

1 BOARD OF DIRECTORS
2 OF THE CALIFORNIA HOUSING FINANCE AGENCY
3

4 RESOLUTION NO. 19-12
5

6 RESOLUTION AUTHORIZING THE AGENCY OPERATING BUDGET
7 FOR FISCAL YEAR 2019/2020
8
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10 WHEREAS, the Board of Directors of the California Housing Finance Agency
11 has reviewed its proposed operating budget for the 2019/2020 fiscal year;
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13 NOW, THEREFORE, BE IT RESOLVED as follows:
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- 15 1. The operating budget attached hereto is hereby approved for operations
16 of the California Housing Finance Agency Fund for fiscal year 2019/2020.
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19 Attachment
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1 SECRETARY'S CERTIFICATE

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3 I, Claire Tauriainen, the undersigned, do hereby certify that I am the duly authorized
4 Secretary of the Board of Directors of the California Housing Finance Agency, and
5 hereby further certify that the foregoing is a full, true, and correct copy of Resolution
6 No. 19-12 duly adopted at a regular meeting of the Board of Directors of the California
7 Housing Finance Agency duly called and held on the 23rd day of May 2019, at which
8 meeting all said directors had due notice, a quorum was present and that at said meeting
9 said resolution was adopted by the following vote:
10

11 AYES: . Avila Farias, Ma, Gallagher, Gunn (for Imbasciani), Hunter, Metcalf, Prince,
12 Podesta, Sotelo, Russell, Gunning


13 NOES: None

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15 ABSTENTIONS: None

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17 ABSENT: Johnson Hall

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19 IN WITNESS WHEREOF, I have executed this certificate hereto this 23rd of
20 May 2019.

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23 ATTEST:

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25 Claire Tauriainen
26 Secretary of the Board of Directors
27 of the California Housing Finance Agency
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May 23, 2019

CALIFORNIA HOUSING FINANCE AGENCY
2019-20
CONSOLIDATED CALHFA AND MIS FUNDS OPERATING BUDGET
(IN THOUSANDS)

	Adopted Budget	Actual	Adopted Budget	Projected Actual	Proposed Budget
<u>EXPENDITURE ITEM</u>	<u>2017-18</u>	<u>2017-18</u>	<u>2018-19</u>	<u>2018-19</u>	<u>2019-20</u>
PERSONAL SERVICES					
Salaries and Wages	\$21,319	\$21,319	\$20,432	\$20,432	\$19,636
Benefits	9,580	9,116	9,922	9,300	11,288
Estimated Savings (Vacancies)	(1,767)	(4,032)	(1,712)	(2,832)	(2,118)
Anticipated Salaries and Wages and Benefits	<u>29,132</u>	<u>26,403</u>	<u>28,642</u>	<u>26,900</u>	<u>28,806</u>
Temporary Help	223	341	184	140	127
Overtime	67	27	46	25	48
Reimbursements	(512)ee	(478)ee	(523)ee	(475)ee	(498)
TOTALS, Personal Services	<u>\$28,910</u>	<u>\$26,293</u>	<u>\$28,349</u>	<u>\$26,590</u>	<u>\$28,483</u>
OPERATING EXPENSES AND EQUIPMENT					
General Expense	827	771	722	650	775
Communications	440	341	417	325	407
Travel	553	407	597	525	638
Training	203	210	209	200	270
Facilities Operation	2,919	2,785	2,974	2,974	3,115
Consulting & Professional Services	3,460	2,004	3,008	2,300	2,867
Central Admin. Serv.*	2,253	2,204	2,317	2,300	2,699
Information Technology	813	716	953	850	2,326
Equipment	130	110	130	130	180
TOTALS, Operating Expenses and Equipment	<u>\$11,599</u>	<u>\$9,548</u>	<u>\$11,327</u>	<u>\$10,254</u>	<u>\$13,276</u>
TOTALS, EXPENDITURES	<u>\$40,509</u>	<u>\$35,841</u>	<u>\$39,676</u>	<u>\$36,844</u>	<u>\$41,759</u>

*Represents CalHFA's allocated share of the State's central administrative costs.ee

May 23, 2019

CALIFORNIA HOUSING FINANCE AGENCY
2019-20
CALHFA FUND OPERATING BUDGET
(IN THOUSANDS)

	Adopted Budget	Actual	Adopted Budget	Projected Actual	Proposed Budget
<u>EXPENDITURE ITEM</u>	<u>2017-18</u>	<u>2017-18</u>	<u>2018-19</u>	<u>2018-19</u>	<u>2019-20</u>
PERSONAL SERVICES					
Salaries and Wages	\$21,319	\$21,319	\$20,432	\$20,432	\$19,636
Benefits	9,580	9,116	9,922	9,300	11,288
Estimated Savings (Vacancies)	(1,767)	(4,032)	(1,712)	(2,832)	(2,118)
Anticipated Salaries and Wages and Benefits	<u>29,132</u>	<u>26,403</u>	<u>28,642</u>	<u>26,900</u>	<u>28,806</u>
Temporary Help	223	341	184	140	127
Students/Retired Annuitants	161	187	154	130	127
Contract	62	154	30	10	0
Overtime	67	27	46	25	48
Reimbursements	(512)ee	(478)ee	(523)ee	(475)ee	(498)
KYHC (Outside Funding)	(\$512)e	(\$453)	(\$523)e	(\$378)e	(\$498)
HCD	\$0	(\$14)	\$0	(\$60)e	\$0
Caltrans	\$0	(\$11)	\$0	(\$37)e	\$0
TOTALS, Personal Services	<u>\$28,910</u>	<u>\$26,293</u>	<u>\$28,349</u>	<u>\$26,590</u>	<u>\$28,483</u>
OPERATING EXPENSES AND EQUIPMENT					
General Expense	711	655	722	650	775
Communications	440	341	417	325	407
Travel	553	407	597	525	638
Training	203	210	209	200	270
Facilities Operation	2,919	2,785	2,974	2,974	3,115
Consulting & Professional Services	3,435	1,979	3,008	2,300	2,867
Central Admin. Serv.*	2,242	2,193	2,317	2,300	2,699
Information Technology	813	716	953	850	2,326
Equipment	130	110	130	130	180
TOTALS, Operating Expenses and Equipment	<u>\$11,447</u>	<u>\$9,396</u>	<u>\$11,327</u>	<u>\$10,254</u>	<u>\$13,276</u>
TOTALS, EXPENDITURES	<u>\$40,357</u>	<u>\$35,689</u>	<u>\$39,676</u>	<u>\$36,844</u>	<u>\$41,759</u>

