

**STATE OF CALIFORNIA**  
**CALIFORNIA HOUSING FINANCE AGENCY**

--o0o--

**BOARD OF DIRECTORS**  
**PUBLIC MEETING**

--o0o--

**Burbank Airport Marriott Hotel & Convention Center**  
**2500 Hollywood Way**  
**Burbank, California**

**Thursday, May 21, 2009**  
**10:07 a.m. to 12:14 p.m.**

--o0o--

Minutes approved by the Board  
of Directors at its meeting held:

July 9, 2009

Attest: \_\_\_\_\_

Reported By: YVONNE K. FENNER, CSR #10909, RPR

---

**Yvonne K. Fenner**  
**Certified Shorthand Reporter**  
**2256 Murieta Way**  
**Sacramento, California 95822**  
**Phone 916.531.3422 Fax 916.457.8369**  
**yfennercsr@aol.com**

A P P E A R A N C E SDirectors Present:

PETER N. CAREY, Acting Chairperson  
President/CEO  
Self-Help Enterprises

KATIE CARROLL  
For BILL LOCKYER  
State Treasurer  
State of California

LORI R. GAY  
President/CEO  
Los Angeles Neighborhood Housing Services, Inc.

LYNN L. JACOBS  
Director  
Housing and Community Development  
State of California

HEATHER PETERS  
For Dale E. Bonner  
Secretary  
Business, Transportation and Housing Agency

JACK SHINE  
Chairman  
American Beauty Development Co.

RUBEN A. SMITH  
Partner  
Adorno Yoss Alvarado & Smith  
A Professional Corporation

L. STEVEN SPEARS  
Acting Executive Director  
California Housing Finance Agency  
State of California

BROOKS TAYLOR  
For Cynthia Bryant  
Director  
Office of Planning and Research  
State of California

--o0o--

**CalHFA Staff Present:**

ROBERT L. DEANER, II  
Director  
Multifamily Programs

BRUCE D. GILBERTSON  
Director of Financing  
Financing Division

LORALYN HAMAHASHI  
Deputy Comptroller

THOMAS C. HUGHES  
General Counsel

CHARLES K. McMANUS  
Director  
Mortgage Insurance

JOJO OJIMA  
Office of the General Counsel

--o0o--

**Speakers from the Public:**

DOUGLAS K. AUSLANDER  
Managing Director, Credit & Financial Products  
Municipal Securities Division  
Citigroup

RICHARD GERWITZ  
Managing Director, Municipal Securities Division  
Citi Community Capital  
Citigroup

--o0o--

**Table of Contents**

<u>Item</u>	<u>Page</u>
1. Roll Call . . . . .	6
2. Approval of the minutes of the March 26, 2009 Board of Directors meeting . . . . .	14
Motion . . . . .	14
Vote . . . . .	14
3. Chairman/Executive Director comments . . . . .	7
4. Discussion, recommendation and possible action regarding federal assistance for state housing finance agencies . . . . .	18
5. Discussion and update regarding the Agency's financial strategies and action plan . . . . .	32
6. Closed session under Government Code sections 11126(e)(1) and 11126(e)(2)(B)(i) to confer with and receive advice from counsel regarding litigation . . . . .	64
7. Discussion, recommendation and possible action regarding the approval of one or more transactions to sell loans through a bond securitization program; Resolution 09-07.	65
Motion . . . . .	82
Vote . . . . .	83
8. Discussion, recommendation and possible action regarding the adoption of a resolution approving the Two-Year Business Plan for Fiscal Years 2009/2010 and 2010/2011 . . . . .	16
9. Discussion, recommendation and possible action regarding the adoption of a resolution approving the Fiscal Year 2009/2010 CalHFA Operating Budget . . . . .	16
10. Discussion, recommendation and possible action regarding CalHFA's implementation of Section 114 of the Fair and Accurate Credit Transactions Act of 2003 16 C.F.R. Section 681.2, also known as the "Red Flag Rule"; Resolution 09-10. . . . .	83
Motion . . . . .	85
Vote . . . . .	85

**Table of Contents, continued**

<u>Item</u>	<u>Page</u>
11. Report of the Chair of the Audit committee .	86
12. Reports . . . . .	86
13. Discussion of other Board matters . . . . .	87
14. Public testimony . . . . .	87
Reporter's Certificate . . . . .	88

--oOo--

1 BE IT REMEMBERED that on Thursday, May 21, 2009,  
2 commencing at the hour of 10:07 a.m., at the Burbank  
3 Airport Marriott Hotel and Convention Center, Glendale  
4 and Pasadena Rooms, 2500 Hollywood Way, Burbank,  
5 California, before me, YVONNE K. FENNER, CSR #10909,  
6 RPR, the following proceedings were held:

7 --o0o--

8 ACTING CHAIRMAN CAREY: This is the May 21st  
9 meeting of the California Housing Finance Agency Board  
10 of Directors. Thank you, Board Members, for taking the  
11 time to be here.

12 The first order of business is the roll call.

13 --o0o--

14 **Item 1. Roll Call**

15 MS. OJIMA: Thank you.

16 Ms. Peters for Mr. Bonner.

17 MS. PETERS: Here.

18 MS. OJIMA: Ms. Gay.

19 MS. GAY: Here.

20 MS. OJIMA: Ms. Jacobs.

21 MS. JACOBS: Here.

22 MS. OJIMA: Ms. Carroll for Mr. Lockyer.

23 MS. CARROLL: Here.

24 MS. OJIMA: Mr. Shine.

25 MR. SHINE: Here.

1 MS. OJIMA: Mr. Smith.

2 MR. SMITH: Here.

3 MS. OJIMA: Mr. Taylor for Ms. Bryant.

4 MR. TAYLOR: Here.

5 MS. OJIMA: Mr. Genest.

6 (No audible response.)

7 MS. OJIMA: Mr. Spears.

8 MR. SPEARS: Here.

9 MS. OJIMA: Mr. Carey.

10 ACTING CHAIRMAN CAREY: Here.

11 MS. OJIMA: We have a quorum.

12 ACTING CHAIRPERSON CAREY: Thank you, JoJo.

13 --o0o--

14 **Item 3. Chairman/Executive Director comments**

15 ACTING CHAIRPERSON CAREY: A couple of brief  
16 things. First, I'd like to mention that I've asked  
17 Reuben Smith if he would be willing to join the Audit  
18 Committee in the seat recently vacated by Carol Galante,  
19 and he was very nice to agree to do that. And so he is  
20 now a member of the Audit Committee.

21 One other thing for the Board, it appears that  
22 we're going to need to have a meeting in June to approve  
23 the business plan and the budget and with great hope  
24 that we'll have some sense of actions on a national  
25 level. And the starting point would be the 18th of

1 June, and so perhaps folks could check their calendars.  
2 And if that works, we could agree on that this morning  
3 and save a lot of back and forth.

4 MS. JACOBS: Okay. I know I'm not available.

5 ACTING CHAIRPERSON CAREY: You're not available.

6 MR. SHINE: I am not available.

7 ACTING CHAIRMAN CAREY: You're not available.

8 That starts to -- is the next day a possibility, the  
9 19th?

10 MS. JACOBS: No.

11 ACTING CHAIRMAN CAREY: No, okay.

12 MR. SHINE: It's a bad week.

13 MS. JACOBS: It's the Pacific Coast Builders  
14 Conference.

15 MR. SHINE: You'll be the only one there.

16 ACTING CHAIRMAN CAREY: What about the following  
17 week?

18 MS. JACOBS: But I'll be speaking so at least I  
19 can practice if there's nobody in the audience.

20 MR. SMITH: If I'd have known that, I'd have  
21 changed my plans.

22 ACTING CHAIRMAN CAREY: So just for JoJo's  
23 benefit since she's going to have to manage this,  
24 Ms. Jacobs, that week is out for you, pretty much?

25 MS. JACOBS: Um-hmm.

## Board of Directors Meeting - May 21, 2009

1           ACTING CHAIRPERSON CAREY: And, Jack, that week  
2 is out for you pretty much?

3           MR. SHINE: Yeah, that's a bad week.

4           ACTING CHAIRMAN CAREY: Okay. What does --

5           MR. SHINE: How about the following week?

6           ACTING CHAIRPERSON CAREY: What does the  
7 following week look like? The 25th? Any problems with  
8 the 25th?

9           MS. JACOBS: Possibly. The 26th would be okay,  
10 though.

11          MR. SHINE: Traveling on Friday?

12          ACTING CHAIRMAN CAREY: The 26th? Any problems  
13 with the 26th? Does that work, the 26th, Friday, the  
14 26th? For those who are --

15          MS. JACOBS: Ms. Carroll?

16          MS. CARROLL: Possibly.

17          MS. OJIMA: Mr. Smith?

18          MR. SMITH: I'm fine.

19          MS. OJIMA: Mr. Shine, the 26th?

20          MR. SHINE: If you need a quorum.

21          MS. OJIMA: Thank you.

22          MS. GAY: Fine with me.

23          MS. OJIMA: Thank you. Okay, the 26th.

24          MR. SMITH: Sacramento or here?

25          ACTING CHAIRMAN CAREY: I think the thought

1 would be here.

2 MR. SHINE: Oh.

3 ACTING CHAIRPERSON CAREY: Okay. With that, we  
4 will move on. And, Steve, you're up, discussion,  
5 recommendation, possible action --

6 MR. SPEARS: Well, just a few comments before  
7 that.

8 ACTING CHAIRMAN CAREY: Oh, I'm sorry, yeah.  
9 Every time.

10 MR. SPEARS: No worries.

11 The first thing is I think you'll hear a little  
12 more good news from staff today. The main thing is we  
13 have a new tool to help with growing delinquencies,  
14 lengthening delinquencies. We've announced a loan  
15 modification program. A bulletin went out.

16 It is very similar to the FDIC approach. It is  
17 not the President's plan, and the reason for that was  
18 the President's plan is geared off a net present value  
19 model, which we have to go back and look at how that  
20 impacts bondholders. Because our bond indenture is an  
21 old bond indenture and has 50-percent coverage for the  
22 life of the loan, there's almost no situation where  
23 there's a positive NPV. So rather than do that, we went  
24 back, followed the FDIC approach, and we think we have a  
25 program that will be very successful.

1           In the meantime, while we were designing this  
2 program, I placed a moratorium on foreclosures because I  
3 just thought it would be pretty tragic if we got done  
4 with the program, it worked really great, and  
5 unfortunately two weeks before somebody got kicked out  
6 of their house. It just didn't make any sense. But it  
7 has created a backlog of files, and so we've pulled I  
8 think -- Gary, am I correct? -- eight people, seven or  
9 eight people, to go from homeownership where not much  
10 activity is going on now over to loan servicing to pick  
11 up those files and start going through the process and  
12 try to speed up the process.

13           We've sent a bulletin out -- we've sent a letter  
14 out to servicers because we expect this tool and this  
15 new activity to improve their performance in servicing  
16 loans. We expect to see some -- some improvement. And  
17 we've let them know in a very professional way that we  
18 expect to see better performance and we're going to be  
19 looking at that. So it's something that we promised the  
20 Board at the last meeting, that we would start to get  
21 after, if you will, some of those servicers. So we've  
22 done that.

23           The other activity item is that we're back in  
24 the lending business. We have made CHDAP and school  
25 facility fee available for downpayment assistance again,

1 and we're going out close to June the 1st, it might be a  
2 little bit after that, with a 30-year fixed-rate loan  
3 product that we do not need bond financing for. It is a  
4 deliver for cash program where in partnership with  
5 Fannie Mae, with Bank of America/Countrywide or whatever  
6 they're called now, we will deliver these loans for cash  
7 to them for them to own, but we are now going to start  
8 being able to put CalHFA loans back out there or CalHFA  
9 back out there in lending, which is such a relief for  
10 staff.

11 Staff are frustrated right now. They work here  
12 to lend. They work here for the mission. They really  
13 want to get back out and get borrowers applying again  
14 for CalHFA loans. And that -- that will be happening  
15 very quickly.

16 Yes.

17 MS. GAY: Will the underwriting look similar to  
18 what we've seen in the past?

19 MR. SPEARS: Yes. And it has to. We've got --  
20 it will be similar. It's -- you know, we've got Fannie  
21 Mae as a partner. We've got Bank of America/Countrywide  
22 as a partner. It's -- I remember your comments of  
23 January. Understood.

