

New Money for Your Next Development: Funders Tell All

**Pam Berkowitz, Director of Multifamily
Housing Trust Silicon Valley**

**NPH Affordable Housing
Annual Conference
September 20, 2019**



Who We Are

- We are a community development financial institution (CDFI) and became the first nonprofit housing lender with a Standard & Poor's credit rating (AA-)
- We believe the housing crisis is our most urgent problem to solve, and when we prioritize safe, stable, affordable housing for everyone, our communities are healthier and happier.
- We help everyone – from the homeless to renters to first-time homebuyers - with their affordable housing needs

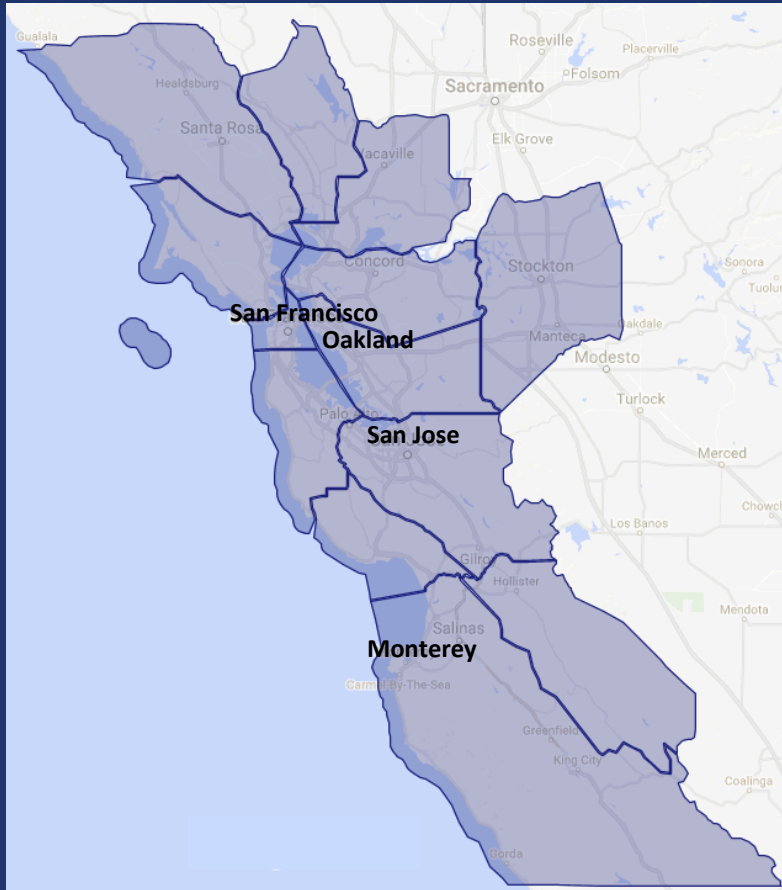
Our Impact To Date

Since 2000...

\$257 million+ invested

19,066 affordable homes produced

34,698 people helped – including
6,773 homeowners and 7,206 people
experiencing homelessness



