FHLBank
San Francisco

Targeted Community Lending Plan 2021

Table of Contents

Executive Summary

In November 2018, the Federal Housing Finance Agency (FHFA) published an amended Community Support regulation, which is required to be implemented by January 1, 2021. Section 1290.6 of the amended regulation requires that each Federal Home Loan Bank's community support program include an annual Targeted Community Lending Plan ("Plan") approved by the Bank's Board of Directors which shall:

(i) Reflect market research conducted in the Bank's district;

(ii) Describe how the Bank will address identified credit needs and market opportunities in the Bank's district for targeted community lending;

(iii) Be developed in consultation with (and may only be amended after consultation with) its Advisory Council and with members, housing associates, and public and private economic development organizations in the Bank's district;

(iv) Establish quantitative targeted community lending performance goals; and

(v) Identify and assess significant affordable housing needs in its district that will be addressed through its Affordable Housing Program.

Per the regulation, the Bank continuously conducts market research to identify housing and economic development needs, community lending credit needs, and market opportunities in the Bank's district of Arizona, California, and Nevada. Since the 2020 Plan was published in September 2019, the Bank has focused particularly on key needs related to poverty and the demand for affordable housing, racial disparity in housing and economic development, and the COVID-19 pandemic. The Bank consulted its Affordable Housing Advisory Council (AHAC), members, a housing associate, and economic development organizations in the district to conduct this research, develop and implement this Targeted Community Lending Plan (TCLP), and establish performance goals. This research and consultation included:

- Consultation with AHAC on district needs and the TCLP outline.
- A survey of members, a housing associate, and nonprofit organizations on the housing and economic development needs in the district.
- Review of established national, state, and local reports on housing and economic development needs.
- Participation in key housing and economic development conferences and webinars in the district.

As a result, the Bank identified the following key information related to housing and economic needs and opportunities:

- The Bank's district survey identified family, rental, homeless, and permanent housing as priorities.
- The district's needs are similar to or greater than those of the U.S. overall, especially in the areas of income and homelessness.
- The Bank's district has the greatest shortage of affordable housing for extremely low-income households in the U.S.
- There is significant racial and gender disparity in income, housing cost burden, homelessness, homeownership, small business ownership, and the impact of the COVID-19 pandemic.

- Supportive services are an essential part of housing and economic needs both nationally and in the district.

- A critical economic development need in the district is grant funding for small businesses.

Over the past couple of decades, the Bank’s community investment programs have achieved substantial milestones in addressing district needs and opportunities. The Bank has created TCLP goals for 2021 to strengthen the impact of the programs and build on these milestones. The Plan also describes changes to the Bank’s programs to address district priorities.

National Housing and Economic Development Needs

Housing Affordability and Homelessness

The demand for affordable housing in the U.S. continues to be strong. According to the National Low Income Housing Coalition's (NLIHC) 2020 report *The GAP*, there are only four million affordable rental homes available for 10.9 million extremely low-income renters.[1] The report states that "People of color are more likely than white people to be extremely low-income renters" and that "Twenty percent of Black households, 17% of American Indian or Alaska Native households, 15% of Hispanic households, and 10% of Asian households are extremely low-income renters." In addition, seniors or people with disabilities make up 46% of extremely low income renter households.

Homelessness increased across the U.S. by 3% from 2018 to 2019 according to the U.S. Department of Housing and Urban Development's (HUD) 2019 *Annual Homeless Assessment Report (AHAR) to Congress*. This increase was driven by an increase in unsheltered individuals. In 2018, 65% of people experiencing homelessness were sheltered and 35% were unsheltered per the 2018 *AHAR* report. In comparison, the 2019 report states that "On a single night in 2019, roughly 568,000 people were experiencing homelessness in the United States. Nearly two-thirds (63%) were staying in sheltered locations—emergency shelters or transitional housing programs—and more than one-third (37%) were in unsheltered locations such as on the street, in abandoned buildings, or in other places not suitable for human habitation."

The 2019 *AHAR* report states that **"**African Americans have remained considerably overrepresented among the homeless population compared to the U.S. population. African Americans accounted for 40 percent of all people experiencing homelessness in 2019 and 52 percent of people experiencing homelessness as members of families with children, despite being 13 percent of the U.S. population. In contrast, 48 percent of all people experiencing homelessness were white compared with 77 percent of the U.S. population."

Consistent with rental housing, there was a growing lack of affordability for homeownership. The April 2020 FHFA *Housing Price Index* report notes that U.S. house prices increased by 5.7% from February 2019 to February 2020. Consistent with rental housing, there continues to be racial discrimination in homeownership. *The Gap* report explains the history of this discrimination and its impact on inequality today. The report states that:

> "Many factors kept people of color from being able to purchase homes through the middle of the twentieth century: pervasive refusal of whites to live in racially integrated neighborhoods, physical violence to people of color who tried to integrate (often tolerated by the police), restrictive covenants forbidding sales to minorities (some of which were mandated by the Federal Housing Administration), and federal housing policy that denied borrowers access to credit in minority neighborhoods…The prohibition of racially restrictive covenants and racial discrimination in the sale, rental, and financing of housing has not rectified the inequalities they created. People of color have not benefited over time from the appreciation in the value of the homes they were barred from purchasing, which has expanded the wealth gap and magnified inequalities of opportunity."

Persistent housing discrimination adds to this wealth gap. The report notes that in 2013 "HUD's fair housing test in 28 metropolitan areas across the country found that Black homebuyers were shown 17.7% fewer homes than white homebuyers with the same qualifications and preferences" and "Today's credit scoring system and lending practices also continue to serve as barriers to minority homeownership."

Economic Conditions

A lack of quality jobs which pay a living wage continued to drive the demand for affordable housing and housing cost burden for low-income households. *The Gap* report states that "Seven of the ten

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[1] Households with an income at or below 30% of the HUD Area Median Income (AMI)

occupations projected to add the most jobs over the next decade, including medical assistants, home health aides, janitors, and food servers, provide a median wage that is lower than what is needed for a full-time worker to afford modest rental housing." According to the report, about 71% (7.7 million) of extremely low-income households are severely cost burdened spending more than half of their incomes on housing costs, and are "often forced to make impossible choices between shelter and food, healthcare, education, and other basic needs."

Racial and gender discrimination in employment remain as lead causes of inequality in income and housing affordability. *The Gap* report includes the following key findings:

- Hiring discrimination continues to adversely affect people of color. Whites receive on average 36% more callbacks than Blacks and 24% more than Latinos.

- There has been no decline in hiring discrimination against Blacks over the past 25 years.

- Recent wage growth has been racially unequal even for people of the same education. Between 2015 and 2019, white workers with bachelor's degrees have seen their wages increase by 6.6%, but Black workers with the same degrees have seen their wages decline by 0.3%. Black workers are more likely than white workers to be underemployed or unemployed at all education levels.

In addition, the 2019 US Census article *Payday, Poverty and Women* notes that the gender wage gap remained constant between 2017 and 2018 with women earning about 80 cents for every dollar earned by men. The article also states that the poverty rate for women was 12.9% in 2018 compared to 10.6% for men.

Small businesses continued to play a key role in determining the job opportunities available to workers and therefore the housing they can afford. The Small Business Administration states that firms with less than 500 employees accounted for 47.1% of the private-sector workforce in 2017. According to the Federal Reserve Banks' *Small Business Credit Survey,* these businesses demonstrated strong performance overall at the end of 2019. The survey states that a "majority of small businesses (56%) reported that their firms had experienced revenue growth, and more than one-third added employees to their payrolls."

However, small businesses were vulnerable at the same time. The survey notes that 33% of these businesses experienced challenges accessing credit, and that businesses relied heavily on the owners' personal finances with 56% of owners having "used funds from their personal savings, friends, or family within the last five years to support their business," and less than 44% of businesses having "obtained funds from a bank in the last five years." In response to a survey question on what actions businesses would take in response to a 2-month revenue loss, businesses responded as follows:

- 47% would use owner's personal funds.

- 37% would reduce salaries of owner or employees.

- 34% would take out debt.

- 33% would lay off employees.

- 30% would downsize operations (reduce hours, services, or production).

- 29% would defer expenses/payments.

- 17% would close or sell the business.

- 14% would take no action; use cash reserves to continue normal operations.

Consistent with wage inequality, there is gender disparity in small business ownership and financing. The Federal Reserve Bank survey notes that about 65% of small businesses were men-owned, 21% were women-owned, and 15% were equally owned by men and women in 2019. The U.S. Small Business Administration report *An Investigation of Women Business Owners, Industry Concentration, and Family Composition* states that in 2017 “Women-owned firms had lower approval rates for business loans than men-owned firms and if they were approved for a loan, were less likely to receive the amount requested.” In addition, the Bank’s 2020 Targeted Community Lending Plan noted racial discrimination in small business ownership and financing.[2]

Lastly, construction workforce shortages continued to drive affordable housing costs. An Associated General Contractors of America (AGC) survey notes that 80% of contractors had difficulty filling positions in 2019. Training resources are key for addressing the workforce shortage. AGC’s *Workforce Development Plan* states that “funding for students in secondary and post-secondary career and technical education programs funded through federal career and technical education programs hasn’t kept pace with the needs.”

