Grantee:  Hsg Trust of Santa Clara County
Grant:    B-09-CN-CA-0054
January 1, 2011 thru March 31, 2011 Performance Report
Grant Number: B-09-CN-CA-0054

Grantee Name: Hsg Trust of Santa Clara County

Grant Amount: $25,000,000.00

Grant Status: Active

Obligation Date: 02/11/2013

Award Date: 02/11/2013

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Review by HUD: Reviewed and Approved

QPR Contact: Tara Hood

Disasters: NSP

Narratives

Executive Summary:
The Housing Trust of Santa Clara County (HTSCC), the City of San Jose, and Neighborhood Housing Services Silicon Valley (NHSSV) have formed the San Jose Consortium (Consortium) to apply for and administer our $25,000,000 grant for the Neighborhood Stabilization Program 2 funds made available by the U.S. Department of Housing and Urban Development (HUD) under the American Recovery and Reinvestment Act (ARRA) of 2009. The main objectives of this Grant are to stabilize neighborhoods in our Target Geography by reducing the number of foreclosed or abandoned homes and residential properties, and to create new affordable housing opportunities for very-low, low, and moderate income households. The Consortium will provide secondary financing for income eligible purchasers of foreclosed homes and will purchase and rehabilitate foreclosed or abandoned homes in the Target Geography. The goal of the Consortium is to assist in the purchase of no less than 205 foreclosed properties or units for the purpose of creating affordable homes.

Target Geography:
The Consortium has identified 35 census tracts in the City of San Jose that are the hardest hit by foreclosures. Using HUD's established methodology to identify those areas with the highest foreclosure and vacancy rates, the Consortium has identified 35 census tracts with an average foreclosure score of at least 18 within the City of San Jose. Foreclosures continue to be concentrated in these specific San Jose Census tracts, as identified in our "target geography". Additionally, these target geographies have several socio-economic characteristics that make them not only the epicenters of destabilization, but also the areas in which targeted investment is necessary to re-stabilize them. The 35 census tracts and neighborhoods are as follows: "Central San Jose" -- 5009.02, 5011; "Willow Glen" -- 5024, 5025; "South San Jose" -- 5031.03, 5031.06, 5031.11, 5032.04, 5032.17; "Evergreen" -- 5033.04, 5033.05, 5033.17, 5033.19, 5033.2, 5033.28; "Alum Rock" -- 5034.01, 5035.04, 5035.08, 5035.1, 5037.02, 5037.06, 5037.07, 5039, 5040.02, 5041.02; "Berryessa" -- 5043.1, 5043.18; "Edenvale" -- 5120.01, 5120.02, 5120.16, 5120.17, 5120.21, 5120.23, 5120.29; "Coyote" -- 5123.04.

Although each of the target geographies has been significantly impacted by the housing market downturn and foreclosures, the geographies are not homogeneous. San Jose is a large city, in terms of both population and physical size. Therefore socio-economic conditions in each target geography can vary widely. For example certain Census tracts have higher overall incomes than other tracts. Both types of Census tracts suffer from destabilization due to the housing market downturn but for different reasons. Residents in the target geographies are employed in a broad range of sectors, all of which are impacted by the economic downturn. Lower-income residents are employed in sectors such as production, transportation, food preparation, retail sales, janitorial/maintenance, and office administration; higher-income residents are primarily employed in information technology, finance, and business and management (California Employment Development Department). The decline in technology-related businesses in San Jose has particularly impacted residents in higher-income geographies.

The deteriorating labor market will lead impacted areas into the next wave of foreclosures characterized by job losses or reduction in pay. This next wave of foreclosures will be composed primarily of prime borrowers with 30-year fixed mortgages rather than the first wave characterized by subprime borrowers holding adjustable-rate mortgages. This distinction is crucial. In San Jose, the first wave of foreclosures has occurred in the lower income Census tracts. Unless the families with subprime, adjustable-rate mortgages in these neighborhoods can receive loan modifications to reduce their payments to an affordable level, the lower-income tracts will continue to be impacted by foreclosures due to resetting mortgage rates.

The City of San Jose has a number of impacted Census tracts, which is defined as a tract in which at least 50% of the households are low-income. A significant number of the target geographies (26 of the qualifying tracts, and 18 of the 19 lower income tracts) is either identical to or next to an impacted tract.

The ability for a community to stabilize and recover from the housing downturn is in large part dependent on the financial capacity of existing residents to maintain neighborhood conditions. Additionally, these impacted areas have historically had greater difficulty attracting economic development as well as more affluent residents. For these reasons, these areas require greater assistance for recovery than other neighborhoods in the City that have a better mix of residents across income levels, and that reflect greater levels of economic development.
Based on the preceding analysis, the Consortium will undertake two programs to stabilize the target geographies: 1) homebuyer assistance program; and 2) acquisition/rehabilitation of foreclosed upon or abandoned homes to sell, rent, or redevelop. The combination of these programs will allow the Consortium to best respond to the widely varying conditions found in its 35 qualifying Census tracts. As indicated, the Census tracts vary in terms incomes, ethnic composition, housing values, and other socio-economic factors. Moreover, housing conditions can change significantly block by block and street by street even within a single neighborhood.

Program Approach:
The Consortium will spend a total of $25,000,000 to undertake the eligible activities outlined below. Funds will be allocated to target areas with the highest foreclosure impact, and to households earning less than 120% of Area Median Income (LMII). Pursuant to NSP2 regulations, 25% of the funding will be targeted for the benefit of very-low income households earning at or below 50% of the Area Median Income (VLI).

Activity A - Financing Mechanisms - Purchase Assistance Loans.
As amended, under the eligible activity (A) Establish Financing Mechanisms, the Consortium plans to allocate up to $64,245.00 to this program to assist a minimum of 1 eligible homebuyer to purchase a foreclosed home by providing downpayment and/or closing cost assistance. Downpayment assistance will not exceed 50% of original acquisition costs. As administrator of the Purchase Assistance Loan, the Housing Trust of Santa Clara County (HTSCC) will award homeownership assistance loans of up to $50,000 or 20% of the purchase price of the home, whichever is less, to income eligible homebuyers purchasing foreclosed homes, on an over-the-counter basis. The eligible uses will include downpayment assistance not to exceed 50% of purchase price, closing costs and minor repairs of foreclosed homes to facilitate the acquisition.

The loan will be a 30-year payment-deferred promissory note secured by a deed of trust, held in second or third position, and at a 3% deferred, simple interest rate. The note will be due in 30 years, or at sale, title transfer, refinance or expiration of note and affordability term as a balloon payment. This model has been adopted from the HOME Program-Homebuyer Activities, Recapture/Resale. As amended, the homebuyer’s minimum 3% downpayment will be required and an additional 8 hours of homebuyer counseling must be attended by the homebuyer. The minimum 3% downpayment and a 2% closing cost allowance will be required and must be attended by the homebuyer. The assisted unit must remain as the homeowner’s primary residence.

Additional, if an NSP2 assisted home was previously assisted with HOME funds, but on which the affordability restrictions have been terminated through foreclosure or transfer in lieu of foreclosure (Deed in Lieu), the Consortium will revive the HOME affordability restrictions to the greater of the remaining period of HOME affordability or the continuing affordability requirement as stipulated.

Activity B - Purchase and Rehabilitate Homes and Residential Properties that have been foreclosed in order to sell, rent or redevelop to eligible households
Under eligible activity (B) Purchase and Rehabilitate Foreclosed Homes and Residential Properties, the Consortium will implement an Acquisition and Rehabilitation Program. Under this eligible activity, the Consortium proposes three strategies as summarized below:

Strategy #1: Acquisition and Rehabilitation for Re-Sale.
This program is designed to augment the NSP1 - Single-Family Acquisition/Rehabilitation and Re-Sale Program offered by the Consortium member, the City of San Jose, Housing Department. The City will seek to purchase a portfolio of foreclosed homes in the target geography from one or more lenders or in the market at a 1% discount of the current market appraised value as defined as a property value established through an appraisal made in conformity with URA appraisal requirements. Following acquisition, the City will rehabilitate the homes to mitigate any damage due to deferred maintenance or vandalism. Energy saving green technology will be incorporated whenever practicable and utilizing the Build-It-Green system. Common upgrades such as furnace replacement, duct sealing, attic insulation and replacement lights and appliance upgrades can potentially reduce energy bills by up to 38%. The homes will then be sold to income-qualified households at or below the cost of acquisition and rehabilitation.

The Consortium plans to allocate up to $11,750,000 to this program. In addition to the direct acquisition and/or rehabilitation of foreclosed properties by the City, funds will be made available to nonprofit and responsible for-profit developers. We plan to supplement the NSP funds with a $2 million loan provided by the Housing Trust of Santa Clara County. The first phase of the program will consist of up to 32 homes. As homes are sold to qualified households, the funds will revolve, enabling the purchase and rehabilitation of the second phase of 32 homes.

Homebuyers under this program will be required to meet the same criteria as required under activity (A), which includes a minimum 3% downpayment, successfully complete a minimum of 8 hours of homebuyer counseling as offered by Consortium member Neighborhood Housing Services Silicon Valley or another HUD-approved counseling service, and occupy the assisted home as their primary residence.

