

# CDFNEWS

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### CONTACT THE TEAM

Union Bank's Community Development Finance group provides financing and consultation services to nonprofit real estate developers, as well as local and state housing authorities.

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three other developments financed by Union Bank: Rayen Apartments, developed by A Community of Friends in Los Angeles, CA (winner in the special-needs category); Wheeler Terrace, developed by Community Preservation and Development Corporation in Washington, D.C.; and Hayward Senior, developed by Eden Housing in Hayward, CA.

Selected by the editors of *Affordable Housing Finance* from a large pool of applicants, the Reader's Choice nominees were assessed based on their role in community revitalization or social change, overall impact and innovation in development. To learn more about these developments, please visit [unionbankcdf.com](http://unionbankcdf.com).

## Bank partners recognized for innovation.



Granite Court in Irvine won accolades for its innovative design.

In 2009, *Affordable Housing Finance* magazine's "Reader's Choice Awards" and the Gold Nugget Awards each recognized affordable housing developments financed by Union Bank. These award programs are among the nation's most prestigious in the affordable housing field.

The Gold Nugget Awards, hosted by the Pacific Coast Builders Conference every year, recognize builders and developers in the western United States for excellence in design and architecture. Three Gold Nugget award winners received financing from Union Bank.

"We are proud to provide financing for these developments, which fulfill the profoundly human desire for an

aesthetically pleasing place to call home," says **Jim Francis**, Senior Vice President at Union Bank and head of Community Development Finance (CDF).

Honors were bestowed upon Granite Court Apartments, developed by Jamboree Housing in Irvine, CA; Cottonwood Creek, developed by BRIDGE Housing in Suisun City, CA; and Polk Senior Housing, developed by Citizens Housing and the Tenderloin Neighborhood Development Corporation in San Francisco, CA.

In addition to receiving the top Gold Nugget award in the affordable category, Polk Senior was nominated by *Affordable Housing Finance* for its Reader's Choice Awards, along with

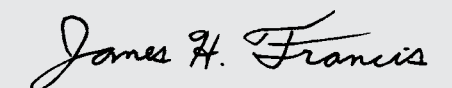
### NOTES

Union Bank is proud that we continue to provide private capital for affordable housing during these difficult economic times.

In fact, our Community Development Finance (CDF) division continues to grow as a result of the bank's fiscal strength and the close relationships we have built with our partners.

In Southern California, the CDF team has completed a highly successful first year of operations. In Washington, D.C., Union Bank has received recognition from HUD for its role in the high-profile redevelopment of several federal housing properties.

Looking ahead, we will continue to focus on financing affordable housing that is high-quality and environmentally sustainable and makes a substantial impact in the increasing number of markets where we do business.



Jim Francis  
Senior Vice President



This is not a commitment to lend. All financing subject to approval.

**Partner  
Grand Openings  
Second & Third  
Quarters, 2009**

**Alexandria House**  
Hollywood Community  
Housing Corporation  
Los Angeles, CA

**Colonia San Martin**  
Mercy Housing  
Sacramento, CA

**Courtyard at Harvard**  
Cabrillo Economic Development  
Corporation  
Santa Paula, CA

**Granite Court Apartments**  
Jamboree Housing  
Irvine, CA

**Jack London Gateway  
Senior Apartments**  
East Bay Asian Local  
Development Corporation  
Oakland, CA

**James M. Wood Apartments**  
SRO Housing  
Los Angeles, CA

**Marymead Park**  
Mid-Peninsula Housing/Community  
Housing Improvement Project  
Marysville, CA

**Polk Senior Housing**  
Citizens Housing/Tenderloin  
Neighborhood Development Corporation  
San Francisco, CA

**Professional Arts Building**  
Somerset Development  
Baltimore, MD

**Rayen Apartments**  
A Community of Friends  
Los Angeles, CA

**The Overlook at Oxon Run**  
Community Preservation and  
Development Corporation  
Washington, D.C.

**Villa Monterey**  
Visionary Home Builders  
Stockton, CA

## Green conference spotlights sustainable development.



Nearly 70 attendees gathered for Union Bank's first Green Housing Conference.

In May 2009, Union Bank's CDF team hosted its first-ever Green Housing Conference, bringing together leaders from the public, private and nonprofit sectors to discuss methods and motives for building environmentally sustainable housing. Nearly 70 attendees gathered in San Francisco for an afternoon of presentations on topics such as solar energy, green banking and ways to improve energy efficiency in the construction and management of properties.

Experts from all stages in the development process—from financing to property management—were on hand to guide the day's discussion. Mark James of Community Preservation & Development Corporation and Matt Steinle of EAH, Inc. described their organizations' methods for incorporating sustainability into the rehabilitation of properties, outlining their use of solar and geothermal energy, reflective rooftops and energy-efficient appliances.

Representatives from PG&E, Novogradac & Company and Borrego Solar Systems elaborated on the economic benefits of solar energy, detailing how developers have successfully incorporated the technology into their properties to produce cost savings. Also featured during the event were George Peterson of the Energy Center and Lara Regus of Abode Communities.

