

Targeted Community Lending Plan Survey Results

August 2019

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In July 2019, FHLBank San Francisco asked affordable housing and economic development practitioners and advocates to identify specific housing and economic development needs and priorities in the geographic areas they serve by answering a six-question survey.

Members of the Bank's Affordable Housing Advisory Council, Bank members and nonprofit housing developers that use the Bank's Community Programs, state and local housing finance agencies, and other interested community organizations across the Bank's three-state district of Arizona, California, and Nevada received the survey.

The information gathered through this survey, along with secondary research and other information collected from stakeholders, will be used to inform development of the Bank's Targeted Community Lending Plan, pursuant to the recently revised AHP regulation.

The Bank received 181 survey responses from organizations that collectively serve every county in the Bank's district. Given the small sample size and because some respondents are active in more than one state, most data are reported at the district level and not at the state level. Survey prompts, highlights, and aggregate survey responses are presented in the slides that follow.

Survey Prompts

1. What geographic area does your organization serve? Check all counties that apply in Arizona, California, and Nevada (FHLBank San Francisco district).
2. Rank the following affordable housing needs in your geographic area, with 5 being the highest priority.
3. What income level has the greatest affordable housing need in your geographic area as a percentage of the HUD Area Median Income?
4. Rank the following supportive service needs in your geographic area, with 5 being the highest priority.
5. Rank the following community lending credit needs and market opportunities in your geographic area, with 5 being the highest priority.
6. Rank the following funding sources for housing and economic development in your geographic area, with 5 being the most frequently used.