The Consortium recognizes that acquisition of foreclosed properties is the key to a successful NSP program. The Consortium will work with the Santa Clara County Association of Realtors, the National Association of Hispanic Real Estate Professional, California Association of Mortgage Brokers, Silicon Valley Chapter, anotriclinertfacilitiainofrldperties in the target market. The Consortium has contacted the National Community Stabilization Trust to request technical assistance in the purchase of properties in bulk prior to listing in the Multiple Listing Service (MLS). The Consortium is familiar with the Real Estate Owned (REO) Property Acquisition Program and REO Capital Fund programs developed by the National Community Stabilization Trust.

The Consortium is also working with the foreclosure departments of financial institutions that hold significant quantities of foreclosed property to request their listings of properties in the Target Geographies.
Consortium member City of San Jose has extensive experience in housing rehabilitation. City Housing Rehabilitation staff will provide crucial oversight of housing rehabilitation projects developed by nonprofit or for-profit entities receiving NSP funds to acquire and rehabilitate foreclosed properties. This oversight will ensure that the work is done efficiently, in a cost-effective manner, and in compliance with employment and contracting rules as they relate to Equal Opportunity Employment, Section 3 Economic Opportunity, MBE/WBE, Davis-Bacon Act, lead hazard abatement and NEPA.

The Consortium will conduct an extensive outreach campaign to identify and market homes to low and moderate-income households. Neighborhood Housing Services of Silicon Valley conducts regular first-time homebuyer workshops that will be one avenue for developing a pool of potential buyers. NHSSV generally maintains a pool of 30 to 40 pre-approved, ready-to-buy households. NHSSV, with monitoring by the City of San Jose, Housing Department to ensure compliance with fair housing regulations and efforts to affirmatively further fair housing, will perform the necessary buyer qualification process to ensure that income-targeting goals are met.

Strategy #2: Anti-displacement Acquisition and Resale or Lease.

The Consortium will consider the purchase of properties in a foreclosed, pre-eviction status with the intent to re-sell or lease back to previous homeowners. In this strategy, Neighborhood Housing Services Silicon Valley (NHSSV) will conduct initial screening through their current HUD Foreclosure Counseling Program to identify eligible households. The City, or our selected developer, with the assistance of the Housing Trust, will negotiate a sale from the lender at a substantial discount. The home will then be re-sold or leased back to the former owners and current occupants at an affordable sales or lease price.

If the property is to be sold back to the previous homeowner, the Housing Trust will put a shared equity loan in place to prevent the homeowner from realizing a windfall gain when home values recover. The new first loan will be a 30-year, fixed rate amortizing loan. The new first lender will perform the underwriting of the former homeowner, the new, affordable financing. The Housing Trust (HTSCC) will be the note-holder for any secondary financing.

Strategy #3. Acquisition and Rehabilitation for resale or lease to Very Low Income Households.

To serve members of the community who qualify as very low income households, the Consortium will allocate up to $3,250,000 in loan funds to eligible partnerships/collaboratives and eligible for-profit developers for the acquisition and rehabilitation of foreclosed properties to create affordable, permanent rental housing for individuals and families at or below 50% AMI. A maximum loan of $150,000 will be available to a qualified nonprofit for each unit of affordable housing created. Flexible Terms of the loan to nonprofits include a 0.00% to 4.00% interest rate, for 30-year loan with a 40-year affordability requirement. Deferred loans will be considered to ensure affordability and project feasibility. The nonprofit will also be required to submit a property management plan for review and approval by the Housing Department’s Asset Manager as well as Annual inspection for maintenance, local housing standards and rent roll. Nonprofits providing permanent housing solutions to special needs populations will also be required to document support services funding.

These three programs together will create a total of 185 affordable homes or units, and provide neighborhood stabilization by positively impacting targeted census tracks hardest hit by foreclosures. The Consortium may adjust the allocation of funds among the proposed activities to ensure that all funds are expended within NSP2 guidelines. The 25% minimum allocated for Very Low Income activities will be maintained as required under NSP2 regulations.

Activity B - Acquisition/Rehabilitation - Purchase Assistance Loans.

Under the eligible activity (B) Acquisition/Rehabilitation, the Consortium plans to allocate up to $4,935,755 to this program to assist a minimum of 99 eligible homebuyers purchase foreclosed homes by providing downpayment and/or closing cost assistance. Downpayment assistance will not exceed 50% of original acquisition costs. As administrator of the Purchase Assistance Loan, the Housing Trust of Santa Clara County (HTSCC) will award homeownership assistance loans of up to $50,000 or 20% of the purchase price of the home, whichever is less, to income eligible homebuyers purchasing foreclosed homes, on an over-the-counter basis. The eligible uses will include downpayment assistance not to exceed 50% of purchase price, closing costs and minor repairs of foreclosed homes to facilitate the acquisition.

The loan will be a 30-year payment-deferred promissory note secured by a deed of trust, held in second or third position, and at a 3% deferred, simple interest rate. The note will be due in 30 years, or at sale, title transfer, refinance or expiration of note and affordability term as a balloon payment. This model has been adopted from the HOME Program-Homebuyer Activities, Recapture/Resale. All recipients of funds will be required to make a minimum 3% downpayment and attend at least 8 hours of homebuyer counseling offered by Consortium member Neighborhood Housing Services Silicon Valley or another HUD-approved counseling service. The assisted unit must remain as the homeowner primary residence. Though property values have decreased over 35% in the targeted areas, the cost of housing in Santa Clara County remains high. The Purchase Assistance Loan program will enable income eligible households to reallocate their affordable homeownership while participating in community neighborhood stabilization efforts supported by the City Code Enforcement Unit, Strong Neighborhood Initiative, and the Foreclosure Prevention Task Force, a consortium of nonprofit housing and legal services agencies, real estate and lending professionals, and local jurisdictions. The Consortium will conduct an extensive outreach campaign to identify and market homes to low and moderate-income households. The City of San Jose, Housing Department to ensure compliance with fair housing regulations and efforts to affirmatively further fair housing, will perform the necessary buyer qualification process to ensure that income-targeting goals are met.

Activity E - Redevelop Demolished or Vacant Properties (25% Set-Aside).

To serve members of the community who qualify as very low income households, the Consortium will allocate up to $3,000,000 for loans to eligible non-profits developers for the redevelopment of vacant properties to create up to 20 units of affordable, permanent rental housing to individuals and families at or below 50% AMI. A maximum loan of $150,000 will be available to a qualified nonprofit for each unit of affordable housing created. Flexible Terms of the loan to nonprofits include an up to 4.00% interest rate, for 30-year loan with a 40-year affordability requirement. Deferred loans will be considered to ensure affordability and project feasibility. The nonprofit will also be required to submit a property management plan for review and approval by the Housing Department Asset Manager as well as Annual inspection for maintenance, local housing standards and rent roll. Nonprofits providing permanent housing solutions to special needs populations will also be required to ensure that all funds are expended within NSP2 guidelines. The 25% minimum allocated for Very Low Income activities will be maintained as required under NSP2 regulations.

Activity A - Non-Traditional Mortgages.

The Consortium will offer non-traditional mortgages under the Statement of Subprime Mortgage Lending issued by the Office of Comptroller of the Currency, Board of Governors of the Federal Reserve System, Federal Deposit Insurance Corporation, Department of Treasury and National Credit Union Administration (Statement). In accordance with the Statement, the Consortium will not permit homebuyers to obtain subprime mortgages, including homebuyers who qualify for traditional mortgage loans. Additionally, if an NSP2 assisted home was previously assisted with HOME funds, but on which the affordability restrictions have been terminated through foreclosure or transfer in lieu of foreclosure (Deed in Lieu), the Consortium will revive the HOME affordability restrictions to the greater of the remaining period of HOME affordability or the continuing affordability requirement as stipulated.

Activity G - Repurpose Vacant Homes.

The Consortium will ensure that the homebuyer obtains a mortgage loan from a lender who agrees to comply with the bank regulator guidance for non-traditional mortgages under the Statement of Subprime Mortgage Lending issued by the Office of Comptroller of the Currency, Board of Governors of the Federal Reserve System, Federal Deposit Insurance Corporation, Department of Treasury and National Credit Union Administration (Statement). In accordance with the Statement, the Consortium will not permit homebuyers to obtain subprime mortgages, including homebuyers who qualify for traditional mortgage loans. Additionally, if an NSP2 assisted home was previously assisted with HOME funds, but on which the affordability restrictions have been terminated through foreclosure or transfer in lieu of foreclosure (Deed in Lieu), the Consortium will revive the HOME affordability restrictions to the greater of the remaining period of HOME affordability or the continuing affordability requirement as stipulated.
Consortium Members:

Included in the San Jose Consortium are the Housing Trust of Santa Clara County (HTSCC), who will serve as the Lead Agency of the Consortium, the City of San Jose Housing Department (The City) and Neighborhood Housing Services Silicon Valley (NHSSV).