24 The final thing before we get to item 4 on the  
25 agenda is that we still do not have news from Moody's.

1 We have one significant event. They have sent Bruce a  
2 significant piece of work product which is their first  
3 go at capital adequacy, if you will. They -- they take  
4 a look at what capital we have by their definition, make  
5 a list of all the risks they believe that are in our  
6 balance sheet, and then assign a capital charge to each  
7 one of those and then weigh those two numbers.

8 And finally they have sent Bruce a work product  
9 to look at, review. Had a very long conversation with  
10 them last Friday. Conversations continue on. There are  
11 a number of other issues that they're still looking at,  
12 but it is a step closer to some sort of rating action of  
13 some sort. It could be ten days. It would be two  
14 weeks. It could be another month. They are not given  
15 to putting out a schedule on these things.

16 They have had conversations -- and this is kind  
17 of getting us to our next agenda item. They have had  
18 conversations with our counterparts at the federal  
19 government that are working on the state FHA plan about  
20 should they wait, what's the package look like, and  
21 those conversations have been between the federal folks  
22 and Moody's. We don't know exactly what those  
23 conversations have been like. But it's action. You  
24 know, at this point we're happy with them taking as much  
25 time as they would like. Take your time, get it right.

1 In the meantime, we have the federal assistance package  
2 to look at.

3 --o0o--

4 **Item 2. Approval of the minutes of the March 26, 2009**  
5 **Board of Directors meeting**

6 ACTING CHAIRMAN CAREY: Steve, before you move  
7 on, let me correct an oversight on my part. I neglected  
8 to bring the minutes up for approval.

9 And so if folks have had a chance to review  
10 those minutes --

11 MS. JACOBS: Move approval.

12 MS. GAY: Second.

13 ACTING CHAIRPERSON CAREY: It's been moved and  
14 seconded. Roll call, please.

15 MS. OJIMA: Thank you.

16 Ms. Peters.

17 MS. PETERS: Yes.

18 MS. OJIMA: Ms. Gay.

19 MS. GAY: Yes.

20 MS. OJIMA: Ms. Jacobs.

21 MS. JACOBS: Yes.

22 MS. OJIMA: Ms. Carroll.

23 MS. CARROLL: Yes.

24 MS. OJIMA: Mr. Shine.

25 MR. SHINE: Yes.

1 MS. OJIMA: Mr. Smith.

2 MR. SMITH: Yes.

3 MS. OJIMA: Mr. Carey.

4 ACTING CHAIRMAN CAREY: Yes.

5 MS. OJIMA: The minutes have been approved.

6 ACTING CHAIRMAN CAREY: Thank you.

7 MR. SPEARS: Okay. A housekeeping item: You  
8 have several different handouts in front of you. I'm  
9 going to try to get these organized before we dive into  
10 the program --

11 This secret document, which the seal cannot be  
12 broken until into we get into closed session, is for  
13 item 6, closed session, so just set that aside, and  
14 we'll deal with that down the road under item 6.

15 We have something called CalHFA Board Meeting  
16 Tax-Exempt Bond Securitization, "TEBS." Do you have  
17 that? That goes -- it's already neatly hole-punched and  
18 everything. That goes under item 7 tab, so if you could  
19 just place that in your binder, that will come up  
20 conveniently under item 7.

21 Then you have two more handouts. One just  
22 simply says "CalHFA Board Meeting." Looks like this.  
23 You have all but one page of this in your -- so if you  
24 can just reach to the back of that little package and  
25 take off the last page. It says "Financial Results."

1 Looks like that. And that goes in the back of -- the  
2 very back, if you're going by your -- if you're going by  
3 your Board page numbers, it's the very, very last page  
4 of that.

5 MS. JACOBS: I have the wrong handout, sorry.

6 MR. SPEARS: This follows page 120 in your Board  
7 binder.

8 And once you've got those in place, the other  
9 handouts that you have are already in your binder, so I  
10 think once we complete those little tasks, we're ready  
11 to roll.

12 All right. So if we could start with the  
13 slides, Bryce.

14 ---o0o--

15 **Item 8. (Business Plan)**

16 **Item 9. (Operating Budget)**

17 MR. SPEARS: Behind tab No. 4 you have some  
18 slides that are also going to be on the screen. And if  
19 you go to the next slide.

20 This is the presentation outline for today. And  
21 as I notified you in the e-mail last week, without  
22 information from Moody's regarding their intentions on  
23 our rating, without more detail or any detail about a  
24 state HFA assistance package and the details that would  
25 apply to CalHFA, we just don't have enough information

1 to deal with items 8 and 9, which is the business plan  
2 and the operating budget. This will mainly be a  
3 briefing session.

4 The only choice was to not have this meeting and  
5 put all of this briefing and all of this updating plus  
6 the business plan plus the operating budget in a June  
7 meeting, which would again be a marathon session, which  
8 we thought it's better and more timely to do the  
9 briefing now, ask for your guidance, for your direction,  
10 on a couple of items, and then go to the June meeting  
11 with a lot -- with a lot more focus on just the business  
12 plan and the operating budget.

13 So we're going to brief you on the federal  
14 assistance plan. Bruce, Chuck and Lori are going to  
15 brief you on the financial strategies, our six months'  
16 accounting financial statements and our delinquencies  
17 and portfolio performance in item 5. And then we're  
18 going to go into closed session and have a continuing --  
19 a continuation of our discussion that we had at the last  
20 closed session. I don't think it will be long.

21 And then in item 7 we'll talk about this  
22 multifamily loan sale and securitization action. And we  
23 have Citibank here with us, bond counsel and Bob Deaner,  
24 Bruce, will all be involved in that discussion. We have  
25 one other or two other minor items that we'll have to

1 deal with besides that, but that's the bulk of what  
2 we're going to talk about.

3 --o0o--

4 **Item 4. Discussion, recommendation and possible action**  
5 **regarding federal assistance for state housing finance**  
6 **agencies**

7 MR. SPEARS: So let me move on to the next slide  
8 and move on to item 4, the possible federal assistance.

9 Since we put this slide together, things have  
10 progressed to the point where I think the status is that  
11 we could see an announcement on this very soon. A HUD  
12 official, a special -- a senior advisor to HUD Secretary  
13 Shaun Donovan testified this morning before the House  
14 Financial Services Committee on this package. It was a  
15 bit of a surprise. Nobody really knew. The testimony,  
16 I have a copy of it here. We can probably get copies  
17 for everybody. We just received it. I just barely had  
18 a chance to read it. But it looks like this is moving  
19 along.

20 This -- we've been in frequent contact. There  
21 is a working group. And the process that has been  
22 followed to this point is that Treasury has been the  
23 point on all of this. HUD weighs in on policy  
24 decisions, but options, proposals, have been floated up  
25 the line from Fannie Mae and Freddie Mac to FHFA and

1 then on to Treasury, and those have gotten vetted back  
2 and forth and back and forth. So the principals in all  
3 of this are the HUD and Treasury Secretaries and the  
4 White House, but we're not sure at what level at the  
5 White House.

6 So we know now that the principals have met with  
7 Treasury, the point individual there, and gone over a  
8 number of options, and they've come back with a lot of  
9 questions. And those questions are being answered, and  
10 more fact sheets are being put together.

11 And pricing now is the conversation of the day.  
12 In fact, Friday afternoon I received a call from the  
13 Treasury fellow that's the point person who started to  
14 talk about pricing. We got together with Bruce, Tim was  
15 involved, and a number of us on a pricing call with them  
16 on Tuesday. I found out later they were calling a lot  
17 of people around the country, not only other HFAs but  
18 also bankers to try to figure out how to price these  
19 various options.

20 They are still talking about a three-pronged  
21 approach, which is the way this testimony is written up:  
22 New bond money, so the ability to sell bonds to finance  
23 loans at a competitive rate; new liquidity to replace  
24 existing standby bond purchase agreements for existing  
25 variable-rate debt; and credit support for weaker

1 credits or threatened credits, those three things. And  
2 that's kind of come down to the basic package.

3 So the status, we believe right now, is this is  
4 all -- once they get the pricing determined in the next  
5 day or two, that an announcement could be made as early  
6 as Friday. And we've heard Friday. We've heard Monday.  
7 This has been just a terrific rumor mill.

8 But let's flip to the next slide and talk  
9 about -- in a little more detail what this would look  
10 like. But the federal government, and we're not sure  
11 how, would buy bonds, state HFA bonds. And the number  
12 that we've heard thrown around is \$30 billion of bonds  
13 nationwide over the next two years, which would be a  
14 tremendous amount of money. And if they would buy them  
15 at a rate that would allow us to mark them up a bit to  
16 pay the bills and then put a loan out there that would  
17 be competitive in the marketplace, that would be  
18 wonderful. But we're not sure of the number, and we are  
19 not sure yet of the pricing.

20 On liquidity, as we've told you before and Bruce  
21 can recap in the next segment, we have a lot of  
22 variable-rate debt that's out there that has attached to  
23 it standby bond purchase agreements that are coming due  
24 for renewal over the next two years, and they're being  
25 priced completely out of all bounds of reason to what

1 we've seen in the past, is the best way to put it.

2 So we need reasonably priced, reasonably termed  
3 liquidity facilities, and they're talking about that,  
4 but only for state HFAs with strong credit, which they  
5 define as Double A. For those state HFAs under threat  
6 of downgrade or with a weaker credit, they are  
7 discussing -- and I don't know where they are with  
8 this -- credit support. And their objective is to try  
9 to prevent a downgrade, try to prevent this watch from  
10 turning into a downgrade.

11 Well, our hope is that they will be able to do  
12 that, and we're not sure what form that takes yet, and  
13 we don't know what the pricing is with that. But those  
14 are discussions that are going on right now.

15 So it's very late in the game. We've discussed  
16 several different ideas with them, an idea to backstop  
17 Genworth claims, you know, for CalHFA and other whole  
18 loan states, an idea to backstop Genworth period, to  
19 provide us with a direct pay letter of credit. We've  
20 talked about a number of different options. We're just  
21 not sure which one they liked and are proceeding on.  
22 They may have a whole bunch of them that they take up to  
23 the HUD and Treasury Secretary for discussion, just not  
24 sure yet.

25 So let me stop there, ask if there are any

1 questions. I don't have a lot of answers,  
2 unfortunately. Wish we did.

3 MS. PETERS: How many states fall into that  
4 third category with us?

5 MR. SPEARS: I know of the following: Vermont  
6 has already been downgraded, and they're on watch by  
7 both Moody's and S&P. Moody's has already put on watch  
8 for possible downgrade Wisconsin, Illinois, South  
9 Carolina -- who else, Bruce? Is that it?

10 MS. JACOBS: You would think Michigan. I don't  
11 know.

12 MR. SPEARS: Michigan, that's what we hear, is  
13 that Michigan is having its troubles. No rating action  
14 has happened. But I don't disagree, Lynn, I really  
15 don't.

16 Some of these state HFAs are not like us in the  
17 sense they don't hold whole loans. They may have had a  
18 huge decline in home values in Michigan, but if they are  
19 an MBS state and they hold MBS on their balance sheet,  
20 unaffected.

21 MS. JACOBS: They're unaffected.

22 MR. SPEARS: Right.

23 So -- and they may be FHA driven. And if  
24 they're FHA or they hold MBS, they don't have the real  
25 estate risk on their balance sheet that we do. So that

1 may be the -- that may be the answer. I'm not totally  
2 sure.

3 But I would guess somewhere in the neighborhood  
4 of six or eight of us altogether, including CalHFA.

5 And I know that -- I know that on Monday when  
6 the Treasury individual talked to us, he was also  
7 calling all around the country to other HFAs and getting  
8 pretty much the same information about pricing that --  
9 at present they don't believe that liquidity facilities  
10 were priced correctly in the past. I don't know. I  
11 can't be the judge of that. They were priced the way  
12 they were priced.

13 We put our capital structure together the way we  
14 did, and I believe it would be wrong for them to come in  
15 and plop down on top of us right now a theoretically  
16 correctly priced liquidity facility, given all the  
17 history. But we can only tell them what we can stand,  
18 how much pain we can stand, and let them make the  
19 decision.

20 So we'll -- as soon as we find out the details,  
21 I will e-mail all the Board members with the package.  
22 We'll let you know. We'll do a little analysis. We'll  
23 let you know how it impacts us as far as we can tell.  
24 Can't predict what it will be.