*Represents CalHFA's allocated share of the State's central administrative costs.ee

May 23, 2019

CALIFORNIA HOUSING FINANCE AGENCY
2019-20
MIS FUND OPERATING BUDGET
(IN THOUSANDS)

	Adopted Budget	Actual	Adopted Budget	Projected Actual	Proposed Budget
<u>EXPENDITURE ITEM</u>	<u>2017-18</u>	<u>2017-18</u>	<u>2018-19</u>	<u>2018-19</u>	<u>2019-20</u>
PERSONAL SERVICES					
Salaries and Wages	\$0	\$0	\$0	\$0	\$0
Benefits	0	0	0	0	0
Estimated Savings (Vacancies)	0	0	0	0	0
Anticipated Salaries and Wages and Benefits	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Temporary Help	0	0	0	0	0
Students/Retired Annuitants	0	0	0	0	0
Contract	0	0	0	0	0
Overtime	0	0	0	0	0
Reimbursements	0	0	0	0	0
TOTALS, Personal Services	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
OPERATING EXPENSES AND EQUIPMENT					
General Expense	116	116	0	0	0
Communications	0	0	0	0	0
Travel	0	0	0	0	0
Training	0	0	0	0	0
Facilities Operation	0	0	0	0	0
Consulting & Professional Services	25	25	0	0	0
Central Admin. Serv.*	11	11	0	0	0
Information Technology	0	0	0	0	0
Equipment	0	0	0	0	0
TOTALS, Operating Expenses and Equipment	<u>\$152</u>	<u>\$152</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
TOTALS, EXPENDITURES	<u>\$152</u>	<u>\$152</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>

*Represents CalHFA's allocated share of the State's central administrative costs.00

May 23, 2019

CALIFORNIA HOUSING FINANCE AGENCY
2019-20

SUMMARY
PERSONNEL YEARS AND DIVISION BUDGETS

DIVISION	PERSONNEL YEARS			DIVISION BUDGET AMOUNTS		
	Actual 2017-18	Adopted Budget 2018-19	Proposed Budget 2019-20	Actual 2017-18	Adopted Budget 2018-19	Proposed Budget 2019-20
BOARD MEMBERS	0.0	0.0	0.0	\$49,765	\$76,150	\$ 83,500
EXECUTIVE OFFICE	6.6	9.0	6.0	\$1,691,123	\$2,219,638	\$2,091,422
ERM & C	6.6	10.0	8.0	\$1,215,460	\$2,211,655	\$ 1,367,068
ADMINISTRATION	17.3	23.0	21.0	\$2,670,626	\$3,245,626	\$ 3,171,172
FINANCING	6.6	9.0	7.0	\$1,327,737	\$1,175,802	\$ 1,354,740
FISCAL SERVICES	34.9	35.0	33.0	\$5,161,021	\$5,279,284	\$ 5,201,352
GENERAL COUNSEL	12.8	13.0	12.0	\$2,717,476	\$2,951,206	\$ 2,845,844
MARKETING	6.0	7.0	9.0	\$1,423,524	\$1,809,914	\$ 2,061,834
I.T.00	19.0	20.0	19.0	\$4,230,196	\$4,859,544	\$ 6,304,323
SINGLE FAMILY LENDING	55.5	51.0	50.0	\$7,894,742	\$7,198,547	\$ 7,852,892
MULTIFAMILY	22.4	25.0	27.0	\$3,544,491	\$3,702,802	\$ 4,502,168
ASSET MANAGEMENT	26.4	29.0	29.0	\$4,153,407	\$4,510,967	\$ 4,690,641
INDIRECT COST POOL/TEMPS	5.7	3.2	2.2	\$87,844	\$958,351	\$ 729,600
REIMBURSEMENTS	-	-	-	(\$478,672)	(\$523,319)	(\$497,805)
TOTAL PYS AND BUDGET AMOUNTS	219.8	234.2	223.2	\$35,688,742	\$39,676,168	\$41,758,751

2245 CALIFORNIA HOUSING FINANCE AGENCY

ORGANIZATIONAL UNIT Classification	EXPENDITURES					
	Filled 2017-18	Authorized 2018-19	Proposed 2019-20	Actual 2017-18 (Salary Range)	Budgeted 2018-19	Proposed 2019-20
OPERATIONS						
Executive Office						
Executive Office:						
Board Members	-	-	-	\$100/day	\$5,000	\$5,000
Executive Director	1.0	1.0	1.0	14,333-21,500	218,756	242,338
Chief Deputy Director	1.0	1.0	1.0	12,667-19,000	204,559	224,479
Director of Business & Governmental Affairs	0.1	1.0	1.0	8,333-12,500	150,000	155,250
Information Officer II	1.0	1.0	-	5,949-7,392	91,369	-
Assoc Govtl Prog Analyst	0.7	1.0	1.0	4,784-5,988	74,734	68,900
Adm Asst II	0.8	1.0	-	4,784-5,988	74,734	-
Legislative Office:						
Director of Legislation	0.4	1.0	1.0	11,802-14,592	150,000	146,472
Staff Services Mgr II	0.5	-	-	6,913-7,853	-	-
Assoc Govtl Prog Analyst	0.3	1.0	1.0	4,784-5,988	74,734	71,663
Adm Asst I	0.8	1.0	-	3,977-5,210	60,346	-
Totals, Executive Office	6.6	9.0	6.0	\$895,801	\$1,104,233	\$914,103
Enterprise Risk Management & Compliance						
Director of Enterprise Risk Mgt & Compliance	1.0	1.0	1.0	10,667-16,000	179,177	165,602
Risk Manager	0.7	1.0	1.0	9,333-14,000	147,290	176,142
Credit Officer, C.E.A. A	0.6	1.0	-	6,913-9,937	122,824	-
Staff Services Mgr II	0.5	1.0	-	6,913-9,938	97,063	-
Housing Finance Ofcr	1.4	2.0	2.0	6,847-8,526	210,762	220,256
Staff Services Mgr I	0.7	1.0	-	5,689-7,068	87,359	-
Housing Finance Spec	1.5	3.0	2.0	5,255-6,578	246,280	169,930
Assoc Govtl Prog Analyst	-	-	1.0	4,784-5,988	-	78,098
Mgt Services Techn	0.2	-	1.0	2,713-3,838	-	49,581
Totals, Enterprise Risk Management & Compliance	6.6	10.0	8.0	\$695,946	\$1,312,063	\$859,610
Administrative Division						
Director of Administration, C.E.A. A	0.9	1.0	1.0	6,913-9,937	119,254	128,348
Budgets:						
Staff Services Mgr II	1.0	1.0	1.0	6,913-7,853	95,919	101,434
Assoc Govtl Prog Analyst	1.6	2.0	2.0	4,784-5,988	149,469	143,853
Staff Services Analyst	0.4	-	-	3,063-4,980	-	-
Business Services:						
Staff Services Mgr I	1.0	1.0	1.0	5,689-7,068	87,359	91,299
Assoc Govtl Prog Analyst	2.7	3.0	3.0	4,784-5,988	224,203	222,002
Staff Services Analyst	0.3	-	-	3,063-4,980	-	-
Business Service Assistant-Spec	1.0	1.0	1.0	2,713-4,152	51,813	53,630
Mgt Services Techn	1.0	1.0	1.0	2,713-3,838	47,893	45,805
Central Scan Facility:						
Office Asst-Typing	0.7	4.0	4.0	2,921-3,656	151,907	145,393
Info Systems Techn	0.6	-	-	2,697-4,185	-	-
Human Resources:						
Staff Services Mgr II	0.7	1.0	1.0	6,913-7,853	97,063	97,376
Staff Services Mgr I	0.5	1.0	1.0	5,689-7,068	87,056	91,299
Assoc Govtl Prog Analyst	0.9	2.0	-	4,784-5,988	149,468	-
Assoc Pers Analyst	1.7	2.0	2.0	4,784-5,988	149,468	132,854
Office Techn-Typing	-	-	1.0	2,921-3,656	-	38,747
Pers Spec	1.0	1.0	1.0	2,900-4,323	59,727	52,322
Mgt Services Techn	1.3	2.0	1.0	2,713-3,838	95,786	49,581
Totals, Administrative Division	17.3	23.0	21.0	\$1,138,056	\$1,566,385	\$1,393,943

