



## **About Neighborhood Housing Services Silicon Valley**

### **The Mission and History of NHSSV**

Neighborhood Housing Services Silicon Valley (the "Organization") is a nonprofit public benefit organization incorporated in California in 1995 by a group of local citizens with support from the City of San Jose Department of Housing. NHSSV's mission is *"to improve the living environment of low and moderate income families by providing programs and services that promote and support responsible home ownership as a means of revitalizing neighborhoods and engendering community pride and economic stability among residents."*

NHSSV is a member of the NeighborWorks America Network, a national affiliation of 235 independent, community-based nonprofit organizations committed to community revitalization. It is also certified by the US Department of Treasury as a Community Development Financial Institution (CDFI). NHSSV is the only community-based non-profit corporation in California that is approved as a direct seller and servicer by Fannie Mae.

Since 1995, NHSSV's HomeOwnership Center has educated and counseled over five thousand prospective homebuyers and in the last 3 years NHSSV has prevented over six hundred homes from foreclosure. Since 2001, NHSSV has provided direct loans to 350 low and moderate income homeowners for a total investment of over \$112 Million in first and secondary mortgage financing. NHSSV has trained 200 neighborhood leaders to take action on issues most impacting their communities. The organization's target population is primarily in San Jose, however, our services are delivered throughout Santa Clara, South Alameda, Monterey, Santa Cruz, and San Benito Counties.

### **Current Services**

NHSSV's NeighborWorks HomeOwnership Center builds on a variety of strategies and resources developed by the NeighborWorks America (NWA) and NeighborWorks Organizations (NWOs) around the country aimed at stabilizing and revitalizing communities through the promotion of homeownership, responsible lending, community organizing and outreach, and the construction and rehabilitation of homes. The following services are available through the Center:

- **Homebuyer Education**: NHSSV provides ongoing classes in homebuyer education and credit and budget counseling. Prospective homebuyers attend up to ten hours of class to prepare themselves for the purchase of their first home. They learn the terminology of the real estate and mortgage processes, assessment of credit, budgeting, the roles and responsibilities of real estate agents and loan officers, how to determine affordability, escrow and the closing process, subordinate financing programs, etc. Each participant learns how to set realistic home ownership goals based on his or her family's earning power and available homes in the local market.
- **Credit and Budgeting Counseling**: Some prospective homebuyers are not "mortgage ready." They can benefit from long-term support in solving past credit and budgeting problems. NHSSV staff meets with families individually and helps them to acquire the knowledge and tools needed to repair credit and improve skills in money management.
- **First Mortgage Lending**: As a licensed mortgage lender and approved Fannie Mae Seller and Servicer, NHSSV originates and funds first mortgage loans designed to assist low- and moderate-income first-time homebuyers building family wealth and stability.
- **Subordinate Financing**: NHSSV works with a variety of public jurisdictions, non-profit corporations, and private-sector financial institutions to provide special secondary mortgage assistance products to maximize borrower's buying power that promotes growth, preserves homeownership and revitalizes distressed neighborhoods. Some of these programs include CalHome, BEGIN, City of San Jose Welcome Home, and the Housing Trust of Santa Clara County.
- **Real Estate Sales**: NHSSV's is a licensed real estate broker. The organization's sales agents assist homebuyers to discover the home on the re-sale market that is right for them and close the purchase transaction. NHSSV Agents also specialize in short sale negotiation giving families an alternative to foreclosure. The organization manages Below Market Rate Programs for local jurisdictions including the Cities of Santa Clara, Burlingame, and Los Altos. NHSSV also partners with local housing developers, assisting them in the sale of their below-market-rate homes.



- **Community Building & Organizing:** At NHSSV, we define Community Building and Organizing as continuous, self-renewing efforts; led by community residents; engaged in collective action; aimed at relationship building, problem solving, and building a stronger community. NHSSV Community Building & Organizing (CB&O) Programs support neighborhood groups to build healthy communities by developing resident leadership, strengthening resident-led associations, and sponsoring community building activities that enhance relationships among neighbors and spur organizing efforts leading to positive community change. NWA has recognized NHSSV as a leader in CB&O activities; the organization has established a highly successful annual Neighborhood Development Leadership Institute in partnership with neighborhood associations and San Jose State University.

### **Sources of Support**

NHSSV's FY2011 – 2012 Operating Budget is 2.4 M. The agency receives general operating support from local, state, and federal governments, NeighborWorks America, US Department of Housing & Urban Development, Silicon Valley Community Foundation, banks, foundations, individual and corporate donations, fees for service, fundraising activities, developer fees, and income from Real Estate and Lending sales.

### **Governance and Staffing**

<b>NHSSV Board Member</b>	<b>Affiliation</b>
Ken Parekh (President & Executive Committee Chair)	Management Consulting, Kalypso
Bill Hult (Audit Committee Chair)	Retired from High-Tech Industry
Clinton Pickering, CPA (Treasurer & Finance Committee Chair)	CPA with Gallina LLP
James Glueck (Vice President & Partnership Committee Chari)	MILESTONE Technologies, Inc.
Bena Chang (Secretary)	Senior Associate, Housing & Transportation, Silicon Valley Leadership Group
Christopher Tyeskey	Senior Vice President & South Bay Regional Manager, United American Bank
James Stagi	Housing Rehabilitation Program Manager, City of San José
Robert Dolci	Housing Development Consultant, Santa Clara County Mental Health
Beatrice Thomas	Retired Educator
Bryan McVay	Direct Mortgage Funding
Felisa Legaspi	Catholic Charities

The current NHSSV budget provides for 20 permanent staff members.

<b>Management Staff</b>	<b>Position</b>	<b>Started at NHSSV</b>
Matt Huerta	Executive Director	2011
Ilona Profota	Chief Financial Officer	2009
Anna Elizabeth Reynoso	Resource Development Manager	2006
Roby Van Ekelenburg	Broker of Record	2011
Stephanie Vang	HomeOwnership Program Manager	2009
Miriam Maldonado	Lending Program Manager	2011
Edgar Meneses	Real Estate Program Manager	2003
Jaime Angulo	Community Building & Organizing Manager	2002
Teresa Martinez Gonzalez	BMR Associate and Communications Manager	2011
Sylvia Vasquez	Office Manager	2009