EVERY HOME COUNTS
We are pleased to report that 2016 was another record year for Century, with more than $143 million in loans assisting in the creation of 2,572 homes affordable to residents earning 61% of Area Median Income (AMI), on average. Our past success translates to more opportunity for our developer clients to keep building. The San Francisco Mission District development, sponsored by Mission Economic Development Agency along with Tenderloin Neighborhood Development Corporation and noted in this report, highlights Century’s flexibility and commitment in supporting city-sponsored affordable projects - especially those close to transit.

In Southern California, the featured Van Nuys development by Topanga Managing Partners exemplifies the important role that Naturally Occurring Affordable Housing (NOAH) can serve in meeting critical housing needs in the face of declining government support for affordable housing. For nearly ten years, NOAH, which is not government subsidized, has been a fast growing segment of Century’s lending portfolio and has accounted for more than 1,000 affordable homes throughout California. Century’s construction loan for the Van Nuys project is financing 22 beautifully designed homes for families with incomes just above 100% of AMI developed without government funding.

Century is confident that our latest innovation, a permanent loan product, will be an important financing tool for developers who can benefit from a 17-year term with no prepayment penalty or lock-out period. Contact us about your next project and test our ability to provide tailor-made solutions. We look forward to adding your success story, like that of Jamboree Housing’s Arbor Terrace resident Giovanna enjoying her new home in Colton, to our next report.

Century Board of Directors

William G. Brennan
Executive Director, California New Motor Vehicle Board
Yvonne B. Burke
Mediator, Alternative Resolution Centers
Earl G. Fields
principal, egp & associates
Carrie Hawkins
Principal, Herbert Hawkins Company
R. Steven Lewis
Urban Design Director, Central District of Detroit
Daniel B. Lopez
Principal, Daniel B. Lopez and Associates
Alec G. Nedelman
General Counsel, Structured Finance, iStar
Louise Oliver
Regional Operations Officer, Goodwill Southern California
Kristina Olson
Ambassador, California Technology Council
Darroch F. Young
Chancellor Emeritus, Los Angeles Community Colleges
As part of its charitable mission, Century may engage in lending and related services to for-profit and nonprofit entities so long as the proposed development lessens the burdens of government. To meet this need, Century has often financed construction where the city’s need for affordable homes aligns with local economic conditions and represents an opportunity to acquire and build affordable housing without governmental assistance.

This approach has resulted in more than 1,000 homes supported by Century’s construction loan product and is sometimes referred to as Naturally Occurring Affordable Housing (NOAH). Borrowers are encouraged by quick closing times, the ability to fund draw requests within days, and one-on-one contact with a loan administrator.

Topanga Partners is a single purpose entity that was formed by Curtis Quillin and Steve Friedmann to develop the 22 unit Kester Apartments in Van Nuys. Steve Friedman has built five other buildings in the Van Nuys area and Curtis Quillin’s construction firm, Quillin Construction Corp. with over 30 years in the industry, is also acting as the General Contractor for the project. The apartment building is being developed using Century construction financing totaling $5,253,750. Twenty units will satisfy the City of Los Angeles’ need for homes in the below-120%-of-AMI range, and two units will be set aside for families earning below 50% of AMI in order to qualify for the Housing Departments’ density bonus.

“Century reminds me of working with a small community bank, where the relationships are managed with hands-on, personal attention.”

—Curtis Quillin, Developer/General Contractor, Topanga Managing Partners
Jamboree Housing has called on Century several times in building their more than 7,500 unit portfolio of affordable housing throughout California. In 2013, Arbor Terrace in Colton offered an opportunity to preserve 129 family apartments in danger of losing affordability in an area with incomes ranging between 60%-70% of AMI. Century was able to provide a high LTV acquisition loan of $12,350,000 through the Golden State Acquisition Fund to stabilize and preserve the asset, giving Jamboree Housing an opportunity to replace an expiring HAP contract with bonds, 4% tax credits, and a long-term Section 8 contract that will keep the property affordable for decades to come.

To assess the long-term impact of our acquisition financing, we took a trip out to Colton to check in with an Arbor Terrace resident three years after the rehabilitation to see how her new home has impacted her life—Giovanna’s story is below.

**Giovanna’s Home Counts**

Giovanna struggles with health issues that normally affect people twice her age. The 40-year-old mother of two survived ovarian cancer, colon cancer, and continues to cope with hypersensitivity and fibromyalgia. Her home in Arbor Terrace is the most important part of her recovery.

“I’m grateful, I don’t take it for granted,” she says. Her older son is finishing his second year at UC Davis on a full-ride football scholarship. Despite her concerns about keeping up with his schoolwork, he often visits to check up on her health and to keep tabs on his little brother in an attempt to steer him from the influences that gave the neighborhood the previous nickname “The Zoo.”

Giovanna prides herself on being an independent person. She worked to pay her way to a Master’s Degree, owned a home, and was looking forward to a successful career in Psychology. Then came cancer, and a series of events that led to welfare, disability, and near homelessness.

Giovanna has been cancer free for almost six months and is taking a pragmatic approach to her recovery. She is applying the same advice she gave to her son when an injury threatened his football scholarship: “Don’t push yourself, pace yourself.”

