

A photograph of a man and a woman in business attire sitting at a desk, reviewing documents. The man is on the left, wearing glasses and a plaid shirt, looking down at the papers. The woman is on the right, with curly hair, wearing a light-colored blazer over a white button-down shirt, smiling and looking towards the man. They are both holding pens, suggesting they are working together on a task. The background is slightly blurred, showing an office environment.

QUARTERLY

REPORT

**CALIFORNIA
HOUSING FINANCE AGENCY**

QUARTERLY REPORT, JAN 1 – MAR 31 2022



Introduction

California's Fiscal Year 2020-21 State Budget directed \$300 million in National Mortgage Settlement (NMS) funds to the California Housing Finance Agency (CalHFA) for housing counseling and mortgage assistance. Through its NMS Housing Counseling Program, CalHFA has allocated \$73.5 million for HUD-certified housing counselors throughout the state to provide free, confidential counseling services to California residents who are in danger of eviction or foreclosure.

NMS Housing Counseling Program Details

CalHFA allocates NMS funds to participating housing counseling agencies (HCAs) through three HUD-approved Intermediaries: UnidosUS, HomeFree USA, and BALANCE. The HCAs are reimbursed \$750 for a client's first one-on-one counseling session, or up to \$750 worth of legal services. An additional \$750 will be allowed if the same client returns for a second one-on-one session or a more in-depth level of counseling is needed (i.e. loan modification assistance). The maximum per household limit is \$1,500.

Intermediaries and HCAs also received funds upfront to be used for oversight, program support and capacity building. The upfront investment into building capacity is designed to improve and extend the life of the counseling services by ensuring that agencies can modernize their technology to accommodate more virtual meetings, have adequate staffing with updated training to improve customer service and expand the availability of languages offered.

7,056

Households Served

JAN 1–MAR 31 2022

\$7.4M

Funds Distributed

JAN 1–MAR 31 2022

78

Active HCAs

JAN 1–MAR 31 2022

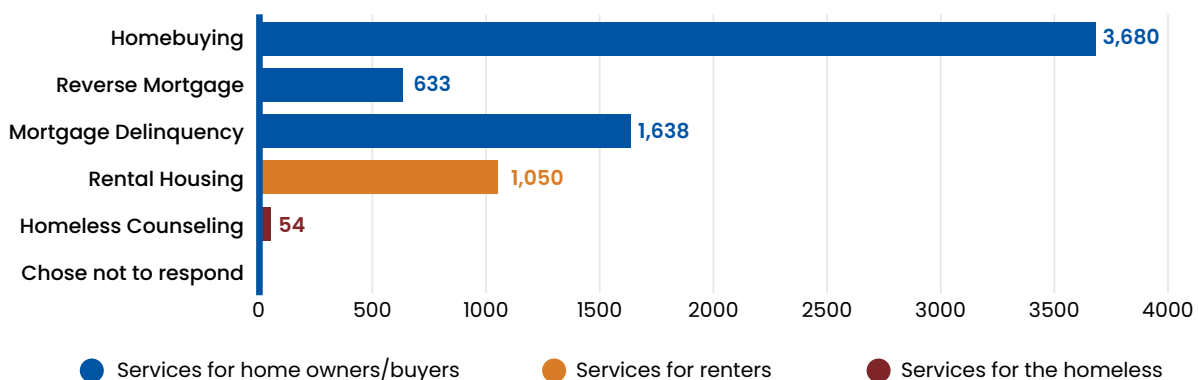
221

Active Counselors

JAN 1–MAR 31 2022

Types of Services Provided

The HCAs provide counseling services that can be grouped into the following categories: services for the homeless, rental housing, mortgage delinquency, reverse mortgage, and homebuying (pre-purchase and post-purchase). The chart below shows how many clients received counseling in each of these categories during the first quarter of 2022:



