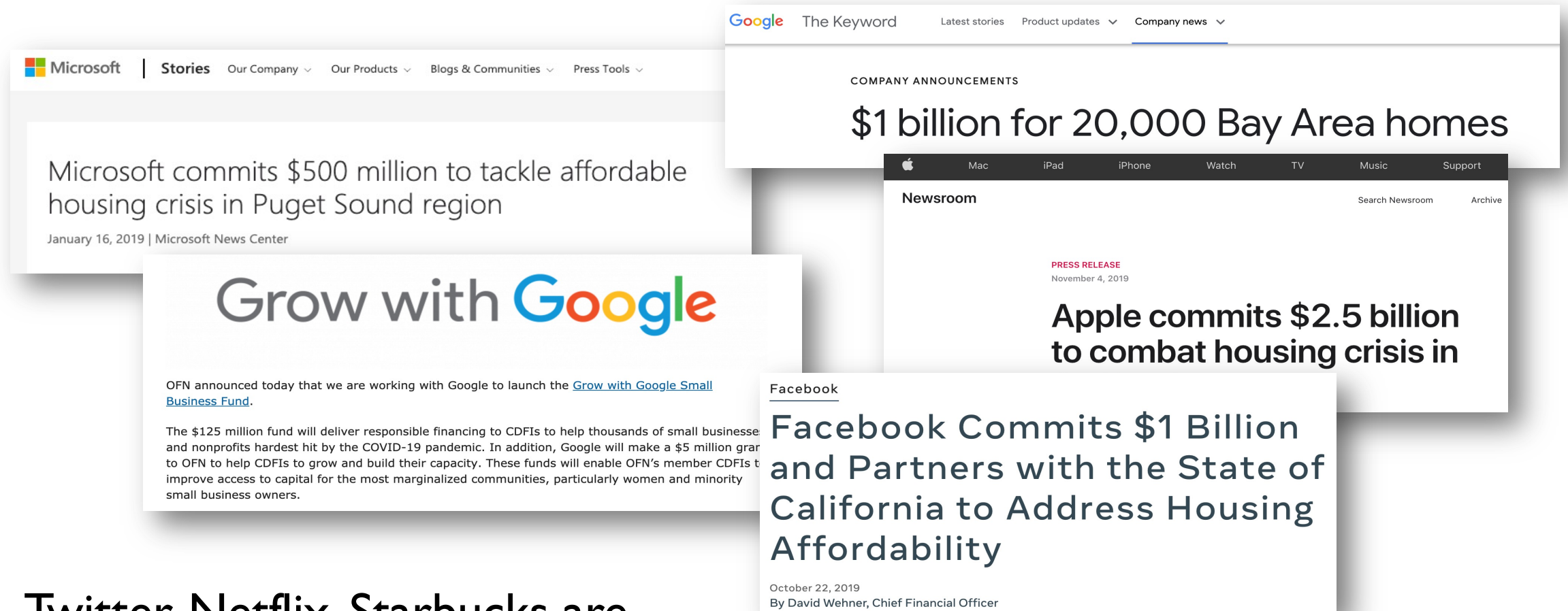
Housing Trust used TECH Fund in our first ever loan to Habitat for Humanity Monterey Bay to help build 11 homes on Harper Street in Santa Cruz.

While much of Housing Trust's recent lending has been for predevelopment or land acquisition, this \$1 million loan represents an exciting opportunity to support construction. Eleven new homes are planned with five duplexes and a single-family home that will be one story and designed to accommodate someone with long-term or permanent physical or mental challenges.

"Building affordable housing is an incredibly challenging endeavor, but Housing Trust Silicon Valley was a key partner who helped us get this across the finish line," said Satish Rishi, CEO, Habitat for Humanity Monterey Bay. "We're grateful for their help creating more safe, decent, affordable homes in our community."