The Consortium combines the strengths of its three member organizations to build on their respective expertise and to maximize efficiency and effectiveness. Each of the members has direct experience administering all of the various programs and activities outlined in this application. Each has been engaged in housing acquisition and rehabilitation. Each has managed down payment assistance programs. Each has leveraged millions of dollars in lending capital on behalf of its low- and moderate-income constituents. Each has been deeply engaged in neighborhood revitalization activities over the past ten years either directly or through the provision of development financing. Each has close working relationships with the business and real estate sectors; and with the low-income communities afflicted by the foreclosure crisis. The Consortium currently possesses the capacity to both implement the scope of work quickly upon receipt of the NSP funds and to leverage extensive administrative and programmatic staff resources. Because of this depth of experience and capacities, the Consortium is able to implement the proposed activities while utilizing less than the permitted 10% maximum for administration; thus dedicating a greater percentage of NSP-2 funds to bringing direct impact on selected San Jose neighborhoods.

Lead Agency: Housing Trust of Santa Clara County

HTSCC is a 10 year old, 501(c)(3) public benefit, nonprofit community lending organization, located in San Jose, CA. The mission of HTSCC is to leverage public and private resources, to act as a catalyst for the creation of additional affordable housing, and to help low and moderate-income households in Santa Clara County in the purchase of their first home. Since 1999, HTSCC has raised over $38,000,000 in voluntary contributions from the public and private sector for the development of low-income housing and for the provision of loans to first-time low- and moderate-income homebuyers.

Over this same period, we have invested in over 7800 housing opportunities through three main programs: Loans to multifamily housing developers aimed at the creation of new rental housing units; loans to first-time homebuyers, helping to create over 2040 new low- and moderate-income homeowners in Santa Clara County; and grants to agencies serving homeless or at-risk of homelessness households through the provision of emergency rental assistance and other housing grants.

HTSCC has the experience necessary to successfully implement the NSP2 grant program. HTSCC will directly manage the $5,000,000 down payment assistance program outlined in this application (Purchase Assistance Loans). HTSCC has made over $14,000,000 in down payment assistance loans since 2001. Of the 2040 loans HTSCC has made to homebuyers throughout Santa Clara County, only 8 borrowers have defaulted; less than 0.04%.

HTSCC works only with approved lenders and real estate agents. Homebuyers must attend homebuyer education and counseling sessions; and may access only 30-year fixed-rate mortgages. In this way, HTSCC has been a major force in the provision of down payment assistance, ensuring that low- and moderate-income homebuyers purchase homes that they can afford with loan products that provide successful outcomes in the best interest of the homebuyer. HTSCC borrowers may not use adjustable rate or other high-risk mortgage products.

In the past 24 months, HTSCC has made over 180 down payment assistance loans to low- and moderate-income homebuyers in Santa Clara County.

Consortium Partner: City of San Jose Housing Department

The City of San Jose is a recognized leader in the creation of affordable housing, with a record of creating over 17,000 units of affordable housing since the creation of the City’s Housing Department in 1988. The Housing Department has a strong professional staff experienced in partnering with nonprofit and for-profit developers in the development of new affordable housing and rehabilitation of existing housing stock. The expertise of the City’s Project Development Program staff includes underwriting, urban planning and project management.

How to Get Additional Information:

To learn more about the San Jose Consortium and our NSP2 grant, please contact the following individuals and organizations:

Lead Agency: Housing Trust of Santa Clara County - www.housingtrustscc.org - 95 So. Market St, Suite 610, San Jose, CA 95113

Contact: Kevin Zwick, Executive Director - kevin@housingtrustscc.org - 408-436-3450 x225

Contact: Dan Lachman, Homeownership Program Manager - dan@housingtrustscc.org - 408-436-3450 x230

Contact: Tara Hood, Grants Administrator - tara@housingtrustscc.org - 408-436-3450 x228

Consortium Member - City of San Jose Housing Department - www.sjhousing.org -- 200 East Santa Clara Street, San Jose, CA 95113

Contact: Sandra Murillo, CDBG/HOME Program Manager - sandra.murillo@sanjoseca.gov - 408-975-4415

Contact: Jacky Morales-Ferrand - Assistant Director - jacky.morales-ferrand@sanjoseca.gov 408-535-3855

Contact: James Stagi - Rehab Administrator - james.stagi@sanjoseca.gov - 408-535-8238

Consortium Member - Neighborhood Housing Services Silicon Valley - www.nhssv.org -- 1156 North Fourth St, San Jose, CA 95112
The following consists of a summary of the San Jose NSP2 Consortium’s (Consortium) progress during Q1 2011 by activity area:

Grant Management (Administrative Activities): During Q1, the San Jose NSP2 Consortium (Consortium) continued to hold Steering Committee Meetings twice per month to discuss the progression of NSP2 activities, opportunities to exceed proposed outcomes and challenges faced during implementation of each activity. In addition to the Steering Committee Meetings, the grant administrative team meets weekly to discuss on-going grant compliance monitoring, programmatic concerns and how the team can assist program staff with the successful implementation of each activity. To support staff in monitoring grant compliance, the team has developed multiple monthly and quarterly activity and fiscal tracking forms to supplement the policies and procedures manual. Many of the tracking forms have been designed to provide program staff with data to conduct interim assessments regarding progress towards overall goals.
proposed goals.

Purchase Assistance Loan (PAL) Program (Homebuyer Assistance Activities - LMMI & VLI): The PAL Program has funded a total of 8 loans to date ranging from $40,000 - $50,000 each. During Q1 of 2011, the Program provided 3 purchase assistance loans totaling $140,000 to 3 homebuyers - one very-low income (VLI), one low income (LI) and one middle income (MI). As a result of receiving an application from a VLI homebuyer, PAL Program Staff proposed and implemented a revision to the program to allocate $500,000 of the available funds to support homeownership for up to 10 VLI homebuyers.

Throughout the quarter, PAL Program Staff focused on providing informational workshops to increase awareness of available NSP2 funds amongst realtors, loan officers, future homeowners and the general public. Program Staff conducted 3 informational workshops with a total of 105 attendees. It is anticipated that loan applications will continue to increase as awareness of the program increases.

In addition, Program Staff have been researching and developing various marketing and outreach strategies. The following are examples of the strategies the team has implemented or are considering to increase awareness of available funds: 1) developing email blasts to listing agents for REO and Short Sale properties; 2) adding a list of potentially eligible homes to its webpage with links to the MLS for access by potential homebuyers; 3) creating a NSP2 certified realtor and lender training program, and 4) designing bus advertisements and radio ads.

Program Challenges: Despite the program’s increased popularity due to outreach efforts, program staff have struggled with the ability to approve more loans due to challenges overcoming the 1% below appraisal purchase price requirement. In addition, program staff have had considerable difficulties in obtaining the necessary documentation from the bank to determine occupancy status at the time of foreclosure to ensure compliance with tenant protections.

Despite the challenges, PAL staff anticipate an equally productive Q2. The program continues to receive a steady stream of applications each month. In addition, staff will continue to hold monthly informational sessions to further market the program to future homebuyers, realtors and lenders.

> January 2011 - Program Staff provided purchase assistance to a moderate income homebuyer in the amount of $50,000 in January. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 120 outreach emails to listing agents. The following are the correct statistics for the PAL Program for January 2011:

Homeowner, Household and Housing Unit Statistics:
Race & Ethnicity & Gender
>White = 1; Not Hispanic or Latino = 1, Male = 1
>
>Households Benefiting
>Moderate Income = 1
>
>Housing Units
>Single Family = 1
>
>February 2011 - PAL Program Staff provided purchase assistance to a low income homebuyer in the amount of $40,000 in February. Staff also conducted 1 informational workshop with a total of 55 attendees and sent out 61 outreach emails to listing agents. The following are the correct statistics for the PAL Program for February 2011:

Homeowner, Household and Housing Unit Statistics:
Race & Ethnicity & Gender
>Asian = 1; Not Hispanic or Latino = 1; Female = 1
>
>Households Benefiting
>Low Income = 1
>
>Housing Units
>Single Family = 1
>
>March 2011 - PAL Program Staff provided purchase assistance to a very-low income homebuyer in the amount of $50,000 in March. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 93 outreach emails to listing agents. The following are the correct statistics for the PAL Program for March 2011:

Homeowner, Household and Housing Unit Statistics:
Race & Ethnicity & Gender
>Asian = 1; Not Hispanic or Latino = 1; Male = 1
>
>Households Benefiting
>Very-Low Income = 1
>Housing Units
>Single Family = 1

>Q1 Cumulative Data:
>Race & Ethnicity & Gender
>White = 1; Not Hispanic or Latino = 1; Male = 1
>Asian = 2; Not Hispanic or Latino = 2; Male = 1, Female = 1

>Households Benefiting
>Moderate Income = 1
>Low Income = 1
>Very-Low Income = 1

>Housing Units
>Single Family = 3

>PAL staff anticipate an equally productive Q2. The program continues to receive a steady stream of applications each month. In addition, staff will continue to hold monthly informational sessions to further market the program to future homebuyers, realtors and lenders.