COVID-19 Pandemic Impact on Housing and Economic Needs

As of August 2020, there were almost 6 million COVID-19 reported cases and over 180,000 COVID-19 deaths in the U.S. according to the Centers for Disease Control and Prevention (CDC). As the NLIHC report *Out of Reach* states, “housing is healthcare.” The report notes that over 500,000 people experiencing homelessness and 2.7 million renters living in overcrowded conditions are at greater risk of contracting and dying from COVID-19 because they cannot self-isolate. Furthermore, the report highlights that racial disparity in housing (Blacks make up 40% of people experiencing homelessness, and Hispanics make up 43% of overcrowded households), and economic conditions (unequal access to healthcare and more exposure through frontline jobs) has led to people of color having a higher COVID-19 risk. Per the CDC, this results in non-Hispanic American Indian/Alaskan Native and Black persons having a COVID-19 rate of 5 times that of non-Hispanic white persons, and Hispanic persons have a rate 4 times that of non-Hispanic white persons.

Overall, the pandemic has put a strain on healthcare services and costs. Per a National Public Radio report, a May 2020 U.S. Census survey states that close to 4 in 10 adults say they have waited to get medical care because of the pandemic. Since March 2020, many have lost employer healthcare coverage due to layoffs. A Kaiser Family Foundation (KFF) report estimates that about 4.2 million of these people are not eligible for subsidized healthcare because of household income limits and immigration status. A separate KFF report states that “Uninsured adults are more likely to delay or go without care due to cost.” Furthermore, even if an individual is insured, there may be out-of-pocket costs.

Since March 2020, state and local governments have implemented shelter-in-place requirements throughout the U.S. to slow the spread of the pandemic. These requirements and the impact of the pandemic on economic demand have forced many businesses to reduce services or close. The Stanford Institute for Economic Policy Research report *The Impact of COVID-19 on Small Business Owners* states that “the number of working business owners plummeted from 15.0 million in February 2020 to 11.7 million in April 2020 because of COVID-19 mandates and demand shifts” and that this “loss of 3.3 million business owners (or 22 percent) was the largest drop on record.” In addition, the report notes that the restaurant industry, which employs many cost burdened workers, and construction industry, which is essential for building affordable housing, both faced large declines in the number of business owners.

The pandemic had a disproportionately negative impact on minority and women owned businesses. According to the Stanford Institute report, the number of African American business owners decreased 41%, Latinx business owners 32%, Asian American business owners 26%, and White business owners 17%. The number of women owned businesses decreased 25% while the number of men owned businesses decreased 20%.

[2] The 2020 Targeted Community Lending Plan cited 2012 U.S. Census Bureau survey data. The U.S. Census Bureau performs this survey every five years and expects to release the 2017 survey data in December 2021.

The pandemic's impact on businesses has led to a large decrease in employment. While the unemployment rate has varied as shelter-in-place requirements have been implemented and then removed, the overall unemployment rate increased dramatically from 3.5% (5.8 million) to 11.1% (17.8 million) from February to June 2020 according to a U.S. Bureau of Labor Statistics news release. In addition, the news release demonstrates the gender and racial disparity in employment. It provides the following unemployment rates for June 2020: men - 10.2%, women - 11.2%, Whites - 10.1%, Blacks - 15.4%, Hispanics - 14.5%, and Asians - 13.8%. A Reuters article notes that during this month the gap between U.S. Black and White employment was the widest in five years.

The pandemic had an especially negative impact on employment for small businesses and the construction industry. The Small Business Administration reports that between March and April 2020 employers with 500 employees or more saw a decline in employment of 13.6 percent, while employers with fewer than 500 employees saw a decline of 17.8 percent. The construction industry lost 975,000 jobs in April 2020 according to an AGC survey.

The pandemic's impact on health, businesses, and employment has exacerbated existing affordable housing needs. The NLIHC report *The Need for Emergency Rental Assistance During the COVID-19 and Economic Crisis* states that "Extremely low-income renters throughout the country were already struggling with unmanageable housing costs, and the wave of layoffs caused by the pandemic is likely to increase this hardship." The report estimates that the pandemic will increase the population of severely housing cost-burdened renters by 1.5 million.

Unemployment assistance and eviction moratoriums will not be sufficient to assist low-income renters. The NLIHC report states that "Unemployment compensation will be absolutely vital for many households, though on its own, it will not be sufficient to bring low-wage workers guaranteed housing stability during this crisis and subsequent recovery." In addition, the report notes that "While eviction moratoriums play an important role in protecting renters, tenants are still responsible for their rent payments and small landlords still need rent revenues to operate and maintain their housing units." NLIHC estimates that $76.1 billion in rental assistance will be needed to prevent 7.8 million at-risk renter households from becoming homeless. Furthermore, despite eviction moratoriums, a substantial number of low and moderate income renters have been evicted following the pandemic, and this has disproportionately impacted Hispanic renters. A Brookings Institution article states that in April 2020 3.5% of Hispanic renters were evicted compared to 3.3% of White renters.

Lastly, the pandemic has affected homeownership opportunities. A March 2020 National Association of Realtors (NAR) *Flash Survey* states that the number of sellers who "had no interest in removing their homes from the market" decreased from 81% to 61% after shelter-in-place requirements began. A May 2020 NAR survey states that 19% of potential homebuyers stopped looking for a home to purchase that month due to pandemic related concern about their job or loss of their job. In addition, the survey notes that 28% of realtors had experienced home purchase closing issues because the buyer no longer qualified for a loan due to job loss. Consistent with rental housing, there have been evictions of low and moderate income homeowners since the pandemic which have disproportionately impacted Hispanic homeowners. Per the Brookings Institution, 14.1% of Hispanic homeowners were evicted in April 2020 compared to 6.4% of White homeowners.

A comparison of the key national data on housing and economic needs to the Bank's district, including needs related to the pandemic, is provided in the following sections.

The 11th District Needs & Opportunities

Overall, the Bank's district of Arizona, California, and Nevada varied in how each state experienced housing and economic needs compared to the rest of the U.S. The sections below provide detailed comparisons between national and state data in the key need areas of housing affordability and homelessness, economic conditions, and the impact of the pandemic. These needs represent market opportunities, which are being addressed by the Bank as described in the following section on community investment programs.

Housing Affordability and Homelessness

The tables below show how housing affordability and homelessness vary within the Bank's district compared with the U.S. average. Overall, the district continues to experience a severe shortage of affordable housing compared to the rest of the nation. NLIHC's *The Gap* report ranks Nevada, California, and Arizona in that order as the top three states in the nation where "extremely low-income renters face the greatest challenges in finding affordable homes." Similarly, the affordable housing need for very low-income renters was greater in the district than the U.S. overall. Consistent with the national average, there is a gap in the wage needed to afford housing, and the average wage across the district, with California having the 3rd largest gap in the U.S. after Hawaii and Maryland.

U.S. Compared to District (Rental Affordability)[3]		U.S.	Arizona	California	Nevada
1	Rental homes affordable and available per 100 Extremely Low Income (ELI[4]) renters – 2018	36	26	23	18
2	ELI households with severe housing cost burden – 2018	71%	73%	77%	81%
3	Rental homes affordable and available per 100 Very Low Income (VLI[5]) renters – 2018	57	48	32	40
4	VLI households with severe housing cost burden – 2018	33%	34%	48%	43%
5	Hourly wage needed to afford fair market rent for a 2-bedroom unit – 2020 estimate	$23.96	$21.10	$36.96	$20.48
6	Average renter wage – 2020 estimate	$18.22	$17.46	$23.96	$17.42

While the percentage of people experiencing homelessness remained about the same in the U.S., and Arizona and Nevada, there was a substantial increase in homelessness in California, and the number of people experiencing homelessness in both California and Nevada continued to be above the national average. The percentage of unsheltered homeless increased in the U.S., and Arizona and California, and decreased in Nevada. For the percentage of people experiencing homelessness who were unsheltered, HUD's 2019 *Annual Homeless Assessment Report* ranks California number one, and Nevada number four. For the percentage of unsheltered *individuals*, the report ranks California number one, and Arizona number four. [6] Nevada had the highest rate of youth homelessness in the U.S., with 90 of every 10,000 youth staying on their own (i.e., not living with a parent or guardian or with their own children).

U.S. Compared to District (Homelessness)[7]		U.S.	Arizona	California	Nevada
1	Number of homeless in every 10,000 people – January 2018 / 2019	17 / 17	14 / 14	33 / 38	25 / 24
2	Unsheltered homeless – January 2018 / 2019	35% / 37%	41% / 45%	69% / 72%	56% / 53%

[3] Source: NLIHC
[4] ELI renters are households with an income at or below 30% of the HUD Area Median Income (AMI)
[5] VLI renters are households with an income at or below 50% AMI
[6] For both sets of rankings, Oregon and Hawaii were in either second or third place
[7] Source: HUD

The table below shows how homeownership affordability varies within the Bank's district compared with the U.S. average.[8] The Mountain Census Division, which includes Arizona and Nevada[9], and the Pacific Division, which includes California[10], had a higher increase in home prices from February 2019 to 2020 than the national average. The homeownership rate in Arizona and Nevada continued to be higher than California.

U.S. Compared to District (Homeownership)		U.S.	Arizona	California	Nevada
1	Increase in housing prices – February 2019 - February 2020	5.7%	8.1%	6.2%	8.1%
2	Homeownership rate – Q1 2020	65.3%	64.0%	54.4%	62.3%

Economic Conditions and COVID-19 Pandemic Impact

Economic conditions in the Bank's district affect the supply and demand of affordable housing just as they do in the U.S. overall. Data on poverty, health coverage, the COVID-19 pandemic, and employment show areas where the district has greater challenges than the rest of the U.S., which increase the need for affordable housing, and may make households more vulnerable to the pandemic due to a lack of affordable housing and healthcare.