25 Here's one issue, though, and that is since we

1 don't know what it is exactly, I can't really tell you  
2 what level of authority it will take to accept it. So  
3 it's not beyond the realm of possibility, Mr. Chairman,  
4 that we would have to have some sort of emergency Board  
5 meeting to accept all or part of this. I don't think  
6 so, but I just want to put everybody on notice that  
7 that's a possibility.

8 MS. JACOBS: Question.

9 ACTING CHAIRMAN CAREY: Ms. Jacobs.

10 MS. JACOBS: Is there any possibility with an  
11 emergency Board meeting you can do it on the phone? I  
12 know I could ask over there, but.

13 ACTING CHAIRMAN CAREY: Mr. Hughes?

14 MR. SHINE: Oh, boy.

15 MR. HUGHES: Well, we have something of a  
16 history with this. There is a provision in the open  
17 meeting laws that allows for teleconference meetings  
18 with a variety of limitations. We as a matter of policy  
19 have elected not to do that in the past but sometimes  
20 limitations are great significant difficulties, but it's  
21 legally possible.

22 ACTING CHAIRMAN CAREY: There are great  
23 complications including the fact that every site has to  
24 be a public -- a noticed public --

25 MR. HUGHES: And it has to be -- those sites

1 have to be identified in the agenda notice that goes out  
2 ten days before, and they have to public -- they have to  
3 be posted for public access, and they have to be  
4 wheelchair accessible, ADA accessible, and so forth.  
5 There's a variety of things, but, yes. You can't use  
6 cellphones. You have to have a public place. It has to  
7 be a duplex system, a speaker phone system where  
8 everybody in the room can hear. And again, it has to be  
9 posted and made public in advance.

10 MS. JACOBS: I'm just wondering when you talk  
11 about an emergency meeting, which has a shorter notice  
12 period you would think?

13 MR. HUGHES: There are also provisions for  
14 emergency and special meetings. Those are somewhat  
15 different things, but they are very, very limited in  
16 what -- in the conditions that will trigger the ability  
17 to do that, so we'd have to go back and look. I'm not  
18 sure this falls within that frame.

19 ACTING CHAIRMAN CAREY: But that would certainly  
20 be an issue to look at, whether we could do that.

21 MS. JACOBS: Just if you need action right away,  
22 it's going to be a challenge to get a quorum that way.  
23 You might have one site in L.A. and one site in  
24 Sacramento, for example. Just to, you know -- if you  
25 have to have action right way. That's all. Just a

1 thought.

2 ACTING CHAIRMAN CAREY: Mr. Shine, did you have  
3 a --

4 MR. SHINE: Steve and I had a conversation a  
5 couple of weeks ago when I called to inquire about the  
6 status of Genworth, which I had read was getting  
7 precarious. And my question is -- not my question, my  
8 request is would you talk to us for a moment about  
9 Genworth, its impact on us if it fails, its impact on us  
10 if it's left alone and only penalized the way it's been  
11 penalized thus far. And I'd like to clarify because I'm  
12 concerned about Genworth being an off-site partner, so  
13 to speak, in the insurance, and here they are maybe  
14 precariously going broke. If they go broke, what is the  
15 impact on us and our financial statement and situation?

16 MR. SPEARS: Moody's downgraded all the major  
17 mortgage insurance companies in I think February --  
18 correct, Chuck?

19 MR. McMANUS: Yes.

20 MR. SPEARS: Although -- and before they did  
21 that, Genworth was the highest rated mortgage insurance  
22 company. Even after they did that I think they are  
23 tied --

24 MR. McMANUS: Second.

25 MR. SPEARS: -- they're second. So of all the

1 mortgage insurance companies, they're still rated, you  
2 know, in one of the highest of the group.

3           The way it impacts CalHFA is, as you will  
4 recall, 35-percent coverage on our single-family loan  
5 portfolio is -- is the primary coverage. On that  
6 35-percent coverage, 75 percent of that risk is laid off  
7 to Genworth. So when Moody's completes our calculation  
8 and they put up there the whole loan risk, they give us  
9 credit for what they think Moody's -- or, I'm sorry,  
10 Genworth will pay us on those claims.

11           In the past, before that downgrade, they would  
12 give us one hundred cents on the dollar of credit.  
13 After the downgrade, because of the rules that they have  
14 that at certain levels of credit rating for the MI they  
15 started giving less and less credit, so they only give  
16 us 25 cents on the dollar at the rating that it is now.

17           So the capital charge for that risk just went  
18 up, and I can't tell you how much but it's significant,  
19 as you can imagine, going from a hundred cents on the  
20 dollar to 25 cents on the dollar. And that's how it  
21 impacts us. An upgrade of Moody's would start to move  
22 that up from 25 cents to 50 cents to 75 cents to a full  
23 credit.

24           The first thing that we asked for of the federal  
25 government through our national association was a

1 backstop for Genworth for state HFAs -- for home loan  
2 states that rely on mortgage insurance, have a federal  
3 backstop for whatever they might not be able to pay.

4 I would note this, by the way, that in Moody's  
5 write-up of the downgrade, they said, "By the way, we  
6 don't really think that this will impact Moody's  
7 ability -- Genworth's ability to pay claims. Even  
8 though we're downgrading their credit, we don't believe  
9 that they will have a problem paying claims."

10 MR. GILBERTSON: Steve, I put up one of the  
11 slides from the later presentation, but it does kind of  
12 quantify the Genworth exposure in one respect.

13 MR. SPEARS: That's true.

14 MR. GILBERTSON: The second line shows the --  
15 what we believe the Genworth loss reserve should be for  
16 the insurance or the reinsurance they provide on our  
17 loans today. So as of March, we believe it would be a  
18 little over a hundred million dollars.

19 So if they were to fail, Mr. Shine, then that  
20 would --

21 MR. SHINE: At a hundred cents on a dollar, it's  
22 102 million?

23 MR. SPEARS: Yes.

24 MR. GILBERTSON: Yeah, as of March --

25 MR. SHINE: So if it's 25 cents on the dollar,

1 then it goes from a hundred million to 25 million?

2 MR. SPEARS: That's all they're giving us credit  
3 for.

4 MR. GILBERTSON: We would have to absorb the  
5 difference between the 25 million and the hundred  
6 million.

7 MR. SHINE: Is the downgrade reflected on this  
8 chart?

9 MR. GILBERTSON: No, these are actual expected  
10 loss reserves that they would have to pay.

11 MR. SHINE: The real world.

12 MR. GILBERTSON: Um-hmm.

13 MR. SPEARS: That's the real world. That is  
14 Genworth's --

15 MR. GILBERTSON: These are real delinquencies.

16 MR. SHINE: Okay.

17 MR. SPEARS: That is Genworth's contractual  
18 obligation to pay based on the delinquencies we have  
19 today.

20 MR. SHINE: And Moody's has downgraded them even  
21 though Moody's says they can pay anyway. And then once  
22 it's downgraded, that has an impact on us that we have  
23 to deal with in our dealings with Moody's, right?

24 MR. SPEARS: Yes, sir, that's correct. I  
25 understand how you feel.

1 MR. GILBERTSON: We live that every day,  
2 Mr. Shine.

3 MR. SPEARS: That's right.

4 When Bruce and I -- and one of the things I  
5 wanted to let you know, since the last Board meeting,  
6 Bruce and I made a trek to Washington, D.C. We took our  
7 case to a number of different people. We met with the  
8 national association, the NCSHA. We let the Governor's  
9 Office know while we were there what we were up to, and  
10 they offered their help in any way they could. We met  
11 with the Treasury Department. We met with Seth Wheeler.  
12 We met with both Fannie and Freddie, and we met with the  
13 FHFA director, the conservator of Fannie and Freddie,  
14 James Lockhart, and his senior staff just -- for about  
15 an hour and 20 minutes, just talking about CalHFA.

16 They were trying to understand the whole state  
17 HFA thing, but they understood that we represent a lot  
18 of the things that are going on piecemeal with a lot of  
19 the different HFAs around the country. So we thought  
20 this conversation would be valuable.

21 In that conversation we asked about the mortgage  
22 insurance companies. And although Mr. Lockhart was very  
23 attentive and listened very closely, the only time he  
24 spoke in the meeting was when this issue came up, and he  
25 said, "I'm working on that issue myself." And what he

1 told us was that his objective was not to get them  
2 upgraded, that they didn't think that they could endure  
3 that kind of pain from the federal government. Their  
4 objective was to find a way to help them enough to stay  
5 in business and pay claims.

6 MR. SHINE: But they wouldn't work toward the  
7 upgrading or the rating of them, just the ability to  
8 pay?

9 MR. SPEARS: That was what we -- I believe that  
10 we heard and I think, Bruce, you --

11 MR. GILBERTSON: I don't think -- the federal  
12 government doesn't want them to default on their  
13 obligations, but they don't want to provide such levels  
14 of capital support that their ratings would go back up  
15 to where they were historically. And this is all about  
16 reality and ability to pay claims and the theoretical  
17 assessment of credit quality and if you're taking credit  
18 exposure to Genworth, how much capital should be in  
19 reserve if they're going to have a Double A rating, for  
20 example, versus a double B plus, which is kind of where  
21 they are today.

22 MR. SHINE: Thank you.

23 MR. SPEARS: Other questions?

24 As soon as we find something out and can analyze  
25 it -- you're going to have to give us a little time

1 because I think if we just sent you a fact sheet on the  
2 package, I'm not sure it would make a lot of sense to  
3 you. So we'll get it, take a look at it, and send  
4 something out to you as soon as possible. And then  
5 we'll have to assess the need for a meeting or not, and  
6 I'll get together with counsel here at the table and  
7 figure out what's necessary.

8 So if there are not further questions on item 4,  
9 we'll move to item 5.

10 ACTING CHAIRMAN CAREY: All right.

11 --oOo--

12 **Item 5. Discussion and update regarding the Agency's**  
13 **financial strategies and action plan**

14 MR. SPEARS: So I've asked Bruce and Tim if they  
15 would give us a market update and an update on our  
16 financial strategies. I've asked Chuck in this section  
17 to give us an update on -- as soon as his phone is  
18 answered -- for Chuck to give us an update on the  
19 single-family portfolio delinquencies. And we've sliced  
20 it a lot of different ways than you've seen before. I  
21 think it will be very interesting for you.

22 And then I've asked Lori to come up at the same  
23 time, and at the back end of this presentation we have  
24 completed the first six months' financial statements and  
25 a summary. We put a draft of those financial statements

1 in your report section. I'm sure you've poured over  
2 those in detail and memorized all the numbers. We'll  
3 just give you a summary.

4 So without further ado, Mr. Gilbertson.

5 MR. GILBERTSON: Thank you, Steve, Members of  
6 the Board.

7 We've discussed this so many times I'm sure  
8 you're probably tired of hearing me talk, but we'll go  
9 through kind of similar slides. Some of the slides look  
10 very similar. They're updated to current information.

11 The first couple slides really deal with the  
12 municipal capital market, where are they, are they  
13 performing, and what -- what could an issuer like CalHFA  
14 expect to achieve if we were to go to the bond market.

15 So what we're finding is that there's limited  
16 participation from institutional investors when they  
17 consider the purchase of housing bonds. Most of the  
18 financings that are getting done are driven by the  
19 retail investor, individuals in-state that want  
20 tax-exempt securities for both state and federal tax.  
21 Most of the issuance is limited to single-family  
22 transactions.

23 In the multifamily space there are challenges  
24 with tax credit investors and things like that that are  
25 all subordinate financing and equity aspects of the

1 overall financing for an affordable rental housing  
2 property.

3 Two recent examples of single-family  
4 transactions are shown here. The Tennessee HFA issued a  
5 bond recently. The longest bond was a 20-year bond.  
6 They sold it to yield 5 percent. All of the bonds were  
7 sold to retail individuals, retail investors. Ohio  
8 issued a 30-year bond recently at a  
9 five-and-three-eighths, 30-year level. Again, all the  
10 bonds went to, you know, retail investors, rather than  
11 having money market funds or insurance companies or what  
12 we would consider institutional investors buying those.

13 If you compared the borrowing cost, the cost of  
14 funding, from these programs to what Freddie Mac has  
15 recently reported in their national survey of mortgage  
16 interest rates, you find that there's going to be a gap.  
17 The most recent survey from Freddie Mac showed that the  
18 national average 30-year mortgage loan was set at  
19 4.84 percent compared.

