Eden Housing
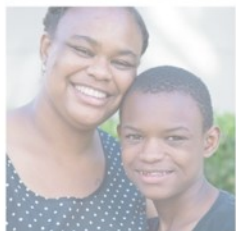
Fifty years of providing affordable homes for individuals and families throughout California

Tatiana Blank, Chief Financial Officer

Who We Are

- California-based non-profit established 50-years ago
- 150+ properties in 15 counties & 50 cities
- 10,000+ homes
- 22,000+ residents

The mission of Eden Housing is to build and maintain high-quality, well-managed, service-enhanced affordable housing communities that meet the needs of lower income families, seniors and persons with disabilities.

EDEN
HOUSING

Counties Served by Eden Housing
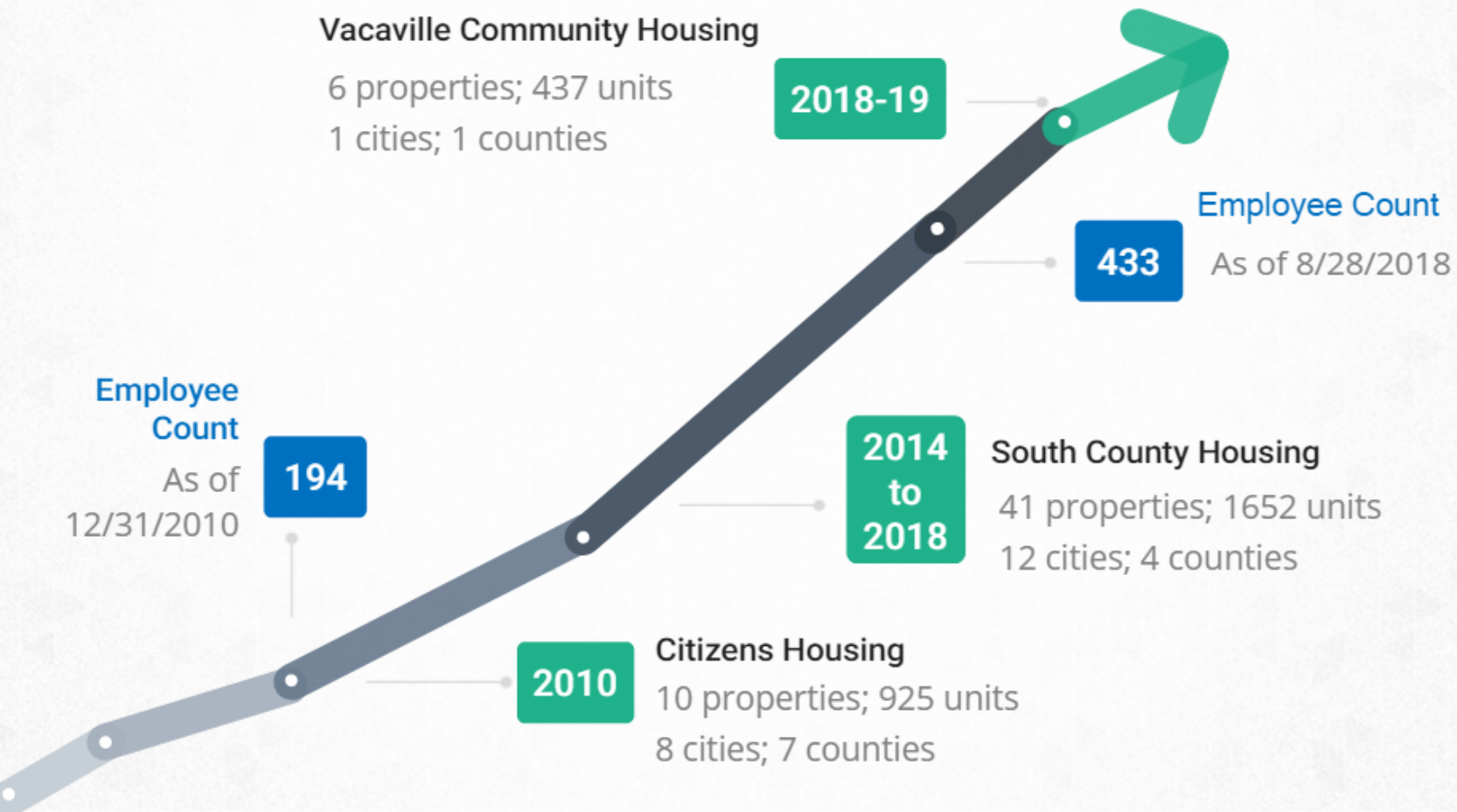
Alameda	San Diego
Contra Costa	San Joaquin
Los Angeles	San Mateo
Marin	Santa Clara
Monterey	Santa Cruz
Orange	Solano
San Benito	Sonoma
	Yolo

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Eden Housing Growth
Growth by Acquisition

Vacaville Community Housing
6 properties; 437 units
1 cities; 1 counties

2018-19

Employee Count
As of 8/28/2018

433

Employee Count
As of 12/31/2010

194

2014 to 2018

South County Housing
41 properties; 1652 units
12 cities; 4 counties

2010

Citizens Housing
10 properties; 925 units
8 cities; 7 counties

EDEN HOUSING

Eden Housing Growth Chart

From 2010 to 2019 Eden Housing acquired new portfolios including Citizens Housing (2010), South County Housing (2014-2018), and Vacaville Community Housing (2018-2019)

