

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**

4TH QUARTER REPORT ENDING 12/31/2021



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.

6,213

Households Served

4TH QUARTER

\$5.9M

Funds Distributed

4TH QUARTER

76

Active HCAs

4TH QUARTER

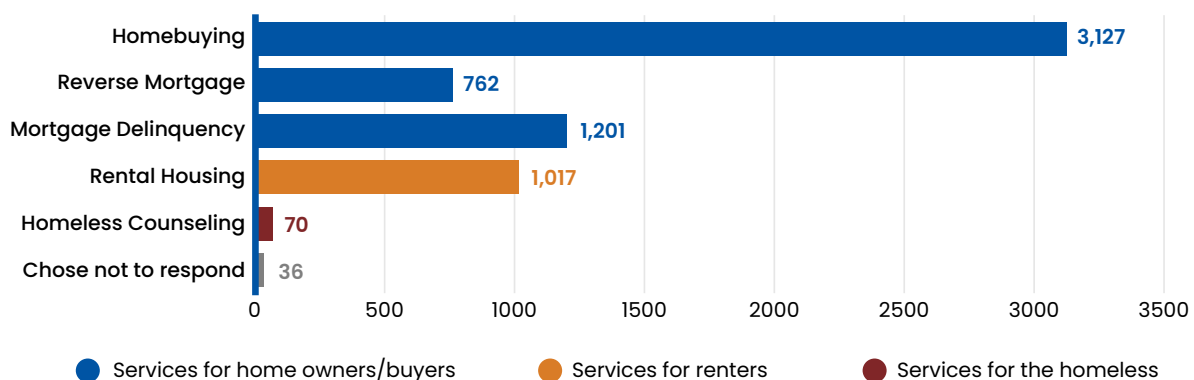
217

Active Counselors

4TH QUARTER

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 fourth quarter:



Fund Disbursement Summary

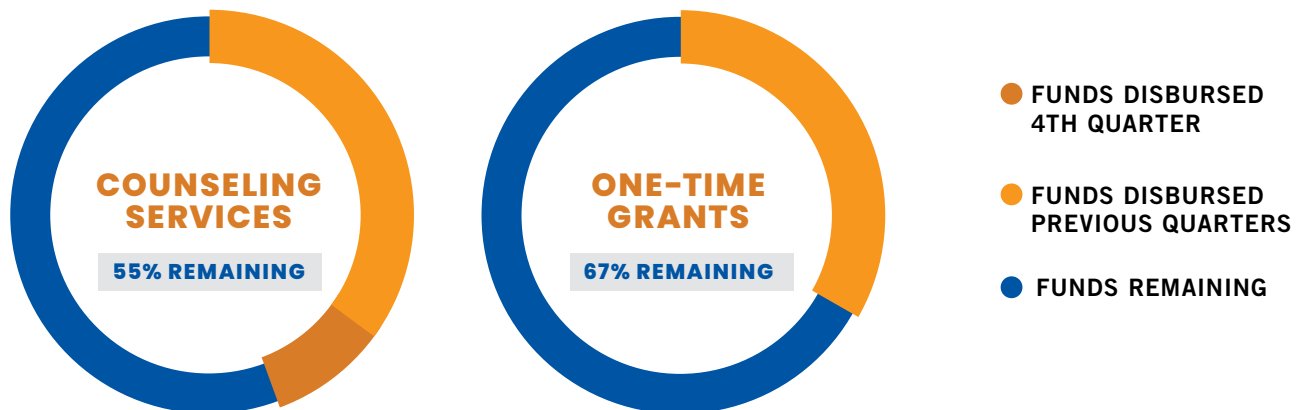
For the fourth quarter, which began October 1, 2021 and ended on December 31, 2021, an additional \$23.5 million was allocated towards the program beyond the initial \$50 million. In this quarter, \$6.3 million was disbursed. This brings the total disbursement to \$32.4 million, which is 44% of the total 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, 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 FOR 4 TH QUARTER	TOTAL FUNDS DISBURSED
Counseling Services	\$66,725,000	\$6,269,250	\$29,693,250
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	\$6,269,250	\$32,393,250