20 Remember, embedded in the loan rate or the note  
21 rate is compensation for a loan servicer. Typically  
22 that's 25 to 30 basis points. So the effective  
23 passthrough yield from the borrower's mortgage is closer  
24 to 4 and a half percent. So it's hard to run a program  
25 these days if your cost of borrowing has bonds at levels

1 of 5 percent or 5 and three-eighths if you can really  
2 only expect to achieve 4 and a half percent on the  
3 mortgage coupon.

4 Turning the page and looking at the  
5 variable-rate bond market, as you know we have a lot of  
6 exposure to floating rate securities. 3.8 billion of  
7 these are these variable-rate demand obligations. Over  
8 time since, you know, the big event last September,  
9 liquidity and credit concerns have abated somewhat.

10 We're now faced with some other challenges  
11 because of what we refer to as yield compression. We're  
12 in such a low interest rate environment that the  
13 historical relationships between a tax-exempt rate and a  
14 taxable rate are compressed upon one another and the  
15 normal relationships of 65 percent, a tax-exempt bond  
16 yielding 65 percent of a taxable bond, are distorted  
17 significantly.

18 We thought one way to share that with you was to  
19 show you what -- a recent reset of the SIFMA index.  
20 SIFMA is really just the tax-exempt weekly variable-rate  
21 or floating rate security index. It reset at 47 basis  
22 points two weeks ago. By comparison, Charles Schwab's  
23 California tax-exempt money market fund has an expense  
24 ratio of 45 basis points. So if they were only  
25 purchasing bonds, municipal securities that were right

1 on top of the index, where they should be, they would  
2 have little to no yield to pass through to their  
3 investor.

4 So we believe -- and we've talked to Charles  
5 Schwab in this regard. They're looking for bonds that  
6 have slightly higher yields. We'll call them storied  
7 bonds, if you will. And we have a lot of those in our  
8 portfolio. We've talked about this over time. We have  
9 depth of securities. We have Dexia-backed paper that  
10 has insurance that isn't a bond that the general  
11 marketplace would really desire, but to pick up  
12 additional yield, they will sometimes buy these so that  
13 they have yields they can pass through to their money  
14 market investor.

15 Continuing on to the last bullet on this page,  
16 it just lays out the relationship between LIBOR and  
17 SIFMA. LIBOR represents the taxable variable-rate  
18 index, and SIFMA would represent the tax-exempt index.  
19 One month LIBOR on that same date in May, May 6th, was  
20 at 39 and a half basis points, which produces a tax  
21 exempt to taxable ratio of 119 percent. So the investor  
22 that bought a SIFMA index bond is receiving 119 percent  
23 of the taxable interest they would have received if they  
24 had selected a federally taxable index. You can see  
25 that that's a dysfunctional marketplace. You receive

1 less yield for a tax-exempt investment.

2 One of the things that that causes is what we  
3 call basis mismatch. You've seen this chart before.  
4 It's in every Board report that we do on the  
5 variable-rate exposure of the Agency and our swap  
6 exposure.

7 Let me define for you quickly again what basis  
8 mismatch is. It's the difference between the interest  
9 rate that we pay to our bondholders who invest in our  
10 floating rate securities -- the VRDOs, the auction-rate  
11 securities -- and the variable rate that we receive from  
12 our swap counterparties and the contracts that we  
13 entered into with them. So we typically receive  
14 62 percent of LIBOR as the hedging ratio in an awful lot  
15 of our interest-rate swap contracts, but when we're  
16 paying 119 percent or higher, then we develop this  
17 mismatch.

18 So this chart has gotten worse over time. We  
19 thought -- the year represents a period from August 1 of  
20 each year, one of our debt service dates, to July 31st  
21 of the next year. So the 2008 time frame was August 1,  
22 2007, through last July. We had in the aggregate  
23 30 basis points of mismatch that represented almost  
24 \$50 million to the Agency of increased interest expense.

25 From the period of August 1 of 2008 through

1 April 1 of this year, it's grown to 125 basis points.  
2 It's grown for several reasons. We have failed  
3 auctions. We had an awful lot of bank bonds back in  
4 October and November. You've seen slides, and you'll  
5 see -- you'll get a reminder of that in a moment,  
6 \$1.2 billion of bank bonds at that time. We've whittled  
7 that down to something less than \$400 million today, but  
8 irrespective, we're still experiencing an awful lot of  
9 basis mismatch. We've quantified it at one and a  
10 quarter percent or 125 basis points. And for that  
11 eight-month period of time, it's already equal to  
12 \$30 million for the period.

13 I think I misspoke earlier. I said \$50 million  
14 for the year. That's the cumulative basis mismatch from  
15 when we started this strategy through July 31 of 2008.  
16 I apologize if I've confused you.

17 Here's our bank bond chart. It shows the almost  
18 \$1.2 billion of bonds that we had in early October. It  
19 shows the success we had between October, November and  
20 February 1 of 2009, where we got down to a point where  
21 we had \$130 million of bank bonds. It's spiked up a  
22 little bit in the last few months. It's been down again  
23 here in May, and I saw a note yesterday that we had  
24 another \$21 million of bank bonds that were successfully  
25 remarketed.

1           The significance of all of this is that it's  
2           very important for us to try on two dates a year,  
3           February 1 and August 1, to have no bank bonds in our  
4           home mortgage revenue bond indenture because it  
5           effectively allows us to access any accumulated excess  
6           revenues that may be available in the indenture to help  
7           pay swap settlement payments and other obligations of  
8           the Agency.

9           We do have some successes. It's, you know -- so  
10          we had some successful renewals with the standby bond  
11          purchase agreements, which is the liquidity support for  
12          the variable-rate bonds. In March, KBC Bank agreed to  
13          renew a \$65-million facility.

14          These -- because of the awareness of the  
15          marketplace, that the federal government is trying to  
16          provide assistance especially as it relates to liquidity  
17          facilities to the state HFAs, many of the banks are  
18          willing to provide a short-term extension. They range  
19          from three months to a year, most typically probably  
20          three to six months.

21          We also were successful in the negotiations with  
22          Bank of New York for a \$25-million facility in April.  
23          JPMorgan and Fannie Mae both also agreed earlier this  
24          month.

25          The only unsuccessful situation we faced was

1 with Calyon Bank. In April, after considering their  
2 options, they decided not to extend, so \$174 million of  
3 VRDOs became bank bonds, and that's embedded in this  
4 chart on the prior page. I just flipped back. It's --  
5 effectively it's the -- I guess that looks like green --  
6 the green bar that is shown, the top colored bar on that  
7 slide.

8 So we have some other renewals that we're  
9 facing. BNP Paribas is one of the banks that we're  
10 negotiating with. We believe we have an agreement with  
11 them, and that will be completed before the June  
12 expiration date. And then we have a renewal in July for  
13 \$120 million of liquidity with Fortis Bank. Interesting  
14 thing there is that BNP effectively owns Fortis these  
15 days, so we think we'll be successful there as well.

16 The other thing that we did -- and there's a  
17 Board report in the back of your binder today about this  
18 \$50-million private placement that we completed in early  
19 May. This was really an opportunity for us to enhance  
20 the liquidity position of the Agency. If you remember,  
21 in December we lost our warehouse facility with the  
22 State of California through the Pooled Money Investment  
23 Board because of some of the challenges the State of  
24 California faces. Effectively that line was frozen. We  
25 had to then honor the commitments we had made to

1 borrowers to purchase their loans with Agency liquidity.

2 This was an effort we went to the capital --  
3 didn't go to the capital markets direct. We went to a  
4 bank and negotiated a private placement so that we could  
5 fund those loans with borrowed capital rather than our  
6 own Agency resources. So it was net play of a  
7 \$28-million increase to the Agency's liquidity position.

8 You've seen this slide before. We've updated it  
9 now through May the 1st. It shows all of our debt  
10 outstanding in relative terms. It's color coded so that  
11 the red, the blues and the dark reds are kind of bonds  
12 that aren't exactly performing as we had hoped. The  
13 green and black numerals represent bonds that are  
14 performing better, although one could get into a lengthy  
15 debate about relative performance, I think.

16 Bottom line is we have a little over \$8 billion  
17 of bonds outstanding that we're hopeful that the federal  
18 assistance package will help us in many respects with  
19 all the color coded numerals. The auction-rate  
20 securities would be addressed, poorly performing VRDOs,  
21 and certainly any of the VRDOs that are in bank bond  
22 mode.

23 Thought we'd introduce this slide again. You've  
24 seen this. Again, this is the totality of our  
25 interest-rate swap exposure to a variety of

1 counterparties. We have \$4.2 billion of fixed payer  
2 swap notional outstanding as of May 1st, an additional  
3 277 million of basis swaps, for a grand total of  
4 \$4.5 billion. And the aggregate mark to market on those  
5 contracts as of May 1st was \$357 million to the Agency,  
6 meaning that if they were all terminated as of May 1st,  
7 we would owe our counterparties a payment of  
8 \$357 million.

9 With that, I think it's time to talk about the  
10 portfolio. I think Chuck and Lori are going to join me  
11 up here.

12 MR. McMANUS: Thank you. I'll begin on page 9  
13 and just try and hit highlights for you on the  
14 delinquency figures and then -- they sort of roll  
15 together, so at the end I think we can talk about it.

16 On page 9, you can see that the FHA and VA have  
17 very high total delinquency ratios. The Agency is a  
18 hundred-percent protected on those, so they are not a  
19 threat to our financial status.

20 If you drop down to conventional loans with MI,  
21 you can see we have a 13.95-percent delinquency rate.  
22 And of that, we have 8 percent of the portfolio is  
23 90 days plus, which is a probability that they will go  
24 to foreclosure and claim.

25 Those originated without mortgage insurance,

1 which means they're 80 percent and under, have a  
2 4.71-percent delinquency rate. And the MI cancelled  
3 means that the loans became less than 80 percent of the  
4 value of the property. The value of the property  
5 basically increased. And they have a 3.66 delinquency  
6 rate.

7 MR. SPEARS: And just as a note, that disparity  
8 right there, between those categories and the 13.95  
9 right above it, leads me to believe that a lot of people  
10 are becoming delinquent, walking away from their homes  
11 because they're upside down, not because they can't make  
12 the payment, they are upside down and they just don't  
13 want to be in that situation anymore.

14 MR. McMANUS: Okay. If we could go to page 10,  
15 I'd just point out three numbers to you. In the top  
16 30-year level amortization group, the conventional with  
17 MI, you go to the far right and you see a 10.21-percent  
18 delinquency rate. Down beneath it in the 40-year level,  
19 the conventional with MI is 12.43-percent delinquent.  
20 These are fixed payments. These are not exotic.  
21 There's no adjustable anything. But these are the --  
22 our loan payment because of the 40-year amortization  
23 period, and we still have a 12.43-percent delinquency.  
24 To me, the major cause, this product started in 2006,  
25 peak prices in the marketplace. These borrowers bought

1 houses whose value then dropped 30 percent over the next  
2 two years.

3 And finally down under the five-year IO for  
4 interest only, you see an 18-percent delinquency rate in  
5 the conventional with MI. And if you look to the left,  
6 the 90 day plus is at 11 percent. Those loans are  
7 highly unlikely to cure unless we can do a modification.

8 So, again, that product started in mid-2005, so it  
9 is -- was originated at the peak of the house prices,  
10 and that leads to people not having a way to stay in the  
11 house. They can't borrow against it. It's underwater.

12 If you go to page 11, I just will confirm that  
13 2006 theory. Under 30-year level up at the top, if you  
14 go to 2006 and go to the far right, you'll see a  
15 9.25-percent delinquency rate and above it 2005 -- this  
16 started in the middle of 2005 -- you have 8.85 percent.  
17 So these -- just the timing of when people got loans is  
18 driving their behavior as far as staying in the house.

19 The 40-year level, one of our lowest priced  
20 products, has a 22-percent delinquency rate. That is a  
21 fixed payment, the lowest payment we can give people,  
22 and no changes, and it's still got one out of five  
23 delinquent.

24 And finally down under the interest only, you  
25 can see 2006 is the peak at 20.94 percent, 2005 right

1 behind it, and 2007 at 15. So we just have a big batch  
2 of loans that all of a sudden are underwater,  
3 25-to-40-percent underwater, and it's being reflected in  
4 their delinquency behavior.