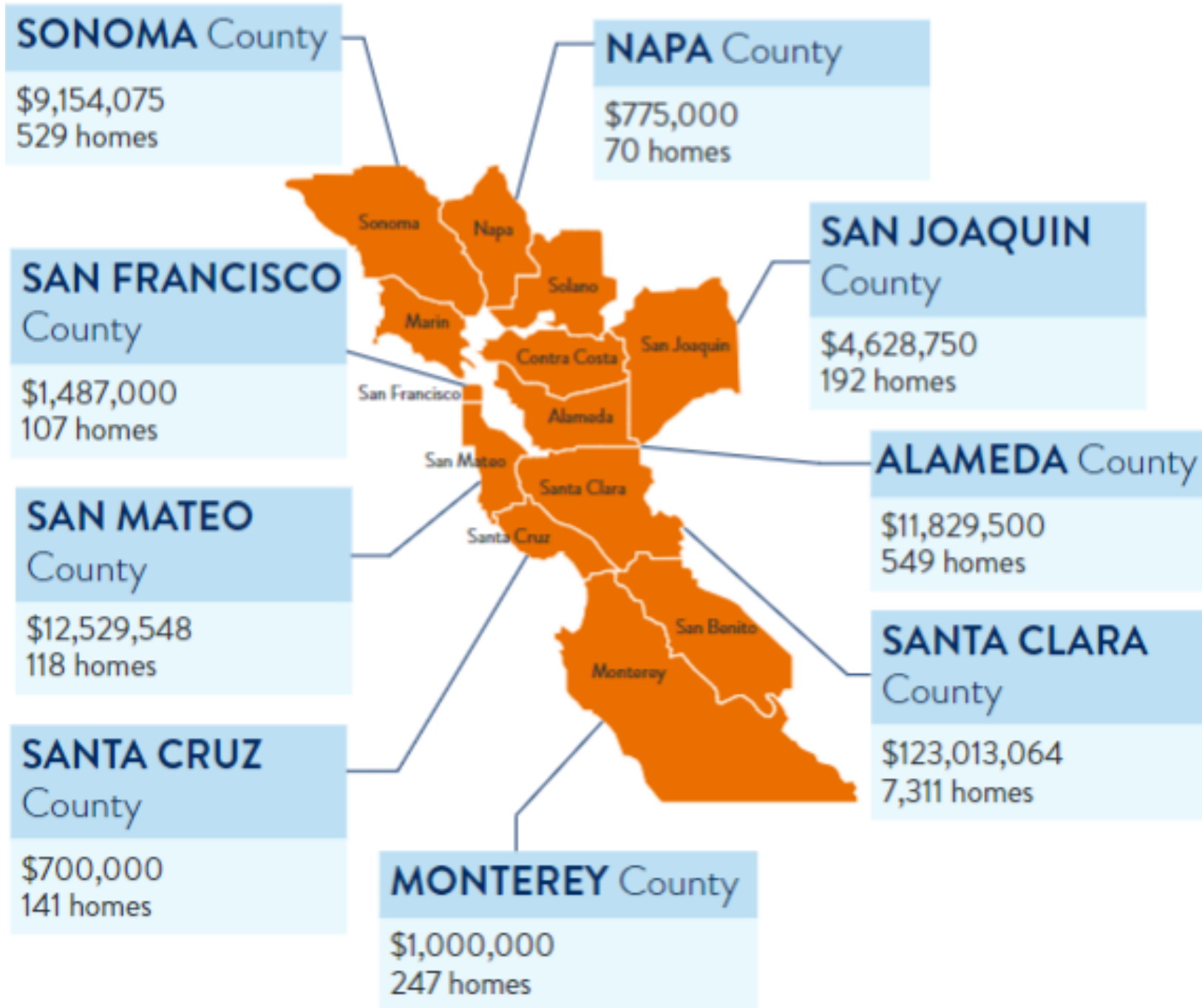
Housing Trust lends in 13 counties in the greater Bay Area that have one thing in common – a critical need for affordable housing & more capital to support its development