Per the table below, the supplemental poverty rate was higher across the district than the national average. The percentage of households without health insurance was higher in Arizona and Nevada than California and the national average. Consistent with the U.S. overall, the Bank's district has experienced a large number of COVID-19 cases and deaths, and unemployment in the Bank's district increased sharply after the pandemic with California and Nevada experiencing double-digit increases. As the unemployment rate increases, so does the rate of households without employer-covered health insurance.

U.S. Compared to District (Economic Conditions and COVID-19)[11]		U.S.	Arizona	California	Nevada
1	Supplemental poverty rate – 2018	12.8%	14.0%	18.1%	13.5%
2	Households without health insurance – 2018	8.9%	10.6%	7.2%	11.2%
3	Reported COVID-19 cases / deaths – August 2020	5,972,356 / 182,622	201,835 / 5,029	699,909 / 12,905	69,228 / 1,305
4	Unemployment rate – June 2019 / 2020	3.7% / 11.1%	4.9% / 10.0%	4.2% / 14.9%	4.0% / 15.0%

Small businesses in the district continue to play a substantial role in employment, and thus affordable housing needs, as they do in the U.S. overall. The Small Business Administration data in the table below shows the percentage of the private workforce employed by small businesses in the district versus the U.S.

U.S. Compared to District (Small Business)	U.S.	Arizona	California	Nevada
Private workforce employed by small businesses - 2017	47.1%	43.5%	48.5%	42.2%

Small businesses in the district face greater challenges to obtaining credit than in the U.S. overall.

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[8] Source: item 1 - FHFA, item 2 – U.S. Census Bureau
[9] Other states in division are Colorado, Idaho, Montana, New Mexico, Utah, and Wyoming
[10] Other states in division are Alaska, Hawaii, Oregon, and Washington
[11] Source: item 1-2 U.S. Census Bureau, item 3 – CDC, ADHS, CDPH, NDPBH, item 4 - U.S. Bureau of Labor Statistics

According to the Federal Reserve Bank's 2020 *Small Business Credit Survey*, while 33% of firms with less than 500 employees experienced challenges related to credit availability in the U.S., 39% of firms in the San Francisco Federal Reserve district, which includes the Bank's district[12], experienced these challenges.

Lastly, high construction costs exacerbate the pressures on affordable housing demand by negatively impacting the supply of affordable housing in the district. AHAC has noted that construction labor shortages are a key driver of these costs. A 2019 Associated General Contractors (AGC) survey found that 83% of contractors in the West division of the U.S., which includes the Bank's district[13], had difficulty filling positions compared to 80% in the U.S. overall. A May 2020 AGC survey provides the following information on the pandemic's impact on construction in the U.S. West division:

- 45% of respondents halted a construction project that was scheduled to start in April, and 22% did so for a project scheduled to start in May.

- 35% of respondents that halted a project did so to comply with a state/local order to halt "non-essential" activity.

- 25% of respondents experienced project delays due to a shortage of personal protective equipment, 24% due to a shortage of construction materials, and 23% due to a shortage of workers.

Housing & Economic Needs Survey

In July 2020, the Bank sent a housing and economic needs survey to AHAC, community investment program members and sponsor participants, a housing associate, and other community organizations in the district. The survey included the following items:[14]

- What geographic area does your organization serve?

- Rank the following affordable housing needs.

- What income level has the greatest affordable housing need?

- Rank the following supportive service needs.

- Rank the following community lending credit needs and market opportunities.

- Rank the following impacts of the COVID-19 pandemic.

The Bank received 167 responses from organizations serving every county in the district.[15] Overall, the responses were consistent with AHAC input on district priorities, and report data on housing and economic needs in the U.S.

Respondents ranked these affordable housing needs as top priorities, listed in order of priority. Consistent with the national reports, rental and homeless housing continue to be key priorities. These housing types are not mutually exclusive.

1. Family housing

[12] Other states in Federal Reserve district are Alaska, Hawaii, Idaho, Oregon, Utah, and Washington; data not available at state level
[13] Other states in division are Alaska, Colorado, Hawaii, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming
[14] Complete survey and results are attached in the appendix
[15] Data is reported at district level and not by state given sample size and some organizations are active in multiple states

2. Rental housing

3. Homeless / supportive housing

4. Permanent housing

5. Non-supportive housing for households at or below 30% AMI

For housing needs by income level, 42% of respondents selected income at or below 30% AMI (Extremely Low-Income) as having the greatest affordable housing need, 41% selected 50% AMI (Very Low-Income), 16% selected 80% AMI (Low-Income), and 1% selected “Other” (defined by respondents as 120% AMI). This is consistent with the NLIHC reports on the lack of affordable housing for extremely low-income households across the U.S.

Respondents emphasized the importance of supportive service needs, ranking these services needs as top priorities, listed in order of priority. This ties with the national reports on how housing cost burdens make it more difficult for households to afford basic needs.

1. Health services (including mental health and drug treatment)

2. Childcare

3. Food assistance

4. After school care

5. Job training

Lastly, the district survey results are consistent with the national reports on the impact of the pandemic. Respondents ranked disaster recovery loans to small businesses as the top community lending credit need. In addition, respondents ranked these pandemic impacts as top priorities, listed in order of priority.

1. Unemployment and / or furloughs

2. Housing stability, evictions and / or foreclosures (includes increased homelessness)

3. Greater demand for affordable housing and social services

4. Increase in racial economic disparity

5. Greater demand for grants to businesses

The following sections highlight key information on housing and economic development needs and opportunities for each state in the district.

Arizona

Housing Affordability and Homelessness

NLIHC's *The Gap* report ranks Arizona number three in the U.S. for lowest number of affordable rental homes available for Extremely Low-Income (ELI) renters: 26 homes were available for every 100 ELI renters in 2018, and 73% of ELI renters had a severe housing cost burden. For every 100 Very Low Income (VLI) renters, there are 48 affordable homes available, and 34% of VLI households had a severe housing cost burden. NLIHC estimates that in 2020 the hourly wage needed to afford the fair market rent for a 2-bedroom unit in Arizona is $21.10 while the average renter wage is $17.46.

The Arizona Department of Housing (ADOH) *2019 Housing At-a-glance* report states that "Evictions continue to be a significant issue for households who have experienced a loss of income, or for other reasons have not been able to meet all of their financial needs, to include falling behind on their rents." The report notes that "In 2018, Maricopa County's court system issued 43,409 financial judgements and in Pima County, 12,409."

HUD's *Annual Homeless Assessment Report* states that 14 in every 10,000 people in Arizona were homeless in 2019 (10,007 total). The percentage of people experiencing homeless who were unsheltered increased from 41% to 45% from 2018 to 2019. Arizona ranks four in the U.S. for the percentage of unsheltered individuals (58.9%).

FHFA's April 2020 news release on the Housing Price Index states that house prices in the Mountain Census Division, which includes Arizona, increased by 8.1% from February 2019 to February 2020, higher than the national increase of 5.7% during that period. According to the U.S. Census Bureau, the Arizona homeownership rate in Q1 2020 was 64% compared to 65% in the U.S. overall. The *2019 Housing At-a-glance* report, referencing Zillow and HUD data, states that in 2018 the Arizona average home price was about $235,000 while the median family income was about $65,000.

Economic Conditions and COVID-19 Pandemic Impact

The U.S. Census Bureau states that the supplemental poverty rate in Arizona was 14% in 2018, higher than the U.S. rate of 12.8%. As of August 2020, there have been 201,835 reported COVID-19 cases and 5,029 reported COVID-19 deaths in Arizona according to the Arizona Department of Health Services. Consistent with the U.S. overall, the unemployment rate in Arizona increased sharply after the COVID-19 pandemic from 4.9% to 10.0%.

COVID-19 hit the Navajo Nation[16] especially hard. According to a CNN report in May 2020, the Navajo Nation "surpassed New York and New Jersey for the highest per-capita coronavirus infection rate in the US – another sign of COVID-19's disproportionate impact on minority communities." The report noted that the Native American territory had over 2,300 cases per 100,000 people, and that the reasons for this impact included multiple generations living in one home, lack of running water, and being in a food desert which requires people to travel far to purchase food.

[16] The Navajo Nation spans parts of Arizona, New Mexico, and Utah

California

Housing Affordability and Homelessness

NLIHC's *The Gap* report ranks California number two in the U.S. for lowest number of affordable rental homes available for ELI renters: 23 homes were available for every 100 ELI renters in 2018, and 77% of ELI renters had a severe housing cost burden. For every 100 VLI renters, there are 32 affordable homes available, and 48% of VLI households had a severe housing cost burden. NLIHC estimates that in 2020 the hourly wage needed to afford the fair market rent for a 2-bedroom unit in California is $36.96 while the average renter wage is $23.96.

Per HUD's *Annual Homeless Assessment Report*, homelessness in California continues to be exceptionally high compared to the rest of the U.S. The report notes that:

- On a Single Night in January 2019, nearly half of all people experiencing homelessness in the country were in three states: California (27% or 151,278 people); New York (16% or 92,091 people); and Florida (5% or 28,328 people).

- California has more than half of all unsheltered homeless people in the country (53% or 108,432), with nearly nine times as many unsheltered homeless as the state with the next highest number, Florida (6% or 12,476), despite California's population being only twice that of Florida.

- California also had the highest percentage of all people experiencing homelessness staying in unsheltered locations (72%, which was up from 69% in 2018), and highest number of unsheltered *individuals* (80%).

- California and New York had the largest numbers of people experiencing homelessness and the highest rates of homelessness, at 38 and 46 people per 10,000.

- California had the largest increase in homelessness in the U.S. 2018-2019 from 129,972 people experiencing homelessness to 151,278 (a 16% increase).