5 My final page is 12, I think. No, it's almost  
6 the final.

7 On page 12, we look at where are these  
8 delinquencies the worst. I'd recommend you take a pen  
9 and make a little arrow by the ones I'm going to mention  
10 to you. The top one is San Diego at 12.51. Drop down  
11 four to Sacramento at 12.66. Drop all the way down to  
12 Riverside, No. 8, at 12.94. And No. 10, San Bernardino  
13 at 18.81.

14 It starts in San Diego. It goes into Riverside  
15 and San Bernardino. And then there's a real bubble that  
16 burst in Sacramento. So those four counties are major  
17 issues for us.

18 MR. SPEARS: The difference between the San  
19 Diego and Sacramento count is that we have higher  
20 volume, so that's a problem. I think, again, the reason  
21 why you see a lower volume in some of these other  
22 counties, down in San Bernardino, Tulare, Kern, San  
23 Joaquin, those all -- our customers got taken away by  
24 subprime lenders, and it's fortunate for us now, it's  
25 unfortunate for them, but I think that's the reason why

1 you see smaller numbers down there. If we had -- if we  
2 had, you know, San Diego type numbers down, you know, in  
3 these other counties, we would be in a much different  
4 situation.

5 MR. McMANUS: But there are concentrations of  
6 where we have high delinquencies leading to high  
7 foreclosure in inventory. And on the inventory, I can  
8 tell you in San Diego we have 69 properties; in Los  
9 Angeles 16; in Sacramento 37; down in Riverside 35; and  
10 San Bernardino 18; and -- which is not on this list, but  
11 Imperial, which is east of San Diego, so it's all there  
12 together with Riverside and San Bernardino, we have 15.

13 So we have a real glut of REO, real estate  
14 owned, in the San Diego and adjacent counties, a  
15 concentration of our REO, then a big spot in Sacramento.  
16 So those are where we're very busy trying to repair and  
17 market the properties.

18 Finally on page 13, we look at servicers. And  
19 we've had a lot of discussion. We have three major  
20 servicers: CalHFA's in-house loan servicing, Guild, and  
21 Countrywide. And the total delinquencies you can see on  
22 the far right at 10.52, 13 and 13. We are closely  
23 monitoring the behavior.

24 Right now Countrywide doesn't seem to be getting  
25 the cures. They're an extremely large company and

1 servicing operation, and they're professionally run. I  
2 mean, they're very responsive and know what they're  
3 doing, but we're not getting the cure results from them.  
4 And we've compared the three, and they come out the  
5 worst, and CalHFA and Guild are pretty similar in their  
6 results so far in curing.

7 The rest of the delinquency facts can relate to  
8 how seasoned the book is, how seasoned the book of  
9 business is. So if you've got an old book, it's going  
10 to perform well. And we have an old book at CalHFA.  
11 We've got lot of loans from a long time, so -- but we're  
12 very -- working very closely on the loan modification  
13 program with these servicers on short sales where people  
14 can get out without tarnishing their record too much,  
15 and so it will be a focus for the next two years.

16 ACTING CHAIRMAN CAREY: Ms. Gay.

17 MS. GAY: I was trying to wait. I'm going to  
18 always have just a little bit of trouble when I hear low  
19 to moderate income families kind of boxed in to similar  
20 response patterns on servicing. Are we talking to the  
21 customers on our service platform at CalHFA, actively  
22 reaching out, having conversations?

23 MR. McMANUS: Steve, do you want me to answer or  
24 do you want to?

25 MR. SPEARS: To servicers or borrowers?

1 MS. GAY: Borrowers.

2 MR. McMANUS: CalHFA servicing. She's asking  
3 about CalHFA's.

4 MR. SPEARS: CalHFA servicing, we speak directly  
5 to borrowers, work with them on their monthly budgets,  
6 try to find surplus, try to find a way for them to  
7 rearrange their financing, enter into agreements. Some  
8 of them are successful, some not, but we deal directly  
9 with them.

10 MS. GAY: Okay. Let me ask a question. When  
11 you were mentioning about people kind of not paying  
12 because the valuation of the property is down, have you  
13 broken that out geographically in your conversation with  
14 both servicers and customers? And what I mean by that  
15 is what most of us see throughout the state is variation  
16 based on -- you know, if you're in Palmdale, this is a  
17 very difficult conversation. It's not a won't pay, it's  
18 a can't pay, versus a San Diego which might be a won't  
19 pay. Do you follow me?

20 MR. McMANUS: Yes. And, quite honestly, until  
21 we announced our loan modification program, we didn't  
22 have a lot to offer people.

23 MS. GAY: Right.

24 MR. McMANUS: I mean, we -- the only thing we  
25 could do was capitalize delinquencies and pay us back

1 over 18 months.

2 We now have what we think is a proactive loan  
3 modification program. The underwriting, you will be  
4 pleased to know, it is not standard underwriting. It is  
5 a cash flow developed with loan counseling helping, and  
6 it's cash flow. And if it can generate a \$200 surplus  
7 in your monthly cash flow after settling with your  
8 short-term creditors and what we can offer in interest  
9 rate reductions, extension of term, if you can -- we can  
10 get it to there and we have a willing borrower who wants  
11 to modify, then they will be approved for a modification  
12 program. And the payments will be the same for three  
13 years, and then they will step back up.

14 MS. GAY: Graduate back up.

15 MR. McMANUS: So that has just been sent out  
16 there, and the first step is to get them to loan  
17 counseling. I mean we're requiring homebuyer counseling  
18 for all of the candidates because they need to  
19 understand their cash flow, and then we will work with  
20 them. And we've trained them, but this has just really  
21 gotten out to the servicers now, and --

22 MS. GAY: Right.

23 MR. McMANUS: -- we'll know over the next three  
24 months if we're going to be able to modify a lot of  
25 loans.

1 MS. GAY: Thank you. I ask those questions  
2 because we see that across the country, servicers are  
3 just now starting to get it and it's been a while. But  
4 they're just now starting to get it, and with the making  
5 home affordable plan, they've got to get a whole new  
6 plan. So given fixed-rate product, I was asking because  
7 I was curious, very different than the adjustable  
8 business, you know. And so if someone stops paying and  
9 it was something they could really afford from the  
10 beginning, then usually the thought is that either  
11 they've lost their job, there's been some life change.  
12 And so I just want to put that on the record because I  
13 think it's important.

14 And I think it's also important to say there is  
15 a notion of my home's not worth as much so maybe I can  
16 walk away, but that's -- that's not typically what most  
17 of us who are in this business have been seeing.

18 MR. McMANUS: Yeah. Our goal is not to help the  
19 people that are looking for an economic mark my house  
20 down to half because that's all it's worth. It's those  
21 that have had a hardship, and we'll work with them if  
22 they've had a hardship.

23 MS. GAY: Good.

24 MR. McMANUS: And that's our step one, is to  
25 verify that there has been a problem and then we'll work

1 with it and make cash advances.

2 MS. GAY: Thank you.

3 ACTING CHAIRPERSON CAREY: Go ahead.

4 MR. SPEARS: The comment that I made about  
5 borrowers being underwater is strictly anecdotal. I'm  
6 starting to talk to at least one a week because they  
7 want to talk to the person in charge. And I talked to  
8 an individual in Lancaster, teaches for the L.A. Unified  
9 School District, wants to do the right thing, doesn't  
10 want to walk away from the house, but asked me, "Why  
11 should I stay in this house? Why should I keep making  
12 my payments?"

13 MS. GAY: It's out there.

14 MR. SPEARS: And it's out there. Up to this  
15 point, we haven't had any good news about home prices  
16 bottoming out and coming -- I've instructed staff as  
17 soon as we start hearing anything that's of any kind of  
18 word of encouragement, I think we need to go on a  
19 full-out campaign to emphasize to borrowers, "Stay in  
20 these homes. Make your payment. This is an asset that  
21 can turn around. And, you know, if you walk away,  
22 that's on your record and you're out of this for  
23 whatever period of time," and there's some disagreement.  
24 I think it's seven years.

25 "So think of it this way: In seven years, you

1 stay in the house, make your payments, seven years where  
2 do you think that house value is going to be at that  
3 point down the road? You'll be way better off. Don't  
4 do this." And just hoping that they will stop and think  
5 before they mail us the keys.

6 But I'm not -- it's all anecdotal, though.

7 MS. GAY: Well, I don't think you can start that  
8 messaging too soon.

9 MR. SPEARS: Not quite.

10 MS. GAY: You know, it's -- I'm going to just  
11 encourage you about that.

12 And then I think the other side of it is when  
13 families are paying for loan modifications, they could  
14 be paying you. And so it's that simple. People are  
15 spending -- one in three of our customers -- we see 2000  
16 people a month just in L.A. County -- are paying three  
17 to ten thousand dollars for a loan mod. I look at that  
18 and they need to pay CalHFA. You know what I'm saying?  
19 It's just there's nothing to discuss there. And so I  
20 think that families are confused, many of them. And so  
21 clear messaging from this Agency and any other servicer,  
22 I think, is relevant now versus later, if you can do it.

23 ACTING CHAIRMAN CAREY: Thank you.

24 MS. HAMAHASHI: Okay. We'll go over the slide  
25 on page 14. This slide was developed to show you the

1 reserves for both the Insurance Fund and the Housing  
2 Finance Fund, along with the estimated Genworth portion  
3 of the loss reserves. Because of the 35-percent MI  
4 coverage in the Insurance Fund, there is a GAP insurance  
5 loss reserve set for the other 15 to make up -- to come  
6 up with the 50 under the indenture. And of the 35  
7 percent that's reserved in the Insurance Fund, 25  
8 percent is what we book, and the other 75 is the risk  
9 that Genworth takes.

10 So if you look at the numbers for December,  
11 right now we have -- the Insurance Fund loss reserves  
12 are set at close to 26 million. We're estimating that  
13 Genworth loss reserves are 76.6. The additional  
14 15-percent GAP coverage is close to 45.

15 We also have a loan loss reserve on delinquent  
16 loans, and this is estimated losses not covered by  
17 either the primary MI or the GAP.

18 So the last line item in there is the REO, the  
19 market value adjustments for the properties that we  
20 currently have in our portfolio.

21 So the total that we have for December '08 is  
22 163.7. This is about a \$45-million increase from  
23 September. And using the delinquency reports that we  
24 have for the period ending in March, we show that at the  
25 end of March we will be increasing the reserve up to

1 222 million, an increase of a total of 60.

2 MR. GILBERTSON: So I think the point with that  
3 is that we're actively reserving as we experience and  
4 see the delinquencies develop. Of course, we don't know  
5 the end game. You know, these are reserves. Hopefully  
6 we won't have to pay all of this out, but time will tell  
7 as these things evolve.

8 MR. SPEARS: This is a combination of accounting  
9 reserves and contractual obligations. The Genworth  
10 line, that's their contractual obligation to step up and  
11 pay claims on delinquencies that we see right now.  
12 These reserves, this is not mark to market. We don't go  
13 to the \$6.5-billion portfolio and mark it to what -- if  
14 we sold it off today what it would be. Those are  
15 accounting reserves.

16 The capital reserves contained in our fund  
17 equity, \$1.7 billion has capital reserves that we have  
18 for losses that come up in the future for loans that  
19 become delinquent in the future. And we gradually pull  
20 out of that fund equity into these accounting reserves  
21 as those losses -- as those delinquencies materialize  
22 down the road.

23 So it's a little confusing. We don't have to  
24 mark to market because we're not an investor. We hold  
25 these loans to maturity, but I just want to make sure

1 you understand that these are what the accountants do.

2 There's no question that in our \$4.4-billion  
3 conventional loan portfolio that we will have more  
4 delinquencies roll forward in the future. No question  
5 about it. And as you can see, we went from 118 million  
6 to 163 to 222 for accounting reserves, and those will  
7 keep going up and keep getting hit along the way.

8 I -- you know, this is what the battle is with  
9 Moody's over our real estate risk. How much do we have  
10 in our capital reserves to -- to withstand future  
11 losses. And we believe that we have adequate reserves  
12 to do that.

13 ACTING CHAIRMAN CAREY: Mr. Shine.

14 MR. SHINE: So you're saying that the  
15 222 million that you estimate that we have as of now is  
16 a floating number from which you deduct losses you have  
17 to take care of and add in terms of how much you put  
18 away each month to increase the reserve account. Is  
19 there any particular goal level that you have in mind  
20 for the 4.3 billion, whatever it was, \$4 billion-300  
21 million, the 222 million of reserve? Because the focus  
22 seems to be on our reserves and our ability to withstand  
23 loss of value and having to come up with the money.  
24 222 million on a \$400-million thing, that's pretty darn  
25 good, I think.