Fund Disbursement Summary

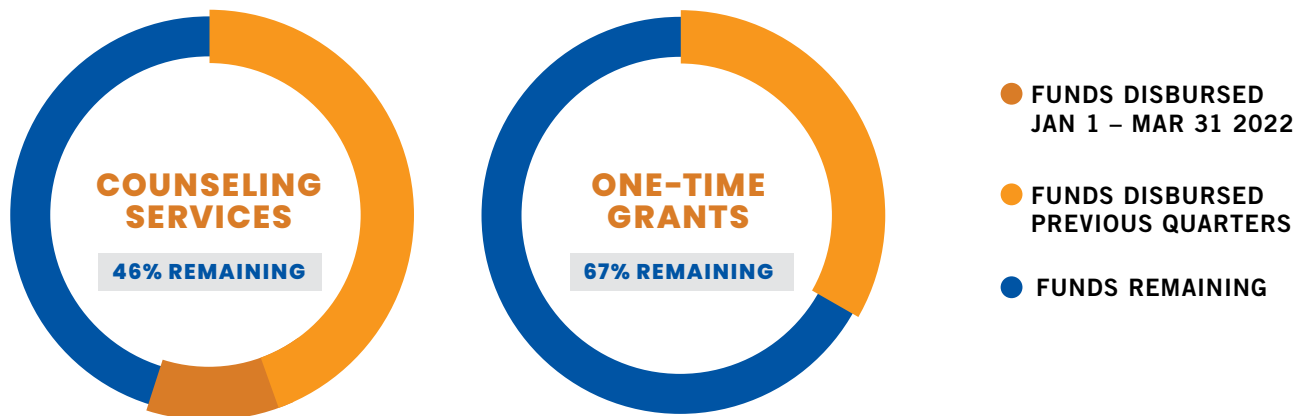
In the first quarter of 2022, \$6.98 million was disbursed. This brings the total disbursement to \$39.4 million, which is 54% of the total funds designated for the NMS Housing Counseling program.

NMS Fund Allocations & Disbursements

In 2020, \$50 million in funds was allocated through the NMS Housing Counseling Program. Of these funds, 89% has been designated for counseling services, 1% for one-time grants to nonparticipating HCAs, 5% for a Marketing and Coordination Set Aside to HCAs to expand their ability to reach and serve disadvantaged, underserved, and ethnically diverse communities, and, per legislation, the remaining 5% to CalHFA for program administrative fees.

In October 2021, the CalHFA Board of Directors approved an additional \$23.5 million to be allocated towards the NMS Housing Counseling Program. Of these funds, 95% has been designated for counseling services and, per legislation, the remaining 5% to CalHFA for program administrative fees.

ALLOCATED FUNDS	TOTAL FUNDS ALLOCATED	FUNDS DISBURSED JAN 1 – MAR 31 2022	TOTAL FUNDS DISBURSED
Counseling Services	\$66,725,000	\$7,365,001	\$37,058,251
One-Time Grants	\$600,000	-	\$200,000
Marketing and Coordination Set Aside	\$2,500,000	-	-
Administrative Fees	\$3,675,000	-	\$2,500,000
TOTAL	\$73,500,000	\$7,365,001	\$39,758,251



NMS Counseling Services Fund by Intermediary

In the first quarter of 2022, \$7.4 million was distributed among the three Intermediaries for a combination of counseling fees and oversight fees, bring the total disbursement to \$37 million in funds to date as of March 31, 2022.