Financing Division

Director	1.0	1.0	1.0	11,667-17,500	182,008	200,181
Risk Manager	0.1	-	-	9,333-14,000	-	-
Acctg Administrator III	1.0	1.0	-	7,593-8,621	106,550	-
Financing Ofcr	3.2	4.0	4.0	6,847-8,525	413,204	400,688
Housing Finance Ofcr	0.3	-	-	6,847-8,526	-	-
Financing Spec	1.0	-	-	5,255-6,578	-	-
Research Data Analyst I	-	1.0	2.0	3,377-5,230	65,270	106,899
Staff Services Analyst	-	2.0	-	3,063-4,980	111,777	-
Totals, Financing Division	6.6	9.0	7.0	\$658,773	\$666,844	\$707,768

Fiscal Services Division**Fiscal Services**

Comptroller, C.E.A. B	1.0	1.0	1.0	9,625-11,645	135,416	148,013
Deputy Comptroller, C.E.A. A	1.0	1.0	1.0	6,913-9,937	105,750	116,028
Financial Reporting & Bond Administration:						
Financial Accountant II	-	-	1.0	6,786-8,433	-	105,247
Acctg Administrator II	1.0	1.0	-	6,245-7,760	95,919	-
Acctg Administrator I-Spec	4.0	4.0	4.0	5,255-6,578	328,374	339,861
Assoc Acctg Analyst	1.3	2.0	2.0	5,022-6,290	156,996	164,925
Sr Acctg Officer-Spec	1.7	1.0	-	4,784-5,988	74,734	-
Fiscal Systems:						
Sr Adm Analyst-Acctg Sys	1.0	1.0	1.0	6,245-7,760	95,919	100,229
Assoc Adm Analyst-Acctg Sys	1.0	1.0	1.0	5,022-6,290	78,498	81,252
Single Family:						
Acctg Administrator II	1.0	1.0	-	6,245-7,760	95,919	-
Acctg Administrator I-Supvr	-	-	1.0	5,689-7,068	-	79,221
Acctg Administrator I-Spec	0.2	-	-	5,255-6,578	-	-
Sr Acctg Officer-Spec	3.0	3.0	3.0	4,784-5,988	224,203	234,922
Acctg Officer-Spec	5.0	5.0	5.0	4,177-5,230	326,362	330,574
Accountant Trainee	0.1	1.0	1.0	3,524-4,202	52,436	53,839
Accountant I-Spec	1.0	-	-	3,120-3,907	-	-
Office Techn-Typing	0.7	-	-	2,921-3,656	-	-
Multifamily:						
Acctg Administrator II	-	1.0	1.0	6,245-7,760	95,919	90,449
Acctg Administrator I-Supvr	1.0	1.0	1.0	5,689-7,068	87,359	91,299
Acctg Administrator I-Spec	1.8	1.0	2.0	5,255-6,578	82,093	169,930
Assoc Acctg Analyst	-	1.0	1.0	5,022-6,290	78,498	77,352
Sr Acctg Officer-Spec	2.3	2.0	2.0	4,784-5,988	149,469	139,776
Acctg Officer-Spec	2.7	2.0	1.0	4,177-5,230	130,545	67,552
Operating:						
Acctg Administrator I-Supvr	1.0	1.0	1.0	5,689-7,068	87,359	91,299
Sr Acctg Officer-Spec	1.0	1.0	1.0	4,784-5,988	74,734	77,352
Acctg Officer-Spec	1.0	1.0	1.0	4,177-5,230	65,272	67,552
Accountant I-Spec	-	-	1.0	3,120-3,907	-	41,479
Office Techn-Typing	0.7	2.0	-	2,921-3,656	91,243	-
Office Techn-Gen	0.4	-	-	2,868-3,593	-	-
Totals, Fiscal Services	34.9	35.0	33.0	\$2,453,919	\$2,713,021	\$2,668,152
General Counsel Division						
Asst Chief Counsel	2.5	2.0	1.0	11,838-13,847	348,954	172,812
General Counsel	-	1.0	1.0	11,667-17,500	183,859	194,947
Records Management:						
Assoc Govtl Prog Analyst	0.1	-	1.0	4,784-5,988	-	77,352
Single Family:						
Attorney IV	-	-	1.0	10,173-13,062	-	154,079
Attorney III	1.6	1.0	-	8,856-11,361	143,149	-
Attorney I	0.8	1.0	1.0	5,387-9,385	118,250	96,369
Housing Finance Spec	1.0	1.0	1.0	5,255-6,578	82,093	84,965
Multifamily/Asset Management:						
Attorney IV	-	-	1.0	10,173-13,062	-	155,497
Attorney III	1.9	2.0	-	8,856-11,361	286,297	-
Attorney I	0.9	1.0	1.0	5,387-9,385	118,250	89,080
Housing Finance Spec	2.0	2.0	2.0	5,255-6,578	164,187	169,930
Legal Analyst	1.0	-	-	4,177-5,230	-	-
Staff Services Analyst	1.0	2.0	2.0	3,063-4,980	97,344	120,924
Totals, General Counsel Division	12.8	13.0	12.0	\$1,362,354	\$1,542,383	\$1,315,956