>PAL Program Cumulative Data (2010-2011)

>Race & Ethnicity & Gender
>White = 2; Not Hispanic or Latino = 2; Male = 2
>White = 2; Hispanic or Latino = 2; Male = 1, Female = 1
>Asian = 4; Not Hispanic or Latino = 4; Male = 2, Female = 2

>Households Benefiting
>Moderate Income = 3
>Low Income = 4
>Very-Low Income = 1

>Housing Units
>Single Family = 8

San Jose Dream Home Program (Acquisition & Rehabilitation Activities - LMMI): In Q1, the Developers selected to implement the Single Family Acquisition-Resale Program, now known as the San Jose Dream Home Program, have continued to identify eligible properties within the targeted census tracts and have begun acquisition and rehab activities. During Q1, The Cypress Group and Community Rehabilitation Partners have submitted a total of 20 offers, purchased a total of 9 homes and assessed over 60 homes for inclusion in the program. Program Staff and Developers anticipate the same level of activity in Q2.

Program Challenges: The Developers have reported to Staff that the 1% purchase discount and compliance with Tenant Protections have been the primary hurdles to rapidly achieving proposed unit counts. Many investors are able to outbid the Developers when placing offers on eligible homes thus resulting in lower than anticipated unit counts during the initial phase of the project. In addition, obtaining documentation from the Initial Successor in Interest (ISII) has proven to be extremely challenging. Many do not have sufficient documentation of tenant or owner occupancy or did not comply with the Protecting Tenants at Foreclosure Act of 2009 (PTFA), which would result in an unplanned relocation expense if the homes were to be acquired.

Very-Low Income (VLI) Rental Program 25% Set-Aside Rehab Activities): As previously reported in Q4 2010, the Consortium released a Notice of Funding Availability (NOFA), on November 29, 2010 through the Housing Trust, to accept applications from eligible for-profit and non-profit entities to acquire, rehabilitate and operate rental housing targeted to serve very-low income households earning up to 50% of the Area Median Income (AMI). The Consortium received three applications on January 14, 2011 in response to the NOFA. After evaluating the applications, the NOFA Review Committee recommended For the Future Housing, Inc.’s proposed Taylor Oaks Apartments Project to be considered for inclusion in the Consortium’s VLI Rental Program. If the recommendation is fully approved, the project will receive funding of a conditional loan for up to $5,000,000 in NSP2 funds to acquire, rehabilitate, and manage 59 existing apartment units for rental to individuals and households earning up to 50% Area Median Income (AMI).
The Project site consists of approximately 1.25 acres improved with 60 units of apartments constructed in 1959 located at 2726-2738 Kollmar Drive in San Jose. The property is suffering from substantial deferred maintenance and poor management. The scope of work for the exterior portion of the project will consist of removing and repairing/replacing all exterior deck coatings, aluminum windows, roof, entry doors, railings, stucco/plaster patching gutters, downspouts and paint. Additionally, all soft story parking conditions will be retrofitted with new concrete grade beams and new structural steel supports. The scope of work for the interior portion of the project will consist of removing and replacing all interior trim, doors, hardware, cabinetry, tubs/showers, flooring, bath vanities, toilets, bath accessories, kitchens, appliances, and light fixtures as well as adding individual energy efficient package terminal air conditioning (PTAC) units. The total living square footage of the project will be approximately 31,098. Site work will consist of new landscaping, flat work in select common areas, new site fencing, and patching and resurfacing the paved areas. Finally, the existing manager’s unit and leasing office will be converted into a new recreation room with a private office and leasing office. This space will include a new kitchen, bathroom and television with seating space. Resident amenities will be provided in this space.

The rehab is expected to start in September 2011 and last approximately 12 months. Units will be rehabbed in groups of 5-10 units to allow qualifying residents to be moved directly into finished units. A City Council public hearing is tentatively scheduled for May 10, 2011 to approve the NSP2 loan recommendation.

Very-Low Income (VLI) Rental Program (25% Set-Aside New Construction Activities): As previously reported, the Consortium requested a technical amendment to its action plan to change the 25% Set-Aside Program to include the use of approximately $3,000,000 for new construction of special needs apartments on vacant land owned by the City of San Jose. The technical amendment was approved in Q3 2010 and the action plan was revised to reflect the use of $3,000,000 under Eligible Use E towards the 25% Set-Aside Program. As a result of the approved amendment, the Consortium proposed to commit up to $3,000,000 in NSP2 funds to Eden Housing, Inc. to construct up to 20 special-needs apartments targeted to Very Low Income households earning up to 50% Area Median Income. The proposed construction site is located on the north side of Ford Road approximately 550 feet east of Monterey Road and is owned by the City of San Jose. On March 29, 2011, the City of San Jose City Council approved a Disposition and Development Agreement to ground lease the City-owned Ford and Monterey site to Eden Housing, Inc. to develop the special needs apartments on the site.

Homebuyer Education Program (Homebuyer Education Classes): During Q1 of 2011, the Consortium provided Homebuyer Education Classes to 104 potential homeowners. During the month of January, 34 potential homeowners attended classes of which 44% were Moderate Income, 56% were Low Income and 35% were Female Headed Households. During the month of February, 25 potential homeowners attended classes of which 48% were Moderate Income, 52% were Low Income and 48% were Female Headed Households. During the month of March, 45 potential homeowners attended classes of which 42% were Moderate Income, 58% were Low Income and 57% were Female Headed Households. The Consortium anticipates holding a minimum of 2 homebuyer education classes each month throughout the duration of the grant term.

Marketing and Outreach Activities: During Q1 of 2011, the Consortium posted 6 internet announcements and distributed 6 direct mail cards to market its Homebuyer Education Classes. In addition the PAL Program conducted 3 Informational Workshops with a total of 15 attendees and sent out a total of 74 outreach emails to market available funds for homeownership. To further increase awareness of available NSP2 funds and homes, the Consortium is planning an event in May to showcase the completion of the first rehabbed NSP2 home and to introduce a homebuyer who was assisted through the PAL Program.

### Project Summary

<table>
<thead>
<tr>
<th>Project #, Project Title</th>
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<th>To Date</th>
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Activities
Grantee Activity Number: B-02-200
Activity Title: PAL - LMMI

Activity Category: Homeownership Assistance to low- and moderate-income

Project Number: 0002

Projected Start Date: 07/01/2010

Benefit Type: Direct Benefit (Households)

National Objective: NSP Only - LMMI

Overall

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<th>Description</th>
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Activity Status: Under Way

Project Title: Acq/Rehab (Eligible Use B)

Projected End Date: 02/10/2013

Completed Activity Actual End Date:

Responsible Organization: Housing Trust of Santa Clara County

Activity Description:

Under the eligible activity (B) Acquisition/Rehab, the Consortium plans to allocate up to $4,435,755 to this program to assist a minimum of 89 eligible homebuyers purchase foreclosed homes by providing downpayment and/or closing cost assistance. Downpayment assistance will not exceed 50% of original acquisition costs.

As administrator of the Purchase Assistance Loan, the Housing Trust of Santa Clara County (HTSCC) will award homeownership assistance loans of up to $50,000 or 20% of the purchase price of the home, whichever is less, to income eligible homebuyers purchasing foreclosed homes, on an over-the-counter basis. The eligible uses will include downpayment assistance not to exceed 50% of purchase price, closing costs and minor repairs of foreclosed homes to facilitate the acquisition.

The loan will be a 30-year interest deferred promissory note secured by a deed of trust, held in second or third position, and at a 3% simple interest rate. The note will be due in 30 years, or at sale, title transfer, refinance or expiration of note and affordability term as a balloon payment. This model has been adopted from the HOME Program-Homebuyer Activities, Recapture/Resale.

All recipients of funds will be required to make a minimum 3% downpayment and attend at least 8 hours of homebuyer counseling offered by Consortium member Neighborhood Housing Services Silicon Valley or another HUD-certified homebuyer counseling service. The assisted unit must remain as the homeowner’s primary residence.

Though property values have decreased over 35% in the targeted areas, the cost of housing in Santa Clara County remains high. The Purchase Assistance Loan program will enable income eligible households to realize affordable homeownership while participating in community neighborhood stabilization efforts supported by the City Code Enforcement Unit, Strong Neighborhood Initiative, and the Foreclosure Prevention Task Force, a consortium of nonprofit housing and legal services agencies, real estate and lending professionals, and local jurisdictions.

Purchase Assistance Loan financing will also be made available to income eligible households purchasing homes that the
The Consortium has acquired and rehabilitated as part of eligible use (B).

The Consortium will ensure that the homebuyer obtains a mortgage loan from a lender who agrees to comply with the bank’s regulator’s guidance for non-traditional mortgages under the Statement of Subprime Mortgage Lending issued by the Office of Comptroller of the Currency, Board of Governors of the Federal Reserve System, Federal Deposit Insurance Corporation, Department of Treasury and National Credit Union Administration (Statement). In accordance with the Statement, the Consortium will not permit homebuyers to obtain subprime mortgages for whom such mortgages are inappropriate, including homebuyers who qualify for traditional mortgage loans.

Additionally, if an NSP2 assisted home was previously assisted with HOME funds, but on which the affordability restrictions have been terminated through foreclosure or transfer in lieu of foreclosure (Deed in Lieu), the Consortium will revive the HOME affordability restrictions to the greater of the remaining period of HOME affordability or the continuing affordability requirement as stipulated.