Number of Properties Owned

Number of Units

This number does not include Vacaville portfolio

Number of Cities

This growth includes expansion from 10 to 15 counties

73	148	5300	10000	24	51
2010	2019	2010	2019	2010	2019

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Citizens Housing
10 properties; 925 units
8 cities; 7 counties

Lessons Learned:

1. Know where you are best at working
2. You cannot do anything at any cost
3. Be clear about your expectations with investor/lenders/regulators

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Lessons Learned:

1. # of properties matters more than the # of units
2. Layered financing = delays
3. Manage integration of company cultures
4. It is in your interest to keep the other side in business long enough to complete the transaction
5. Have a clear deadline to exit executives

EDEN HOUSING

Vacaville Community Housing

6 properties; 437 units
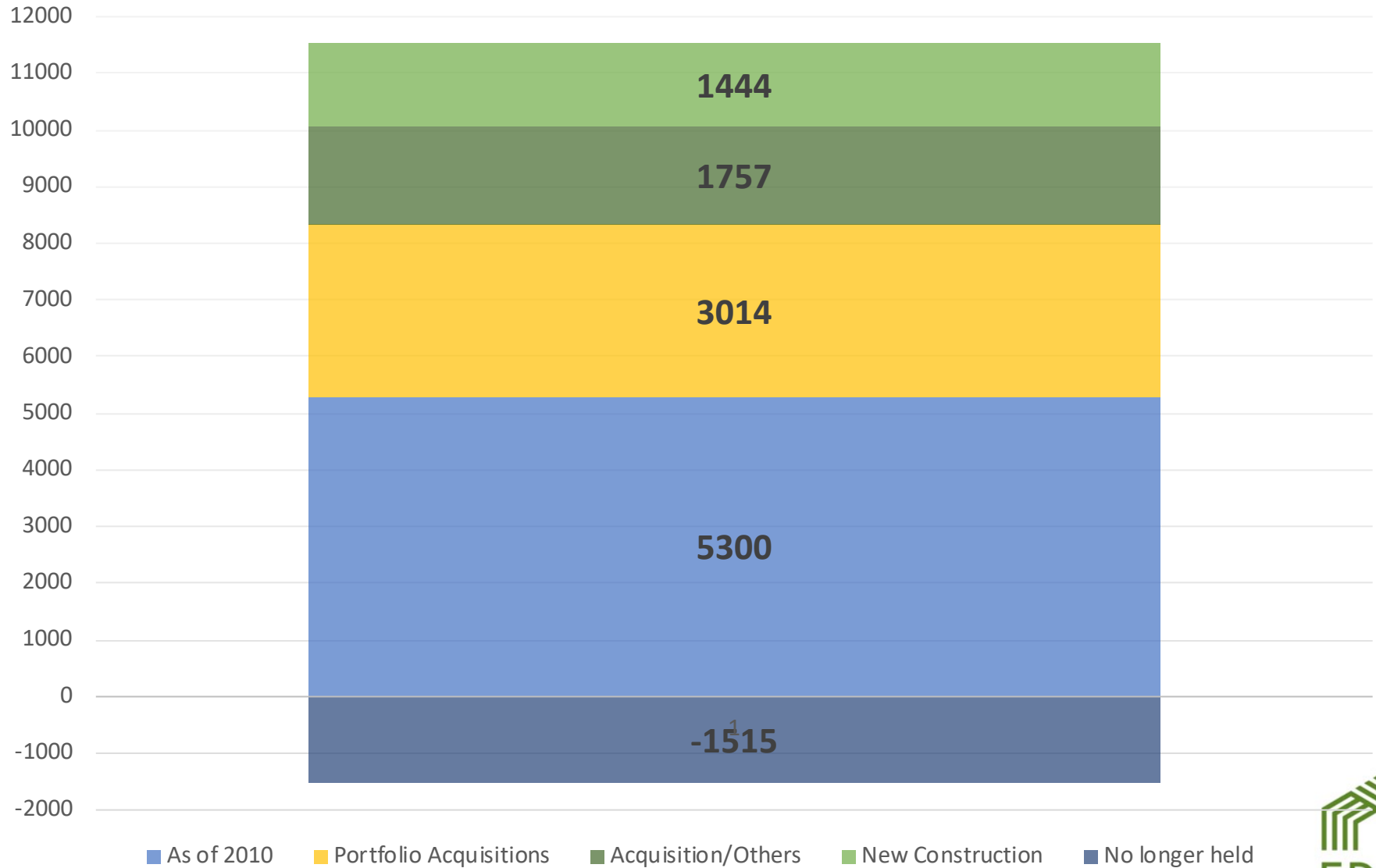1 cities; 1 counties

2018-19

Lessons Learned:

1. Build local relationships
2. Board of Directors legacy is important
3. Devil is in the details
4. Need to staff up / have a succession plan to be successful.

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Thank You!

- Questions?