SINCE 2017 TECH FUND HAS SPARKED INVESTMENT AROUND THE COUNTRY



Twitter, Netflix, Starbucks are funding CDFIs nationally

APPLE AFFORDABLE HOUSING FUND - \$150M

\$29M committed for 1030+ homes
62% ELI and VLI

■ **Page Street Studios** – an 82 unit development from **Charities Housing** for people with extremely low incomes or permanent supportive housing needs



PRESS RELEASE

November 4, 2019

Apple commits \$2.5 billion to combat housing crisis in California



LAUNCH INITIATIVE WITH GOOGLE

\$63M in addition to Google's \$50M investment in TECH Fund



A portion of Google's TECH Fund Investment was loaned to **Eden Housing** for 79 homes to Seniors at Timber Street in Newark

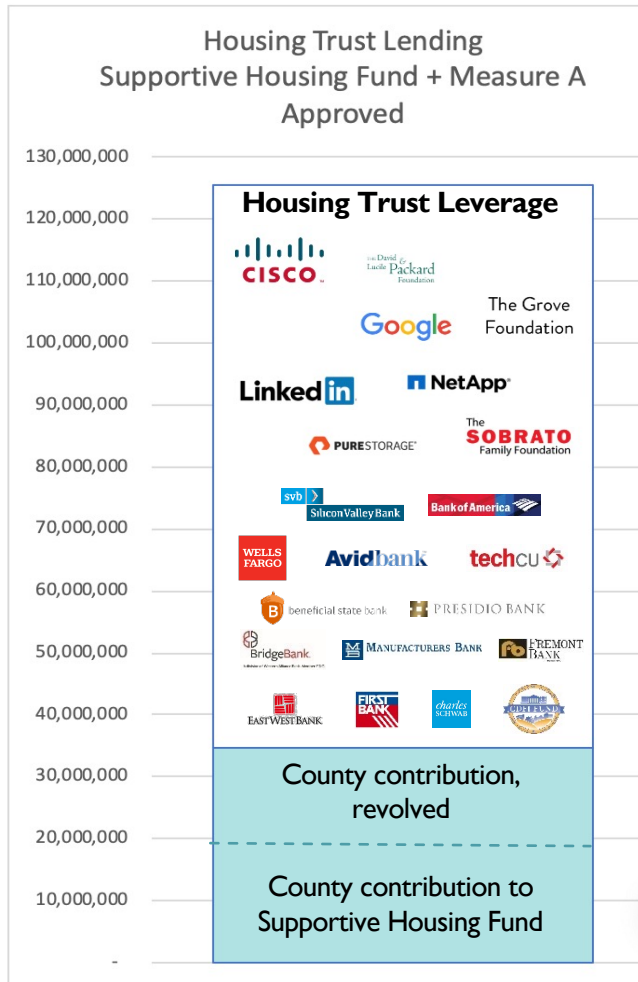
Launch Initiative Impact

10 loans to create 2,782 homes – over halfway to the 10 year goal in just 1 1/4 years

New loan products include LT revolving construction line and construction line of credit to Habitat for Humanity

In conversations around new lending products

HOUSING TRUST FUNDS AND HOMELESSNESS RELIEF



■ Leveraging partnerships to have greater impact

- \$21.9 million Supportive Housing Fund has **revolved 2x** to date with more to come
- **Housing Trust has leveraged another \$90+ million** to support housing aligned with County objectives to end homelessness

Homeless Partner Organizations Alta Housing • Abode Services • Affirmed Housing • Bill Wilson Center • Charities Housing • Community Solutions • CORE Affordable Housing • Eden Housing • Family Supportive Housing • First Community Housing • Gilroy Compassion Center • Health Trust Hope's Corner • HIP Housing • LifeMoves • Office of Supportive Housing • PATH Ventures • Reed Community Partners • Sacred Heart • SVILC • West Valley Community Services

EXTENDING IMPACT TO WORKFORCE HOUSING

- Housing Trust Strategic Plan to develop financing models outside traditional LIHTC *“new lending programs that create multifamily rental homes and home buying opportunities for this **“missing middle”** — Bay Area residents who earn between 60%-120% of the area median income and thus too much to qualify for traditional housing assistance but too little to own or rent in many areas. As political and corporate interest rises in keeping the “missing middle” from fleeing the region, we anticipate growing opportunities for mixed-income lending.”*
- Partners growing interest in solutions and have conversations we expect to continue