Location Description:

35 Census Tracts in San Jose that score an average of 18 or higher on HUD’s NSP2 foreclosure need tool using Method 1. These Census Tracts comprise our Target Geography and are located throughout San Jose. This Target Geography includes Central San Jose, South San Jose, Alum Rock, Edenvale, Coyote, Willow Glen, Berryessa, and Evergreen.

Activity Progress Narrative:

Purchase Assistance Loan (PAL) Program (Homebuyer Assistance Activities - LMMI & VLI): During Q1 of 2011, the PAL Program conducted 3 informational workshops with a total of 105 attendees and provided purchase assistance loans totaling $140,000 to 3 homebuyers: one very-low income (VLI), one low income (LI) and one middle income (MI). As a result of receiving an application from a VLI homebuyer, PAL Program Staff proposed and implemented a revision to the program to allocate $500,000 of the available funds to support homeownership for up to 10 VLI homebuyers.

January 2011 - PAL Program Staff provided purchase assistance to a moderate income homebuyer in the amount of $50,000 in January. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 120 outreach emails to listing agents.

> The following are the correct statistics for the PAL Program for January 2011:
Homeowner, household and housing unit statistics:
Race & Ethnicity & Gender:
> White = 1; Not Hispanic or Latino = 1; Male = 1
> Households Benefiting
> Moderate Income = 1
> Housing Units
> Single Family = 1
> February 2011 - PAL Program Staff provided purchase assistance to a low income homebuyer in the amount of $40,000 in February. Staff also conducted 1 informational workshop with a total of 55 attendees and sent out 61 outreach emails to listing agents.

> The following are the correct statistics for the PAL Program for February 2011:
Homeowner, household and housing unit statistics:
Race & Ethnicity & Gender:
> Asian = 1; Not Hispanic or Latino = 1; Female = 1
> Households Benefiting
> Low Income = 1
> Housing Units
> Single Family = 1
> March 2011 - PAL Program Staff provided purchase assistance to a very-low income homebuyer in the amount of $50,000 in March. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 93 outreach emails to listing agents.

> The following are the correct statistics for the PAL Program for March 2011:
Homeowner, Household and Housing Unit Statistics:
Race & Ethnicity & Gender:
> Asian = 1; Not Hispanic or Latino = 1; Male = 1
>
Households Benefiting:
  > Very-Low Income = 1

Housing Units:
  > Single Family = 1

Q1 Cumulative Data:
Race & Ethnicity & Gender:
  > White = 1; Not Hispanic or Latino = 1; Male = 1
  > Asian = 2; Not Hispanic or Latino = 2; Male = 1, Female = 1

Households Benefiting:
  > Moderate Income = 1
  > Low Income = 1
  > Very-Low Income = 1

Housing Units:
  > Single Family = 3

PAL staff anticipate an equally productive Q2. The program continues to receive a steady stream of applications each month. In addition, staff will continue to hold monthly informational sessions to further market the program to future homebuyers, realtors and lenders.

PAL Program Cumulative Data (2010-2011):
Race & Ethnicity & Gender:
  > White = 2; Not Hispanic or Latino = 2; Male = 2
  > White = 2; Hispanic or Latino = 2; Male = 1, Female = 1
  > Asian = 4; Not Hispanic or Latino = 4; Male = 2, Female = 2

Households Benefiting:
  > Moderate Income = 3
  > Low Income = 4
  > Very-Low Income = 1

Housing Units:
  > Single Family = 8

Accomplishments Performance Measures

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<th>This Report Period</th>
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Beneficiaries Performance Measures

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<th>Cumulative Actual Total / Expected</th>
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Activity Locations

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Other Funding Sources Budgeted - Detail

No Other Match Funding Sources Found
### Other Funding Sources

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No Other Funding Sources Found
**Grantee Activity Number:** B-02-210  
**Activity Title:** PAL - 25% Set Aside

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<td><strong>Completed Activity Actual End Date:</strong></td>
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| **Responsible Organization:** | Housing Trust of Santa Clara County |

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<th>Overall</th>
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<th>To Date</th>
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<tr>
<td>Program Income Drawdown</td>
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**Activity Description:**

Under the eligible activity (B) Acquisition/Rehab, the Consortium plans to allocate up to $500,000 to this program to assist up to 10 eligible homebuyers, at or below 50% AMI, purchase foreclosed homes by providing downpayment and/or closing cost assistance. Downpayment assistance will not exceed 50% of original acquisition costs.

As administrator of the Purchase Assistance Loan, the Housing Trust of Santa Clara County (HTSCC) will award homeownership assistance loans of up to $50,000 or 20% of the purchase price of the home, whichever is less, to income eligible homebuyers purchasing foreclosed homes, on an over-the-counter basis. The eligible uses will include downpayment assistance not to exceed 50% of purchase price, closing costs and minor repairs of foreclosed homes to facilitate the acquisition.

The loan will be a 30-year interest deferred promissory note secured by a deed of trust, held in second or third position, and at a 3% simple interest rate. The note will be due in 30 years, or at sale, title transfer, refinance or expiration of note and affordability term as a balloon payment. This model has been adopted from the HOME Program-Homebuyer Activities, Recapture/Resale.

All recipients of funds will be required to make a minimum 3% downpayment and attend at least 8 hours of homebuyer counseling offered by Consortium member Neighborhood Housing Services Silicon Valley or another HUD-certified homebuyer counseling service. The assisted unit must remain as the homeowner’s primary residence.

Though property values have decreased over 35% in the targeted areas, the cost of housing in Santa Clara County remains high. The Purchase Assistance Loan program will enable income eligible households to realize affordable homeownership while participating in community neighborhood stabilization efforts supported by the City Code Enforcement Unit, Strong Neighborhood Initiative, and the Foreclosure Prevention Task Force, a consortium of nonprofit housing and legal services agencies, real estate and lending professionals, and local jurisdictions.

Purchase Assistance Loan financing will also be made available to income eligible households purchasing homes that the Consortium has acquired and rehabilitated as part of eligible use (B).
The Consortium will ensure that the homebuyer obtains a mortgage loan from a lender who agrees to comply with the bank’s regulator’s guidance for non-traditional mortgages under the Statement of Subprime Mortgage Lending issued by the Office of Comptroller of the Currency, Board of Governors of the Federal Reserve System, Federal Deposit Insurance Corporation, Department of Treasury and National Credit Union Administration (Statement). In accordance with the Statement, the Consortium will not permit homebuyers to obtain subprime mortgages for whom such mortgages are inappropriate, including homebuyers who qualify for traditional mortgage loans.

Additionally, if an NSP2 assisted home was previously assisted with HOME funds, but on which the affordability restrictions have been terminated through foreclosure or transfer in lieu of foreclosure (Deed in Lieu), the Consortium will revive the HOME affordability restrictions to the greater of the remaining period of HOME affordability or the continuing affordability requirement as stipulated.

**Location Description:**

35 Census Tracts in San Jose that score an average of 18 or higher on HUD’s NSP2 foreclosure need tool using Method 1. These Census Tracts comprise our Target Geography and are located throughout San Jose. This Target Geography includes Central San Jose, South San Jose, Alum Rock, Edenvale, Coyote, Willow Glen, Berryessa, and Evergreen.

**Activity Progress Narrative:**

Purchase Assistance Loan (PAL) Program (Homebuyer Assistance Activities - LMMI & VLI): Throughout the quarter, PAL Program Staff focused on providing informational workshops to increase awareness of available NSP2 funds amongst realtors, loan officers, future homeowners and the general public. It is anticipated that loan applications will continue to increase as awareness of the program increases. In addition, Program Staff have been researching and developing various marketing and outreach strategies.

January 2011 - PAL Program Staff provided purchase assistance to a moderate income homebuyer in the amount of $50,000 in January. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 120 outreach emails to listing agents. The following are the correct statistics for the PAL Program for January 2011:

- Homeowner, household and housing unit statistics:
  - Race & Ethnicity & Gender: White = 1; Not Hispanic or Latino = 1; Male = 1
  - Households Benefiting: Moderate Income = 1
  - Housing Units: Single Family = 1

February 2011 - PAL Program Staff provided purchase assistance to a low income homebuyer in the amount of $40,000 in February. Staff also conducted 1 informational workshop with a total of 55 attendees and sent out 61 outreach emails to listing agents. The following are the correct statistics for the PAL Program for February 2011:

- Homeowner, household and housing unit statistics:
  - Race & Ethnicity & Gender: Asian = 1; Not Hispanic or Latino = 1; Female = 1
  - Households Benefiting: Low Income = 1
  - Housing Units: Single Family = 1

March 2011 - PAL Program Staff provided purchase assistance to a very-low income homebuyer in the amount of $50,000 in March. Staff also conducted 1 informational workshop with a total of 25 attendees and sent out 93 outreach emails to listing agents. The following are the correct statistics for the PAL Program for March 2011:

- Homeowner, Household and Housing Unit Statistics:
  - Race & Ethnicity & Gender: Asian = 1; Not Hispanic or Latino = 1; Male = 1
  - Households Benefiting: Very-Low Income = 1
  - Housing Units: Single Family = 1

- Q1 Cumulative Data:
Race & Ethnicity & Gender:
> White = 1; Not Hispanic or Latino = 1; Male = 1
> Asian = 2; Not Hispanic or Latino = 2; Male = 1, Female = 1
>
> Households Benefiting:
> Moderate Income = 1
> Low Income = 1
> Very-Low Income = 1
>
> Housing Units:
> Single Family = 3
>
> PAL staff anticipate an equally productive Q2. The program continues to receive a steady stream of applications each month. In addition, staff will continue to hold monthly informational sessions to further market the program to future homebuyers, realtors and lenders.
>
> PAL Program Cumulative Data (2010-2011):
Race & Ethnicity & Gender:
> White = 2; Not Hispanic or Latino = 2; Male = 2
> White = 2; Hispanic or Latino = 2; Male = 1, Female = 1
> Asian = 4; Not Hispanic or Latino = 4; Male = 2, Female = 2
>
> Households Benefiting:
> Moderate Income = 3
> Low Income = 4
> Very-Low Income = 1
>
> Housing Units:
> Single Family = 8

**Accomplishments Performance Measures**

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<th>Cumulative Actual Total / Expected</th>
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<td># of Singlefamily Units</td>
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**Beneficiaries Performance Measures**

No Beneficiaries Performance Measures found.