FHFA's April 2020 news release on the Housing Price Index states that house prices in the Pacific Census Division, which includes California, increased by 6.2% from February 2019 to February 2020. According to the U.S. Census Bureau, the California homeownership rate in Q1 2020 was 54% compared to 65% in the U.S. overall.

In 2019, the California Coalition for Rural Housing (CCRH) and Rural Community Assistance Corporation (RCAC) published the report *California Tribal Housing Needs and Opportunities: A Vision Forward*, which identified the following housing and economic needs in Native American communities:

- Overall need to increase the quality of existing sub-standard housing, including overcrowding.

- General need for increased housing production both on trust land and fee simple land, including increased demand for family starter homes, larger homes, and home purchase opportunities.

- Major infrastructure needs such as sewer and water systems.

- Lack of developable land due to topography, location, and the inadequate sewer and water systems.

- Limited access to skilled personnel and training due to geographic remoteness and other institutional factors.

- Difficulty in attracting, supporting and retaining housing professionals given available funding.

- Scarcity of funding for housing services programs.

- Barriers to using state housing programs.
- Need for dedicated funding for affordable housing development and rehabilitation.

Economic Conditions and COVID-19 Pandemic Impact

The U.S. Census Bureau states that the supplemental poverty rate in California was 18% in 2018, higher than the U.S. rate of 12.8%. A Public Religion Research Institute (PRRI) 2018 California workers survey stated that “Among California workers, nearly half (47%) are struggling with poverty” and that “A majority (60%) of Californians who are working and struggling with poverty are Hispanic.” In addition, the survey noted that Californians who are working and struggling with poverty are more likely than those who are not struggling with poverty to report that they or someone in their household has experienced each of these specific negative workplace events in the last year:

- Being injured on the job.
- Experiencing racial discrimination or bias in the workplace.
- Being paid less than the minimum wage.
- Having tips taken by another employee or an employer.
- Experiencing sexual harassment in the workplace.
- Having wages withheld without cause.
- Experiencing sexual assault in the workplace.

As of August 2020, there have been 699,909 reported COVID-19 cases and 12,905 reported COVID-19 deaths in California according to the California Department of Public Health (CDPH). A CNN report notes that, per CDPH, Latinos make up 53% of California's cases despite making up 39% of the state's population.

Consistent with the U.S. overall, the unemployment rate in California increased sharply after the COVID-19 pandemic from 4.2% to 14.9%. A June 2020 California Budget & Policy Center article notes the following pandemic impacts on employment in California:

- California lost twice as many jobs in two months (February – April 2020) due to the COVID-19 Recession as in 31 months due to the Great Recession.
- The majority of jobs California lost due to the COVID-19 Recession were in industries with low average weekly earnings.
- Employment for Black and Latinx women and Asian/Pacific Islander men fell sharply due to the COVID-19 recession.

Lastly, UC Berkeley’s Terner Center for Housing Innovation identified economic integration as a key need in California. The Terner Center reported that there is a “growing body of evidence that communities that provide low-income families access to good schools and safer, lower poverty, and less segregated neighborhoods improve outcomes for residents and boost economic mobility for children” but that only 5% of California’s large family 9% Low-Income Housing Tax Credits units placed in service between 2003 and 2015 were located in the state's most opportunity-rich neighborhoods, even though such neighborhoods account for 20% of the state's census tracts.

Nevada

Housing Affordability and Homelessness

NLIHC's *The Gap* report ranks Nevada number one in the U.S. for lowest number of affordable rental homes available for Extremely Low-Income (ELI) renters: 18 homes were available for every 100 ELI renters in 2018, and 81% of ELI renters had a severe housing cost burden. For every 100 Very Low Income (VLI) renters, there are 40 affordable homes available, and 43% of VLI households had a severe housing cost burden. NLIHC estimates that in 2020 the hourly wage needed to afford the fair market rent for a 2-bedroom unit in Nevada is $20.48 while the average renter wage is $17.42.

HUD's *Annual Homeless Assessment Report* states that 24 in every 10,000 people in Nevada were homeless in 2019 (7,169 total). Nevada had the highest rate of youth homelessness in the U.S., with 90 of every 10,000 youth staying on their own (i.e., not living with a parent or guardian or with their own children), and ranked four in the U.S. for the percentage of people experiencing homelessness who were unsheltered (53%).

FHFA's April 2020 news release on the Housing Price Index states that house prices in the Mountain Census Division, which includes Nevada, increased by 8.1% from February 2019 to February 2020, higher than the national increase of 5.7% during that period. According to the U.S. Census Bureau, the Nevada homeownership rate in Q1 2020 was 62% compared to 65% in the U.S. overall.

Economic Conditions and COVID-19 Pandemic Impact

The U.S. Census Bureau states that the supplemental poverty rate in Nevada was 13.5% in 2018, higher than the U.S. rate of 12.8%. As of August 2020, there have been 69,228 reported COVID-19 cases and 1,305 reported COVID-19 deaths in Nevada according to the Nevada Division of Public and Behavioral Health. Consistent with the U.S. overall, the unemployment rate in Nevada increased sharply after the COVID-19 pandemic from 4% to 15%. Per an NPR report, a May 2020 Census Bureau survey found that "two states with tourism-centered economies have suffered particularly hard financially. More than 58% of adults in Nevada and over 55% of adults in Hawaii report they've seen dips in their households' employment income since mid-March."

Addressing Needs & Opportunities: The Bank's Community Investment Programs

The Bank's Community Investment (CI) programs address the housing and economic needs and opportunities in the district. Below is a brief description of many of the Bank's CI programs accomplishments:

Affordable Housing Program (AHP)

- From 1990 through 2019, the Bank awarded about $1.1 billion for affordable rental and homeownership housing to over 133,000 low-income households[17] in the district through the AHP Competitive and Set-Aside programs.

- During this period, the Bank's AHP Competitive program awarded about $990 million for affordable rental and homeownership housing to over 125,000 low-income households in the district.

- From 2000 through 2019, the Bank's Set-Aside programs (WISH & IDEA) disbursed over $109 million for affordable homeownership, in the form of downpayment and closing cost assistance, to about 8,000 low-income households in the district.

- Based on extensive outreach activities over the past few decades, the Bank has found that both its AHP rental and homeownership grants serve a diverse population.

Access to Housing and Economic Assistance for Development (AHEAD)

- From 2004 through 2019, the Bank awarded over $15 million to over 500 economic development projects in the district through this discretionary program. These projects include job training, small business assistance, homeless services, and other services targeted to a diverse population.

Quality Jobs Fund (QJF)

- From 2017 through 2019, the Bank recommended over $43 million in funds contributed to program administrator New World Foundation to be awarded to nine economic development projects for creating over 11,000 quality jobs in the district through this discretionary program. The definition of a "quality job" is a job that pays a living wage, provides a safe workplace, and includes benefits such as healthcare, retirement savings, and paid time off. In addition, these projects provide small business assistance and job training to a diverse population.

Community Investment Cash Advances (CICA) & Letters of Credit (LOC)

- From 2001 through 2019, the Bank provided discounted member advances of over $10 billion and LOCs of over $3 billion for affordable housing and economic development in the district through the CICA programs.

- The Bank's CICA Advances for Community Enterprise (ACE) program, used to finance economic development, provided advances of over $3.9 billion and LOCs of over $500 million to create over 37,000 jobs for low- and moderate-income households in the district.

- The Bank's CICA Community Investment Program (CIP), primarily used to finance the purchase, construction, and rehabilitation of affordable housing, provided advances of over $6.4 billion and LOCs of over $2.5 billion to create over 80,000 housing units for low- and moderate-income households in the district.

[17] Includes very low- and extremely low-income households

Disaster Recovery

- From 2017 through 2019, the Bank donated about $300,000 to nonprofit community organizations for disaster recovery in the district, leveraging about $800,000 from members for this critical need through matching donations.

- From 2018 through 2019, the Bank also donated $100,000 directly to four nonprofit organizations providing disaster relief to wildfire victims in Northern and Southern California.

Sponsorships

- From 2009 through 2019, CI donated over $650,000 to nonprofit community organizations to serve other affordable housing and economic development needs in the district.

The data below demonstrates how the Bank has addressed district needs and opportunities in 2019 and responded to the COVID-19 pandemic:

AHP Competitive program

The Bank awarded over $44 million for 4,505 affordable rental and homeownership units in the district. There is a higher proportion of funds awarded in California[18], which reflects the higher development costs in the state. In addition, discussions with AHAC on the different state housing programs in the district suggest that another important factor is the larger amount of LIHTC funding available for housing in California. For example, per the state LIHTC agencies, California awarded 191 LIHTC projects in 2019 while Arizona awarded 13.

Regarding the housing priorities identified in state reports and the Bank's survey, the table below highlights how the AHP projects address these priorities based on whether they provide rental housing and the scoring categories for which they received points.[19] For the district overall, the projects awarded address the housing needs identified. To address household income needs, the Bank awards points to projects that have over 60% of the units dedicated to households at or below 50% AMI, which includes both Extremely Low-Income (ELI) and Very Low-Income (VLI) units. The projects awarded reflect this scoring with 57% of the projects having ELI units and 87% having VLI units. The scoring categories Homeless and Special Needs (which includes seniors and people with disabilities) also serve to promote the creation of ELI units since there is often overlap between ELI households and these populations. As shown below, a substantial percentage of AHP projects received points under these categories.