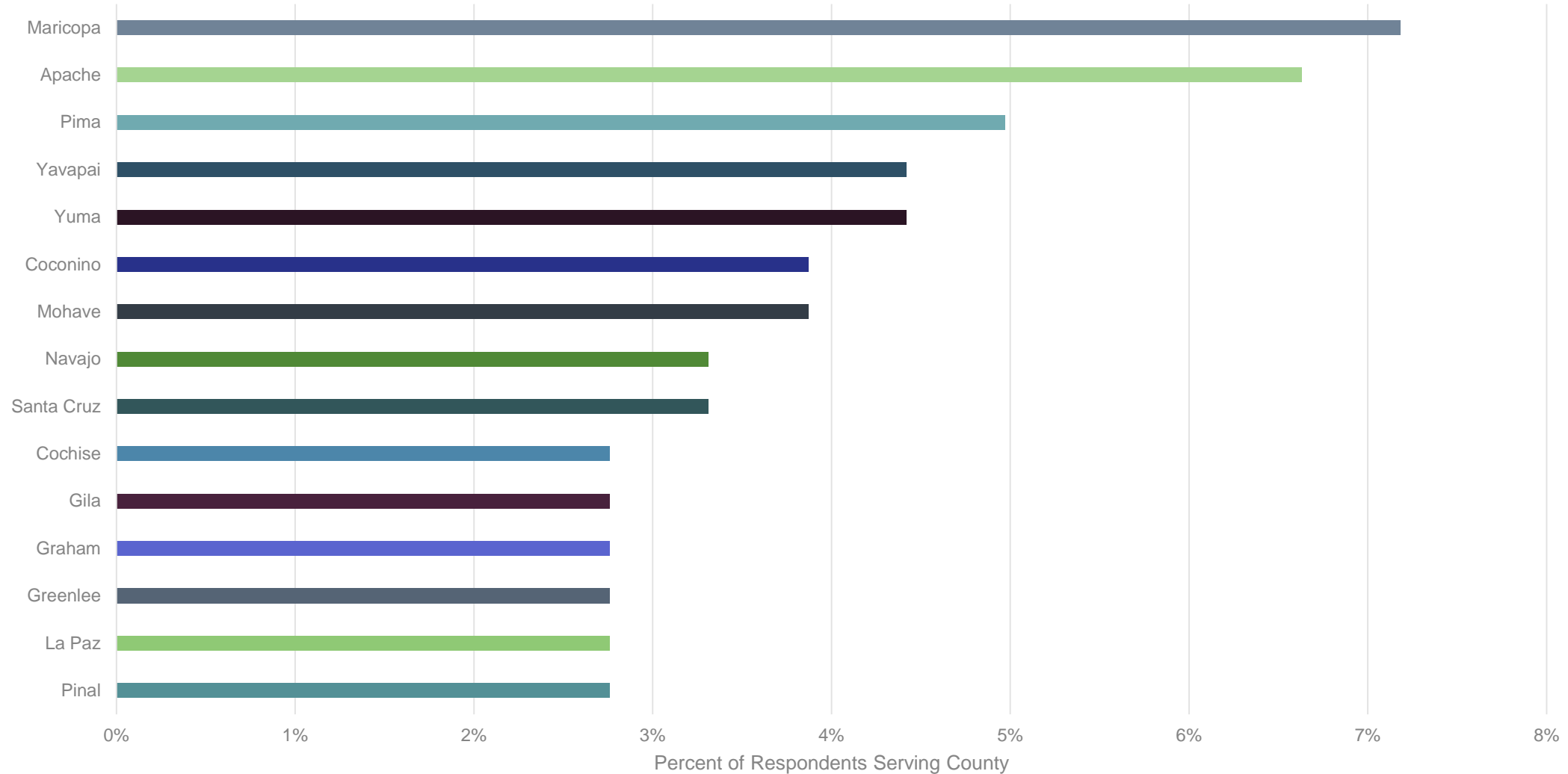
Survey Highlights

1. 181 responses from organizations that collectively serve every county in the district

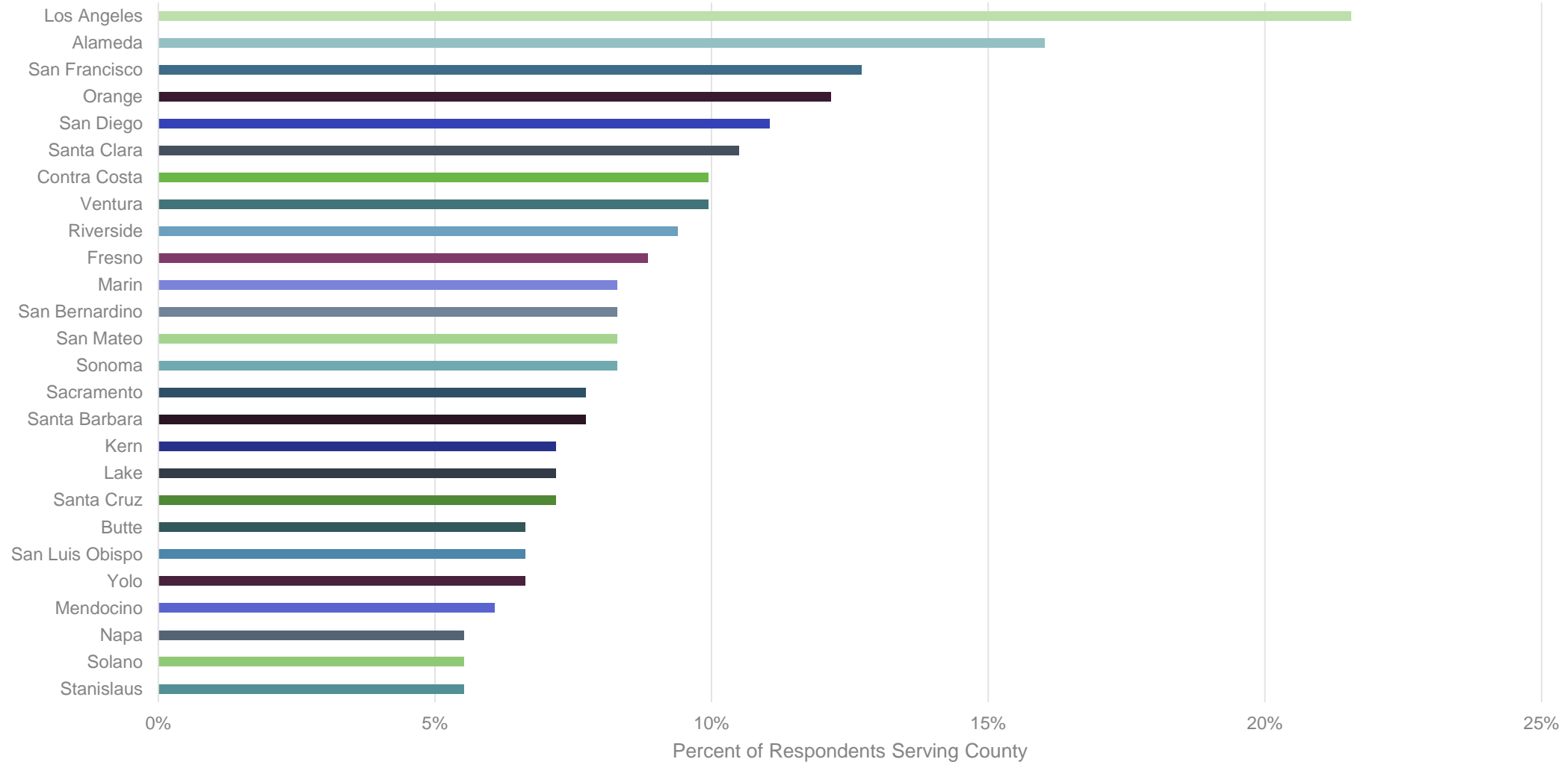
2. **Affordable housing priorities**
 - Family housing
 - Rental housing
 - Homeless / supportive housing
 - Permanent housing
 - Senior housing
 - New construction
 - Non-supportive housing for households at or below 40% of HUD AMI
 - Housing for extremely low-income households
 - Home loans for low-income households

