



## 2012 Annual Report

The San Luis Obispo County Housing Trust Fund (the “HTF”) is a private nonprofit corporation that was incorporated in 2003. The HTF was formed through a broad-based organizing effort by local health and social service providers, businesses and government agencies to address local housing needs in San Luis Obispo County, California.

### Local Housing Needs

San Luis Obispo County is consistently one of the least affordable housing markets in the nation. In the fourth quarter of 2012, the National Association of Home Builders ranked this county the seventh least affordable housing market in the United States. The 2010 Census found that 35.8% of the renters in this county had a severe housing cost burden.<sup>1</sup> This was a higher incidence of severe housing cost burden than in Los Angeles, San Jose, San Francisco and New York City.

### Mission & Purpose

The HTF’s mission is to increase the supply of affordable housing for very low, low and moderate income households in San Luis Obispo County, including those with special needs.

Rather than develop or operate housing, we provide financing and technical assistance to private developers, nonprofit agencies and local governments to help create, preserve and improve housing that families, seniors and households with special needs can afford to rent or buy.

### Programs & Services

The HTF provides both financing and technical assistance for affordable housing projects. We also provide technical assistance on local housing programs and policies. In addition, we advocate for affordable housing legislation, programs and projects at the federal, state and local level.

<sup>1</sup> “Severe housing cost burden” means that they paid more than half of their gross income for housing.

### Accomplishments

The HTF has closed nearly \$8.3 million in loans to assist 229 units of affordable housing since 2005. In 2012, we financed the purchase of a large house that will be used as a residential care facility for individuals with severe developmental disabilities. We also committed \$2.5 million in loans for the development of 169 rental and 12 for-sale homes.

### Revolving Loan Funds

The HTF operates revolving loan funds that provide financing for affordable housing projects. These loan funds include over \$3.1 million in social and community investments and over \$3.9 million in grants and contributions. As of December 31, 2012, the amounts in our revolving loan funds were:

#### Loan Fund Investments

Mission Community Bank LOC <sup>2</sup>	\$1,000,000
Rabobank LOC	1,000,000
Dignity Health	750,000
Erich & Hannah Sachs Foundation	200,000
SLO County Community Foundation	100,000
Religious Communities	75,000

#### Contributed Loan Funds

CDFI Fund of the US Treasury	\$2,200,000
California LHTF Program <sup>3</sup>	1,500,000
California Association of Realtors	125,000
George Moylan Affordable Housing Fund	89,324
Create Jobs for USA (Starbucks)	34,500

**Total Lending Capital** \$7,073,824

### Operating Support

The HTF has two sources of operating revenue: our earnings and grants. During 2012, 64% of our operating revenues came from our loan fees and interest. Governments grants provided 25%. Private sector grants provided the remaining 11%.

<sup>2</sup> Line of Credit

<sup>3</sup> Includes commitments that were not yet received.

**Board of Directors<sup>4</sup>**

The following individuals served on the HTF’s Board of Directors at the end of 2012.

- Dr. Julian D. Crocker, Chair  
County Superintendent of Schools
- Lenny Grant, AIA, Vice Chair  
RRM Design Group
- Dick Willhoit, Treasurer  
Estrella Associates, Inc.
- Marianne Kennedy, Secretary  
Women’s Shelter Program
- Clarence Cabrerros, Heritage Oaks Bank
- Geri LaChance, SESLOC Federal Credit Union

The following individuals retired from the HTF’s Board of Directors during 2012.

- Dr. Allen Haile, CalPoly (Retired)
- R. Thomas “Tom” Jones, AIA, CalPoly
- Rachel Richardson, AIDS Support Network
- Anita Robinson, Mission Community Bank

**HTF Commission<sup>5</sup>**

The HTF Commission serves as our loan committee. The following individuals served on the HTF Commission at the end of 2012.

- Tyler Corey, City of San Luis Obispo
- Kelly Heffernon, City of Arroyo Grande
- Joe Hoeflich, Supportive Housing Consortium
- George Leage, City of Morro Bay
- Ken Litzinger, HASLO
- Phyllis Molinar, City of Grover Beach
- John Stocksdale, City of Pismo Beach
- Morgan Torell, County of San Luis Obispo

The following individuals retired from the HTF’s Commission during 2012.

- Nick Gilman, City of Paso Robles
- Marianne Kennedy, Supportive Housing Consortium
- Dana Lilley, County of San Luis Obispo

**Staff**

- Jerry Rioux, Executive Director
- Vivian Krug, Administrative Director

**Financial Statements**

Our audited financial statements for 2011 and 2012 are summarized below. Our audits were prepared by The Crosby Company, CPAs. Our audits are available online at [www.sloctf.org/about-us.htm](http://www.sloctf.org/about-us.htm).

**Statement of Financial Position**

	12/31/11	12/31/12
<b>Assets</b>		
<b>Current Assets:</b>		
Cash & cash equivalents	\$1,236,092	\$3,485,014
Receivables & Prepaids	7,075	5,964
Interest receivable	13,324	4,527
Notes receivable (current portion)	2,003,403	474,997
Total Current Assets	\$3,259,894	\$3,970,502
<b>Non-Current Assets:</b>		
Notes receivable (non-current)	1,699,594	984,109
Total Assets	\$4,959,488	\$4,954,611
<b>Liabilities</b>		
<b>Current Liabilities:</b>		
Payable & Accruals	\$25,974	\$24,692
Notes payable (current)	211,101	0
Total Current Liabilities	\$237,075	\$24,692
<b>Long-Term Liabilities:</b>		
Notes payable (non-current)	1,487,957	1,125,000
Lines of credit	15,000	0
Total Long-Term Liabilities	\$1,502,957	\$1,125,000
Total Liabilities	\$1,740,032	\$1,149,692
<b>Net Assets</b>		
Unrestricted	\$383,610	\$830,134
Temporarily restricted	2,630,000	2,730,000
Permanently restricted	205,846	244,146
Total Net Assets	\$3,219,456	\$3,804,919
<b>Total Liabilities and Net Assets</b>	<b>\$4,959,488</b>	<b>\$4,954,611</b>

**Statement of Activity**

	2011	2012
<b>Revenue</b>		
Government Grants	\$1,722,161	\$652,161
Private Contributions	23,385	61,706
Interest & loan fees	224,140	132,853
Total Revenue	\$1,969,687	\$846,720
<b>Expenses</b>		
Program Services	\$218,883	\$210,919
Management & General	40,245	40,866
Fund Raising	8,771	9,472
Total Expenses	\$267,899	\$261,257
<b>Increase in Net Assets</b>	<b>\$1,701,788</b>	<b>\$585,463</b>

<sup>4</sup> Our current Directors, officers and Commissioners are listed online at [www.sloctf.org/our-team.htm](http://www.sloctf.org/our-team.htm).