S&P Global Ratings **AA-**



FUNDING REGIONAL SOLUTIONS



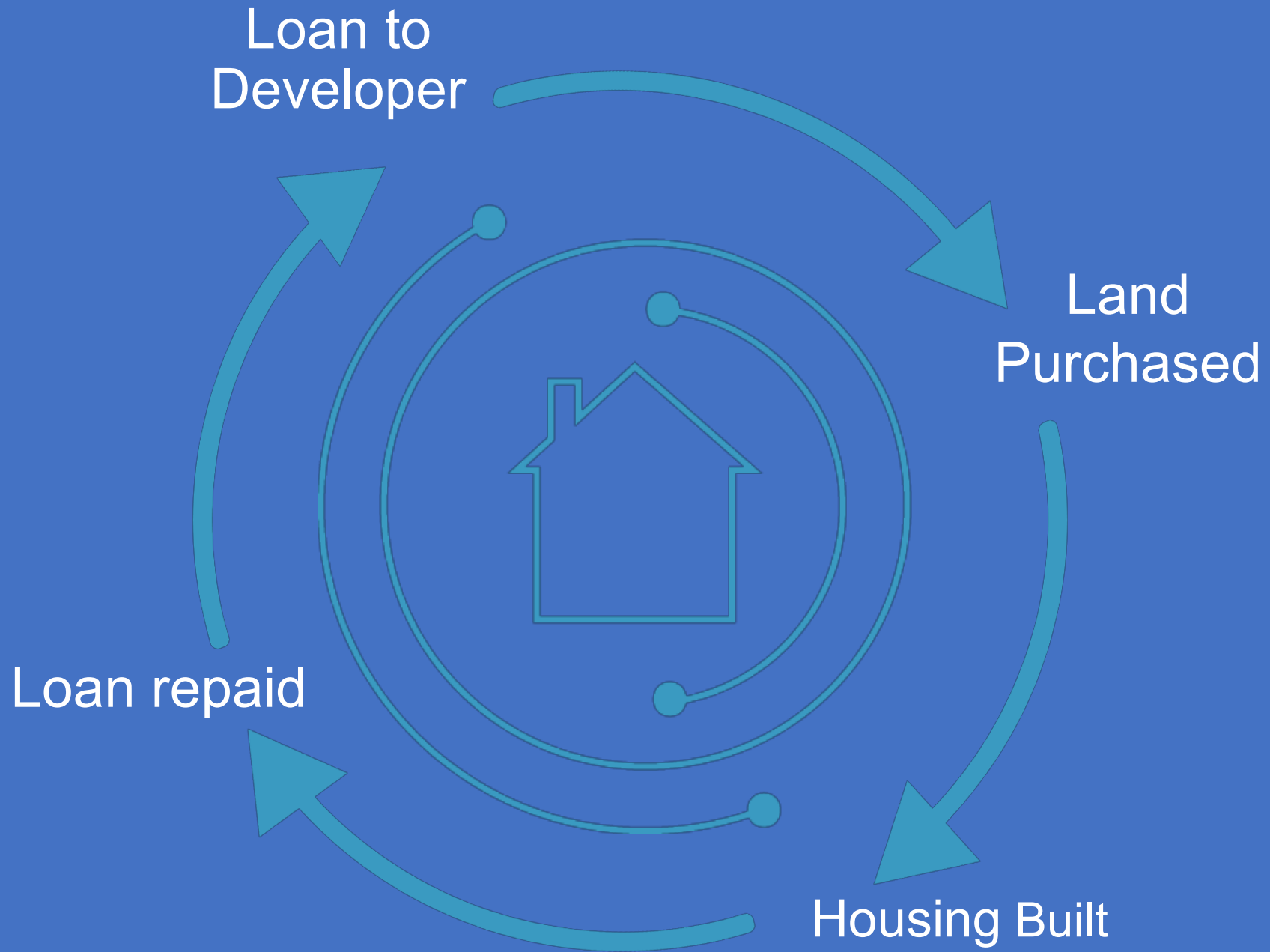
Problem



Solution

TECH Fund
Tech + Equity + Community + Housing







Business > Real Estate • News

Google invests \$50 million to build low-income housing in the Bay Area

The investment is Google's first after pledging \$250 million for affordable housing

“Housing Trust Silicon Valley provided us with the perfect opportunity to [address housing] through their TECH fund, which uses critical capital to break down barriers to building affordable housing. We are proud to be the fund's largest investor to date and look forward to working together to create housing for those who need it most.” - Google CEO Sundar Pichai

Cisco
Foundation

Google

The Grove
Foundation

LinkedIn

NetApp

David & Lucile
Packard Foundation

Pure Storage

Sobrato Family
Foundation

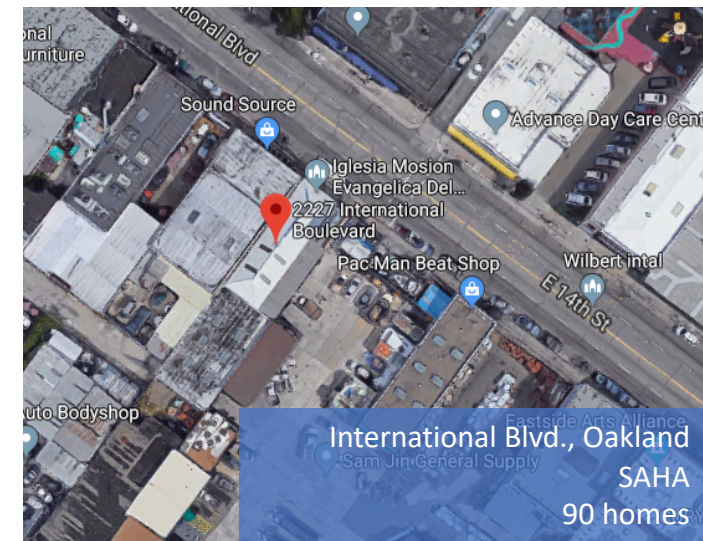
\$112 million

TECH Fund

Tech + Equity + Community + Housing



2.5 years → 20 developments, 2,255 homes





1020 N 4th Street
People Assisting the Homeless (PATH)
San Jose

Invest in Solutions

TECH Fund

Tech + Equity + Community + Housing





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|-----------------------|---|
| Community Impact Note | Reg D Offering – Private Placement to Accredited Investors |
| Investment Options | Series A: 2-year term, 1.25% interest rate |
| | Series B: 5-year term, 1.5% interest rate |
| | Series C: 10-year term, 2% interest rate |
| Geography | Greater Bay Area with a specific focus on the San Francisco-San Mateo-Santa Clara and Alameda corridors |

AA- S&P Rated

