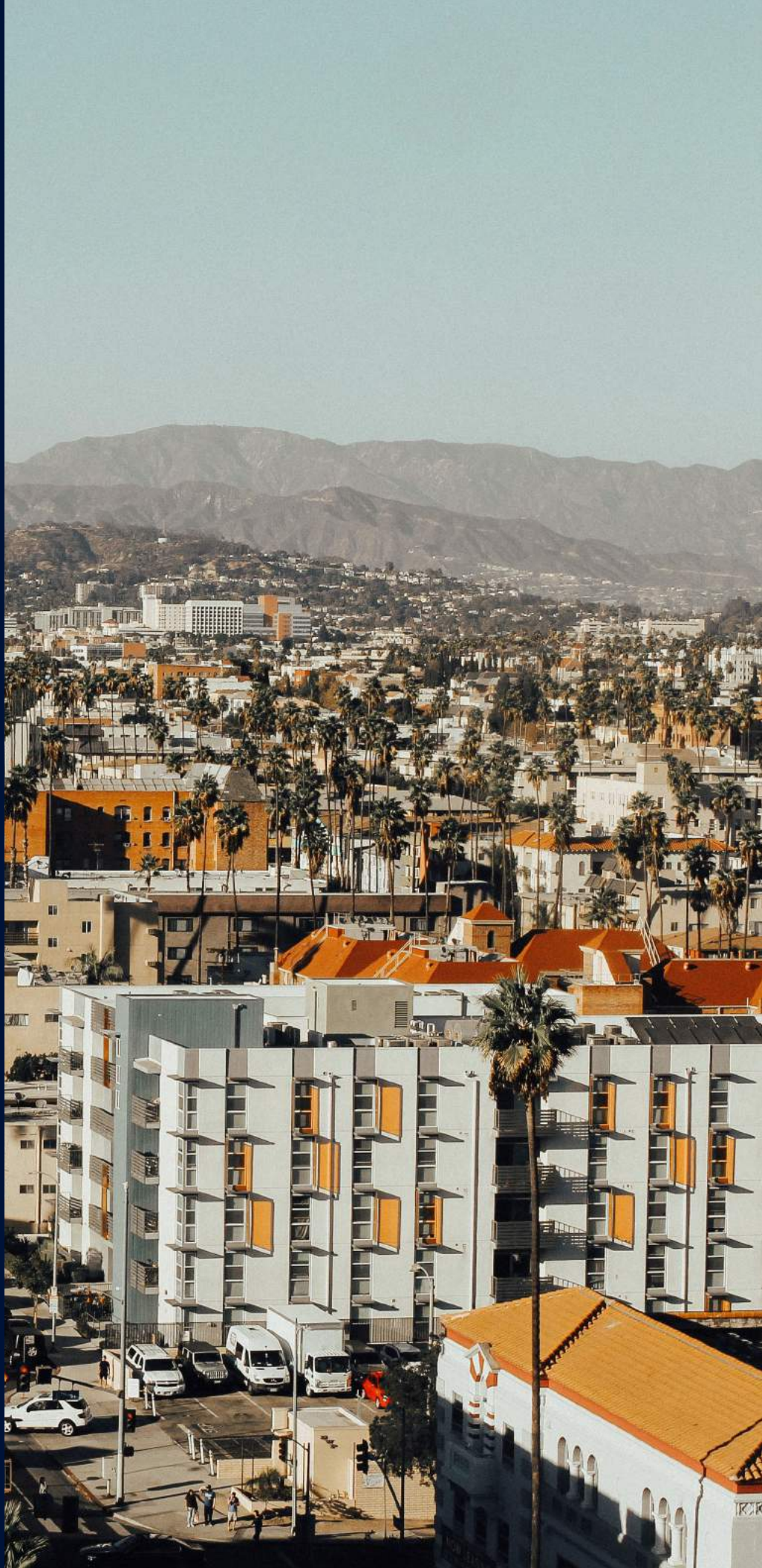


2018

Annual Report

LISC
Los Angeles

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(213) 250-9550
WWW.LISC.ORG/LOS-ANGELES



Los Angeles Local Advisory Committee (LAC)

Our Members

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California Bank & Trust

ANTONIO MANNING (LAC CO-CHAIR)
Affordable Living for the Aging

DEAN MATSUBAYASHI (CO-VICE CHAIR)
Little Tokyo Service Center

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Union Bank

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U.S. Bank Commercial Real Estate,
Community Lending Division

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Department of Housing & Urban
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Project Review Committee

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Wells Fargo

DAVID MUSIAL
Capital One

A Message From Our Executive Director



As we reflect on 2018, it's an opportunity to consider the great year we had at Los Angeles LISC (LA LISC). LA LISC spent the year catalyzing opportunities in neighborhoods. Specifically, we championed initiatives in housing, homelessness, economic inclusion, transit oriented communities, health and recreation space development, small business capital access and procurement policies and connecting people to quality jobs.

Our work was fueled by support from partners like you who have invested in our strategies. From additional public resources to support ending homelessness to expanded partnerships to support local micro enterprises, LA LISC has steadily made impact across the county. Reference our website to read more about our impact at www.lisc.org/los-angeles.