3. **Supportive service priorities**
 - Health services (including mental health and drug treatment)
 - Food assistance

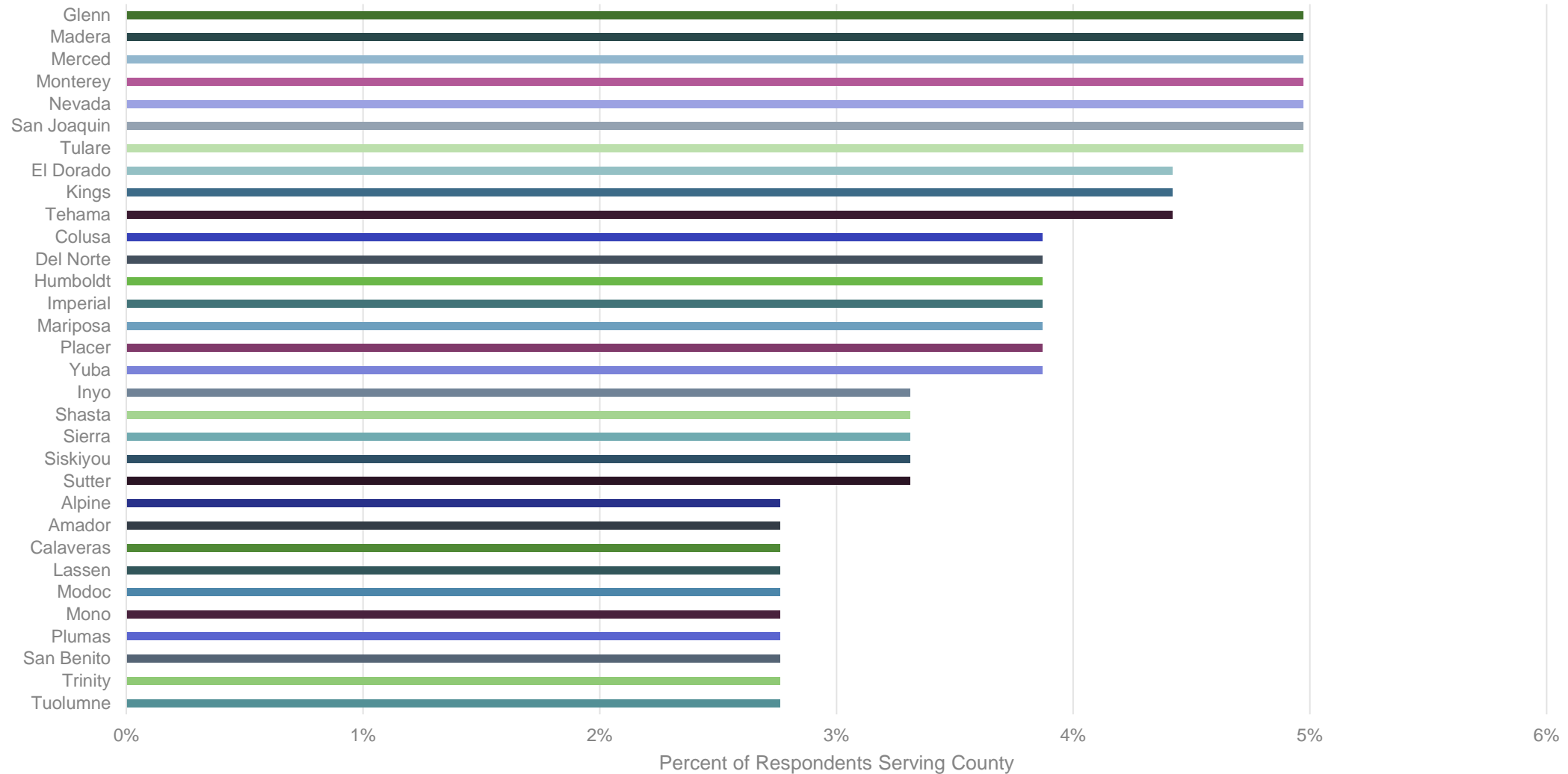
Q1: What geographic area does your organization serve? Arizona Counties