Award Data (2019)	Arizona	California	Nevada	Total
Amount awarded	$2,040,000	$41,282,250	$1,250,000	$44,572,250
Amount per capita in state	$0.28	$1.05	$0.41	N/A
Number of housing units	139	4,241	125	4,505
Number of housing projects	3	49	1	53
Rental projects	100%	98%	100%	98%
Homeless projects	0%	76%	0%	70%
Senior projects	100%	22%	100%	28%
People with disabilities projects	67%	57%	100%	58%
ELI (0-30% AMI) projects	0%	61%	0%	57%
VLI (31-50% AMI) projects	100%	86%	100%	87%
LI (51-80%) AMI projects	67%	63%	100%	64%

[18] State population statistics source for amount per capita: U.S. Census Bureau (2019)
[19] Excludes two California projects withdrawn as of July 2020; Project types are not mutually exclusive.

In addition to the project types listed above, a substantial portion of AHP projects are permanent housing and serve families[20], and all of the projects received points under the Empowerment scoring category, which includes points for having health services, job training, childcare, after school care, and / or a service coordinator. The Bank also has the scoring categories Community Stability, Donated Property, First-Time Homebuyers, In-District, Nonprofit Sponsor, Project Readiness, Rural, and Subsidy per Unit based on AHP regulation and needs identified by the AHAC over the years.

AHP Set-Aside programs (WISH & IDEA)

Per the table below, the Bank disbursed over $10 million in homebuyer assistance to provide affordable homeownership to 606 low-income households in the district. In contrast to the AHP Competitive program, there is a higher proportion of funds awarded to Arizona and Nevada than California. This reflects a combination of the affordable homeownership opportunities and Bank member participation in each state. When adding the per capita AHP Competitive and Set-Aside amounts, the figures for each state are $1.04 for Arizona, $1.14 for California, and $0.76 for Nevada.

Disbursement Data (2019)	Arizona	California	Nevada	Total
Amount disbursed	$5,526,300	$3,420,090	$1,061,970	$10,008,360
Amount per capita in state	$0.76	$0.09	$0.35	N/A
Number of households assisted	337	199	70	606
Average household AMI	63%	67%	65%	65%

The Bank made two revisions to its Set-Aside programs in 2019 to better serve low-income households:

- First, in April 2019, the Bank early adopted a provision the FHFA AHP regulation published in 2018 to increase the maximum Set-Aside homebuyer assistance subsidy from $15,000 to $22,000 per household. From April through December 2019, 56% of the Bank's disbursements to Set-Aside households in the district were over $15,000 using the new maximum subsidy amount.

- Second, in September 2019, the Bank revised the Set-Aside programs from a member allocation process to a first-come, first-served household reservation process in order to increase operational efficiency and allocate funds to households sooner.

AHEAD

The Bank disbursed $1.5 million through the AHEAD program to 55 economic development projects serving low- and moderate-income communities in the district. The funding was greater on a per capita basis in Nevada than in Arizona and California which reflects Bank member participation in each state.

Award Data (2019)	Arizona	California	Nevada	Total
Number of projects	5	41	9	55
Amount awarded	$135,000	$1,150,000	$215,000	$1,500,000
Amount per capita in state	$0.02	$0.03	$0.07	N/A

In addition, as a response to the California wildfires, the Bank awarded $781,250 for five AHEAD disaster recovery program grants to support communities in FEMA-declared disaster areas in Northern California.

QJF

The Bank awarded $20 million through the QJF program to four economic development projects to create about 3,000 quality jobs across the district.

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[20] While the Bank does not collect data on these specific housing types, an estimate that there is a substantial portion of this housing may be determined from the fact that 36% of the projects awarded in 2019 had unit sizes of three bedrooms or more.

COVID-19 Pandemic Response

Based on feedback from the FHFA, Bank members, and community stakeholders, the Bank implemented a Pandemic Response Program (Program) to support its members, nonprofit and small business partners, and communities within the district. This includes a zero rate advance program (Recovery Advance Program) and additional subsidies through other programs totaling over $10 million. Specifically, the Program includes the following:

Recovery Advance Program

The Bank created this 0% 6-month and/or 1-year advance (Recovery Advance) to support members in their efforts to respond to the COVID-19 pandemic in May 2020. During that month, Bank members transacted 356 Recovery Advances totaling $1.74 billion, which represents a Bank subsidy of $4.1 million to members.

Other Subsidy Programs

- The Bank increased the overall borrowing limits for the CIP and ACE discount advance programs from $8 billion to $13 billion, and individual Bank member borrowing limits for these programs to twice the existing eligible amount through the end of 2020. The Bank estimates that the total subsidy for these increased limits would be approximately $3 million. As of August 2020, the Bank approved over $150 million in CICA advances for three members above their prior limits, of which one member has transacted $76 million in advances. In addition, the Bank approved about $92 million in CICA advances specifically for pandemic relief *within member limits*, of which two members have transacted $29 million in advances.

- The Bank increased funding for the disaster recovery member matching grant program from about $300,000 to $1.8 million ($1.5 million increase) to assist nonprofits and small businesses impacted by the pandemic through the end of 2020. As of August 2020, the Bank has donated over $550,000 in pandemic matching funds to over 150 grantees, leveraging almost $1.1 million donated by 77 members.

- The Bank increased funding for the 2020 AHEAD program from $1.5 million to $3.5 million ($2 million increase) to support working capital, infrastructure, and capacity building for nonprofit organizations, tribal associations, and local governments in the Bank’s district which have been impacted by the pandemic.

In addition, QJF project intermediaries have responded to the pandemic to preserve quality jobs as follows:

- Trained workers on COVID-19 safety, food and housing assistance, unemployment assistance, and job skills to meet pandemic demand.

- Deferred loan payments and offered loan products for businesses to maintain liquidity.

- Provided technical assistance to businesses on raising capital and changing products and services to meet pandemic demand.

Lastly, the Bank is closely monitoring its AHP projects to manage any potential construction delays and operations issues related to the pandemic.

Conclusion and Performance Goals for 2021

In 2021, the Bank will continue to administer and manage the AHP Competitive and Set-Aside programs, the discretionary programs AHEAD and Quality Jobs Fund, and the Community Investment advances and letters of credit, CIP, and ACE. The Bank will consider the needs and opportunities shown in the research when policy decisions regarding any of the programs need to be made.

In addition, and to comply with the amended AHP Regulation, the Bank made the following changes to the AHP Competitive scoring for the 2021 application round taking into consideration the needs and opportunities identified in the Bank district and AHAC input:

- Revised the Targeting category related to owner-occupied projects to address household income targeting needs for project feasibility.

- Created a new 3-point scoring category to assist large families called Housing for Households Requiring Large Units.

- Revised the Promotion of Empowerment category to provide more flexibility for social services requirements per the amended AHP Regulation, and reallocate 1 point to the Community Stability category.

- Revised the Community Stability category to add 1 point for a Sustainable Building subcategory for net-zero energy certification, eliminate the transit frequency documentation requirement, and address economic integration needs in the district.

- Revised the Project Readiness category to reallocate 3 points to the Large Units category, and add .5 points to the subcategory for obtaining a building permit to give more weight to this important project milestone.

- Revised the Subsidy per Unit category to address affordable housing needs related to increased construction costs and demand for homeownership in the district.

- Updated the Implementation Plan scoring priorities and categories to align with the amended AHP Regulation requirements and naming conventions.

The above scoring changes may address some of the Native American housing needs within the district. Specifically, the new 3-point scoring category to assist large families could benefit Native American communities where intergenerational family housing and larger units are needed. The elimination of the transit frequency documentation requirement in the Community Stability category may also help Native American communities since many tribes have limited public transportation options and haven't benefitted from that scoring category in the past. The Bank will research creating a scoring category specifically for Native American projects, which is allowed under the amended AHP Regulation.

The Bank will also look at its Set-Aside program and determine if any changes need to be made to meet district needs.

The Bank will continue to perform ongoing outreach by developing and maintaining relationships with members and community organizations, creating opportunities to support and participate in conferences and workshops sponsored by community organizations, promoting relationships among the Bank, its members, housing associates and community-based organizations, providing technical assistance to community and economic development organizations on the Bank's community programs, and providing support to community organizations to link them with experienced partners in community development.

Such outreach efforts provide the Bank with additional information on existing and emerging housing and economic development needs and initiatives. In addition, the Bank provides regular updates to the Board and the AHAC on this outreach. The Board and the AHAC review progress and help identify new areas of opportunity to promote the Bank's community programs.

The Bank's 2021 quantitative goals related to its CI programs and outreach activities are provided in the following section.

Quantitative Goals

The Bank has established three quantitative performance goals to measure performance against the TCLP. By setting standards to support the implementation of the Bank's CI programs, these goals strengthen the Bank's focus on addressing needs and opportunities in the district.

CIP and ACE advances and letters of credit and AHEAD grants*:*
Transact Community Investment Program (CIP) and Advances for Community Enterprise (ACE) advances and letters of credit and award AHEAD grants.

2021 Goal	Meets	Exceeds	Far Exceeds
CIP and ACE advances and letters of credit and AHEAD awards (# of members)[21]	40	50	60

Management has decreased the first quantitative "Meets" goal from the 2020 goal below based on uncertainty regarding demand for CIP and ACE advances and letters of credit in 2021 due to the effects of the pandemic, and increased the "Far Exceeds" goal to make this a stretch goal.

Actively participate in and/or convene conferences, meetings, workshops, and other project-related events:
Promote understanding of the Bank's mission and CI programs and learn about district housing and economic needs through these events.

2021 Goal	
Actively participate in and/or convene conferences, meetings, workshops, and other project-related events[22]	35

Management has decreased the second quantitative goal from the 2020 goal below based on uncertainty regarding the number of conferences, meetings, workshops and other project-related events in 2021 due to the pandemic.