1 MR. GILBERTSON: It's 5 percent.

2 MR. SHINE: Well, yeah.

3 MR. GILBERTSON: That is good.

4 I think what we got to remember here is we  
5 don't -- we don't reserve for the portfolio. The  
6 reserving that's going on here is based off -- and Chuck  
7 should probably walk you through at a high level how the  
8 reserve calculation is done for the Insurance Fund, for  
9 example. He's looking at the stage of delinquency for  
10 various borrowers. He's looking at the year of  
11 origination to determine what the frequency of default  
12 as well as the severity of the loss will be and  
13 comparing that to the obligations that he has as the  
14 primary mortgage insurer on those loans.

15 And so the similar thing is being done for  
16 Genworth and then the GAP policy as well. But again,  
17 it's not portfolio-wide. It's what we see today as far  
18 as an expectation for borrower performance based on the  
19 status of their loan payments.

20 Chuck, do you want to add anything to that on  
21 reserve methodology?

22 MR. McMANUS: Yeah, the key concept is we're  
23 reserving for loans that are delinquent today based on  
24 our pretty good guess on which ones will end up in  
25 foreclosure and result in claims, and we have enough

1 money to pay all of those claims.

2 In addition, we take in premium on the insured  
3 business going forward, so there will be income to pay  
4 some of the new foreclosures coming in the future. And  
5 so, you know, there's even some good news. If the thing  
6 turns, we all of a sudden make money, rather than losing  
7 money.

8 MR. SHINE: Am I correct in looking to see  
9 there's 222 million of reserves set aside for a loss of  
10 about 10 percent of -- about 430 million of problems; is  
11 that right? You have a 9.82 percent of 4-billion-three.  
12 Am I looking at this right? On page No. 122 or your  
13 page 12.

14 MR. GILBERTSON: If we go I think here --

15 MR. SHINE: Am I off a zero or -- I don't think  
16 so.

17 MR. GILBERTSON: I think what you're suggesting  
18 is that we have 4.3 billion of conventionally insured  
19 loans, which is where the risk is, and there's a  
20 9.82-percent delinquency ratio at 228. So if we make  
21 the math simple, 10 percent would be 430 million, and we  
22 have reserves of 222 against that.

23 MR. SHINE: That's not 5 percent, that's  
24 50 percent.

25 MR. GILBERTSON: Yeah, that -- exactly. I was

1 doing it on the full 4.3, so I think that would be -- if  
2 we reserved against the whole portfolio, then it would  
3 be 5 percent, but it's a 50-percent reserve on the  
4 delinquent loans.

5 MR. McMANUS: It should be even more than that.  
6 If you remember when we went through the reserve  
7 calculations, at 60 days delinquent I have 70 percent;  
8 at 90 I have 80 percent; and at 120 I have 90 percent.  
9 And I have it at full claim. I have the full coverage  
10 marked up.

11 MR. SHINE: But the average between that 30 days  
12 and 120 days when you put it all into one basket is  
13 around 10 percent, 9.82 percent.

14 MR. McMANUS: Well, remember, our coverage --  
15 yeah, okay. Because our coverage is only 35 percent,  
16 but you're not going to lose the whole amount of the  
17 mortgage. You're only going to lose some off the top.

18 MR. SHINE: Right.

19 MR. McMANUS: I mean --

20 MR. GILBERTSON: There's property and  
21 improvements. There is some value there.

22 MR. SHINE: I'm fine with it. I just wanted to  
23 make sure that I'm understanding what you're telling me.

24 MR. McMANUS: Yeah.

25 ACTING CHAIRMAN CAREY: And you do.

1 MR. SHINE: I think so.

2 ACTING CHAIRPERSON CAREY: Good.

3 MR. GILBERTSON: One more?

4 MS. HAMAHASHI: Okay. If you turn to slide  
5 No. 15, this slide is summarizing our financial results  
6 for December 31st. And what we did was try to summarize  
7 the items that directly impacted the net income the most  
8 to come up with our results for the quarters.

9 In the first quarter, we had a GAP claim payment  
10 reserve increase of 25.2 million, and this is, you know,  
11 the change for the quarter. And the six months is the  
12 total of the two columns.

13 As far as the indentured loss reserve increase,  
14 that went from 3.8 in the first quarter to only 1.8 in  
15 the second quarter.

16 The next item that we had that impacted net  
17 income was the basis mismatch. And I know that Bruce  
18 went over his slide and briefly explained that this was  
19 the difference between what we actually paid to the  
20 bondholders on our variable-rate securities versus what  
21 we actually received from the swap counterparties. So  
22 in the first quarter it was \$9.3-million difference, and  
23 in the second quarter it was 13.

24 As far as the swap termination payments, what we  
25 did was -- Bruce?

1 MR. GILBERTSON: Yeah, I'll cover that quickly.  
2 You may remember that back in September Lehman Brothers,  
3 who was one of our swap counterparties, filed for  
4 bankruptcy. That led to the situation where we had to  
5 terminate \$480 million of swap-related contracts. We  
6 did that in November.

7 If I remember the numbers approximately  
8 correctly, we paid \$42 million to Lehman Brothers to get  
9 out of those contracts, and we negotiated with two new  
10 counterparties, Goldman Sachs and Deutsche Bank, to  
11 replace about \$280 million of the swap exposure, and  
12 they paid us approximately \$28 million. So there was a  
13 net termination payment or an expenditure that was  
14 reflected on these financials of \$13 million for the  
15 Lehman Brothers transaction.

16 The additional 2 million that is on here is we  
17 go through a process every six months because the swap  
18 contracts and the bonds outstanding don't amortize  
19 exactly correctly over time because there's a lot of  
20 variables, so we go through and terminate certain  
21 amounts of swaps as we need to try to keep the hedge  
22 position in the proper alignment. It's explained in a  
23 Board report in narrative, if you'd like to read that at  
24 some point.

25 MS. HAMAHASHI: Okay. The next line item is our

1 other operating results, and what we show here is what,  
2 you know, we actually made during the quarter had it not  
3 been for the items up above. We are going to be  
4 reporting our -- a loss for the quarter ending 12/31 of  
5 48.9. And for comparison reasons, we wanted to show  
6 that in the same quarters in the '07/08 fiscal year, we  
7 had \$11 million in the first quarter and 11.5 in the  
8 second, earning about 22.5. So we're actually a little  
9 bit ahead of what we did back then if we were not  
10 looking at the items above the other operating results.

11 MR. GILBERTSON: So maybe I can try to put a  
12 positive spin on this a little bit because --

13 MR. SPEARS: If you --

14 MR. GILBERTSON: -- it's always nice to put a  
15 positive spin if there is one.

16 MR. SPEARS: If you don't, I am.

17 MR. GILBERTSON: Okay. I think what I would  
18 focus on is the other operating results line. The base  
19 business model of the Agency raising capital to finance  
20 the purchase of loans would have produced \$16 million of  
21 net income to the Agency if there hadn't been these  
22 other disruptions. Remember, we have an \$11-billion  
23 balance sheet. We have a lot of assets. So they're  
24 designed to produce a net income margin, a spread to the  
25 Agency.

1           We are in an environment where we're getting hit  
2           from all sides. Torpedos are coming from all different  
3           directions. We have it on the real estate risk, and  
4           we've covered that in great detail. We have to properly  
5           reserve for that. I think it's important for the Board  
6           to remember some of that is going to consume cash that  
7           we have because we have to honor claim payments. Some  
8           of it is just a write-down of assets.

9           If we owned the loan and through the insurance  
10          policies if we aren't fully paid and we end up selling  
11          it for less than we had it booked on the financial  
12          statements, it's a loss and the asset balance goes down,  
13          but it doesn't all mean it's liquidity. So we need to  
14          make sure that we're thinking along these lines  
15          correctly.

16          You know, the basis mismatch, it's -- there's  
17          the municipal bond market has not been kind to us for  
18          two years now. You know, hopefully the federal  
19          assistance will help us minimize basis mismatch. I  
20          don't think we'll ever be in a situation where the basis  
21          mismatch is going to go away altogether.

22          I think we should remember a couple other  
23          things. Swap contracts and bond contracts are entered  
24          in for a long period of time, but they don't last  
25          forever. And over time we do amortize our way through

1 that as the bonds and swaps go away.

2 So I think there is a silver lining there, but  
3 certainly when you look at this the operating loss is  
4 \$48 million. My guess is it will be larger as we go  
5 through the rest of the fiscal year. We hope at some  
6 point that it starts to level out and that we, you know,  
7 absorb the loss in this year, and maybe beyond it will  
8 become more positive.

9 MR. SPEARS: Because we held up on proceeding  
10 with foreclosures and that sort of activity as we were  
11 designing the loan modification program, I think the  
12 next quarter's increase in reserves will probably be  
13 more than last quarter just because we're going to be  
14 going through a backlog, probably giving some people  
15 some bad news and working through that. I think you  
16 will see the quarter ended March 31 with probably a  
17 little bit more in reserves, an increase in reserves,  
18 just because of that backlog.

19 ACTING CHAIRMAN CAREY: Heather. Ms. Peters.

20 MS. PETERS: Are you able to speak to  
21 projections of diminished income based on the fact that  
22 we put a freeze on lending earlier, sort of where are we  
23 going to see that and of what magnitude?

24 MR. GILBERTSON: No, not really. I think what  
25 we have is the one thing that we came out of a cycle in

1 the real estate market of extremely high prepayment.  
2 You know, some of you heard us talk in 2004/2005 these  
3 huge amounts of loan payments, which was an environment  
4 where we did a lot of lending activity, but it went away  
5 very quickly. So our ability to cover our costs and to  
6 actually make a profit on that so that we could  
7 afford -- invest in other affordable housing programs  
8 was diminished because of the quick prepayment of the  
9 loans.

10 Here we're in an environment where prepayments  
11 have all but stopped. You know, I think the new form of  
12 prepayment we see is when insurance claim payments are  
13 made because of a borrower foreclosure.

14 So from that perspective, the income that we  
15 would achieve, the 16 million, is going to stay on and  
16 be available to the Agency for a longer period of time,  
17 but certainly we haven't really been able to handicap  
18 that in any meaningful way, Ms. Peters.

19 ACTING CHAIRMAN CAREY: Okay. Any other  
20 questions or comments?

21 With that, we are going to adjourn to closed  
22 session as the Board. Thank you.

23 --oOo--

24 **Item 6. Closed session under Government Code sections**  
25 **11126(e) (1) and 11126(e) (2) (B) (i) to confer with and**

1 **receive advice from counsel regarding litigation**

2 (The Board met in closed session from  
3 11:29 a.m. to 12:14 p.m.)

4 ACTING CHAIRMAN CAREY: Okay. We are back in  
5 open session.

6 Item 7. Bruce.

7 --o0o--

8 **Item 7. Resolution 09-07: Discussion, recommendation**  
9 **and possible action regarding the approval of one or**  
10 **more transactions to sell loans through a bond**  
11 **securitization program**

12 MR. GILBERTSON: Okay. I'm going to start this  
13 and then I think we have Bob Deaner is going to join me,  
14 and we actually have some folks from Citibank that will  
15 be participating as well.

16 You've heard us discuss as one of the strategies  
17 that we've had over the last three or four months anyway  
18 is to do a fairly large resecuritization of a big  
19 portion of our multifamily loan portfolio. So this is  
20 referred to as the TEBS transaction, Tax-Exempt Bond  
21 Securitization. We're doing this together with Citibank  
22 and with Freddie Mac.

23 So we're going to go over at a high level the  
24 proposed transaction, some of the -- the current status,  
25 the benefits, the challenges that we have. There is an

1 actual resolution in the Board binder today. We need  
2 you to take a vote on it. It basically gives Steve, as  
3 executive director, authority to enter into an agreement  
4 to move forward on this transaction, and as you'll find  
5 out through the course of the next 15 or 20 minutes,  
6 that there's lots of pieces that need to be thought  
7 through as we move forward in this transaction.