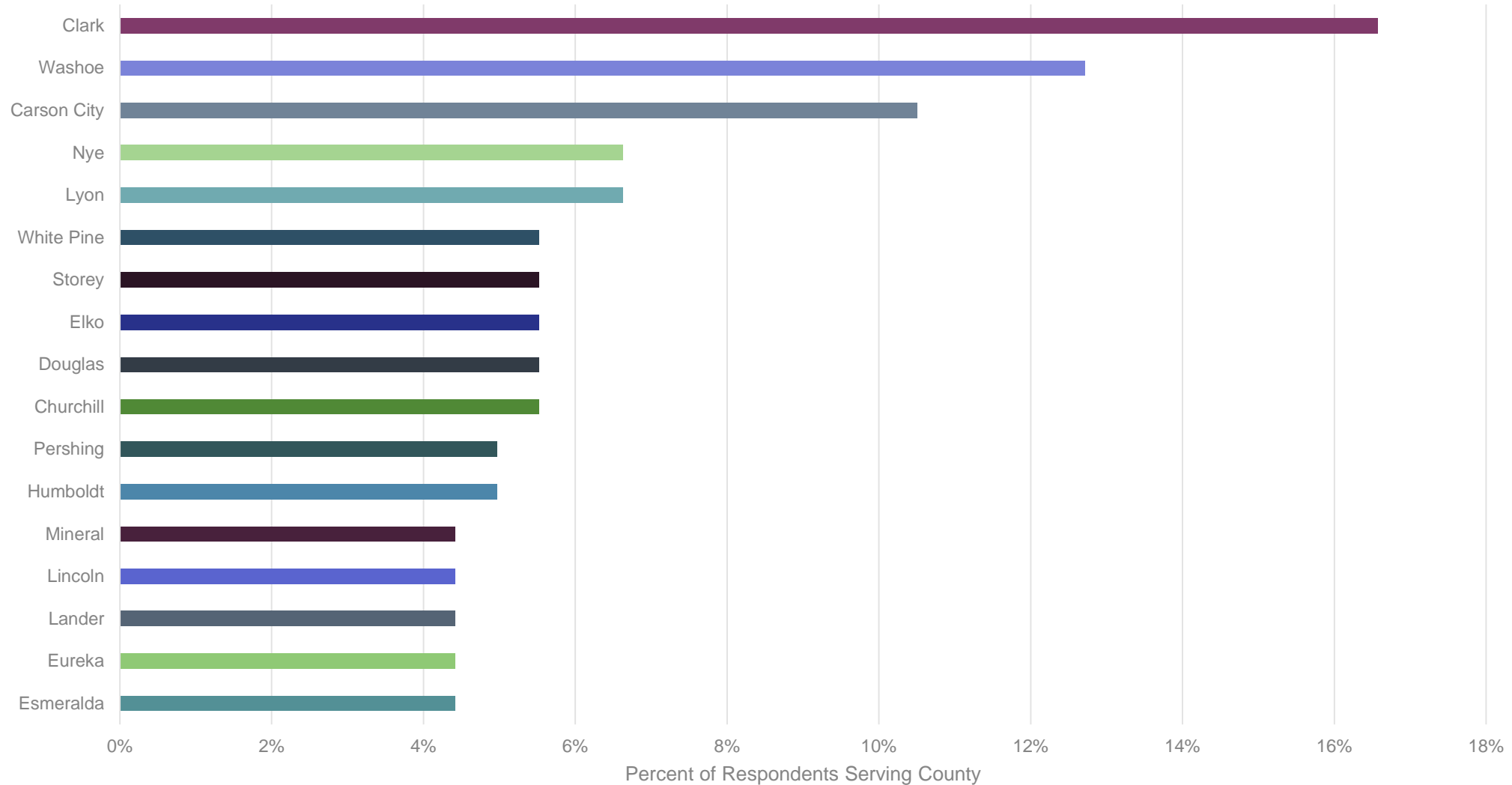
Q1: What geographic area does your organization serve? California Counties