**Activity Locations**

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**Other Funding Sources Budgeted - Detail**

No Other Match Funding Sources Found

**Other Funding Sources**

No Other Funding Sources Found

Total Other Funding Sources

17
Activity Category: Rehabilitation/reconstruction of residential structures

Activity Status: Under Way

Project Number: 0002

Project Title: Acq/Rehab (Eligible Use B)

Projected Start Date: 07/01/2010

Projected End Date: 02/10/2013

Benefit Type: Direct Benefit (Households)

Completed Activity Actual End Date: 07/01/2010

National Objective: NSP Only - LMMI

Responsible Organization: City of San Jose

Overall

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<td>Program Funds Obligated</td>
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<tr>
<td>Program Income Drawdown</td>
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Activity Description:

The City of San Jose, as the responsible entity for the Consortium, will seek to purchase a portfolio of foreclosed homes in the target geography from one or more lenders or in the market at a 1% discount of the current market appraised value as defined as a property value established through an appraisal made in conformity with URA appraisal requirements. Following acquisition, the City will rehabilitate the homes to mitigate any damage due to deferred maintenance or vandalism. Energy saving green technology will be incorporated whenever practicable and utilizing the Build-It-Green system. Common upgrades such as furnace replacement, duct sealing, attic insulation and replacement lights and appliance upgrades can potentially reduce energy bills by up to 38%. The homes will then be sold to income-qualified households at or below the City’s cost of acquisition and rehabilitation.

The Consortium will allocate up to $11,750,000 to this program. In addition to the direct acquisition and/or rehabilitation of foreclosed properties by the City, funds will be made available to nonprofit and responsible for-profit developers through a competitive RFQ process. We estimate that up to $360,000 of NSP funds will be invested in each house which will be repaid by the sales proceeds. The first phase of the program will consist of up to 32 homes. As homes are sold to qualified households, the funds will revolve, enabling the purchase and rehabilitation of the second phase of 32 homes. Homebuyers under this program will be required to meet the same criteria as required under activity (A), which includes a minimum 3% down-payment, successfully complete a minimum of 8 hours of homebuyer counseling as offered by Consortium member Neighborhood Housing Services of Silicon Valley or another HUD-certified homeownership service, and occupy the assisted home as their primary residence.

Market research by the Consortium has indicated that foreclosed homes requiring extensive rehabilitation in the target market are currently being sold for approximately $250,000. The Consortium intends to acquire vacant, foreclosed properties that propose the greatest threat of blight, vandalism and gang related activity.

The Consortium expects to purchase a foreclosed property in an identified target area for $250,000 including the 1% discount, add estimated rehab costs of $100,000, including contractor profit and overhead of 10%, and an estimated $10,000 of acquisition and holding costs for a total acquisition and rehabilitation cost of $360,000. Home prices for traditional sales (non-foreclosed properties) of homes in good condition in our target geography range from $350,000 to $400,000, ensuring a market will exist for the Consortium’s rehabilitated homes.
Based on the example above, this home would be sold to income-qualified households at or below the cost of acquisition and rehabilitation. This would easily provide affordability to a family of four earning up to $126,600 (120% of County AMI) as shown below, and Soft seconds and equity share loans will be made available to expand the affordability range to low-income families. The Consortium is confident that homes in the target census tracts, particularly homes that have undergone recent rehabilitation, can be sold $360,000. According to the Santa Clara County Association of Realtor June 2009 Sales Report, the median price for a single-family homes selling under $500,000 in San Jose is $365,000. It is anticipated that the homes acquired under this program will be placed on the market well below the overall San Jose median price of $410,000, enhancing their marketability and promoting the success of the program.

Additional down payment assistance from other sources will be permitted in this program.

Using the housing cost standard of 38%, a household income of approximately $84,432 would be necessary to qualify for this purchase. For a household size of four with income at the middle-income (120% AMI) maximum of $126,600 would be able to easily afford this housing purchase.

The Consortium recognizes that acquisition of foreclosed properties is the key to a successful NSP program. The Consortium will work with the Santa Clara County Association of Realtors, the National Association of Hispanic Real Estate Professional, California Association of Mortgage Brokers, Silicon Valley Chapter, and other local lenders to facilitate the acquisition and financing of foreclosed properties in the target market. The Consortium has contacted the National Community Stabilization Trust to request technical assistance in the purchase of properties in bulk prior to listing in the Multiple Listing Service (MLS). The Consortium is familiar with the Real Estate Owned (REO) Property Acquisition Program and REO Capital Fund programs developed by the National Community Stabilization Trust. It is our intention to explore opportunities to participate in these programs.

The Consortium is also working with the foreclosure departments of financial institutions that hold significant quantities of foreclosed property to request their listings of properties in the Target Geographies.

The Department of Housing of the City of San Jose has extensive experience in housing rehabilitation with an active staff of 16, including eight Rehabilitation Inspectors. Housing Rehabilitation staff will provide crucial oversight of housing rehabilitation projects developed by nonprofit or for-profit entities receiving NSP funds to acquire and rehabilitate foreclosed properties. This oversight will ensure that the work is done efficiently, in a cost-effective manner, and in compliance with employment and contracting rules as they relate to Equal Opportunity Employment, Section 3 Economic Opportunity, MBE/WBE, Davis-Bacon Act, lead hazard abatement and NEPA. As this oversight is an important component of the Consortium’s NSP2 program, the City will be seeking to add an additional Rehabilitation Inspector during the course of this program.

The Consortium plans to conduct an extensive outreach campaign to identify and market homes to low and moderate-income households. Neighborhood Housing Services of Silicon Valley conducts regular first-time homebuyer workshops that will be one avenue for developing a pool of potential buyers. NHSSV generally maintains a pool of 30 to 40 pre-approved, ready-to-buy households. NHSSV, with monitoring by the City of San Jose, Housing Department to ensure compliance with fair housing regulations and efforts to affirmatively further fair housing, will perform the necessary buyer qualification process to ensure that income-targeting goals are met. The Housing Department’s Homebuyer Program consists of 3 full-time employees knowledgeable and experienced in homebuyer underwriting and will be available to assist with the NSP2 programs.

**Location Description:**

Thirty-five (35) Census tracts (tracts) in San Jose qualify as “target geographies” based on HUD’s NSP2 need calculation tool using method 1 as specified in the Notice of Funding Availability. (See Table 1 below) Collectively, these tracts average a score of 18 points on the 1-through-20 needs index provided by the NSP calculation tool.

<table>
<thead>
<tr>
<th>Census Tract</th>
<th>City</th>
<th>Zip Code</th>
<th>Planning Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>5009.02</td>
<td>San Jose</td>
<td>95112</td>
<td>Central</td>
</tr>
<tr>
<td>5011</td>
<td>San Jose</td>
<td>95112</td>
<td>Central</td>
</tr>
<tr>
<td>5024</td>
<td>San Jose</td>
<td>95125</td>
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</tr>
</tbody>
</table>
Willow Glen
5025
San Jose
95125
Willow Glen
5031.03
San Jose
95112
South
5031.06
San Jose
95122
South
5031.11
San Jose
95122
South
5032.04
San Jose
95111
South
5032.17
San Jose
95111
South
5033.04
San Jose
95121
Evergreen
5033.05
San Jose
95122
Evergreen
5033.17
San Jose
95121
Evergreen
5033.19
San Jose
95135
Evergreen
5033.2
San Jose
95135
Evergreen
5033.28
San Jose
95138
Evergreen
5034.01
San Jose
95122
Alum Rock
5035.04
San Jose
95122
Alum Rock
5035.08
San Jose
95127
Alum Rock
5035.1
San Jose
95127
Alum Rock
5037.02
San Jose
San Jose Dream Home Program (Acquisition & Rehabilitation Activities - LMMI): In Q1, the Developers selected to implement
the Single Family Acquisition-Rehab-Resale Program, now known as the San Jose Dream Home Program, have continued to identify eligible properties within the targeted census tracts and have begun acquisition and rehab activities. During Q1, The Cypress Group and Community Rehabilitation Partners have submitted a total of 20 offers, purchased a total of 9 homes and assessed over 60 homes for inclusion in the program. The Developers have reported to Staff that the 1% purchase discount and compliance with Tenant Protections have been the primary hurdles to rapidly achieving proposed unit counts. Many investors are able to outbid the Developers when placing offers on eligible homes thus resulting in lower than anticipated unit counts during the initial phase of the project. In addition, obtaining documentation from the Initial Successor in Interest (ISII) has been proved to be extremely challenging. Many do not have sufficient documentation of tenant or owner occupancy or did not comply with the Protecting Tenants at Foreclosure Act of 2009 (PTFA), which would result in an unplanned relocation expense if the homes were to be acquired.