Marketing Division

C.E.A. A	1.0	1.0	1.0	6,913-9,937	122,824	128,348
Information Officer II	1.0	2.0	3.0	5,949-7,392	184,024	266,099
Research Data Specialist I	-	-	1.0	5,465-6,841	-	76,420
Information Officer I	1.0	1.0	-	4,784-5,988	67,219	-
Graphic Designer III	1.0	-	-	4,748-5,945	-	-
Information Technology Associate	1.0	2.0	2.0	3,728-6,005	164,836	165,931
Staff Services Analyst	0.3	-	2.0	3,063-4,980	-	103,091
Office Techn-Typing	0.7	1.0	-	2,921-3,656	45,622	-
Totals, Marketing Division	6.0	7.0	9.0	\$439,157	\$584,525	\$739,890

Information Technology Division

Chief Information Officer	1.0	1.0	1.0	9,333-14,000	152,445	152,445
Application Systems Development & Support:						
Information Technology Specialist II	-	-	1.0	6,516-8,732	-	107,979
Information Technology Supervisor II	1.0	1.0	-	6,426-8,611	107,465	-
Information Technology Supervisor ISS	-	-	1.0	6,078-8,145	-	75,489
Information Technology Specialist I	4.0	4.0	3.0	4,921-7,962	397,463	254,618
Information Technology TechnicianSS	-	-	1.0	3,876-5,195	-	56,331
Information Technology AssociateSS	2.9	3.0	2.0	3,728-6,604	247,254	149,462
Security Administration & Workstation Support:						
Information Technology Manager I	-	-	1.0	8,605-10,459	-	122,138
Information Technology Supervisor II	1.0	1.0	-	6,426-8,611	107,465	-
Information Technology Specialist I	1.0	1.0	2.0	4,921-7,962	99,366	170,795
Information Technology Associate	1.7	2.0	1.0	3,728-6,604	164,836	62,037
Technical Support Services						
Information Technology Specialist II	-	-	3.0	6,516-8,732	-	325,426
Information Technology Supervisor II	0.7	1.0	-	6,426-8,611	107,465	-
Information Technology Specialist I	4.7	5.0	3.0	4,921-7,962	496,829	286,053
Information Technology Associate	1.0	1.0	-	3,728-6,604	82,418	-
Totals, CalHFA Information Technology Division	19.0	20.0	19.0	\$1,598,857	\$1,957,851	\$1,762,774
Temporary HelpSS	3.0	2.1	2.2	180,986	118,000	127,000
Overtime	-	-	-	7,413	20,000	18,000
Totals, CalHFA Operations	112.8	128.1	117.2	\$9,431,262	\$11,585,305	\$10,507,195

PROGRAMS**Single Family**

Director of Homeownership	0.3	1.0	1.0	11,667-17,500	211,661	217,350
Compliance and Loan Administration						
Housing Finance Chief	1.0	1.0	1.0	8,347-9,479	117,151	122,436
Housing Finance Ofcr	2.3	1.0	2.0	6,847-8,526	105,381	220,256
Housing Finance Spec	7.3	3.0	3.0	5,255-6,578	247,393	254,896
Housing Finance Assoc	4.0	4.0	4.0	4,784-5,988	298,938	288,492
Housing Finance Trainee	2.0	2.0	2.0	3,063-4,152	103,626	107,259
Mgt Services Techn	1.3	1.0	1.0	2,713-3,838	49,191	49,581
Loan Production						
Housing Finance Chief	1.0	1.0	1.0	8,347-9,479	117,155	122,436
Housing Finance Ofcr	2.0	3.0	2.0	6,847-8,526	316,141	205,493
Staff Services Mgr I	1.0	1.0	1.0	5,689-7,068	87,359	91,299
Housing Finance Spec	3.0	5.0	4.0	5,255-6,578	411,765	340,699
Housing Finance Assoc	12.3	12.0	12.0	4,784-5,988	896,811	928,573
Housing Finance Asst	0.3	-	-	2,921-3,656	-	-
Office Techn-Typing	1.0	1.0	1.0	2,921-3,656	45,622	47,221
Mgt Services Techn	1.3	1.0	1.0	2,713-3,838	47,893	49,581
Office Assistant-General	0.3	-	-	2,255-3,102	-	-
Secondary Marketing and Systems Support						
Housing Finance Chief	1.0	1.0	1.0	8,347-9,479	117,155	117,294
Housing Finance Ofcr	1.0	1.0	1.0	6,847-8,526	105,381	110,128
Housing Finance Spec	7.0	8.0	10.0	5,255-6,578	659,715	838,415
Housing Finance Assoc	4.2	3.0	1.0	4,784-5,988	224,202	77,352
Housing Finance Trainee	-	-	1.0	3,063-4,152	-	46,944
Office Techn-Typing	1.9	1.0	-	2,921-3,656	45,622	-
Totals, Single Family	55.5	51.0	50.0	\$4,059,347	\$4,208,164	\$4,235,707

Multifamily Programs

Director of Multifamily Programs	0.8	1.0	1.0	11,667-17,500	179,177	181,127
Deputy Director of Multifamily Programs	-	1.0	1.0	9,625-11,645	130,337	132,087
Staff Services Mgr II	-	-	1.0	7,190-8,167	-	101,434