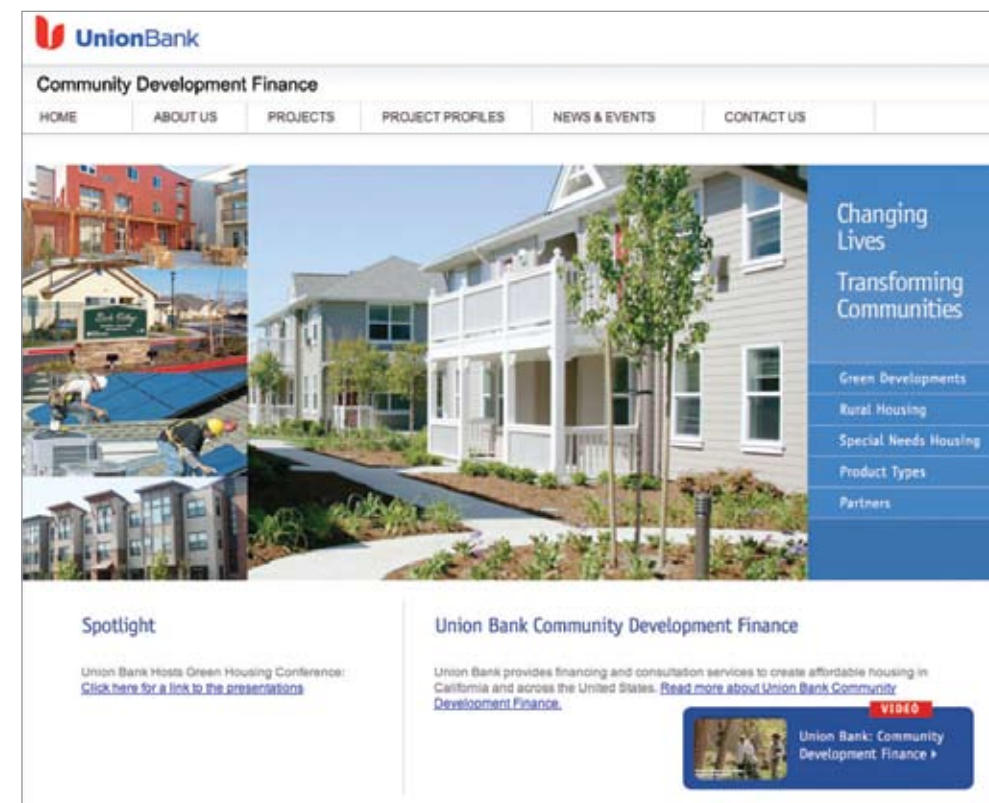
As the backer for many of the developments highlighted that day, Union Bank's CDF team explained its interest in financing green properties. "These kinds of developments match our company-wide commitment to environmental sustainability, and they often prove more economically viable over the long term," said Union Bank Senior Vice President **Jim Francis**.

For more information and to download conference presentations, please visit [unionbankcdf.com](http://unionbankcdf.com).

## New video and Web site bring home the message.

Union Bank's Community Development Finance division has unveiled a new Web site and video to communicate with partners and highlight how its work impacts lives and communities. Launched in September 2009, [unionbankcdf.com](http://unionbankcdf.com) features information about CDF products, staff profiles, an interactive map of CDF-financed projects, video content and links to recent media clips and press releases.

A six-minute video is available on the Web site and includes footage from a range of affordable developments in California. The video features interviews with bank executives, partners and property residents. Maria Hernandez, a resident of CDF-financed property Solara, describes how access to affordable housing has changed her life. She says, "If it wasn't for Solara... I wouldn't have anywhere to call home." "Community Development Finance is thrilled to have its own Web site and



video to highlight our work with our development partners," says **Jim Mather**, Senior Vice President at Union Bank and a member of the CDF team. "These tools will help us display the range of projects that we are capable

of supporting and communicate with our many different public and private partners." For more information and to view the CDF video, please visit [unionbankcdf.com](http://unionbankcdf.com).

### Fighting for affordable housing on and off the job.

A 20-year veteran of the affordable housing industry, **Bryan Friend** brings a wealth of knowledge and experience to managing Community Development Finance activities for Union Bank in the Pacific Northwest. Since launching the Union Bank CDF office in Seattle in 2008, Friend has established a firm presence for the bank in the region.



Outside of work, he is a passionate advocate for affordable housing and a leader on the Seattle Housing Levy Steering Committee. This committee is working to secure voter approval to renew Seattle's Housing Levy, a small fee included in property taxes to support the preservation and creation of affordable housing

in the city. As a committee member, Friend drives voter outreach via advertising, telemarketing and door-to-door canvassing.

"The Seattle Housing Levy plays an essential role in creating affordable homes for families, seniors and individuals with special needs," says Friend. Allocated over seven years, the \$145 million levy will produce or preserve an estimated 1,850 affordable homes and assist 3,420 households in securing and maintaining housing.

"Creating affordable housing requires a combination of public action and private investment by companies like Union Bank," says Friend. "I am very proud to be working on both fronts in the interests of our city's residents."