8 MR. HUGHES: Just I should -- it will probably  
9 make it easier if I throw in here that after discussing  
10 this at great length, what we decided we would do is to  
11 present this to the Board in two stages, if you will.  
12 The resolution that you have before you would authorize  
13 the Agency to enter into a nonbinding letter of intent  
14 to pursue this transaction, and the intent is we would  
15 come back later to approve, have you approve, a  
16 definitive agreement.

17 And the reason that we did that is that this is  
18 such a large and complex transaction, requires so much  
19 expenditure of time and money for due diligence and  
20 other things, that we wanted to -- and the parties want  
21 some assurance that there's a high degree of interest  
22 that we thought we would use the traditional way to do  
23 deals, a nonbinding letter of intent followed by a  
24 definitive agreement later.

25 MR. GILBERTSON: So while I have a moment, why

1 don't I just introduce a couple other gentlemen that  
2 have joined me at the table here. To my right is  
3 Richard Gerwitz, with Citi, and at the end of the table  
4 is Doug Auslander, and of course you know Bob Deaner,  
5 Director of Multifamily.

6 So the transaction as we contemplate it today  
7 could be as large as \$932 million involving 215  
8 different properties throughout the state, approximately  
9 20,000 units of affordable rental housing. All of these  
10 properties are stabilized. They've been in our  
11 portfolio for a number of years. Some of them are  
12 amongst the oldest loans the Agency ever made, some of  
13 the Section 8 portfolio that was actually originated,  
14 constructed and converted to permanent loans in the  
15 1980s.

16 The transaction, as I mentioned earlier, does  
17 involve Freddie Mac, who's providing liquidity and a  
18 guarantee. It would involve Citi and their delegated  
19 underwriting license with Freddie Mac to do the  
20 reunderwriting of the property so that we can get the  
21 liquidity and credit enhancement from Freddie Mac.

22 Some of the benefits that CalHFA would achieve  
23 if we move forward with this transaction is that we  
24 would remove approximately a billion dollars of loans  
25 from our balance sheet.

1           Now, why is that a benefit? Well, the only  
2 benefit there, is that for the lending activity we do  
3 have, we do -- we have capital charges for various  
4 categories of multifamily lending. In recent months  
5 we've talked more and more about capital charges for the  
6 single-family loan portfolio, but it's not -- the same  
7 exact analysis occurs for the multifamily lending  
8 activity.

9           So they're looking at the strength of the  
10 property. They're looking at debt service coverage  
11 ratios. They're looking at loan to values. I refer to  
12 "them" as the rating agencies are doing this to come and  
13 assess a capital charge for the loans that we have on  
14 our balance sheet.

15           So we believe we'll get relief from some of  
16 those capital reserves by removing the loans. Certainly  
17 we have in our multifamily program both bank bonds and  
18 auction-rate securities. We would remove the pressure  
19 and the basis mismatch kind of caused by them being  
20 nonperforming.

21           Citi has agreed to provide kind of a bridge loan  
22 to buy the re-funding bonds that go into a trust. I'm  
23 going to try to keep at a high enough level because I  
24 don't think this is the Board meeting to get into the  
25 depths of the transaction. It's somewhat complicated,

1 and you're going to see one slide here in a moment that  
2 I'm going to talk about briefly and then we're going to  
3 move on. If you want to ask questions, feel free to  
4 interrupt me.

5 And then CalHFA could become -- because we hope  
6 to remain the servicer of these loans and we have our  
7 asset management function under the directorship of  
8 Margaret Alvarez to continue to play the regulatory role  
9 on these properties and service the loans.

10 Current status is that Citi is preparing some  
11 initial bond terms and structuring analysis so we can  
12 really understand what the transaction looks like.  
13 Legal counsels are reviewing tax law and the compliance  
14 issues. This is kind of a unique challenge in this  
15 environment to kind of go through to make sure that  
16 we're fully complying with tax law and can get a  
17 tax-exempt opinion.

18 The economic benefit is the other element here  
19 that we need to fully understand what the economics  
20 would be to the Agency, and it goes hand in hand with  
21 the structuring and legal analysis.

22 Here's the chart. This is the TEBS structure  
23 overview at the highest level. We need to deliver  
24 tax-exempt bonds and loans into a trust or a partnership  
25 that has Freddie Mac in the middle of it. It has the

1 liquidity support and the credit support. There will be  
2 more than likely variable-rate bonds issued out of the  
3 trust. They are not variable-rate bonds of CalHFA.  
4 Those bonds will probably be hedged with an  
5 interest-rate swap. CalHFA will not be a participant on  
6 the interest-rate swap.

7 Ultimately out of the trust then are -- two  
8 pieces are created, an A certificate, if you will, and a  
9 B certificate. The A certificate is going to be a money  
10 market eligible floating rate security that has a  
11 tax-exempt yield, be sold off into the marketplace as  
12 we've talked so often about our own portfolio of  
13 variable-rate demand obligations.

14 The B certificate is going to be the piece that  
15 has the additional yield, the yield above and beyond  
16 what is necessary to be paid to the floating rate bond  
17 investors. It also has a component of the loss, the  
18 risk associated with the real estate program. Those are  
19 parts of the structuring analysis that needs to kind of  
20 be finalized so that we can get a full appreciation of  
21 the benefits of that transaction.

22 I'm going to stop there and see if there's any  
23 questions, and then I think we're going to move on to  
24 kind of the underwriting process and what needs to  
25 happen to really get this project, this financing,

1 underway. Any questions from the Board?

2 MS. JACOBS: I have one.

3 MR. GILBERTSON: Okay.

4 MS. JACOBS: You're talking about a seasoned  
5 portfolio here. Right?

6 MR. GILBERTSON: Um-hmm.

7 MS. JACOBS: How do you account for  
8 rehabilitation?

9 MR. GILBERTSON: There's no plans to  
10 rehabilitate the portfolio. These are loans that we've  
11 had in portfolio for a long time so we have replacement  
12 reserves. Margaret would be better -- a better person  
13 to talk about the quality of the properties today and  
14 whether or not they're in a state of repair. There is a  
15 PNA process you'll see on a subsequent slide.

16 MS. JACOBS: Okay.

17 MR. GILBERTSON: There will be a PNA assessment.  
18 There's going to be some challenges there if there's  
19 significant rehabilitation necessary to move forward  
20 because we'd have to figure out a way to finance that.

21 MR. DEANER: There's also a way we'll be  
22 working -- my group will be working with Citigroup, and  
23 I'm going to have Citi kind of go through the process in  
24 a second because they're really going to be doing the  
25 underwriting on behalf of Freddie Mac.

1           But as we go through the process and we look at  
2 the projects, if we find a project and some of the  
3 reports come back, we don't necessarily have to put it  
4 in the pool because of the -- because our loans are  
5 seasoned. So it's -- it's -- we're kind of looking at  
6 this as it could be as big as the 932 million, but it  
7 could be a -- smaller than that, depending on what  
8 projects kind of make the underwriting criteria because  
9 every loan is going to be reunderwritten to the Freddie  
10 Mac criteria via through Citi, which I have the  
11 background in 'cause I used to underwrite back in my old  
12 day to that. So I'll work closely with them to make  
13 sure that, you know, what we're looking at is what  
14 Citi's going to be looking at on behalf of Freddie Mac  
15 and that those deals make sense or don't make sense to  
16 go into the pool.

17           MS. JACOBS: Okay.

18           MR. GILBERTSON: Just one other thing I think  
19 that that conversation pointed out to me. There are  
20 several components to this portfolio, and again, as Bob  
21 said, not to exceed 932. There is a portion of the  
22 portfolio that is today not encumbered by bonds  
23 outstanding. So, you know, that may or may not be  
24 included. And if they were included, it would be a  
25 taxable TEBS transaction. It's going to be a little --

1 we're embarking on some new territory here. But until  
2 we take the next step on structuring and defining terms  
3 and analyzing, I don't think we have a lot of good  
4 answers for you today.

5 All right. I guess I'm going to turn it over to  
6 Richard.

7 MR. GERWITZ: Yeah. Just to reintroduce myself,  
8 my name is Richard Gerwitz. This is Doug Auslander to  
9 my right. We're both managing directors. We're both  
10 housed in the Los Angeles office. My focus is  
11 exclusively financing affordable multifamily housing,  
12 largely in California, but also across the United  
13 States. Doug's real specialty is he's on the  
14 structuring side of it. We're both in the municipal  
15 securities division.

16 So this is a very highly structured transaction,  
17 but ultimately what this is is a real estate  
18 transaction. And I would point out that this is -- this  
19 is a way that Citi and our predecessors have basically  
20 been financing our lending to afford -- the affordable  
21 housing community for the last number of years. In  
22 fact, I think we did our first transaction back in 1999.

23 And it's also the way some of the other  
24 competitors, the historical competitors of CalHFA,  
25 people like Centerline, people like MMA, who have been

1 in this multifamily space, have financed their projects.  
2 They've basically position loans -- they originate  
3 loans, they position them on their balance sheet and  
4 ultimately they put them into the securitization  
5 structure making room to do additional loans. So this  
6 is a tried and true -- a tried and true structure.

7 And answering some of the questions that you  
8 had, Ms. Jacobs, is that this is a pooled financing.  
9 It's a portfolio financing, so, yes, while every loan is  
10 very important and the attributes of every loan are  
11 important, what we're looking at is the entire pool.  
12 And obviously some of the better performing assets will  
13 offset some of the assets that may be having issues,  
14 although to be honest with you, looking at the  
15 portfolio, it's pretty -- it's obviously a portfolio  
16 that's performed quite well and has been around for a  
17 long period of time.

18 There are ways of adjusting if we see problems  
19 in the portfolio where you increase that residual amount  
20 that -- that -- for its loss position or you decrease  
21 it, and that's something that we would discover over  
22 time.

23 But the only points I wanted to make was -- is  
24 that this is ultimately a real estate transaction. It  
25 does require a full underwriting and -- full

1 underwriting and due diligence because Freddie Mac is  
2 going to provide credit enhancement and liquidity for  
3 this transaction over the remaining life of the  
4 portfolio. So this is not a situation where you're  
5 going to have a bank putting a letter of credit in for a  
6 limited period of time and has to be renewed. Freddie  
7 Mac is actually putting their credit on the line for the  
8 life of the remaining loans.

9 Citibank, this group, is a delegated -- a Fannie  
10 Mae delegated underwriter and servicer, what's known as  
11 a DUS -- a DUS lender. And we're also a Freddie Mac  
12 delegated risk sharing partner, one of only four in the  
13 United States. And we are, Citi is, the largest  
14 affordable housing lender in the United States, so we've  
15 been doing this for quite some time.

16 Not only do we have delegated responsibilities  
17 for individual transactions, which we do frequently, but  
18 this is the way, as I said, that we do our own  
19 portfolio. So after we've gathered all these assets  
20 over a period of time, we end up doing the same type of  
21 review we're going to do with CalHFA on our own  
22 portfolio again after this -- after the portfolio has  
23 been seasoned, before we put it into the tax-exempt  
24 securitization.

25 This is clearly going to be a significant

1       undertaking given simply the number of assets that we're  
2       looking at, 200 -- over 200 assets is going to be a lot  
3       of effort, and fortunately we have a team headed by the  
4       gentleman whose name is on the screen, Hartley Hall,  
5       who's been doing this for a long time, and it is -- has  
6       been -- is approved by Freddie Mac to do this type of  
7       underwriting. And Hartley has, in fact, met with  
8       Margaret and other members of the asset management staff  
9       of CalHFA on some initial discussions to see what's  
10      going to be entailed.

11               And we work -- we have worked closely not only  
12      with Freddie, but with our own borrowers and borrowers  
13      whose loans have been put in this structure, so we  
14      understand that sometimes this can be a very sensitive  
15      process, and we will make every effort to make sure that  
16      the process goes very smoothly.

17               MR. DEANER: Can I say before he gets into the  
18      underwriting, one thing that I'd like to say from our  
19      group is obviously we're fully supported and have the  
20      staff to move the transaction forward, so I have a  
21      number of folks ready to go.

22               But also, this model going forward will assist  
23      CalHFA and the multifamily group. It may be a new  
24      model, business model, that we may utilize going forward  
25      to do new business 'cause Citibank has CRA needs and

1 CalHFA has lending needs, and this is a way where CalHFA  
2 wouldn't have to utilize their full general obligation  
3 to do a structure like this going forward.