Credit Officer, C.E.A. A	0.3	-	1.0	6,913-9,937	-	104,639
Housing Finance Ofcr	5.3	5.0	5.0	6,847-8,526	526,901	519,220
Staff Services Mgr I	0.3	-	-	5,689-7,068	-	-
Housing Finance Spec	5.0	6.0	8.0	5,255-6,578	492,561	644,399
Housing Finance Assoc	4.0	6.0	5.0	4,784-5,988	448,405	353,975
Housing Finance Asst	3.7	3.0	2.0	3,977-4,980	186,434	129,893
Office Techn-Typing	1.0	1.0	1.0	2,921-3,656	45,622	43,514
Construction Services:						
Sr Housing Constrn Insp	1.0	1.0	1.0	8,978-11,235	137,520	146,528
Housing Constrn Insp	1.0	1.0	1.0	8,267-10,349	126,671	134,971
Totals, Multifamily Programs	22.4	25.0	27.0	\$1,812,508	\$2,273,628	\$2,491,787
Asset Management						
Asset Management:						
Housing Finance Chief	2.0	2.0	2.0	8,347-9,479	234,310	233,136
Housing Maint Insp	4.0	4.0	4.0	7,632-9,547	445,158	485,188
Housing Finance Ofcr	3.7	4.0	4.0	6,847-8,526	409,249	405,066
Staff Services Mgr I	-	-	1.0	5,689-7,068	-	91,299
Housing Finance Spec	10.2	12.0	12.0	5,255-6,578	985,121	978,658
Housing Finance Assoc	1.5	2.0	3.0	4,784-5,988	149,469	204,308
Housing Finance Asst	1.6	3.0	1.0	3,977-4,980	186,434	55,506
Housing Finance Trainee	1.4	-	-	3,063-4,152	-	-
Office Techn-Typing	1.0	1.0	1.0	2,921-3,656	45,622	43,167
Mgt Services Techn	1.0	1.0	1.0	2,713-3,838	47,893	49,581
Totals, Asset Management	26.4	29.0	29.0	\$2,172,169	\$2,503,255	\$2,545,909
Temporary Help	2.7	1.1	-	160,334	66,000	-
Overtime	-	-	-	19,547	26,000	30,000
Totals, Programs	107.0	106.1	106.0	\$8,223,905	\$9,077,048	\$9,303,403
Totals Regular/Ongoing Positions Before Salary Savings	214.1	231.0	221.0	\$17,286,887	\$20,432,353	\$19,635,597
CalHFA Salary Savings	-	-	-	\$0	-\$1,767,169	-\$2,117,545
TOTALS, CalHFA AUTHORIZED POSITIONS	219.8	234.2	223.2	\$17,655,167	\$18,895,184	\$17,693,052
Regular/Ongoing Positions (CalHFA)	214.1	231.0	221.0	17,286,887	18,665,184	17,518,052
Temporary Help (CalHFA)	5.7	3.2	2.2	341,320	184,000	127,000
Overtime (CalHFA)	-	-	-	26,960	46,000	48,000

CalHFA FY 2019-20 Out of State Travel Requests

Mission Critical Travel	Division	Date of event (If known)	Destination	# of Exempt Employees Attending	# Board Members Attending	# of Non-Exempt Employees Attending (Excluded and Represented Employees)	Projected Cost (including airfare, rental car, meals, etc.)	Justification (i.e. Mission Critical; List benefits to the Dept.; Auditing; Litigation Related; Function required by statute, contract, or executive directive; NCSHA Sponsored Meetings; Meetings with Rating Agencies, GSE's; Lender Trainings)	Impact if Denied
2019 NCSHA Annual Conference (Oct. 19-22, 2019)	Agency Wide	October 2019	Boston, MA	7	1	4	\$ 30,000.00	Mission critical annual meeting with national HFAs regarding professional development in various housing related program areas including communications, finance, governance, legal, human relations, information technology, management, homeownership, rental and special needs housing. The training sessions offered are multi-disciplinary and sending only one representative to attend multiple sessions is not possible.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives with HFAs across the country.
2020 NCSHA HFA Institute (Est. Jan. 13-17, 2020)	Agency Wide	January 2020	Washington, DC	4	2	6	\$ 36,000.00	Mission critical event designed to strengthen understanding of program fundamentals and explore advanced techniques for administering various housing programs and initiatives. The training sessions offered are multi-disciplinary and sending only one representative to attend multiple sessions is not possible.	Loss of opportunity to obtain in-depth instruction on essential HFA programs.
2019 NCSHA Legislative Conference (Est. Mar. 9-11, 2020)	Agency Wide	March 2020	Washington, DC	4	2	1	\$ 17,500.00	To receive mission critical current updates on legislative and regulatory activities and priorities, industry perspectives, and the solutions to the latest issues and challenges, and to collaborate with experienced HFA practitioners, Congressional and Federal staff, and noted industry leaders through events and roundtable sessions. The training sessions offered are multi-disciplinary and sending only one representative to attend multiple sessions is not possible.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to strengthen understanding in common and shared affordable housing initiatives with HFAs and key Federal and Congressional leaders.
NCSHA Executive Development Seminar	Agency Wide	September 2019	South Bend, IN	1	0	1	\$ 2,000.00	Annual executive development program. Topics covered in the seminar include mission critical transformational strategies and identifying growth opportunities, change management, improved decision making, negotiation and conflict management, building high performance teams and situational leadership.	Failure to provide executive management with high level training regarding organizational transformation, change management and organizational performance.
NCSHA Housing Credit Connect (Est. June 9-12, 2020)	Executive, Multifamily, Asset Management	June 2020	TBD	3	2	3	\$ 20,000.00	Mission critical annual meeting with national HFAs regarding low income housing tax credits, including legislative updates, industry expert meetings, IRS regulation changes, and policy discussions. The training sessions offered are multi-disciplinary and sending only one representative to attend multiple sessions is not possible.	Failure to obtain critical information on changes to Multifamily low income housing tax credits, including any legislative core related financing methods.
NCSHA Executive Directors Workshop	Executive	July 2019	TBD	1	0	0	\$ 3,000.00	Mission critical annual meeting with national HFA Executive Directors regarding low income housing tax credits, including legislative updates, industry expert meetings, IRS regulation changes, and policy discussions.	Failure to obtain critical information on changes to Multifamily low income housing tax credits, including any legislative core related financing methods.
NCSHA Special Board of Director's Meeting	Executive	TBD	Washington, DC	2	0	0	\$ 5,000.00	Provide mission critical guidance as a member of the Board of Directors to NCSHA member HFA's on ways to better serve low and moderate income neighborhoods and residents across the country.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives.