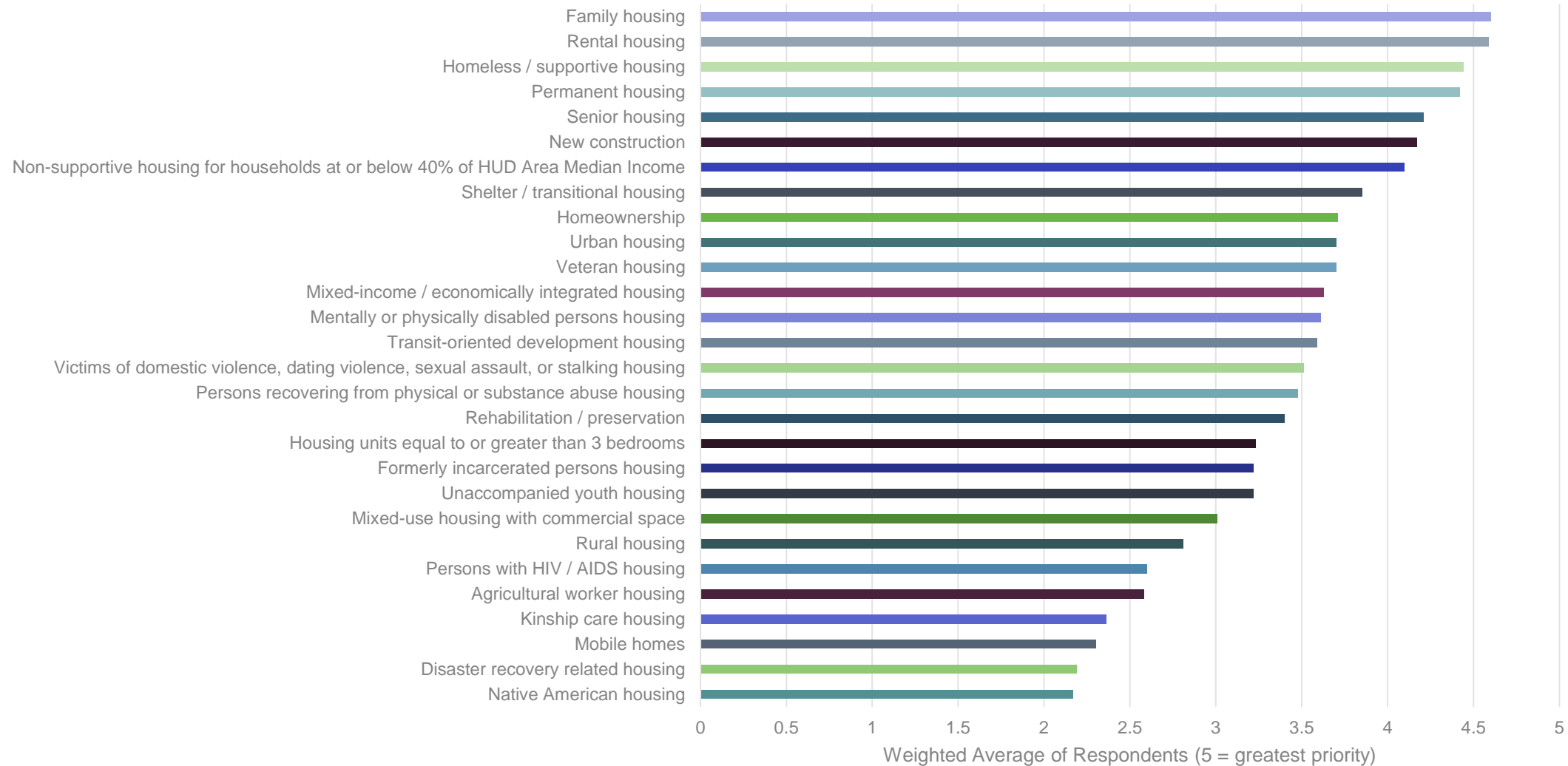
Q1: What geographic area does your organization serve? California Counties (con't)