The highlights below are just a few of our major accomplishments in 2018:

- More than \$16.4M in direct lending to support housing and commercial real estate development;
- Supported the development and preservation of 472 affordable housing units;
- Provided working capital to minority and/or woman owned firms that were unable to access traditional sources;
- Published a critical report aimed at improving access to contracts for disadvantaged firms; and
- Convened more than 750 partners on issues of equity, inclusion, financial capabilities, and housing best practices.

We will continue to grow our impact in 2019. We have a staff of seven and a charge to make the Los Angeles region a national leader for progress in reducing homelessness, while building healthy and sustainable communities.

Our work is a response to the needs of our partners and the people in the communities we serve.

Thank you to our LAC, funders and our community partners that guide our work. Let's be in touch, I would welcome a chance to get your perspective on what we need in the LA market.

I am excited about our 2019 agenda and look forward to our chance to collaborate.

TUNUA THRASH-NTUK
Executive Director

Our Year in Review

By The Numbers: 2018



Lending



\$16.4 million

in affordable housing and economic development lending resulting in 472 new affordable housing units, 59 preserved affordable housing units, and 41,000 sq.ft. of new commercial and social service delivery space.



\$50,000

in small business lending through LISC's Economic Development loan program (not including the Kiva Program)

Grants



\$805,000 granted to 14 organizations

Trainings



14 hosted trainings and convenings to increase the capacity of the community development field

Americorps



11 LISC Americorps members placed at local community development organizations

FOCs



4 financial opportunity centers operating in the LA Market

Kiva Program: 2018 Impact

Through our partnership with Kiva, we empower undeserved entrepreneurs with capital and community support. Kiva is an online crowdfunding platform that allows small businesses to access a 0% no fee loans up to \$10,000. LA LISC has an accelerator fund that matches borrower campaigns dollar for dollar and a network of community partners to offer the businesses the technical assistance they need to grow. Support for the Kiva Accelerator Fund is provided by Pacific Premier Bank.

Capital Deployed

\$139,000

Capital Matched

\$69,500

Number of Businesses

18 67% Minority Owned
54% Women Owned

Number of Trustees

22 Kiva Trustees are individuals or organizations whose role is to vouch for the character and credibility of the small business owners they are endorsing on the Kiva website.

“

A loan of \$5,000 helped me expand my business by allowing me to upgrade my photography and video equipment to meet my clients needs and reach new clients by delivering better quality services.

Tromaine Ellis,
The LBC Photographer

”



Lending

Financing Affordable Housing for Veterans



Rendering of Ybarra Village, slated to open in 2019

LA LISC invested \$2.3 million in predevelopment dollars in Ybarra Village, Cesar Chavez Foundation and New Directions for Veterans' new affordable housing community for veterans in West Adams. The community will feature 64 units with more than half designated for homeless veterans with special needs. The remainder of the units will be set aside for seniors, with a preference given to senior veterans. There will be a range of on-site supportive services including counseling, case management, job training, and Veteran Affairs health services and benefits assistance. Ybarra Village broke ground in April 2018 and is slated to open in 2019.

Supporting a Wide Range of Entrepreneurs



*Robin Thorne,
founder and CEO of CTI
Environmental Inc.*

Robin Thorne is the founder and CEO of CTI Environmental Inc., an engineering and construction consulting firm.

As a minority and female-owned firm, CTI stands out amongst other engineering firms. Women are underrepresented as both employees and business owners in science, technology, engineering and mathematics (STEM) fields. According to the PEW Research center, women hold 50% of STEM jobs; however, the majority of women in STEM are practitioners and technicians, with men occupying the majority of engineering jobs.

Robin applied for a LISC/Wells Fargo Diverse Community Capital (DCC) loan to help her succeed with two new business opportunities and position her company for continued expansion. Robin cites the \$50,000 LISC/DCC loan as giving her the "financial confidence to compete in the larger market" and grow as a company. With the additional financial resources, CTI not only enhanced its current operations, but strengthened its ability to compete against competitors, most of which are not minority and/or women owned businesses.

Everyone In: Economic Inclusion

Partnering with City Leadership for Economic Inclusion

'Everyone In' is an economic inclusion initiative led by the Office of Vice Mayor Rex Richardson and LA LISC that seeks to create a robust local economy that benefits every Long Beach resident. With community partners and residents, we are creating policy solutions to ensure that nobody is left behind in Long Beach's economy. The policies aim to:

- Increase access to capital for small businesses and aspiring entrepreneurs
- Promote good, accessible jobs with career pathways
- Create economically resilient families
- Provide pathways to home ownership
- Close the race & gender wealth gaps



(Left to Right) Vice Mayor Rex Richardson, James Alva, Tunua Thrash-Ntuk, Dr. Roxanne Franklin, Darlene Flynn and Michael Owb



LA LISC Team



Partners connecting at the LA LISC Advancing Economic Inclusion conference at the LA84 Foundation.