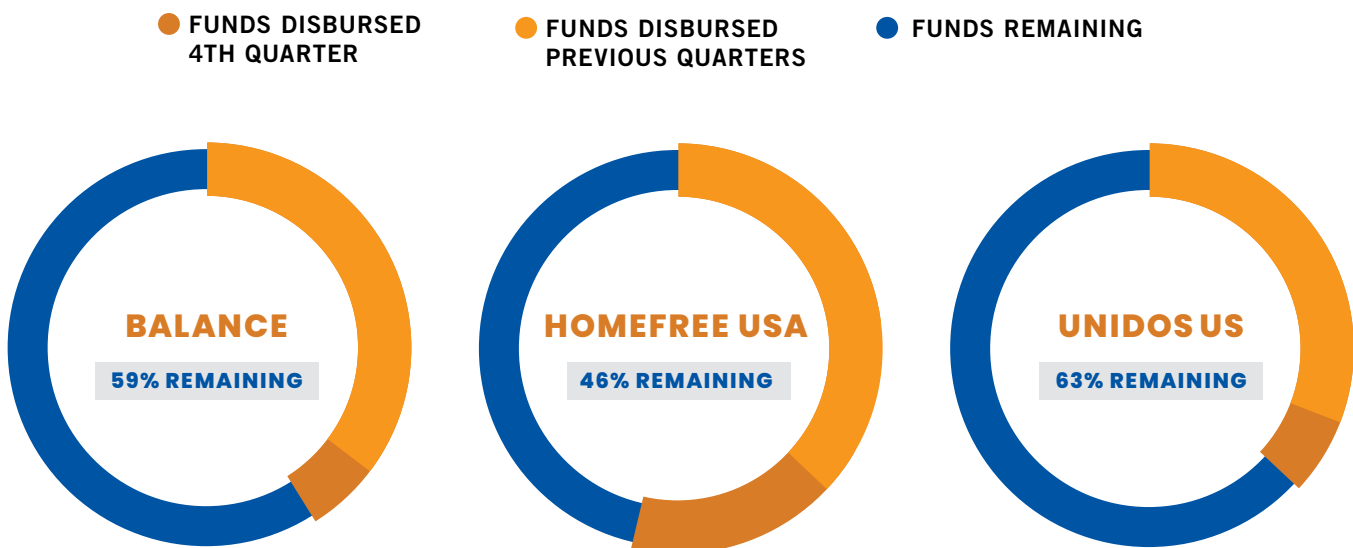


NMS Counseling Services Fund by Intermediary

With \$6.3 million distributed among the three Intermediaries for a combination of counseling fees and oversight fees during the fourth quarter, a total of \$29.7 million in funds have been disbursed to these Intermediaries as of December 31, 2021.

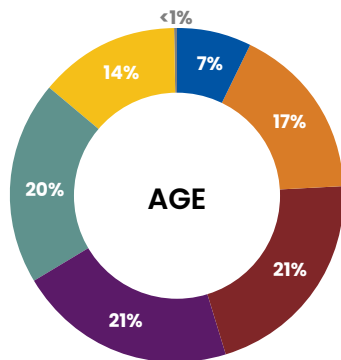
NMS INTERMEDIARY	TOTAL FUNDS ALLOCATED	FUNDS DISBURSED FOR 4 TH QUARTER	TOTAL FUNDS DISBURSED
BALANCE			
Counseling Fees	\$23,892,758	\$1,699,500	\$8,595,000
Capacity Building	\$4,943,329	-	\$3,314,497
Oversight Fees	\$4,119,441	\$193,346	\$1,602,008
BALANCE TOTAL	\$32,955,528	\$1,892,846	\$13,511,505
HOMEFREE USA			
Counseling Fees	\$15,951,358	\$3,507,000	\$8,817,750
Capacity Building	\$3,300,281	-	\$2,009,673
Oversight Fees	\$2,750,234	\$117,231	\$971,342
HOMEFREE USA TOTAL	\$22,001,873	\$3,624,231	\$11,798,765
UNIDOS US			
Counseling Fees	\$8,531,509	\$674,250	\$2,401,500
Capacity Building	\$1,765,140	-	\$1,335,830
Oversight Fees	\$1,470,950	\$77,923	\$645,650
UNIDOS US TOTAL	\$11,767,599	\$752,173	\$4,382,980
TOTAL	\$66,725,000	\$6,269,250	\$29,693,250

NOTE: This funding table was updated on 03/21/22 due to a reporting error. Corrections have been made accordingly to reflect accurate amounts.