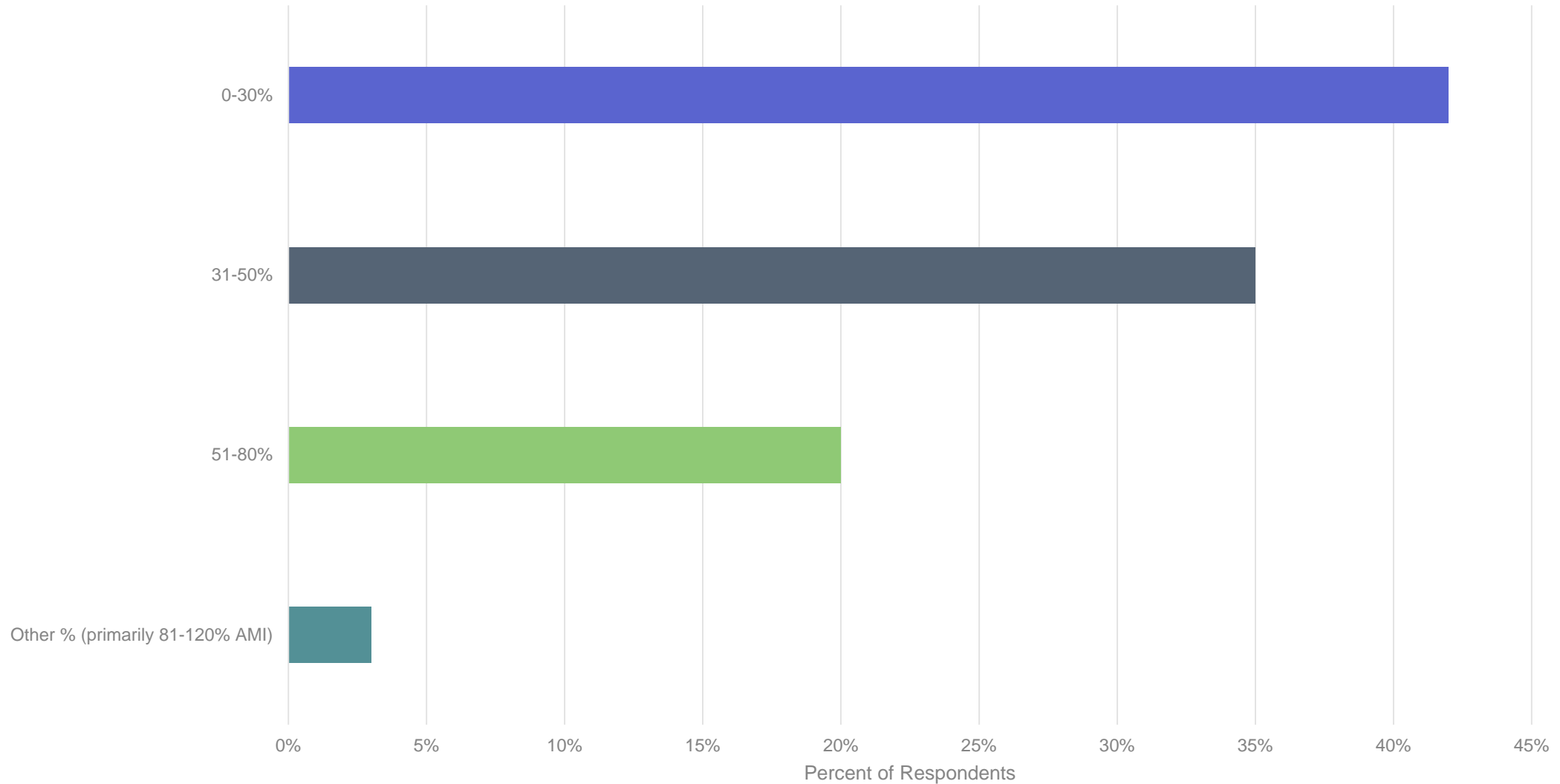
Q1: What geographic area does your organization serve? Nevada Counties



