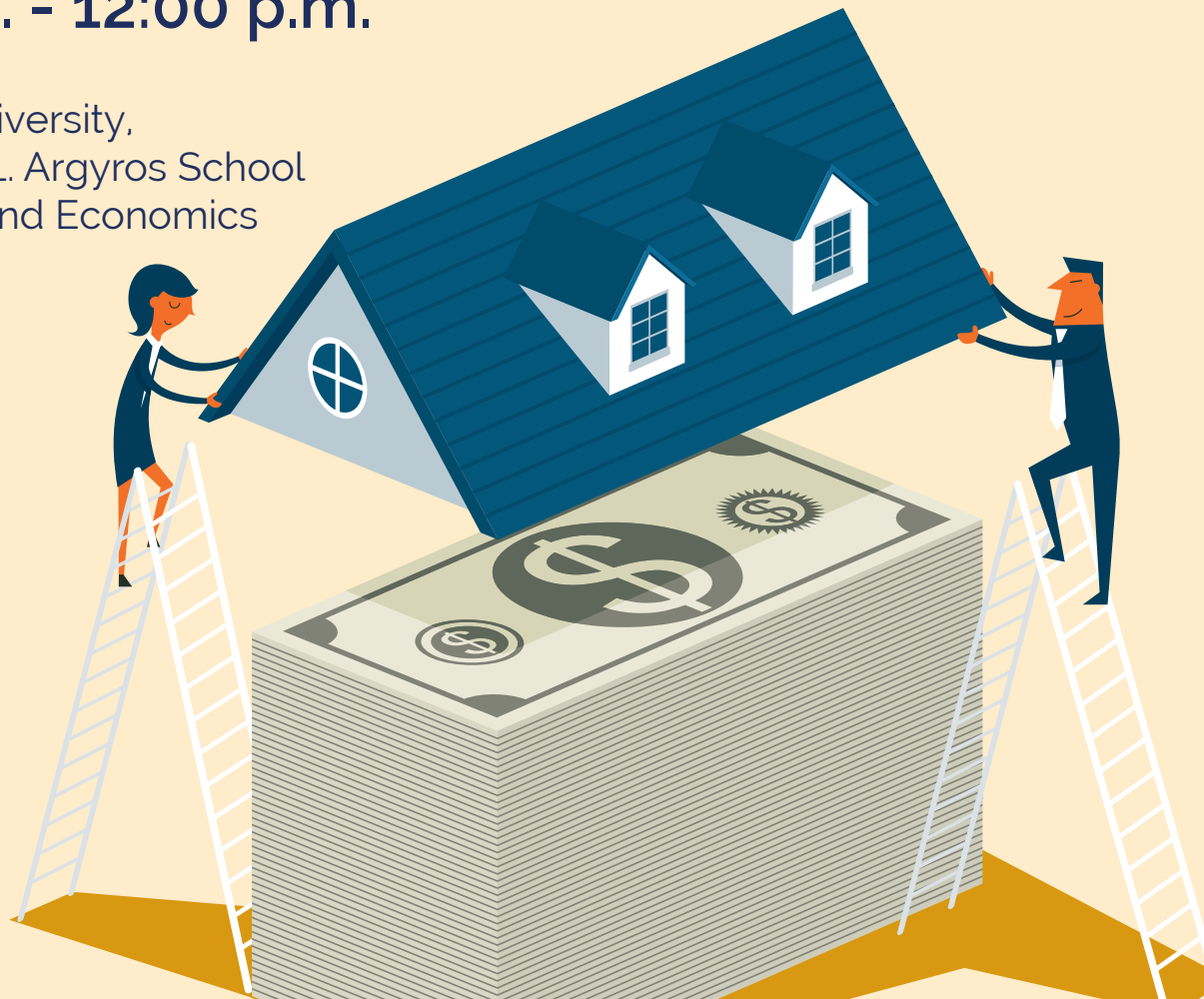




9th Annual Orange County Lenders & Investors Forum

August 16, 2019
7:45 a.m. - 12:00 p.m.