Member participation in AHP workshops and technical assistance:
Promote member participation in Bank-sponsored AHP (Competitive and Set-Aside programs) workshops and provide technical assistance to members on the use of the Bank's CI programs.

2021 Goal	Meets	Exceeds	Far Exceeds
Member participation in AHP workshops and technical assistance (# of unique members)	70	75	80

Management has decreased the third quantitative goal from the 2020 goal below based on uncertainty regarding the number of in-person workshops in 2021 due to the pandemic.

The tables below summarize the 2021 goals and 2020 goals achievement as of 8/31/20:

2021 Goals Summary		Meets	Exceeds	Far Exceeds
1	CIP and ACE advances and letters of credit and AHEAD awards (# of members)	40	50	60
2	Actively participate in and/or convene conferences, meetings, workshops, and other project-related events	35		
3	Member participation in AHP workshops and technical assistance (# of unique members)	70	75	80

[21] Members that sponsor a successful AHEAD grant application are counted separately from participation in CIP and ACE advances and letters of credit. This goal is tied to a 2021 corporate goal. This goal has changed due to a change in the corporate goals.
[22] Includes virtual meetings and webinars

2020 Targeted Community Lending Plan Update Goals Summary		Meets	Exceeds	Far Exceeds	As of 8/31/20
1	CIP and ACE advances and letters of credit and AHEAD awards (# of members)	47	50	55	82[23]
2	Actively participate in and/or convene conferences, meetings, workshops, and other project-related events	68			41
3	Member participation in AHP workshops and technical assistance (# of unique members)	80	82	87	78

[23] Includes 17 CIP and ACE members and 65 AHEAD members

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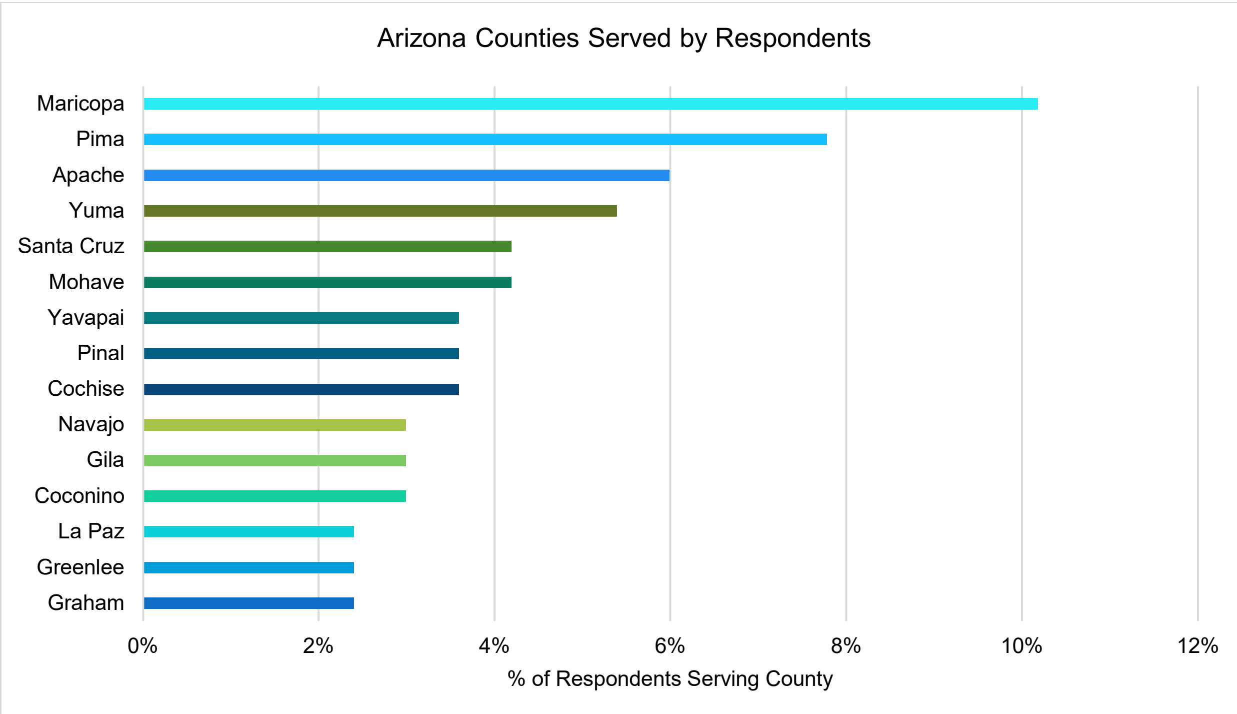
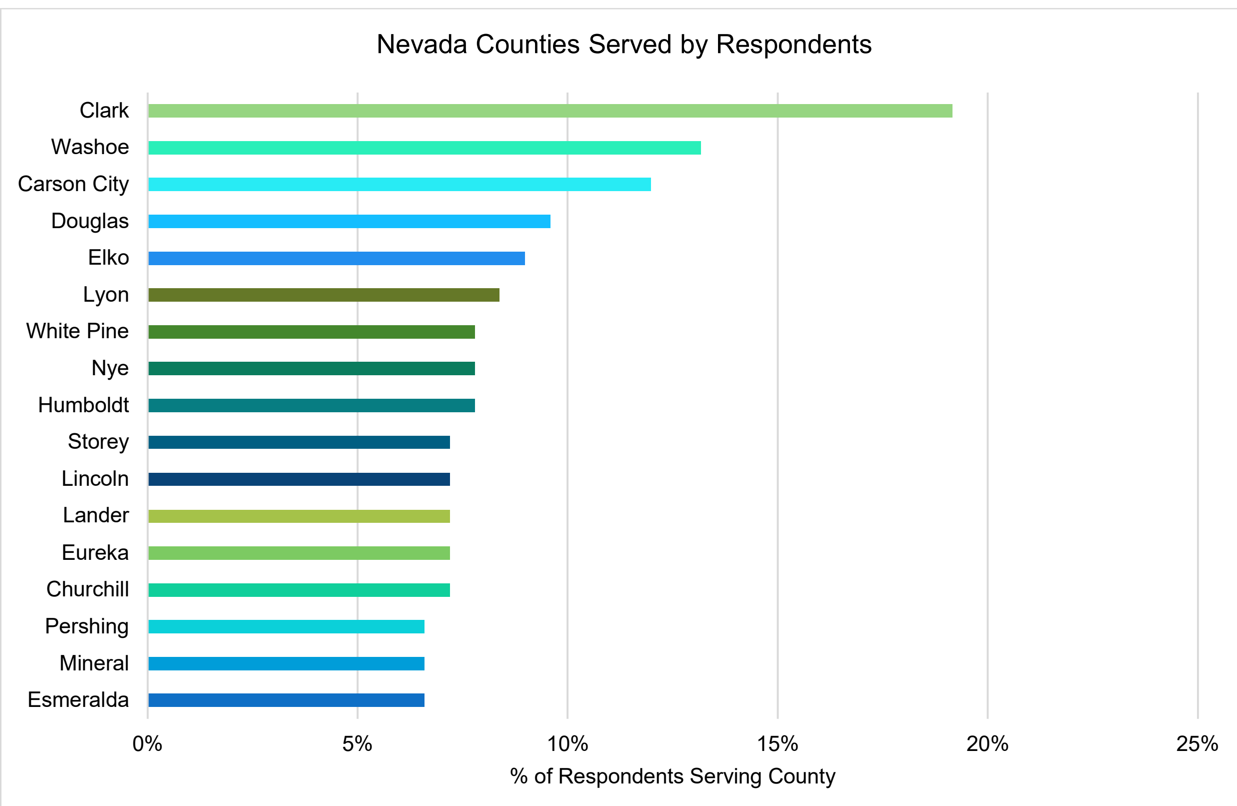
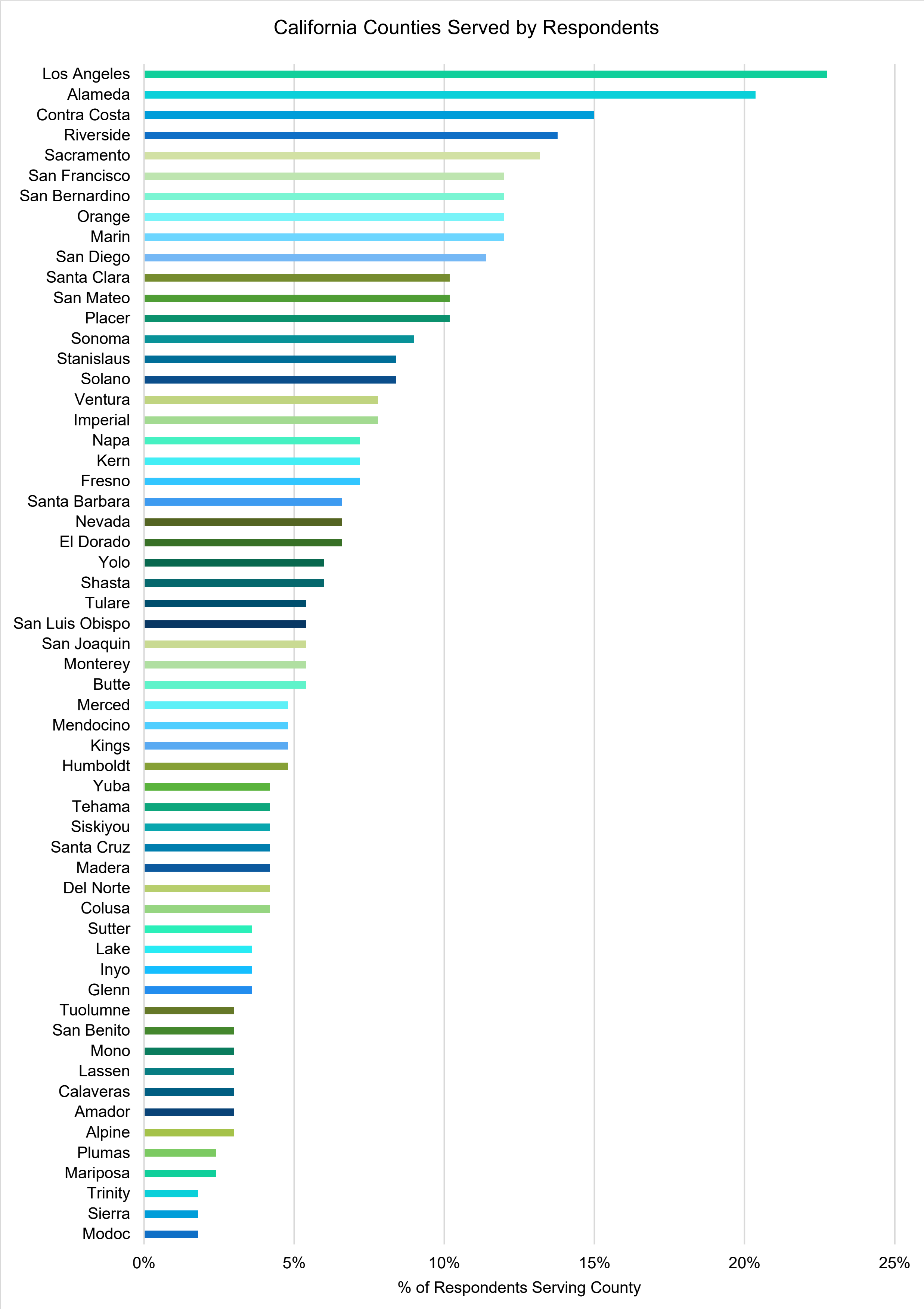
Appendix – 11th District Survey