CalHFA FY 2019-20 Out of State Travel Requests

Mission Critical Travel	Division	Date of event (If known)	Destination	# of Exempt Employees Attending	# Board Members Attending *	# of Non-Exempt Employees Attending (Excluded and Represented Employees)	Projected Cost (including airfare, rental car, meals, etc.)	Justification (I.e. Mission Critical; List benefits to the Dept., Auditing; Litigation Related; Function required by statute, contract, or executive directive; NCSHA Sponsored Meetings; Meetings with Rating Agencies, GSE's; Lender Trainings)	Impact if Denied
NCSHA Board Member Training	Board	TBD	TBD	0	2	0	\$ 5,000.00	Mission critical annual meeting with HFA Board Members across the Country regarding the responsibilities as Board Members, role of HFAs in the housing finance space and policy and legislative updates from industry experts. The training sessions offered are multi-disciplinary and sending only one representative to attend multiple sessions is not possible.	Participation in the training will ensure that the Board Members understand their role and responsibilities as Board Members and will help avoid potential issues during their service on the Board.
Fannie Mae Advisory Board	Executive	October 2019 and April 2020	Washington, DC	4	0	0	\$ 10,000.00	Mission critical engagement with secondary marketing purchaser of single family and multifamily loans. Ability to influence and provide input of issues critical to CalHFA's mission.	Loss of cost savings and efficiencies for not meeting lending partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives.
BBVA Advisory Board (To be reimbursed)	Executive	October 2019 and April 2020	(Varies TBD)	2	0	0	\$ -	Provide mission critical guidance to BBVA's bank executives on ways to better serve low and moderate income neighborhoods and residents in California.	Loss of cost savings and efficiencies for not meeting lending partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives.
2020 Government Social Media Conference	Marketing	April 2020	TBD	0	0	2	\$ 5,000.00	The GSMCON is an annual social media conference targeted to city, county, and state government. Sessions include speakers from CA state agencies and others who are presenting on topics such as 'using social media during emergencies', 'handling negative social media', and 'legal aspects for government social media'. It's mission critical for our communications staff and public information liaisons to be trained on these topics so that we can communicate effectively to the public.	Lack of preparedness and understanding to communicate effectively during a crisis or to communicate to or on behalf of public officials. Lack of preparedness and understanding when handling negative social interactions that directly impact the Agency's reputation.
2019 Western HUD Lender's Conference	Multifamily	September 2019	TBD	2	0	1	\$ 7,500.00	Mission critical consortium of HUD approved multifamily lenders to share with and provide updates on HFA multifamily insurance programs including updates from HUD national office, updates and revisions to appraisal evaluations and engineering, updates to asset management, legal and loan closing requirements.	Failure to hear from HUD HUB Directors, HUD national headquarters staff, and other HUD senior management to address challenges and issues that impact CalHFA and its lending initiatives.
Western States HFA Summit	Single Family, Financing	June 2020	TBD	2	0	1	\$ 7,500.00	Annual mission critical meeting with Western States HFA's. This training event is designed to strengthen the understanding of regional issues in various housing related program areas which are common to our region. Work on regional issues / solutions by partnering with sister HFA in cost sharing ventures.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives with HFAs across the country.
West Coast HFA Meet Up	Executive, ERM & C, Multifamily	July 2019	Portland, OR	3	0	0	\$ 7,500.00	Annual mission critical meeting with Western States HFA's. This training event is designed to strengthen the understanding of regional issues in various housing related program areas which are common to our region. Work on regional issues / solutions by partnering with sister HFA in cost sharing ventures.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives with HFAs across the country.

CalHFA FY 2019-20 Out of State Travel Requests

Mission Critical Travel	Division	Date of event (if known)	Destination	# of Exempt Employees Attending	# Board Members Attending *	# of Non-Exempt Employees Attending (Excluded and Represented Employees)	Projected Cost (including airfare, rental car, meals, etc.)	Justification (i.e. Mission Critical; List benefits to the Dept.; Auditing; Litigation Related; Function required by statute, contract, or executive directive; NCSHA Sponsored Meetings; Meetings with Rating Agencies, GSE's; Lender Trainings)	Impact if Denied
Fannie Mae's HFA Institute	Financing, Single Family	TBD	Washington, DC	1	0	2	\$ 7,500.00	Required by federal partners. To obtain mission critical information on Fannie Mae's HFA Preferred Program (A NCSHA sponsored HFA Conference).	Not attending could jeopardize CalHFA's participation in Fannie Mae's HFA Preferred Program.
HUD TRACS Annual Meeting	Asset Management	January 2020	Washington, DC	0	0	1	\$ 2,500.00	Required by federal partners. Tenant Rental Assistance Certification System (TRACS) Mission critical meeting to learn of the latest changes and HUD regarding occupancy related issues, software updates, and new HUD initiatives.	Failure to obtain the most current and critical information regarding HUD matters.
HUD 811 Convening	Asset Management	TBD	Washington, DC	0	0	1	\$ 2,500.00	Mission critical and required by federal partners. HUD 811 program provides "convening" of states that have been awarded funds. California was the first state to have an executed Rental Assistance Contract with an owner. CalHFA has been asked to discuss the new HUD system that handles the PRA subsidy payments as well as to discuss our experience with the payment process so far.	Failure to obtain information on program changes as well as provide important feedback on the Agency's experience with the 811 program so far.
HUD Introduction Meeting	Asset Management	TBD	Washington, DC	4	0	0	\$ 10,000.00	As the new presidential administration takes shape, it is mission critical to introduce CalHFA and its business lines to HUD. The ongoing programs we have with HUD (Section 8 TCA, Section 811 PRA, FHA Risk-Share, etc.) are critical to the success of CalHFA's mission.	HUD may eliminate or alter programs without CalHFA's full input. Some of these changes may negatively alter CalHFA's role in affordable housing.
Rating Agency Visit and Consultation with New York HFA	Finance, Executive	TBD	New York, NY	4	0	0	\$ 10,000.00	Mission critical rating agency meetings with Moody's and/or S&P and consultation with New York HFA.	Potential negative comments on Agency management. Failure to educate rating agencies regarding specific business risks that influence our ratings on debt issuance.
HUD Risk-Share Program Meeting	Executive, Multifamily	TBD	Washington, DC	2	0	0	\$ 5,000.00	Mission critical meeting with HUD, US Treasury, and the Agency's major primary housing program, the Risk-Share loan program.	Failure to meet with CalHFA's partners in this unique HFA financing tool could result in lowered lending production at higher financing rates.
MBA National Technology in Mortgage Banking Conference	I.T., Single Family	TBD	TBD	0	0	4	\$ 10,000.00	Mission critical training on all of the emerging technologies, the impact of new regulations, vendor solutions, and to connect with vendors and industry experts related to mortgage lending.	Loss of cost savings and efficiencies for not meeting needs of single family IT business needs, resulting in the inability to collaborate and strengthen lending products for affordable housing initiatives. Failure to obtain in depth instructions on essential system and regulatory changes in the industry.
Mortgage Bankers Association Servicing Conference and Expo	Single Family	TBD	TBD	0	0	1	\$ 2,500.00	Mission critical annual meeting to strengthen the understanding of best practices and regulations in the loan servicing area. Discuss servicing issues/solutions with other servicers, Government Sponsored Enterprise (GSE) and vendors.	Loss of cost savings and efficiencies for not meeting business partners in one location, resulting in the inability to collaborate and strengthen servicing practices.
Hardest Hit Fund Conference (OneTo be reimbursed by KYHC)	Executive	TBD	TBD	1	0	0	\$ -	Mission critical summit with US Treasury officials, representatives from other Hardest Hit Fund states, GSEs and large banks to discuss barriers and solutions related to the use of Hardest Hit Funds.	Failure to meet with Treasury officials face to face to negotiate changes to the program and to develop program parameters for use of program income generated by the Hardest Hit Funds.