Accomplishments Performance Measures

<table>
<thead>
<tr>
<th></th>
<th>This Report Period</th>
<th>Cumulative Actual Total / Expected</th>
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<tr>
<td></td>
<td>Total</td>
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<tr>
<td># of Properties</td>
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<tr>
<td># of Parcels acquired voluntarily</td>
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<td>0/64</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>This Report Period</th>
<th>Cumulative Actual Total / Expected</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
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<tr>
<td># of Housing Units</td>
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Beneficiaries Performance Measures

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<td># of Persons</td>
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Activity Locations

No Activity Locations found.

Other Funding Sources Budgeted - Detail

No Other Match Funding Sources Found

Other Funding Sources

<table>
<thead>
<tr>
<th>Other Funding Sources</th>
<th>Amount</th>
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**Grantee Activity Number:** B-02-400

**Activity Title:** 25% Set-Aside Rental Program

**Activity Category:** Rehabilitation/reconstruction of residential structures

**Project Number:** 0002

**Projected Start Date:** 08/01/2010

**Benefit Type:** Direct Benefit (Households)

**National Objective:** NSP Only - LH - 25% Set-Aside

**Activity Status:** Under Way

**Project Title:** Acq/Rehab (Eligible Use B)

**Projected End Date:** 02/10/2013

**Completed Activity Actual End Date:**

**Responsibility Organization:** City of San Jose

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**Overall**

<table>
<thead>
<tr>
<th>Total Projected Budget from All Sources</th>
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<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>N/A</td>
<td>$4,750,000.00</td>
<td></td>
</tr>
</tbody>
</table>

| Total CDBG Program Funds Budgeted       | N/A                    | $3,250,000.00 |
| Program Funds Drawdown                  | $0.00                  | $0.00      |
| Program Funds Obligated                 | $0.00                  | $0.00      |
| Program Funds Expended                  | $0.00                  | $0.00      |
| Match Contributed                       | $0.00                  | $0.00      |
| Program Income Received                 | $0.00                  | $0.00      |
| Program Income Drawdown                 | $0.00                  | $0.00      |

**Activity Description:**

The Consortium will allocate up to $3,250,000 for loans to eligible nonprofit or responsible for-profit affordable housing developers for the acquisition and rehabilitation of foreclosed properties to create affordable, permanent rental housing or for-sale housing to individuals and families at or below 50% AMI. A maximum loan of $150,000 will be available to a qualified nonprofit for each bed/unit of affordable housing created. Flexible Terms of the loan to nonprofits include up to a 4.00% interest rate, for 30-year loan with a 40-year affordability requirement. Deferred loans will be considered to ensure affordability and project feasibility. The nonprofit will also be required to submit a property management plan for review and approval by the Housing Department Asset Manager. Annual inspection for maintenance, local housing standards and rent roll. Nonprofits providing permanent housing solutions to special needs populations will also be required to document support services funding.

**Location Description:**

Thirty-five (35) Census tracts (tracts) in San Jose qualify as target geographies based on HUD’s NSP2 need calculation tool using method 1 as specified in the Notice of Funding Availability. (See Table 1 below) Collectively, these tracts average a score of 18 points on the 1-through-20 needs index provided by the NSP calculation tool. Additionally, Table 1.2 specifies the zip codes and City-designated planning areas that correspond with the respective qualifying tracts.

**Table 1.2**

<table>
<thead>
<tr>
<th>Qualifying Target Geographies &amp; City of San Jose</th>
<th>Census Tract</th>
<th>City</th>
<th>Zip Code</th>
<th>Planning Area</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5009.02</td>
<td>San Jose</td>
<td>95112</td>
<td>Central</td>
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<tr>
<td></td>
<td>5011</td>
<td>San Jose</td>
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23
95112
Central
5024
San Jose
95125
Willow Glen
5025
San Jose
95125
Willow Glen
5031.03
San Jose
95112
South
5031.06
San Jose
95122
South
5031.11
San Jose
95122
South
5032.04
San Jose
95111
South
5032.17
San Jose
95111
South
5033.04
San Jose
95121
Evergreen
5033.05
San Jose
95122
Evergreen
5033.17
San Jose
95121
Evergreen
5033.19
San Jose
95135
Evergreen
5033.2
San Jose
95135
Evergreen
5033.28
San Jose
95138
Evergreen
5034.01
San Jose
95122
Alum Rock
5035.04
San Jose
95122
Alum Rock
5035.08
San Jose
95127
Alum Rock
5035.1
San Jose 95127
Alum Rock 5037.02
San Jose 95116
Alum Rock 5037.06
San Jose 95116
Alum Rock 5037.07
San Jose 95116
Alum Rock 5039
San Jose 95127
Alum Rock 5040.02
San Jose 95116
Alum Rock 5041.02
San Jose 95127
Alum Rock 5043.1
San Jose 95131
Berryessa 5043.18
San Jose 95112
Berryessa 5120.01
San Jose 95138
Edenvale 5120.02
San Jose 95138
Edenvale 5120.16
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San Jose 95111
Edenvale 5120.21
San Jose 95136
Edenvale 5120.23
San Jose 95123
Edenvale 5120.29
San Jose 95123
Edenvale 5123.04
San Jose/Morgan Hill 95037
Coyote
Very-Low Income (VLI) Rental Program 25% Set-Aside Rehab Activities: As previously reported in Q4 2010, the Consortium released a Notice of Funding Availability (NOFA), on November 29, 2010 through the Housing Trust, to accept applications from eligible for-profit and non-profit entities to acquire, rehabilitate and operate rental housing targeted to serve very-low income households earning up to 50% of the Area Median Income (AMI). The Consortium received three applications on January 14, 2011 in response to the NOFA. After evaluating the applications, the NOFA Review Committee recommended For the Future Housing, Inc.'s proposed Taylor Oaks Apartments Project to be considered for inclusion in the Consortium's VLI Rental Program. If the recommendation is fully approved, the project will receive funding of a conditional loan for up to $5,000,000 in NSP2 funds to acquire, rehabilitate, and manage 59 existing apartment units for rental to individuals and households earning up to 50% Area Median Income (AMI).

The Project site consists of approximately 1.25 acres improved with 60 units of apartments constructed in 1959 located at 2726-2738 Kollmar Drive in San Jose. The property is suffering from substantial deferred maintenance and poor management. The scope of work for the exterior portion of the project will consist of removing and repairing/replacing all exterior deck coatings, aluminum windows, roof, entry doors, railings, stucco/plaster patching gutters, downspouts and paint. Additionally, all soft story parking conditions will be retrofitted with new concrete grade beams and new structural steel supports. The scope of work for the interior portion of the project will consist of removing and replacing all interior trim, doors, hardware, cabinetry, tubs/showers, flooring, bath vanities, toilets, bath accessories, kitchens, appliances, and light fixtures as well as adding individual energy efficient package terminal air conditioning (PTAC) units. The total living square footage of the project will be approximately 31,098. Site work will consist of new landscaping, flat work in select common areas, new site fencing, and patching and resurfacing the paved areas. Finally, the existing manager's unit and leasing office will be converted into a new recreation room with a private office and leasing office. This space will include a new kitchen, bathroom and television with seating space. Resident amenities will be provided in this space.

The rehab is expected to start in September 2011 and last approximately 12 months. Units will be rehabbed in groups of 5-10 units to allow qualifying residents to be moved directly into finished units. A City Council public hearing is tentatively scheduled for May 10, 2011 to approve the NSP2 loan recommendation.

Accomplishments Performance Measures

<table>
<thead>
<tr>
<th></th>
<th>This Report Period</th>
<th>Cumulative Actual Total / Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Properties</td>
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<td>0/0</td>
</tr>
<tr>
<td># of Parcels acquired by</td>
<td>0</td>
<td>0/0</td>
</tr>
<tr>
<td># of Parcels acquired voluntarily</td>
<td>0</td>
<td>0/0</td>
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Beneficiaries Performance Measures

<table>
<thead>
<tr>
<th></th>
<th>This Report Period</th>
<th>Cumulative Actual Total / Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Households</td>
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<td>0/23</td>
</tr>
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<td># of Persons</td>
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</table>

Activity Locations

No Activity Locations found.