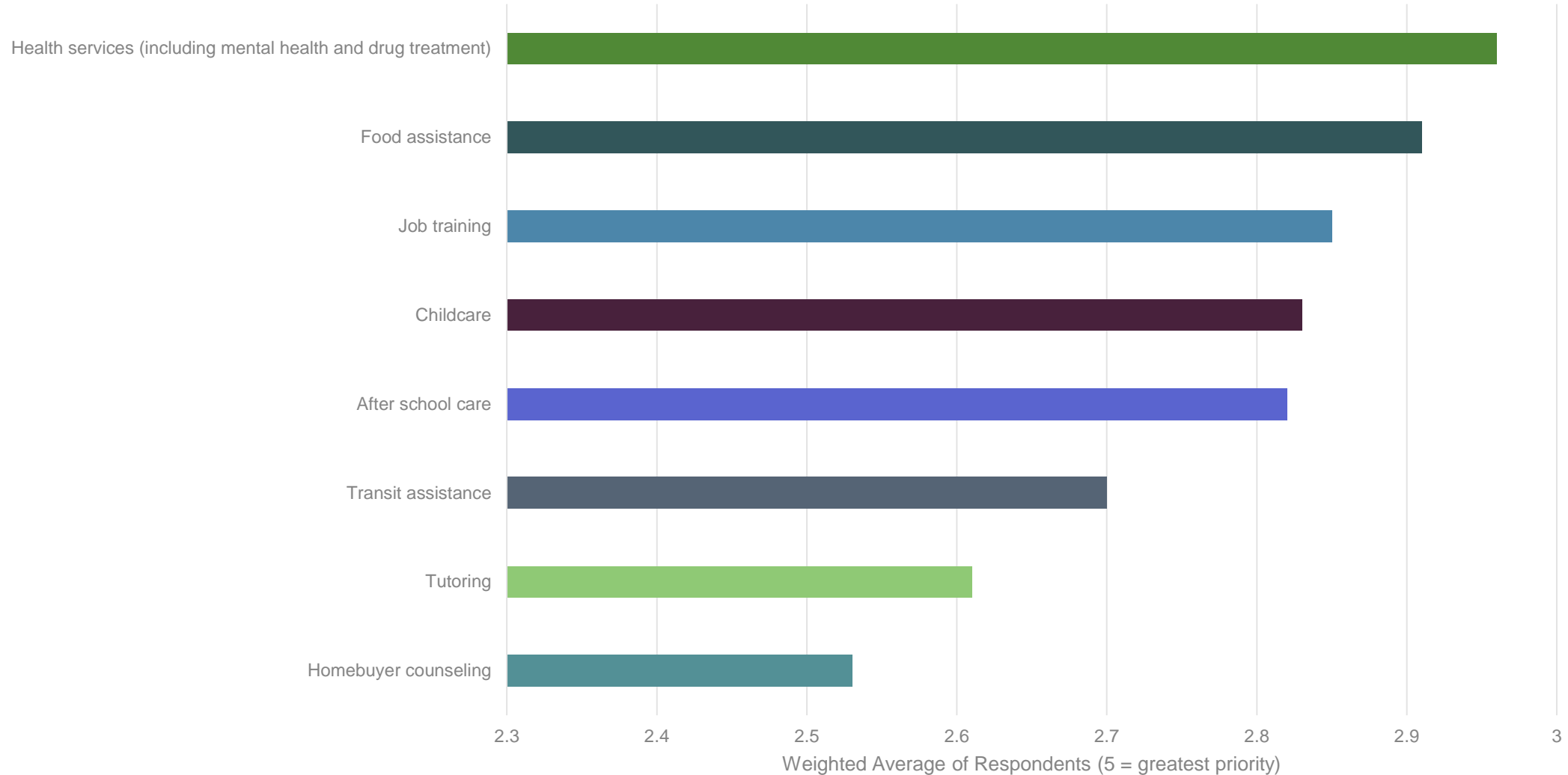
Q2: Rank the following affordable housing needs in your geographic area