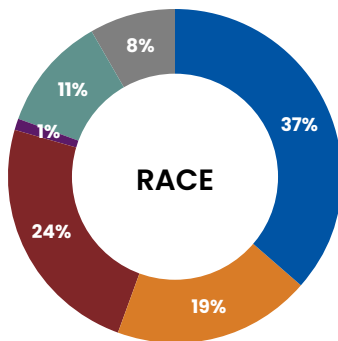


Demographic Data – 4th Quarter

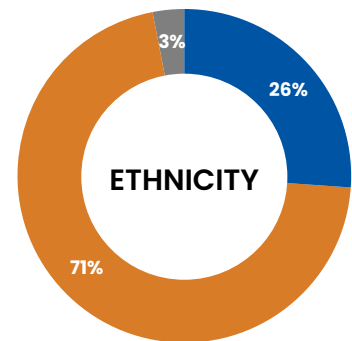
To help CalHFA ensure that assistance is equitable and effective, HCAs are required to track demographic data, income levels, location and household size for each client. The charts below provide data on households that received counseling in the fourth quarter:



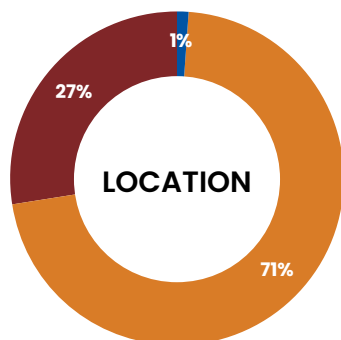
- < 30 Years
- 30-39 Years
- 40-49 Years
- 50-59 Years
- 60-69 Years
- > 69 Years
- Chose not to respond



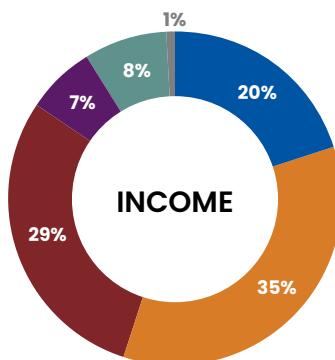
- White
- Black/African American
- Asian American/Pacific Islander
- American Indian/Alaskan Native
- Other/Multiple Race
- Chose not to respond



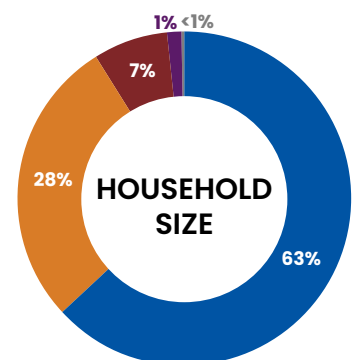
- Hispanic
- Not Hispanic
- Chose not to respond



- 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 – 4th Quarter

In the fourth quarter ending December 31, 2021, NMS funds were disbursed to the following HCAs as reimbursement for one-on-one counseling sessions.

A-1 Community Housing Services	Montebello Housing Development Corporation
Affordable Housing Clearinghouse	National Asian American Coalition (NAAC)
Asian Law Alliance	Navicore Solutions
Asian Incorporated	Neighborhood Housing Services of Los Angeles County
Balance	Neighborhood Housing Services of the Inland Empire, Inc.
Catholic Charities of the Diocese of Santa Rosa	Neighborhood Partnership Housing Services
Community Housing Council of Fresno	NeighborWorks HomeOwnership Center Sacramento Region
Community Housing Development Corporation	NeighborWorks Orange County
Consumer Credit Counseling Service of Maryland	New Economics for Women
Credit.org	NID Housing Counseling Agency
CSA San Diego County	Orange County Community Housing Corporation
East LA Community Corporation	Project Sentinel
Fair Housing Foundation	San Francisco Housing Development Corporation
Faith And Community Empowerment (FACE)	San Francisco LGBT Community Center
Fresno Interdenominational Refugee Ministries	Self-Help Enterprises
Greater Sacramento Urban League	Shalom Center for T.R.E.E. of Life
Greenpath Financial Wellness	UnidosUS Counseling Connection
Homeownership OC	Union of Pan Asian Communities
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	