Other Funding Sources Budgeted - Detail

<table>
<thead>
<tr>
<th>Match Sources</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Housing Trust of Santa Clara County Matching Funds</td>
<td>$1,500,000.00</td>
</tr>
<tr>
<td>Subtotal Match Sources</td>
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<tr>
<td>Other Funding Sources</td>
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<tr>
<td>-------------------------------</td>
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<tr>
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<tr>
<td>Total Other Funding Sources</td>
<td>$1,500,000.00</td>
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Grantee Activity Number: E-03-200
Activity Title: Development of Vacant Properties - 25% Set-Aside

Activity Category: Construction of new housing
Project Number: 0004
Projected Start Date: 11/01/2010
Benefit Type: Direct Benefit (Households)
National Objective: NSP Only - LH - 25% Set-Aside

Overall $3,000,000.00
NSP Only - LH - 25% Set-Aside

Total Projected Budget from All Sources N/A $3,500,000.00
Total CDBG Program Funds Budgeted N/A $3,000,000.00
Program Funds Drawdown $0.00 $0.00
Program Funds Obligated $0.00 $0.00
Program Funds Expended $0.00 $0.00
Housing Trust of Santa Clara County
Match Contributed $0.00 $0.00
Program Income Received $0.00 $0.00
Program Income Drawdown $0.00 $0.00

Activity Status: Under Way
Project Title: Construction (Eligible Use E)
Projected End Date: 02/10/2013
Completed Activity Actual End Date: 02/10/2013

Responsible Organization: Housing Trust of Santa Clara County

Activity Description:
Under Eligible Use E, the Consortium will allocate up to $3,000,000 for loans to eligible non-profit developers for the redevelopment of vacant properties to create up to 20 units of affordable, permanent rental housing to individuals and families at or below 50% AMI.

A maximum loan of $150,000 will be available to a qualified nonprofit for each unit of affordable housing created. Flexible Terms of the loan to nonprofits include an up to 4.00% interest rate, for 30-year loan with a 40-year affordability requirement. Deferred loans will be considered to ensure affordability and project feasibility. The nonprofit will also be required to submit a property management plan for review and approval by the Housing Department Asset Manager as well as Annual inspection for maintenance, local housing standards and rent roll.

Nonprofits providing permanent housing solutions to special needs populations will also be required to document support services funding.

Location Description:
See Acquisition - 25% Set-Aside Description

Activity Progress Narrative:
Very-Low Income (VLI) Rental Program (25% Set-Aside New Construction Activities): As previously reported, the Consortium requested a technical amendment to its action plan to change the 25% Set-Aside Program to include the use of approximately $3,000,000 for new construction of special needs apartments on vacant land owned by the City of San Jose. The technical amendment was approved in Q3 2010 and the action plan was revised to reflect the use of $3,000,000 under Eligible Use E towards the 25% Set-Aside Program. As a result of the approved amendment, the Consortium proposed to commit up to $3,000,000 in NSP2 funds to Eden Housing, Inc. to construct up to 20 special-needs apartments targeted to Very Low Income households earning up to 50% Area Median Income. The proposed construction site is located on the north side of Ford Road approximately 550 feet east of Monterey Road and is owned by the City of San Jose. On March 29, 2011, the City of San Jose City Council approved a Disposition and Development Agreement to ground lease the City-owned Ford and Monterey site to Eden Housing, Inc. to develop the special needs apartments on the site.
Accomplishments Performance Measures
No Accomplishments Performance Measures found.

Beneficiaries Performance Measures
No Beneficiaries Performance Measures found.

Activity Locations
No Activity Locations found.

Other Funding Sources Budgeted - Detail

<table>
<thead>
<tr>
<th>Match Sources</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Housing Trust of Santa Clara County Matching Funds</td>
<td>$500,000.00</td>
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<tr>
<td>Subtotal Match Sources</td>
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<table>
<thead>
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Grantee Activity Number: F-01-500
Activity Title: Administration - HTSCC

Activity Category: Administration
Project Number: 0003
Projected Start Date: 02/11/2010
Benefit Type: N/A
National Objective: N/A

Activity Status: Under Way
Project Title: Administration
Projected End Date: 02/10/2013
Completed Activity Actual End Date: 02/11/2010

Overall

| Total Projected Budget from All Sources | N/A | $826,446.00 |
| Total CDBG Program Funds Budgeted | N/A | $826,446.00 |
| Program Funds Drawdown | $22,127.75 | $77,980.91 |
| Program Funds Obligated | ($3,784.30) | $77,980.91 |
| Program Funds Expended | $0.00 | $36,207.00 |
| Match Contributed | $0.00 | $0.00 |
| Program Income Received | $0.00 | $0.00 |
| Program Income Drawdown | $0.00 | $0.00 |

Activity Description:

Location Description:

Activity Progress Narrative:

Grant Management (Administrative Activities): During Q1, the San Jose NSP2 Consortium (Consortium) continued to hold Steering Committee Meetings twice per month to discuss the progression of NSP2 activities, opportunities to exceed proposed outcomes and challenges faced during implementation of each activity. In addition to the Steering Committee Meetings, the grant administrative team meets weekly to discuss on-going grant compliance monitoring, programmatic concerns and how the team can assist program staff with the successful implementation of each activity. To support staff in monitoring grant compliance, the team has developed multiple monthly and quarterly activity and fiscal tracking forms to supplement the policies and procedures manual. Many of the tracking forms have been designed to provide program staff with data to conduct interim assessments regarding progress towards proposed goals.

Accomplishments Performance Measures

No Accomplishments Performance Measures found.
**Beneficiaries Performance Measures**
No Beneficiaries Performance Measures found.

**Activity Locations**
No Activity Locations found.

**Other Funding Sources Budgeted - Detail**
No Other Match Funding Sources Found

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<tr>
<th>Other Funding Sources</th>
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Grantee Activity Number: F-02-510
Activity Title: Administration - City

Activity Category: Administration
Project Number: 0003
Projected Start Date: 02/11/2010
Benefit Type: N/A
National Objective: N/A

Overall
Total Projected Budget from All Sources: N/A $1,113,554.00
Total CDBG Program Funds Budgeted: N/A $1,113,554.00
Program Funds Drawdown: $47,410.21 $76,202.64
Program Funds Obligated: $47,410.21 $76,202.64
Program Funds Expended: City of San Jose $0.00 $0.00
Housing Trust of Santa Clara County $0.00 $0.00
Match Contributed: $0.00 $0.00
Program Income Received: $0.00 $0.00
Program Income Drawdown: $0.00 $0.00

Activity Status: Under Way
Project Title: Administration
Projected End Date: 02/10/2013
Completed Activity Actual End Date: 02/11/2010

Responsible Organization: City of San Jose

Activity Description:

Location Description:

Activity Progress Narrative:
Grant Management (Administrative Activities): During Q1, the San Jose NSP2 Consortium (Consortium) continued to hold Steering Committee Meetings twice per month to discuss the progression of NSP2 activities, opportunities to exceed proposed outcomes and challenges faced during implementation of each activity. In addition to the Steering Committee Meetings, the grant administrative team meets weekly to discuss on-going grant compliance monitoring, programmatic concerns and how the team can assist program staff with the successful implementation of each activity. To support staff in monitoring grant compliance, the team has developed multiple monthly and quarterly activity and fiscal tracking forms to supplement the policies and procedures manual. Many of the tracking forms have been designed to provide program staff with data to conduct interim assessments regarding progress towards proposed goals.

Accomplishments Performance Measures
No Accomplishments Performance Measures found.
Beneficiaries Performance Measures
No Beneficiaries Performance Measures found.

Activity Locations
No Activity Locations found.

Other Funding Sources Budgeted - Detail
No Other Match Funding Sources Found

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Grantee Activity Number: F-03-520
Activity Title: Administration - NHSSV

Activity Category: Administration
Project Number: 0003
Projected Start Date: 02/11/2010
Benefit Type: N/A
National Objective: N/A

Activity Status: Under Way
Project Title: Administration
Projected End Date: 02/10/2013
Completed Activity Actual End Date: 02/11/2010

Total Projected Budget from All Sources: N/A
Total CDBG Program Funds Budgeted: N/A
Program Funds Drawdown: $0.00
Program Funds Obligated: $0.00
Program Funds Expended: $0.00
Match Contributed: $0.00
Program Income Received: $0.00
Program Income Drawdown: $0.00

Overall

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<tr>
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<th>To Date</th>
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</thead>
<tbody>
<tr>
<td>N/A</td>
<td>$60,000.00</td>
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Location Description:

Activity Description:

Administration of NHSSV activities associated with this NSP2 grant

Activity Progress Narrative:

Homebuyer Education Program (Homebuyer Education Classes): During Q1 of 2011, the Consortium provided Homebuyer Education Classes to 104 potential homeowners. During the month of January, 34 potential homeowners attended classes of which 44% were Moderate Income, 56% were Low Income and 35% were Female Headed Households. During the month of February, 25 potential homeowners attended classes of which 48% were Moderate Income, 52% were Low Income and 48% were Female Headed Households. During the month of March, 45 potential homeowners attended classes of which 48% were Moderate Income, 52% were Low Income and 57% were Female Headed Households. The Consortium anticipates holding a minimum of 2 homebuyer education classes each month throughout the duration of the grant term.

Accomplishments Performance Measures

No Accomplishments Performance Measures found.
**Beneficiaries Performance Measures**
No Beneficiaries Performance Measures found.

**Activity Locations**
No Activity Locations found.

**Other Funding Sources Budgeted - Detail**
No Other Match Funding Sources Found

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