Question 1: What geographic area does your organization serve? Counties are listed by state, check all that apply.

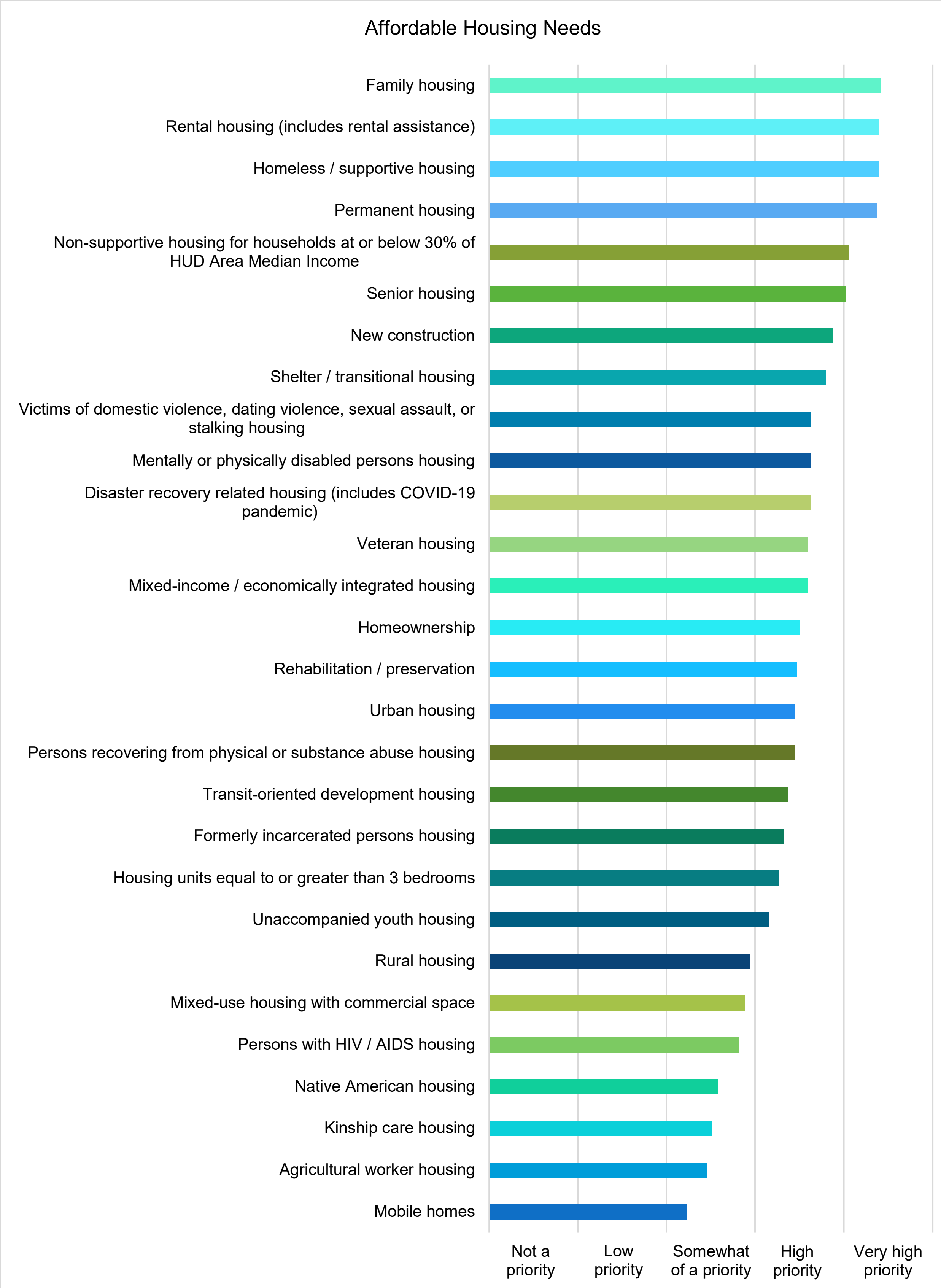




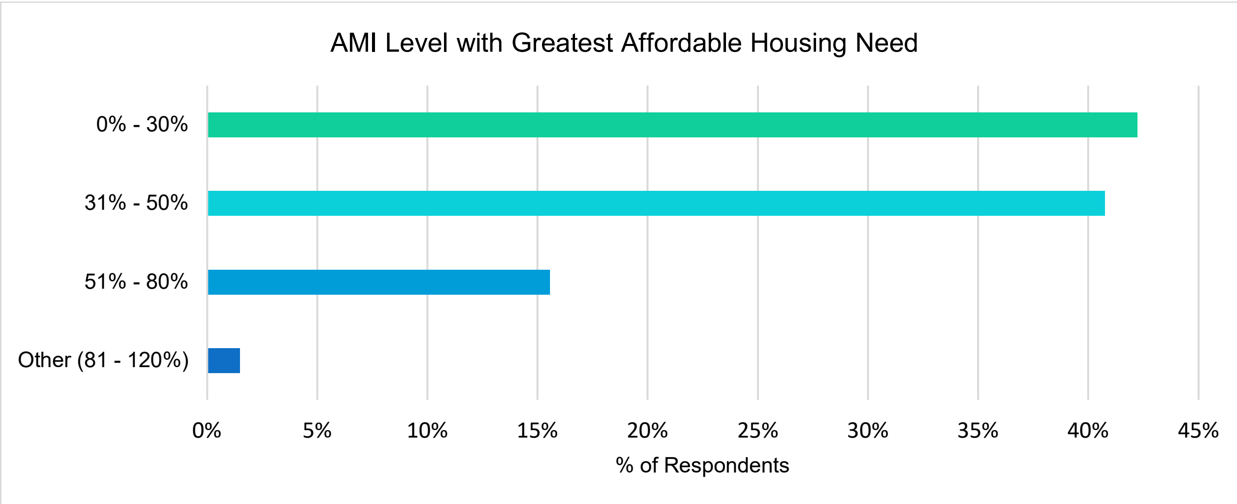


California Counties Served by Respondents
Los Angeles
Alameda
Contra Costa
Riverside
Sacramento
San Francisco
San Bernardino
Orange
Marin
San Diego
Santa Clara
San Mateo
Placer
Sonoma
Stanislaus
Solano
Ventura
Imperial
Napa
Kern
Fresno
Santa Barbara
Nevada
El Dorado
Yolo
Shasta
Tulare
San Luis Obispo
San Joaquin
Monterey
Butte
Merced
Mendocino
Kings
Humboldt
Yuba
Tehama
Siskiyou
Santa Cruz
Madera
Del Norte
Colusa
Sutter
Lake
Inyo
Glenn
Tuolumne
San Benito
Mono
Lassen
Calaveras
Amador
Alpine
Plumas
Mariposa
Trinity
Sierra
Modoc
0%
5%
10%
15%
20%
25%
% of Respondents Serving County