Chapman University,
The George L. Argyros School
of Business and Economics



Making a difference for affordable housing in Orange County



Community investment loan program: affordable housing

CIT seeks to strengthen the local Southern California community by empowering individuals, families and organizations to thrive.

Affordable housing construction and permanent loans

We provide financing to support the construction or rehabilitation of multifamily affordable housing to serve low- and moderate-income families, seniors and residents with special needs.

Loan type	Construction term	Permanent term	Secured by
Affordable housing construction and permanent loans	Up to 24 months with up to two three-month extension options	17 years with amortizations up to 35 years	A first deed of trust on the subject property

Get in touch

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(626) 535-5748
Claudia.Lima@cit.com

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Vice President, Community Lending and Investing
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Who We Are

Named in honor of Ralph Kennedy—a pioneer of homeless, affordable homes, and human rights advocacy in Orange County, the Kennedy Commission is dedicated to advocacy and education that increase the production of affordable homes for Orange County’s extremely low-income households. The Commission’s staff and volunteers strive to develop solutions to housing needs, to affirm the dignity of low and extremely low-income families, and to unite communities across Orange County to support the development of affordable homes.

Over the past ten years the Kennedy Commission has been successful in influencing public policy and advocating for:

1. Policies that have led to the production of affordable homes for low-income working households,
2. State and local funding for homes that are affordable to households earning under 60% of the area median income, and
3. The inclusion of myriad pro-affordable housing development policies.

Membership

With your partnership, the Kennedy Commission will be able to continue to influence cities to comply with and plan for the creation of greater housing options for the County’s low-income residents.

Please join or renew your membership today!

The Kennedy Commission
17701 Cowan Avenue, Suite 200
Irvine, CA 92614
(949) 250-0909 www.kennedycommission.org

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Thank you to our host



- 7:45 AM Registration, Continental Breakfast, and Networking
- 8:30 AM **WELCOME**
Linda Nguyen, Wells Fargo Bank
- 8:35 AM **ECONOMIC FORECAST UPDATE**
Raymond Sfeir, Ph.D., Chapman University
- 9:00 AM **LENDERS & INVESTORS PANEL**
Moderator: Jahi Akobundu, C&C Development
Brandon Butcher, Bank of America Merrill Lynch
Javier Guzman, CIT Bank
Jeff Kearns, Walker & Dunlop
Jessica Cometa, WNC
Perica Bell, Union Bank
- 10:30 AM **NETWORKING BREAK**
- 11:00 AM **SECONDARY FINANCING PANEL**
LEVERAGING AFFORDABLE HOUSING FUNDING
USING HOUSING AND FINANCE TRUSTS
Moderator: Eri Kameyama, Low Income Investment Fund
Adam B. Eliason, Orange County Housing Finance Trust
Helen O'Sullivan, Orange County Housing Trust
Kevin Zwick, Housing Trust Silicon Valley
Lucy Dunn, Orange County Business Council
- 11:55 AM **CLOSING REMARKS**
Cesar Covarrubias, Kennedy Commission
- 12:00 PM **FORUM CONCLUDES**



We are proud to support
The Kennedy Commission

Thank you for providing affordable housing and enriching the lives of many.



Daniel Bronfman, Managing Director, Non-Profit Finance | 925.386.0760

Lisa Nielson, SVP, Real Estate Lending Officer | 714.674.5362

Jennifer Riddle, SVP, Real Estate Lending Officer | 714.674.5344

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Welcome from Title Sponsor Wells Fargo



LINDA NGUYEN

Linda Nguyen is part of the Wells Fargo Corporate Philanthropy and Community Relations team focusing on community development. Over her fifteen year career and prior to joining Wells Fargo, Linda worked in the nonprofit sector and at government agencies as well as served as an AmeriCorps member. She was principal investigator for evaluation studies, authored white papers, and presented at conferences on topics related to education, housing, public-private partnerships, and community development. Her experiences also included being a consultant to several public agencies, designing programs and designating millions of grant dollars toward social and human services.