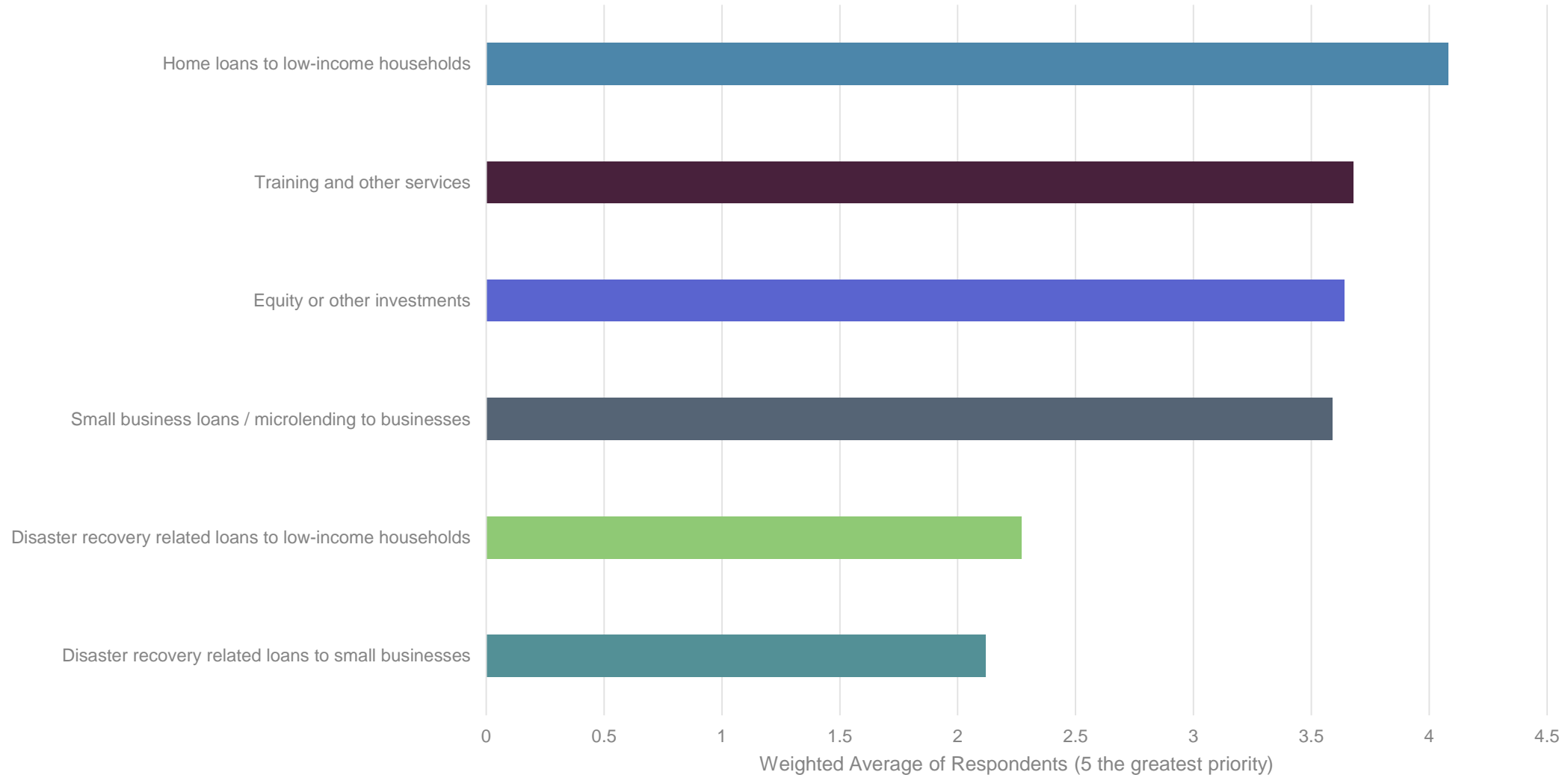
Q3: What HUD AMI income level has the greatest affordable housing need in your geographic area?



Q4: Rank the following supportive service needs in your geographic area



Q5: Rank the following community lending credit needs and market opportunities in your geographic area



Q6: Rank the most frequently used funding sources for housing and economic development in your geographic area