4 So once we kind of get through this once, it may  
5 be a model that we may look at as a new business model  
6 through multifamily that we partner with Citi to pool  
7 these up and that ultimately put them into the TEBS  
8 structure where we limit the obligation of the Agency  
9 yet still have the capacity to lend.

10 MR. GERWITZ: I'm not going to really go through  
11 this in great detail. As we said, we're going to try to  
12 keep this on a high level, but to the extent anyone has  
13 any questions, please feel free to address them.

14 But certainly if you're going to do due  
15 diligence on any multifamily portfolio, the list you see  
16 here is a typical list that you'd be looking at. And  
17 these are things that we expect to have -- that we  
18 expect to be able to receive, to review, to analyze and  
19 to put into underwriting packages. Nothing very unusual  
20 here, rent rolls, operating information, ground leases,  
21 regulatory agreements, things that anyone who's going to  
22 be using this real estate as security is going to want  
23 to see.

24 Since it is on a portfolio basis, we get a  
25 little bit more latitude, and we've already started

1 negotiations with Freddie Mac and a couple of the  
2 highlights just from those discussions are potential  
3 areas of flexibility. We've eliminated the need to get  
4 individual appraisals on every one of these properties,  
5 which would we consider to be significant. That is a  
6 typical requirement. We also don't need to get -- have  
7 mold assessments on each project.

8 We are going to need a PNA, a physical needs  
9 analysis, on every project. And the thought is -- is  
10 rather than having a separate mold person go and take a  
11 look, we're going to have the person who's doing the  
12 physical needs assessment go in, see if there's any  
13 obvious issues that need to be looked at in more detail.  
14 So it's things like that where we've been able to -- at  
15 least we've been able to make -- reduce the requirements  
16 of the individual property inspections.

17 Very importantly -- and the next area was  
18 labeled as a gray area, but actually it's pretty clear  
19 to us right now, is that Freddie Mac is a -- is very  
20 much a sponsor driven, a sponsor oriented, lender. It's  
21 very important to them who the sponsor of a project is.  
22 In fact, they have continuing requirements for what are  
23 bad boy carve-outs on any project that they do. We've  
24 basically been able to eliminate the need to get  
25 individual guarantor and sponsor information on each of

1 these loans, which I think is a real significant  
2 concession on the part of Freddie Mac and will make our  
3 job that much easier.

4 The other thing they want to know is they want  
5 as much detail as possible about the tax credit investor  
6 and what the status of the pay-ins are. We're going to  
7 be able to use whatever data -- the data basically that  
8 we have on hand here at CalHFA to satisfy Freddie's  
9 need.

10 But you can see the threshold issue, the things  
11 we do need, are things like a physical needs analysis.  
12 We're going to do an inspection and lease audit. We're  
13 going to need original Phase I reports plus data  
14 drawdowns. Wood infestation reports are required on  
15 transactions ten years or older.

16 So these are things that we're working with your  
17 asset management people on to make sure that when we go  
18 in and do this, if we're going to go in and do this,  
19 that we do it without -- without upsetting the borrower,  
20 upsetting the project, and do it in a way that's as  
21 efficient as possible.

22 The last slide that we have is simply the list  
23 of due -- the outline of responsibilities. Quite  
24 frankly, this is Citibank's outline of responsibilities.  
25 So these are things that we'll be doing in order to put

1 together underwriting packages that will ultimately be  
2 reviewed by Freddie. As you can see, it's quite  
3 extensive.

4 The process does take time and we -- and it does  
5 require third-party reports. And the goal -- we have  
6 some aggressive timing goals, which I assume we'll  
7 discuss at a certain point in time. And so it is a  
8 massive project on 200 loans. We'll probably -- we  
9 would probably start wanting to order third-party  
10 reports pretty soon and then getting into -- get into  
11 the underwriting process.

12 If there are any questions, I am happy to answer  
13 them.

14 ACTING CHAIRMAN CAREY: Questions?

15 MS. JACOBS: I have another question. I'm sorry  
16 to be awake in this part of the meeting.

17 Could you just give me a thumbnail on how you  
18 feel this is a CRA credit deal.

19 MR. GERWITZ: How I think it's a CRA credit  
20 deal?

21 MS. JACOBS: Yeah.

22 MR. GERWITZ: Well, it's a -- we consider it --  
23 we have both. As a bank that has CRA requirements, we  
24 both have an investing -- a lending need and an  
25 investing need. An investing need is usually satisfied

1 by buying tax credits. Actually, lately, we've been  
2 interpreting the purchase of bonds as an investing need.  
3 A lending need is -- a lending -- satisfying a lending  
4 requirement is on a 9-percent transaction if we would  
5 make a construction loan or if we would extend credit.

6 The way this is going to work is we actually are  
7 going to extend you credit to buy the re-funding bonds,  
8 which will then be put into the trust. It actually  
9 needs to go through us for a variety of reasons having  
10 to do with the structure, including the fact that  
11 Freddie's going to be looking to us to give reps and  
12 warranties.

13 MS. JACOBS: Right. I can --

14 MR. GERWITZ: So we believe that's -- you know,  
15 we have needs in various parts of the state, and that  
16 loan is going to enable us to call this a CRA,  
17 satisfying CRA.

18 MS. JACOBS: Right. It just seems that most of  
19 the things you described before actually are geared  
20 toward new housing production where this is not.

21 MR. GERWITZ: Well, we --

22 MS. JACOBS: So that's -- I'm just -- I'm  
23 talking not so much --

24 MR. GERWITZ: Right.

25 MS. JACOBS: -- as a CalHFA Board member --

1 MR. GERWITZ: Right.

2 MS. JACOBS: -- on that issue, but as the  
3 director of HCD.

4 MR. GERWITZ: Right. But of course acq rehab  
5 is -- we consider acquisition rehab to be -- also to  
6 be -- satisfy CRA needs, and that is not creating new  
7 housing as much as preserving old, preserving housing.  
8 This, again -- in our minds, this is also preserving  
9 housing. It's providing the Agency with additional  
10 flexibility to continue its mission. So to us this  
11 is -- falls right into -- it certainly satisfies our  
12 CRA.

13 MS. JACOBS: Okay.

14 MR. GERWITZ: And as you know, CRA is somewhat  
15 touchy feely.

16 ACTING CHAIRMAN CAREY: Other questions?

17 Thank you.

18 MR. GILBERTSON: There's a vote required,  
19 though.

20 ACTING CHAIRMAN CAREY: We have Resolution  
21 09-07, I believe. I would be thrilled to have a motion.

22 MR. SHINE: Moved.

23 ACTING CHAIRPERSON CAREY: Mr. Shine.

24 MS. PETERS: Second.

25 ACTING CHAIRMAN CAREY: Ms. Peters.

1 Roll call.

2 MS. OJIMA: Thank you.

3 Ms. Peters.

4 MS. PETERS: Yes.

5 MS. OJIMA: Ms. Gay.

6 MS. GAY: Yes.

7 MS. OJIMA: Ms. Jacobs.

8 MS. JACOBS: No.

9 MS. OJIMA: Thank you.

10 Ms. Carroll.

11 MS. CARROLL: Yes.

12 MS. OJIMA: Mr. Shine.

13 MR. SHINE: Yes.

14 MS. OJIMA: Mr. Smith.

15 MR. SMITH: Yes.

16 MS. OJIMA: Mr. Carey.

17 ACTING CHAIRMAN CAREY: Yes.

18 MS. OJIMA: Resolution 09-07 has been approved.

19 ACTING CHAIRMAN CAREY: Okay. We're moving

20 onto -- and obviously there will be more opportunity for

21 discussion on that issue as we move forward.

22 --o0o--

23 **Item 10. Discussion, recommendation and possible action**

24 **regarding CalHFA's implementation of Section 114 of the**

25 **Fair and Accurate Credit Transactions Act of 2003**

1     **16 C.F.R. Section 681.2, also known as the "Red Flag**  
2     **Rule"**

3             ACTING CHAIRPERSON CAREY: Moving on to item 10  
4     on the agenda, the Red Flag Rule.

5             MR. SPEARS: This is a small item that requires  
6     the Board's action by federal law. We at CalHFA already  
7     comply with a number of state and federal laws on  
8     privacy. This is an additional requirement that counsel  
9     has advised us that we need to be in compliance with.  
10    The general idea is that we need a system that red flags  
11    sensitive information when it pops up.

12            The clearest example is when social security  
13    numbers are included in an e-mail. We've already -- we  
14    already have a system to deal with privacy issues. This  
15    is an addendum to that, so it was easy to put this new  
16    system in with everything else. And, again, back to the  
17    example, we've already started notifying employees when  
18    they have social security numbers in an e-mail, which I  
19    thought might have a Big Brother impact on employees,  
20    but it had the exact opposite: Thanks very much, didn't  
21    even know it was buried somewhere in some document.

22            So it makes us more secure with regard to  
23    privacy information, and it is in compliance with  
24    federal law. Federal law requires that the Board adopt  
25    this policy, and that is -- that's the reason for the

1 resolution.

2 If you want to know what the red flags are, you  
3 can look on page 138. They're identified on pages 138  
4 and 139.

5 ACTING CHAIRMAN CAREY: Anyone care for further  
6 information or clarification?

7 We do have a resolution to adopt this.

8 MS. JACOBS: Move approval.

9 MS. PETERS: Second.

10 ACTING CHAIRMAN CAREY: Ms. Jacobs. Ms. Peters.  
11 Roll call.

12 MS. OJIMA: Thank you.

13 Ms. Peters.

14 MS. PETERS: Yes.

15 MS. OJIMA: Ms. Gay.

16 MS. GAY: Yes.

17 MS. OJIMA: Ms. Jacobs.

18 MS. JACOBS: Yes.

19 MS. OJIMA: Ms. Carroll.

20 MS. CARROLL: Yes.

21 MS. OJIMA: Mr. Shine.

22 MR. SHINE: Yes.

23 MS. OJIMA: Mr. Smith.

24 MR. SMITH: Yes.

25 MS. OJIMA: Thank you.

1 Mr. Carey.

2 ACTING CHAIRMAN CAREY: Yes.

3 MS. OJIMA: Resolution 09-10 has been approved.

4 MR. HUGHES: Mr. Chair, I just -- is the  
5 resolution in your package? Because I don't see it in  
6 this.

7 ACTING CHAIRMAN CAREY: Yes.

8 MS. JACOBS: It's in my package.

9 MR. HUGHES: Okay, then I take it back.

10 --o0o--

11 **Item 11. Report of the Chair of the Audit Committee**

12 ACTING CHAIRMAN CAREY: Okay. We are on to  
13 item 11, and Mr. Smith has kindly agreed to report out  
14 for the Audit Committee.

15 MR. SMITH: Yes. The Audit Committee met this  
16 morning to review the California Housing Loan Insurance  
17 Fund audit, and I'm happy to report it was a very clean  
18 audit thanks to the good job staff is doing. And no  
19 action was taken, but I think we're considering it here.

20 ACTING CHAIRMAN CAREY: We -- so that concludes  
21 that. That was the annual audit of the Mortgage  
22 Insurance Fund.

23 --o0o--

24 **Item 12. Reports**

25 ACTING CHAIRPERSON CAREY: Item 12. Are there

1 any items to --

2 MR. SPEARS: There are no items to report  
3 discussion other than the fact that these reports were  
4 referred to at previous points in the discussion  
5 earlier.

6 ACTING CHAIRMAN CAREY: Right.

7 --o0o--

8 **Item 13. Discussion of other Board matters**

9 ACTING CHAIRPERSON CAREY: 13, other Board  
10 matters. Any Board members have anything to bring up?

11 --o0o--

12 **Item 14. Public testimony**

13 ACTING CHAIRMAN CAREY: Item 14 is an  
14 opportunity for the public to address the Board on any  
15 matters. Is there anyone wishing to address the Board?

16 Seeing none, we are adjourned.

17 (The meeting concluded at 12:14 p.m.)

18 --o0o--

## 1 REPORTER'S CERTIFICATE

2  
3 I hereby certify the foregoing proceedings were  
4 reported by me at the time and place therein named; that  
5 the proceedings were reported by me, a duly certified  
6 shorthand reporter and a disinterested person, and was  
7 thereafter transcribed into typewriting by computer.

8 In witness whereof, I have hereunto set my hand  
9 this 9<sup>th</sup> day of June, 2009.  
10  
11

12 \_\_\_\_\_  
13 Yvonne K. Fenner

14 Certified Shorthand Reporter

15 License No. 10909, RPR