Economic Forecast Update



DR. RAYMOND SFEIR

Dr. Raymond Sfeir is the Director of the Anderson Center for Economic Research. He served for eighteen years as Associate Provost and then as Vice Chancellor. Dr. Sfeir teaches microeconomics, statistics and forecasting. Dr. Sfeir produces the California, Orange County and Inland Empire forecasts. He also conducts the quarterly survey of purchasing managers in California and is quoted frequently in the media. He is currently studying the performance of the manufacturing sector in California.

Robert Lopez

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Panel 1: Lenders & Investors

9:00 A.M. – 10:30 A.M



MODERATOR: JAHI AKOBUNDU, C&C DEVELOPMENT

Jahi Akobundu has worked in the field of community development for 33 years and, for the past six years, has served as the Director of Finance for C&C Development. In this capacity, Mr. Akobundu analyzes, structures and manages the financial component of development activities undertaken by the company. For nine years, prior to joining C&C Development, Mr. Akobundu provided financial consulting services as a Principal of Strategic Consulting Initiative (SCI) and as a Senior Program Manager for California Housing Partnership Corporation (CHPC). Mr. Akobundu's experience also includes work with the San Diego Housing Commission, Primary Care Development Corporation (PCDC) Local Initiatives Support Corporation (LISC), and New York City Department of Housing Preservation and Development. Mr. Akobundu attended Tufts University where he received a Bachelor of Arts degree in Economics in 1985.



BRANDON BUTCHER, BANK OF AMERICA MERRILL LYNCH

Brandon Butcher is a Vice President and Credit Officer in Community Development Bank (CBD) at Bank of America Merrill Lynch and is responsible for both direct equity investments and debt financing in LIHTC developments. As a member of the Bank's CDB West team, they originated \$400 million in direct equity investment and \$1BN in debt financing in 2018, providing approximately 2,200 units of affordable housing across the west region. Brandon has spent 14 years with the Bank including work within Special Assets and Home Building. Brandon received a Bachelor of Science in Finance from Santa Clara University.



JAVIER GUZMAN, CIT BANK

Javier Guzman has been active in the affordable housing industry for over 18 years, working on the development and financial aspects of housing. His experience ranges from preparing tax credit applications to managing construction through the completion and conversion stages. For the past 13 years, Javier has been working mainly on the financial aspect, underwriting special needs, farmworker, Section 8 and traditional low income affordable housing in California. Javier has underwritten projects on the west coast with an emphasis on California and Washington with a personal goal of expanding his experience throughout the west coast. Currently, Javier is the VP for Community Lending and Investing at CIT Bank and is leading their lending efforts in the affordable housing industry as they break into the market.



JEFF KEARNS, WALKER & DUNLOP

Jeff Kearns is a senior vice president at Walker & Dunlop — one of the largest commercial mortgage banking companies in the country. Mr. Kearns is responsible for originating loans for affordable housing properties for clients nationwide. Mr. Kearns is an 21-year veteran of the commercial mortgage finance industry. Since 2002, Mr. Kearns has specialized in FHA and Agency loan origination with an emphasis in the affordable housing sector.

Panel 1: Lenders & Investors



JESSICA COMETA, WNC

As Vice President at WNC, Jessica Cometa facilitates the tax credit equity syndicator's origination and acquisition efforts in the western United States. Ms. Cometa brings with her nine years of experience in the affordable housing industry. Prior to joining WNC, Ms. Cometa was responsible for underwriting, analyzing, closing, converting, and managing tax credit transactions both as a community lending banker and an affordable housing developer. Ms. Cometa holds a bachelor of science degree in business administration with a concentration in finance from California Polytechnic State University, San Luis Obispo.