Capacity Building

Building the Pipeline of Affordable Housing Project Managers



LISC AmeriCorps Members with LISC LAC Member and Vice President Investment Officer of Boston Private Bank & Trust Company, Jimar Wilson, and LISC Assistant Program Officer, Jessica Wackebut

The LA LISC AmeriCorps Housing Initiative was created with the intention to attract and retain new, promising individuals to the field of affordable housing project management.

The Program meets the double bottom line of increasing the number of affordable housing units and develop the industry's talent bench. We had 5 members serve as Assistant Project Managers at: Innovative Housing Opportunities, PATH Ventures, New Economics for Women, LINC Housing Corp. and A Community of Friends (ACOF). One member, Kristin Johnson, was offered a full-time position as an Assistant Project Manager at ACOF.

Providing Capacity Building of Affordable Housing Development Organizations

At LISC, one of our main priorities is to build the talent pipeline to develop affordable and permanent supportive housing and increase the development capacity of community-based development organizations in the Los Angeles market. One of the ways we do this is through our Housing Development Training Institute (HDTI). In 2018, with the support of CIT/One West, we hosted 58 participants representing 40 nonprofit organizations across California in the 2018-2019 HDTI Fundamentals program.



The 2018 HDTI Fundamentals Cohort

Capacity Building (continued)

Changemakers LA Podcast

Two episodes were released highlighting the impact of our Housing Development Training Institute and how it has helped [build the capacity in the field](#) and provide [career growth opportunities](#).

Changemakers LA is the LA LISC podcast series highlighting the people and the policies that work to make LA neighborhoods good places to live, work, and play. The series is a forum for contemporary change-makers and LISC partners to share how they tackle the pressing issues of Affordable Housing, Economic Development, Transportation, and Safety in a time of growing prosperity and growing inequity in LA.



Denice Wint, Affordable Housing professional and LISC AmeriCorps and HDTI Alum, speaking to LISC AmeriCorps graduates during the 2018 ceremony.

Engaging the Faith-Based Community



Tunua Thrash-Ntuk, LA LISC Executive Director, speaking to the Los Angeles Clergy Development Council at Beulah Baptist Church

Building the capacity of the faith-based community and small, minority-led development teams means investing in current leaders, advocates and practitioners. With the support of MUFG Union Bank Partners, part 1 of our 2-part training series specifically designed for faith-based communities launched in quarter 4 of 2018 for 65 faith-based and related entities.

Financial Stability

Forging Partnerships That Make a Difference

North America's largest freight railroad, Union Pacific, granted \$3 million to LISC to expand Financial Opportunity Centers, a national model that helps people build their skills, grow their incomes and improve their credit—all as part of a bundled approach to economic opportunity. It's a program that connects underemployed people to the education, training and good-paying jobs they need to raise their standards of living.

Union Pacific chose four cities to focus their efforts and Los Angeles was one of them.



Union Pacific Railcar

Bringing Financial Opportunity to East LA

The Mexican American Opportunity Foundation (MAOF) is one of four LA LISC Financial Opportunity Centers (FOC). The LISC FOC model is an integrated service delivery model with three core components: Financial Coaching, Workforce Development, and Access to Income Supports.

MAOF began operating the FOC in January 2018 and have been excited to shift into an integrated service delivery model. They recently received a grant from Union Pacific to begin their Bridges to Career Opportunities career pathway in the Transportation, Distribution, and Logistics sector.



MAOF staff assisting clients with financial coaching

Report

Supporting Economic Inclusion in Disadvantaged Communities

With the billions of dollars of public works projects slated for development in the next 10 years, we are at a pivotal moment as a region. In 2018, we released a white paper [“Supporting Economic Inclusion in Disadvantaged Communities: A Case for Inclusive Public Procurement Policies”](#) to highlight the opportunities Los Angeles has to improve the current procurement system and engage small, local, and diverse businesses in the process.



LA LISC Funders

Affordable House Clearinghouse
Bank of America Charitable Foundation
Bank of the West
Banner Bank
Berkshire Hathaway
Boston Private Bank & Trust Company
California Bank & Trust
California Community Foundation
The California Endowment
Capital One
Centro CHA
Charter Communications
CIT Bank, N.A.
Citi Foundation
Citi Community Development
City National Bank
Comerica Bank
Community Bank
Community Partners
Downtown Long Beach
Business Alliance
East West Bank
Farmers & Merchants Bank of Long Beach
First Bank
The Foundation for
Economic Democracy
The Greenlining Institute

The Housing Authority of the
City of Long Beach
HSBC Bank USA, N.A.
International Brotherhood of
Electrical Workers
JPMorgan Chase
Bixby Knolls Business
Improvement Association
Long Beach Forward
Long Beach Transit
Manufacturer's Bank
MUFG Union Bank, N.A.
Opus Foundation
Pacific Premier Bank
Pacific Western Bank
Plug In America
Port of Long Beach
The Ralph M. Parson's Foundation
Southern California Association
of Governments
Southern California Edison
Sterling Bank and Trust
U.S. Bank
Uptown Business Improvement District
Wells Fargo
Western Alliance Bank
Anonymous



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