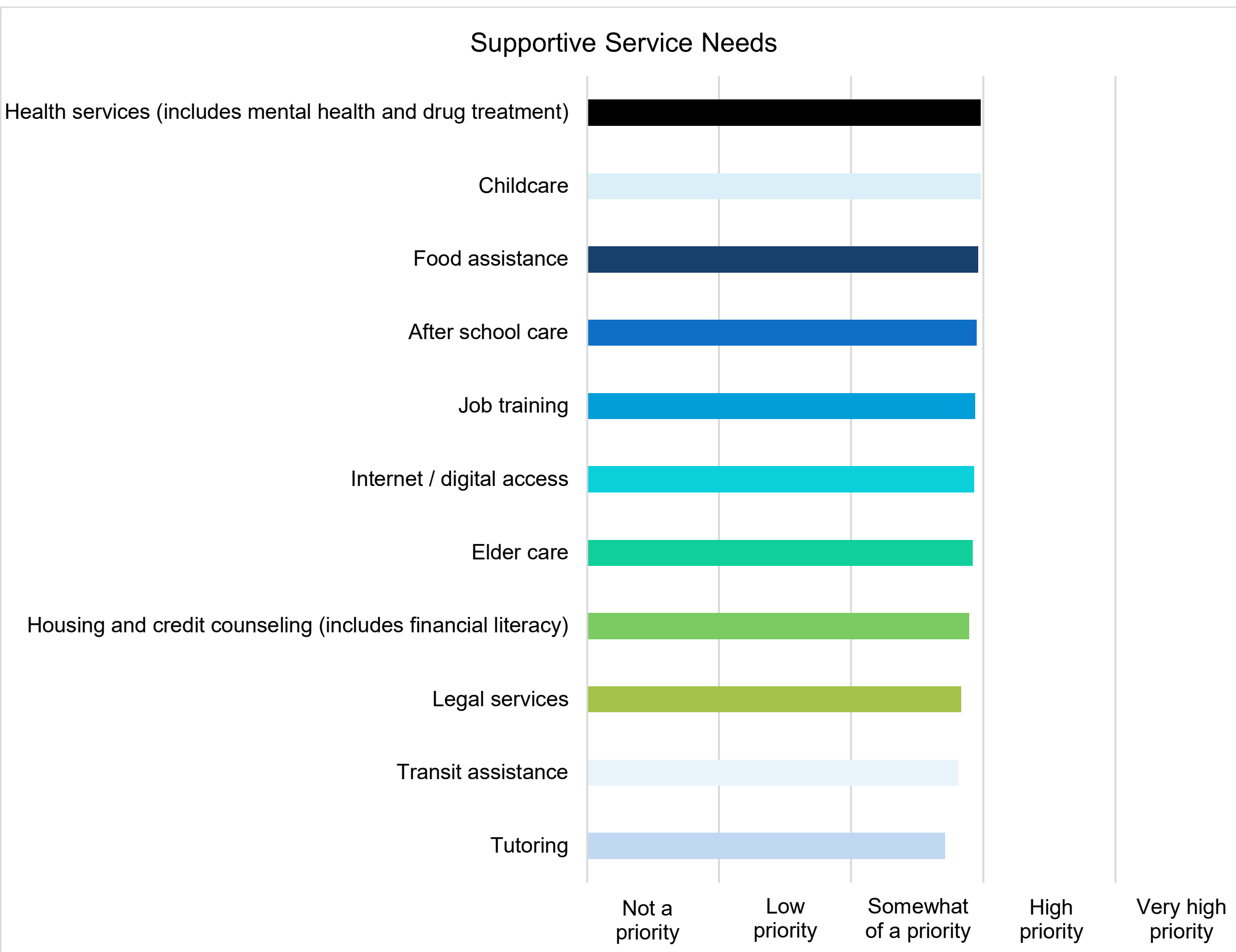
Question 2: Rank the following affordable housing needs in your geographic area by priority.



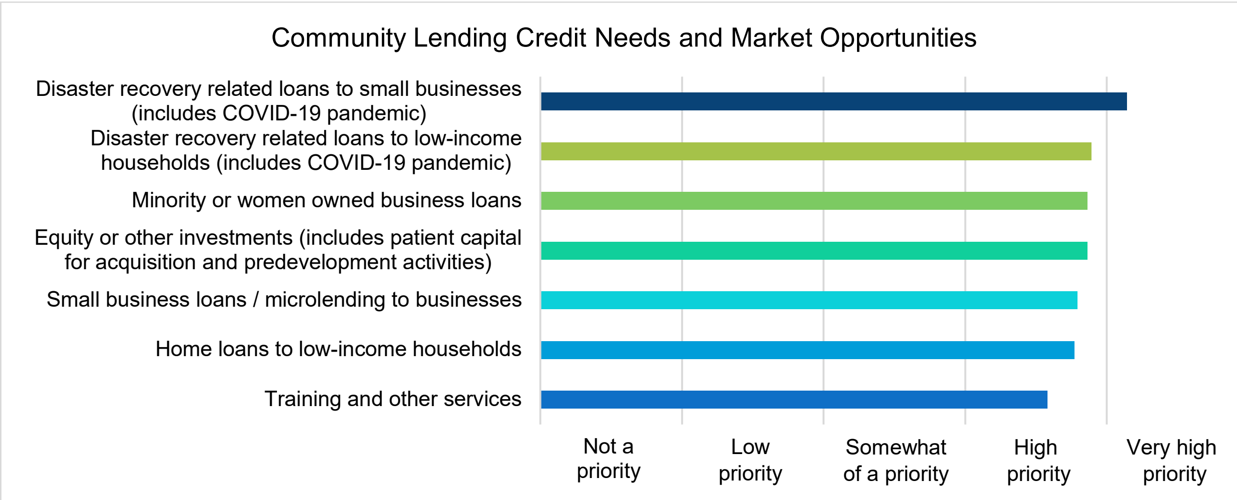
Question 3: What income level has the greatest affordable housing need in your geographic area as a percentage of the HUD Area Median Income? Select one only.



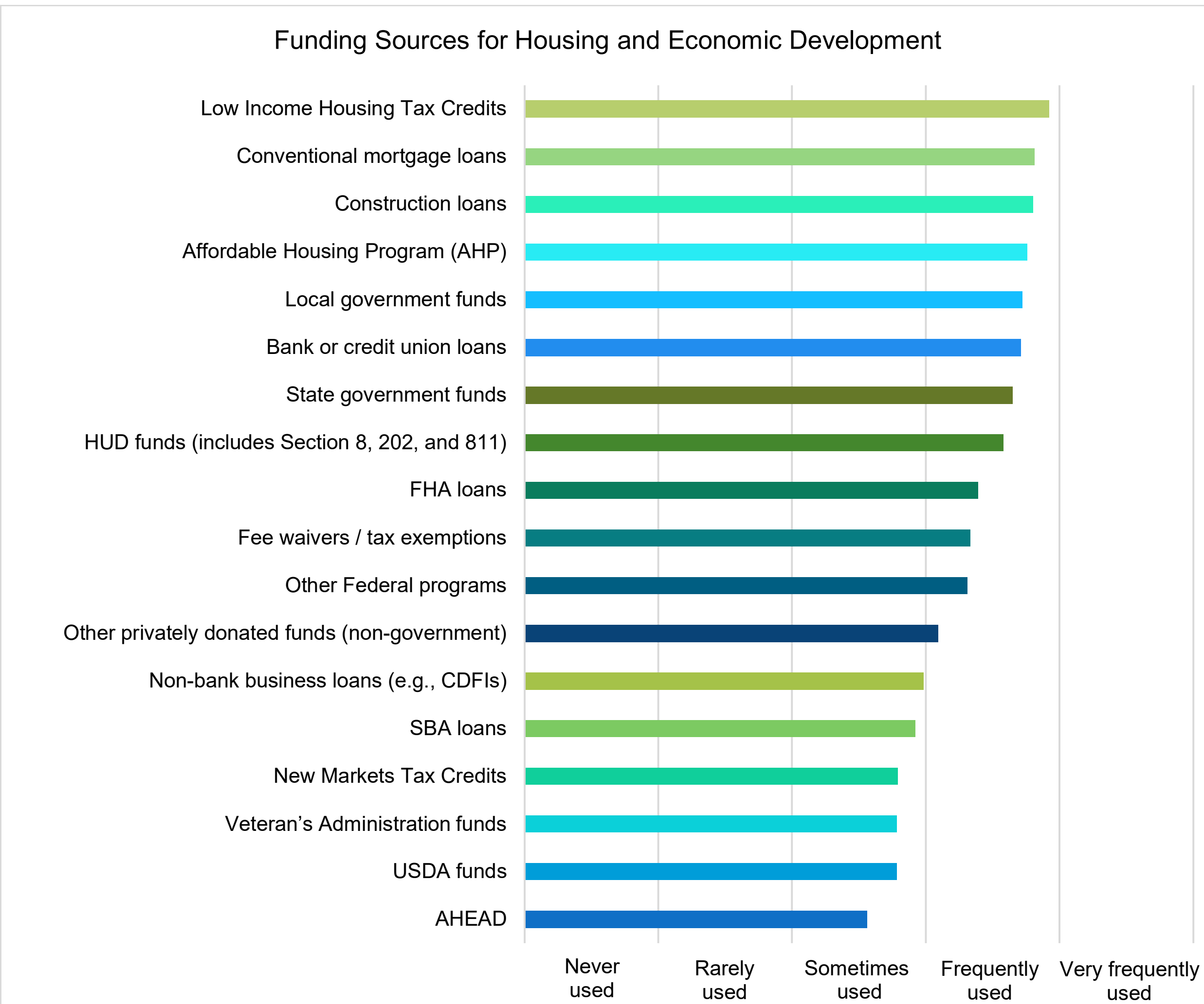
Question 4: Rank the following supportive service needs in your geographic area.



Question 5: Rank the following community lending credit needs and market opportunities in your geographic area.



Question 6: Rank the following funding sources for housing and economic development in your geographic area by frequency of use.



Question 7: Rank the impact of the COVID-19 pandemic in your geographic area on the following.