PERICA BELL, UNION BANK

As Managing Director / Southern California Market Manager of Union Bank, Perica Bell is responsible for the administration of MUFG Union Bank's CDF activities throughout central and southern California, originating over \$350MM annually in debt and low income housing tax credit equity to the bank's affordable housing developer relationships. Prior to joining Union Bank, she was a project manager at Jamboree Housing Corporation where she managed all phases of affordable housing project development. She serves on the Board of Directors for the Kennedy Commission and Esperanza Community Housing Corporation. Ms. Bell is on the advisory committees of the UCLA Ziman Center for Real Estate, California Community Reinvestment Corporation, Los Angeles Local Initiatives Support Corporation, and the Affordable Housing Investors Council. Perica holds a BA from the University of California, Irvine and an MPA from California State University, Long Beach.

Santa Ana Veterans Village - Opening 2020

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Heritage Villas in Mission Viejo, California, provides affordable housing to 141 senior households.

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When choosing your next partner, go with a seasoned professional with Orange County roots. WNC has helped build over 1,125 homes in Orange County since 1980.

You are part of a greater community

Union Bank® believes in the power of partnerships. That's why we partner with communities and organizations to make a positive difference in the places where we work and live. To us, building a strong community is the most valuable investment of all.

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Panel 2: Secondary Financing Panel 11:00 A.M. – 11:55 A.M.

Leveraging Affordable Housing Funding Using Housing and Finance Trusts



MODERATOR: ERI KAMEYAMA, LOW INCOME INVESTMENT FUND

Eri Kameyama is the Deputy Director of the Western Region at the Low Income Investment Fund (LIIF), a community development financial institution (CDFI) that provides innovative capital solutions to support healthy families and communities. Ms. Kameyama leads LIIF's Western Region lending operations and business development, with a focus on the Southern California market. Before joining LIIF in 2014, Ms. Kameyama held positions at Civic San Diego, a planning and economic development agency for downtown San Diego, and City of Oakland Community and Economic Development Agency, where she was responsible for managing affordable housing projects, as well as development of policies and programs related to affordable housing and community development. Ms. Kameyama has a Master of City and Regional Planning from the University of California, Berkeley, and a B.A. of Law from Soka University in Tokyo, Japan.



ADAM B. ELIASON, ORANGE COUNTY HOUSING FINANCE TRUST

Adam Eliason (pronounced "E-Listen") has been an affordable housing consultant since 1999. His early work included addressing foreclosure blight in communities through two cycles. He was hired by the City of Irvine to complete their affordable housing strategy and form the Irvine Community Land Trust that has since created almost 400 affordable housing units, many of which address the most severe special needs populations and lowest income categories. Mr. Eliason served as Planning Commissioner in Chino Hills for 17 years. His recent work includes managing the acquisition, design and construction of the Costa Mesa homeless shelter and Manager of the recently created Orange County Housing Finance Trust, a joint powers authority with a mission to help fund permanent supportive housing and affordable housing in the Orange County.



HELEN O'SULLIVAN, ORANGE COUNTY HOUSING TRUST

Helen O'Sullivan is President and CEO of NeighborWorks Orange County. Since her employment with NeighborWorks Orange County in 2010, Helen has held the positions of SVP of Programs and Administration, EVP Operations, and President/CEO. During this time, the organization has expanded its HomeOwnership Center in funding resources, staffing and geographic locations. Prior to joining NeighborWorks Orange County, Helen was Director of Operations for AOF/Pacific Affordable Housing Corp., and was responsible for the asset management of the company's 5,000 unit portfolio. Helen is a member of the Kennedy Commission Board of Directors.

Building a community of possible.

At U.S. Bank, we strive to make a positive impact in our community. That's why we support community events that bring us together for the greater good. We know that anything is possible when we work together.

U.S. Bank is proud to support
the OC Lenders & Investors
Forum.

Lisa Gutierrez - SVP/Affordable Housing
916.498.3457



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Panel 2: Secondary Financing Panel

(CONTINUED)

Leveraging Affordable Housing Funding Using Housing and Finance Trusts



KEVIN ZWICK, HOUSING TRUST SILICON VALLEY

Kevin Zwick has served as Chief Executive Officer of Housing Trust Silicon Valley since October 2008 and leads the overall direction, strategy, and impact of the organization. During Kevin's tenure, the Housing Trust has raised and invested over \$257 million into affordable housing in the greater Bay Area and became the first nonprofit CDFI in the U.S. to receive an S&P rating (AA-). He has also helped lead key local and state affordable housing policy efforts such as the passage of Measure A, which provided \$950 Million for affordable and supportive housing in Santa Clara County. Kevin helped found and now serves as Treasurer of SV@Home, the first membership-based affordable housing advocacy organization in Santa Clara County, and is a board member and Secretary of Nonprofit Housing Association of Northern California (NPH). Prior to this, Kevin was Deputy Executive Director of Affordable Housing Associates, a nonprofit housing developer in Berkeley, CA.