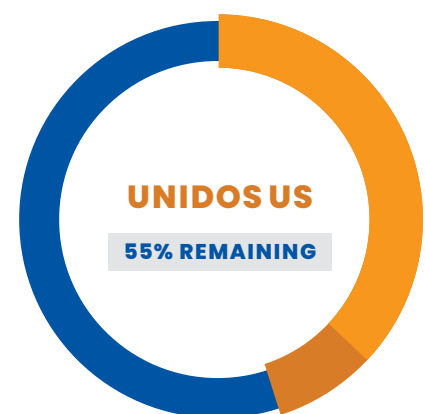
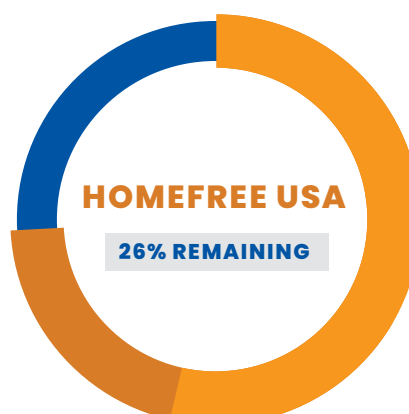
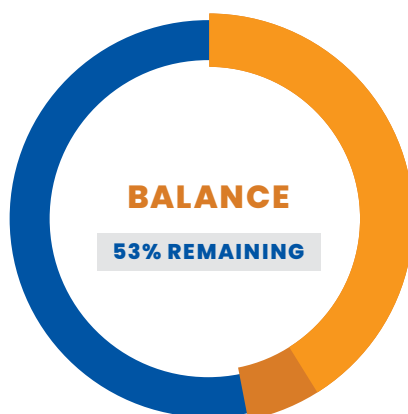
NMS INTERMEDIARY	TOTAL FUNDS ALLOCATED	FUNDS DISBURSED FOR JAN 1 – MAR 31 2022	TOTAL FUNDS DISBURSED
BALANCE			
Counseling Fees	\$23,892,758	\$1,729,500	\$10,324,500
Capacity Building	\$4,943,329		\$3,314,497
Oversight Fees	\$4,119,441	\$193,346	\$1,795,354
BALANCE TOTAL	\$32,955,528	\$1,922,846	\$15,434,351
HOMEFREE USA			
Counseling Fees	\$15,951,358	\$4,407,750	\$13,225,500
Capacity Building	\$3,300,281		\$2,009,673
Oversight Fees	\$2,750,234	\$117,231	\$1,088,573
HOMEFREE USA TOTAL	\$22,001,873	\$4,524,981	\$16,323,746
UNIDOS US			
Counseling Fees	\$8,531,509	\$839,250	\$3,240,750
Capacity Building	\$1,765,140		\$1,335,830
Oversight Fees	\$1,470,950	\$77,924	\$723,574
UNIDOS US TOTAL	\$11,767,599	\$917,174	\$5,300,154
TOTAL	\$66,725,000	\$7,365,001	\$37,058,251

NOTE: Amounts are rounded to the nearest dollar.

● FUNDS DISBURSED
JAN 1 – MAR 31 2022

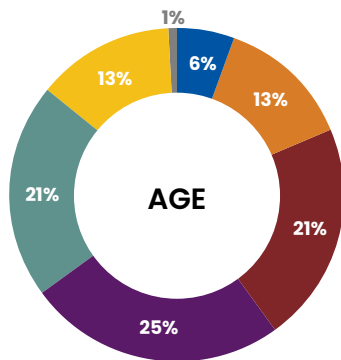
● FUNDS DISBURSED
PREVIOUS QUARTERS

● FUNDS REMAINING

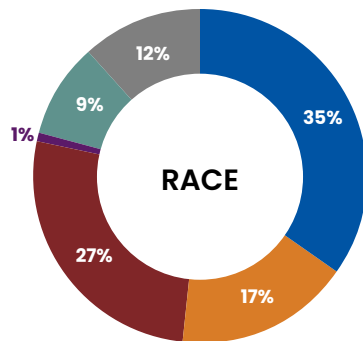


Demographic Data

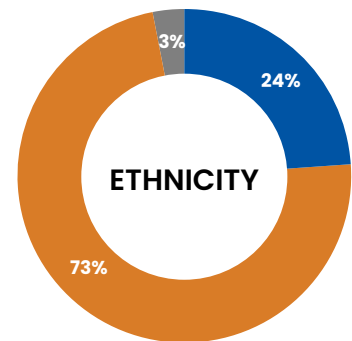
To help CalHFA ensure that assistance is equitable and effective, HCAs are required to track demographic data, income levels, location and household size for each client. The charts below provide data on households that received counseling in the first quarter of 2022:



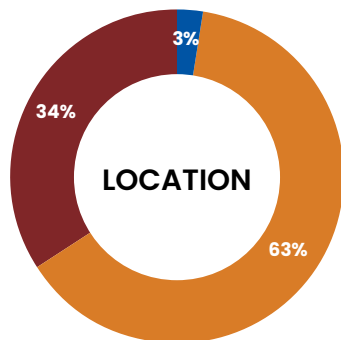
- < 30 Years
- 30-39 Years
- 40-49 Years
- 50-59 Years
- 60-69 Years
- > 69 Years
- Chose not to respond



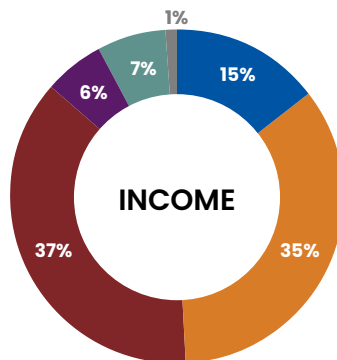
- White
- Black/African American
- Asian American/Pacific Islander
- American Indian/Alaskan Native
- Other/Multiple Race
- Chose not to respond



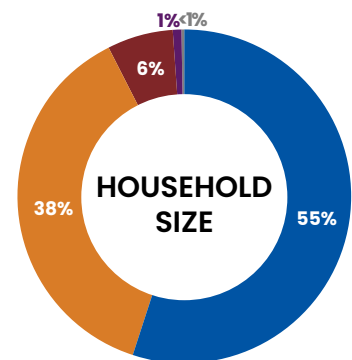
- Hispanic
- Not Hispanic
- Chose not to respond



- Northern CA
- Southern CA
- Central Valley / Bay Area



- < 30% AMI
- 30 - 49% AMI
- 50 - 79% AMI
- 80 - 100% AMI
- > 100% AMI
- Chose not to respond



- 1-2 people per household
- 3-4 people per household
- 5-6 people per household
- 7+ people per household
- Chose not to respond

Note: Charts may not add up to 100% due to rounding.

HCA Recipients of NMS Counseling Funds

In the first quarter of 2022, NMS funds were disbursed to the following HCAs as reimbursement for one-on-one counseling sessions.

Asian Law Alliance	NeighborWorks HomeOwnership Center Sacramento Region
Asian Incorporated	NeighborWorks LA
CCC Balance - San Francisco	NeighborWorks Orange County
Community Housing Council of Fresno	New Economics for Women
Community Housing Development Corporation	Orange County Community Housing Corporation
Consumer Credit Counseling Service of Maryland	Project Sentinel
CSA San Diego County	Richmond Neighborhood Housing Services Inc.
East LA Community Corporation	San Francisco Housing Development Corporation
Fair Housing Foundation	San Francisco LGBT Community Center
Faith And Community Empowerment (FACE)	Self-Help Enterprises
Fresno Interdenominational Refugee Ministries	Shalom Center for T.R.E.E. of Life
Greater Sacramento Urban League	UnidosUS Counseling Connection
Greenpath Financial Wellness	Union of Pan Asian Communities
Homeownership OC	Urban League of San Diego County
Inland Empire Resource Center	USA Homeownership Foundation DBA Veterans Association of Real Estate Professionals
Inland Fair Housing and Mediation Board	Visionary Home Builders of California, Inc.
Korean Resource Center	West Angeles Community Development Corporation
Lutheran Social Services of Southern California	
Mission Economic Development Agency (MEDA)	
Money Management International	
Montebello Housing Development Corporation	
National Asian American Coalition (NAAC)	
Navicore Solutions	
Neighborhood Housing Services of the Inland Empire, Inc.	