CalHFA FY 2019-20 Out of State Travel Requests

Mission Critical Travel	Division	Date of event (if known)	Destination	# of Exempt Employees Attending	# Board Members Attending *	# of Non-Exempt Employees Attending (Excluded and Represented Employees)	Projected Cost (including airfare, rental car, meals, etc.)	Justification (i.e. Mission Critical; List benefits to the Dept.; Auditing; Litigation Related; Function required by statute, contract, or executive directive; NCSHA Sponsored Meetings; Meetings with Rating Agencies, GSE's; Lender Trainings)	Impact if Denied
Lender Trainings and Recertification	Single Family	TBD	Various States	0	0	3	\$ -	Out of state travel to conduct mission critical lender trainings and lender recertification's (Expenses are reimbursed).	N/A
GPUG Summit Conference (October 15-18, 2019)	Admin, Fiscal Services, Information Technology	October 2019	Orlando, FL	0	0	4	\$ 10,000.00	Agency is utilizing MSGP2016 for the Agency's business. The recent implementation of several modules and plan to implement several additional modules makes this a mission critical summit, as it will provide CalHFA with the necessary tools to realize the full potential of the software solution. The training sessions offered are multi-disciplinary (IT, Fiscal, Budget, Admin, etc.) and sending only one representative to attend multiple training sessions is not possible.	Failure to obtain critical training may result in inefficient or incorrect implementation of GP modules, staff inefficiencies, and missed financial reporting deadlines.
GSE's	Exec, Financing, Multifamily	TBD	Washington, DC	3	0	1	\$ 10,000.00	Mission critical meeting with GSE's to discuss new partnerships and capital raising opportunities for Multifamily Programs.	Loss of opportunity to obtain in-depth instruction on essential HFA programs.
National Housing & Rehabilitation Conference	Exec	TBD	Various	2	0	0	\$ 5,000.00	Mission critical event for training and best practices sponsored by developers involved with our multifamily lending products	Failure to meet with HFA partners will reduce lending opportunities and prevent Agency staff from understanding and modifying our lending products to meet the needs of the development community
Leadership California	Admin	September 2019	Washington, DC	0	0	1	\$ 2,500.00	Mission critical meeting w/ CA Women Leaders to increase their knowledge of CA issues & trends, broaden their connections, boost their influence, & be inspired to act & make a difference.	Loss of opportunity to strengthen knowledge of CA issues and trends.
Advanced Learning Institute - HR Internal Communications	Admin, Marketing	TBD	TBD	0	0	2	\$ 5,000.00	Mission critical training to to maximize employee communications & create a culture that drives results needed to align HR & internal communication strategies.	Loss of opportunity to strengthen internal communication consistent w/ creating a culture to attract & retain high-level employees for workforce & succession planning purposes.
Gartner Symposium - XPO 2019	I.T.	October 2019	Orlando, FL	0	0	1	\$ 2,500.00	Mission critical IT Symposium/Xpo 2019 is the place to hone leadership skills, refine IT strategies, and find the innovative technologies that help to power digital transformation.	Missed opportunity to explore strategic trends and technologies that could assist in reshaping the future of IT and CalHFA.
Gartner Symposium - XPO 2020	I.T.	March 2020	Phoenix, AZ	1	0	0	\$ 2,500.00	A mission critical exclusive application only event, for CIOs, guaranteed to exchange information via hands-on workshops, analyst one-on-one meetings, expert led roundtables and industry leading keynote speakers.	Missed opportunity to interact with peer CIOs who experience similar challenges at their organizations.

CalHFA FY 2019-20 Out of State Travel Requests

Mission Critical Travel	Division	Date of event (if known)	Destination	# of Exempt Employees Attending	# Board Members Attending *	# of Non-Exempt Employees Attending (Excluded and Represented Employees)	Projected Cost (including airfare, rental car, meals, etc.)	Justification (i.e. Mission Critical; List benefits to the Dept.; Auditing; Litigation Related; Function required by statute, contract, or executive directive; NCSHA Sponsored Meetings; Meetings with Rating Agencies, GSE's; Lender Trainings)	Impact if Denied
National Housing Conference Solutions for Housing Communications	Marketing	April 2020	Washington, DC	0	0	1	\$ 2,500.00	A mission critical national convening designed especially for housing communicators that focuses on communications strategies and tactics for expanding awareness of the benefits of affordable housing and building support for affordable housing policies and development. Workshops address communications tools and trends needed as a housing communicator. National experts will provide helpful tips and strategies on how housing organizations communicate with policymakers, the media, stakeholders and its constituents.	Lack of preparedness on the latest strategies and tactics for communicating, building support for and defending efforts surrounding affordable housing. Without keeping apprised of the communication efforts around the nation, we risk being ineffective in our efforts here in California where the housing crisis is substantially worse than many other states.
Ross (RBD) Training	Asset Mgmt	TBD	Chicago, IL	0	0	1	\$ 2,500.00	Mission critical training with RBD, an industry expert that works directly with HUD Headquarters on policy decisions. RBD is also the facilitator for HUD headquarters as it relates to TRACS and MORS.	Failure to obtain critical training will result in loss of the most up to date industry knowledge and key information on HUD TRACS.
Smith's Research & Gratings Conference	Exec, Financing	TBD	Fort Lauderdale, FL	2	0	2	\$ 10,000.00	Mission critical event designed to explore new ways to improve originations with products that attract homeowners such as down-payment assistance.	Failure to obtain the most current and critical information regarding research and analysis for institutional investors.
CDFA National Development Finance Summit	Exec, Financing	November 2019	Tampa, FL	2	0	2	\$ 10,000.00	A mission critical summit built to learn about all types of development finance tools and programs from industry experts.	Failure to obtain the most current and critical information regarding financing approaches and solutions.
Totals				57	9	46	\$ 268,500.00		