LUCY DUNN, ORANGE COUNTY BUSINESS COUNCIL

As President and CEO of Orange County Business Council, Lucy Dunn leads a dynamic organization of business members, working with academia and government, to ensure the county's economic prosperity and high quality of life. Before joining OCBC, she served as Director of the California Department of Housing and Community Development under Governor Schwarzenegger, who also appointed her to the California Transportation Commission in 2008. Governor Jerry Brown reappointed her two more terms. She helped develop Orange County's *10 Year Plan to End Homelessness* and serves as a business advisor for the South Coast Air Quality Management District and Southern California Association of Governments.

Closing Remarks



CESAR COVARRUBIAS, KENNEDY COMMISSION

As Executive Director of the Kennedy Commission, Mr. Covarrubias directs the advocacy, education and outreach activities that develop solutions to housing needs and unite communities across Orange County to support affordable housing development. Prior to his current position, Mr. Covarrubias coordinated the Commission's efforts to develop and implement affordable housing public policies and strategies in local governments. Before the Commission, he worked for the Fair Housing Council of Orange County as a case manager for housing discrimination cases and assisted clients with landlord-tenant issues.

A Primer on Permanent Supportive Housing (Location TBD)

9:00 am – 12:00 pm, September 26, 2019

Please join The Kennedy Commission and California Association of Local Housing Finance Agencies (CAL-ALHFA) as we delve into the complex world of Permanent Supportive Housing (PSH) and address:

- What is Permanent Supportive Housing and Housing First?
- What is the cost to design, develop, and operate PSH?
- What lessons can we learn from LA's Prop HHH and H and other policies?
- What best practices and unintended consequences emerged?
- How should we implement a successful program in OC?

Who should attend?

Local housing agencies, developers, resident and supportive services staff, property and asset managers, design and building industry professionals, attorneys—anyone interested in serving homeless and chronically homeless households.

\$20 for members; \$25 for nonmembers

If you would like to sponsor this or other Kennedy Commission programs, please contact Linda Tang lindat@kennedycommission.org

Organized by:



A Better Tomorrow Starts Today.

Our commitment is to your communities. We are proud of our strong history of providing financing that creates and preserves affordable housing, strengthens neighborhoods, and provides sustainable benefits to residents and businesses in the communities we serve.

For more information on Chase Community Development Banking visit chase.com/cdb or contact:
Cécile Chalifour
(213) 621-8122
cecile.chalifour@chase.com

AFFORDABLE HOUSING



Clearinghouse

Opportunity Zones Demystified: What it means for Orange County.

Speakers

- *Tunua Thrash-Ntuk, LISC*
- *Lisa L. Kim, Assistant City Manager*
- *Elizabeth Humphreys, Manager Zephyr*
- *Prof. Charles Thomas, CSU Dominguez Hills*

Moderator

- *Linda Nguyen, Wells Fargo*

Sponsored by our community partners



SAVE THE DATE

Thursday, October 10, 2019

**Garden Grove Community Meeting Center
11300 Stanford Ave, Garden Grove, CA 92840**

Time: 8:30AM-12:30PM

Sponsorship opportunities available
contact Brenda J. Rodriguez at
brodriguez@affordable-housing.org

www.affordable-housing.org

Thank you for helping our community rise

Inspiring people and mobilizing resources to address critical issues we're facing is a monumental achievement.

We're proud to recognize the important work your organization does in our community — making a difference in so many people's lives.

Let's join together in saluting
The Kennedy Commission.