Arbor Terrace in Colton, recently rehabilitated by Jamboree Housing, provides 129 affordable homes to families with low income.
Every home counts, but development that supports a city transportation plan can have an added impact on entire neighborhoods by alleviating traffic and reducing greenhouse gas emissions. Century worked closely with developers Mission Economic Development Agency (MEDA) and the Tenderloin Neighborhood Development Corporation (TNDC) to assure that their transit-oriented development (TOD) secured city funding by closing in less than 30 days. Century provided a $7,600,000 land acquisition loan to MEDA and TNDC for the development of 95 units of deeply affordable housing in San Francisco’s Mission District. The parcel will hold one seven-story mixed-use building with a childcare center and 13,000 square feet of artist studio space. Century’s efficient lending process allowed us to provide a loan commitment to our borrower within 20 days of receipt of a signed application. This quick turnaround allowed the developer to compete effectively for the property and meet the timing deadlines of the city’s funding process.

The average affordability of the proposed development is 43% of Area Median Income, and it is located within 0.25 miles of the 16th Street Mission BART station.

“Working with the Century team has been smooth and easy. Century has gone the extra mile to support our project, and more broadly, MEDA’s efforts to provide lasting, stable homes for our community. And Nick Friend (Century’s Vice President of Lending in Northern California) has been a pleasure to work with, for both his acumen and his warmth.”

—Karoleen Feng, Director of Community Real Estate, MEDA
VISION
Century believes that a just society provides safe, quality, and affordable housing for all.

MISSION
Century invests in homes and communities so that low-income individuals and families may have a dignified living environment, achieve economic independence, and enjoy healthful and vital places to live and work.

For more information about Century loan products visit www.centuryhousing.org

To request a printed version of this report please email: marketing@centuryhousing.org

1000 Corporate Pointe, Culver City, CA 90230      (310) 642-2000
THANK YOU

INVESTORS
The Ahmanson Foundation
Bank of America
BBVA Compass
Calvert Social Investment Foundation
Charles Schwab Bank
Chase
CDFI Fund
Citibank
City National Bank
EastWest Bank
Fannie Mae
Federal Home Loan Bank of San Francisco
GE Foundation
HSBC Bank USA
Housing Partnership Network
Hudson Housing Capital
John Hancock Realty Advisors
Los Angeles County Community Development Commission
Low Income Investment Fund
Northrop Grumman
RSF Social Finance
San Luis Obispo Housing Trust
The Weingart Foundation
Wells Fargo Bank

CLIENTS
A Community of Friends
Abode Communities
Access Community Housing
Affirmed Housing Group
Ahmad Samie
Al Leibovic
Alfons Ibrahim
Alliance Property Group
Alternative Living For the Aging
AMCAL Multi-Housing, Inc.
American Communities
AMG & Associates, LLC
ANR Industries, Inc.
APEC
Blondy Development Company
Bogdan Zeljkovic
BRIDGE Housing Corporation
Chelsea Investment Corporation
City Heights Community Development Partners
Development Corporation
Corporation for Better Housing
David Kleinman
DDCM, Inc.
The Danco Group
East LA Community Corporation
Eden Housing
Efi Meirson
Ezra Leylian
Foundation for Affordable Housing
Frank Shabestari
Freedom West Homes Corporation
GAPA, LLC
Gary Braverman
Gary Kleinman
The Hampstead Companies
Hassan Soltani
Hermandad Los Angeles EDC
Highland Construction Company
Hollywood Community Housing Corporation
Housing Authority of the County of Santa Barbara
Innovative Housing Opportunities
Jamboree Housing Corporation
Jonathan Lee
Jovenes, Inc.
KDF Communities
LA Family Housing
The Lee Group
Lennar Affordable Communities
The Life Group, Inc.
LINC Housing
Little Tokyo Service Center
CDC
LOMCO
Many Mansions
Marc Sonnenthal
Mayans Development
Menorah Housing Foundation
Mercy Housing California
Meta Housing Corporation
Michael Heslov & Michael Roletti
Michel D. Hibbert
Mission Economic Development Agency
National Community Renaissance
NMS Properties, Inc.
Ocean Development
Operation Safe House, Inc.
Pacific Development Consultants
The Pacific Companies
Palm Communities
Para Los Niños
PATH
PATH Ventures
Payne Development, LLC
Phoenix Realty Group
Pheonix Development Company
Pico Union Housing Corporation
Prakash Chandran
Preservation Partners
The Related Companies
Retirement Housing Foundation
ROEM Development Corporation
RSS Development, Inc.
Scott Adler
Severyn & Martha Aszkenazy
Shlomi Asiss
Skid Row Housing Trust
South County Housing Corporation
Southport Financial Services
Spector Development Company, Inc.
SRO Housing Corp
Standard Development
Steadfast Companies
Steven Friedman
Tenderloin Neighborhood Development Corporation
Third Baptist Gardens
Thomas Safran & Associates
Urban Town, Inc.
USA Properties Fund, Inc.
Uzi Levy
Veloce Partners, Inc.
Vitus Group
Wakeland Housing
WNC Investment Partners
WORKS
Wyman Dunford
Yoram Hassid