*Agency will reimburse out of state travel expenses for Board Members eligible for per diem pursuant to Health & Safety Code Section 50909

May 23, 2019

CalHFA Contracts for FY 2019/20

		Consulting and Professional Services Proposed 2019/20	Remarks
DIVISION CONTRACTS			
<u>REGULAR ONGOING CONTRACTS</u>			
AGENCY WIDE			
	Cornerstone	600	Security Monitoring
		600	
EXECUTIVE			
	Management Consulting Services	130,000	Potential expansion of organizational assessment
	Economic Impact Study Report	75,000	Economic Impact Study Report
	Business Consumer Services & Housing	150,000	Interagency Agreement
	Towers Watson Delaware, Inc.	45,000	Executive Evaluation/Compensation
	Executive Total:	400,000	
BOARD MEMBERS			
	3Play Media	4,000	Closed captioning and interactive transcript services for CalHFA Board meetings
	Board Members Total:	4,000	
ERM & C			
	CoreLogic Solutions LLC	10,000	Analytical tools to obtain property values, appraisal analytics and fraud analytics
	LexisNexis Risk Solutions FL, Inc.	8,000	Risk evaluation services. Three year contract total \$24000 at \$8000 annually.
	ERM & C Total:	18,000	
ADMINISTRATION			
	State Controller's Office	5,000	Leave Accounting & MIRS
	HR Legal Services	150,000	Attorney services for workplace investigations, mediation, and expert witness work as necessary
	HR Consulting	150,000	HR Consultation Services
	Administration Total:	305,000	
INFORMATION TECHNOLOGY			
	QBIX (Fiscal Services)	40,000	General Ledger Report Upgrades
	BGI Support (Fiscal Services)	40,000	Programming support for future upgrades and misc. tasks for BGI
	Public Consulting Group - (Single Family)	250,000	Programming support for MAS (Single Family)
	Collabware Consultation (IT)	30,000	Programming and administrative support document management add-on within SharePoint
	SharePoint Consultation (IT)	15,000	Programming and administrative support for SharePoint specific topics (Upgrades, major changes, etc.)
	Macroview, Inc. (IT)	1,000	Consultation assistance for managing Macroview upgrades, programming needs and support.
	Gartner Consultation (IT)	160,000	Advisory service to implement IT Maturity Score, IT Strategic Planning, Business Requirements Review, etc.
	RedCar Consultation (IT)	60,000	Project Management, Business Requirements Gathering Assistance for upcoming projects such as OCR, new MF front end, eDiscovery, JIRA implementation, etc.

May 23, 2019

CalHFA Contracts for FY 2019/20

		Consulting and Professional Services Proposed 2019/20	Remarks
DIVISION CONTRACTS			
	American River Technologies, LLC (KYHC - Tim Rost)	55,000	KHYC Administrative support for AWS, various reporting and security (April 2020 - June 2020)
	Baygrape (KYHC - Raj)	25,000	KHYC CalMAC Programming support and assists in generating various customer reports during payment posting, reporting, etc.
	Altura Communication Svcs (VoIP)	2,000	Professional services and programming support for VoIP (Telephone) system
	ePlus Technology (IT)	30,000	RSA/PAN Firewall Technical expertise
	Enterprise Networking Solutions (IT)	10,000	Server and Exchange Support and Expertise
	EYEP - IT	15,000	Ongoing Switch Maintenance
		733,000	
FINANCING			
	E-Housing Plus	10,000	Housing & Development Services for MCC's
	Financing Total:	10,000	
FISCAL SERVICES			
	Audits		
	CliftonLarsonAllen	206,400	Housing Finance Fund Financial Audit
	Other		
	McCracken	7,500	MF ASP Connection
	Ominicap	20,000	Tax Compliance Calculations
	Fiscal Services Total:	233,900	
GENERAL COUNSEL			
	Litigation related		
	Bankruptcy/Consultation Services	5,000	Bankruptcy
	Cal Attorney General	75,000	Homeowner loan and routine litigation
	Orrick	25,000	Litigation
	Kronick	25,000	Litigation
	Law Offices of James J. Falcone	5,000	Litigation
	Non-litigation related/Other		
	Greenberg Traurig	75,000	Advice
	Kronick	25,000	Advice
	Orrick	25,000	Hourly bond & finance advice
	Other		
	Hawkins Delafield & Wood LLP	20,000	Bond counsel
	HotDocs	10,000	Support
	Kronick	150,000	Transactional Support
	General Counsel Total:	440,000	

CalHFA Contracts for FY 2019/20

		Consulting and Professional Services Proposed 2019/20	Remarks
DIVISION CONTRACTS			
MARKETING			
Marketing/Digital Marketing/PR	300,000	Advertising, digital marketing, public relations & crisis management	
Fuze Digital Solutions, LLC	6,000	Website Knowledgebase & FAQ Portal	
Lazzarone Photography	10,000	Photographer for Annual Report & Property Photography	
Design Forge	15,000	Consultant for Annual Report & backup graphic design work	
Critical Mention	6,000	News & media monitoring tool	
Website Revisions and Focus Groups	50,000	Consultant to assist with design, navigation, content and functionality updates to Agency Intranet	
Marketing Total:	387,000		
SINGLE FAMILY LENDING			
McBride Edwards LLP	40,000	Servicing Auditor	
All Regs	5,000	Quarterly enhancements to the CalHFA Servicer Guide	
MERSCORP, Inc.	10,000	Electronic Registry Service	
Single Family Lending Total:	55,000		
MULTIFAMILY			
Multifamily Underwriting Services	100,000	MF Underwriting Services	
Experian Information Solutions, Inc.	5,000	Credit reports on business partners obtaining financing from CalHFA	
TBD	50,000	Multifamily System Upgrade/Improvements/	
Multifamily Total:	155,000		
ASSET MANAGEMENT			
MOR/Property Inspection Services	125,000	Property Inspection Services	
Asset Management Total:	125,000		
TOTAL CALHFA ONGOING CONTRACTS		2,866,500	(\$2,867K on Combined Consulting and Professional Services Line)