



METROPOLITAN TRANSPORTATION COMMISSION

Meeting Transcript



JULY 9, 2025

1 **BAY AREA HOUSING FINANCE AUTHORITY OVERSIGHT COMMITTEE**

2 **WEDNESDAY, JULY 9, 2025, 11:30 AM**

3

4

5 **CHAIR, BELIA RAMOS:** THIS MEETING IS BEING WEBCAST ON THE ABAG
6 AND METROPOLITAN TRANSPORTATION COMMISSION WEB SITES.
7 COMMITTEE MEMBERS AND MEMBERS OF THE PUBLIC WISHING TO SPEAK
8 SHOULD USED RAISED HAND FEATURE IF YOU WISH THE PUBLIC
9 PARTICIPATING BY ZOOM WISHING TO SPEAK SHOULD USE THE RAISED
10 HAND FEATURE OR DIAL STAR NINE. MEMBER IN THE BOARDROOM FORM A
11 LINE NEAR THE PODIUM AND THE CLERK WILL CALL UPON YOU TO
12 SPEAK. ROLL CALL VOTE WILL NOT BE CONDUCTED FOR THE ABAG
13 HOUSING COMMITTEE AS THERE IS NOT QUORUM. WE DO HAVE QUORUM
14 PRESENT IN THE ROOM, AND NO REMOTE PARTICIPATION FOR THE BAHFA
15 OVERSIGHT COMMITTEE. THIS REGULAR -- THIS WILL BE A REGULAR
16 MEETING OF BAHFA OVERSIGHT COMMITTEE, NORMAL ONE A JOINT
17 MEETING WITH ABAG HOUSING COMMITTEE, BUT GIVEN THEIR LACK OF
18 QUORUM, I WILL TURN TO COUNSEL IN A LITTLE BIT TO INFORM US ON
19 HOW WE CAN PROCEED. WILL THE CLERK OF THE BOARD PLEASE CONDUCT
20 A ROLL CALL VOTE OF THE BAHFA OVERSIGHT COMMITTEE?

21

22 **BOARD CLERK:** ROLL CALL FOR QUORUM FOR THE BAHFA OVERSIGHT
23 COMMITTEE. ABE-KOGA IS ABSENT. FLEMING IS ABSENT. SUPERVISOR
24 MANFREE? SUPERVISOR MELGAR? SUPERVISOR MILER?

25



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1 **NATHAN MILEY:** HERE.

2

3 **BOARD CLERK:** PAPAN IS ABSENT. RAMOS RAMOS?

4

5 **CHAIR, BELIA RAMOS:** HERE.

6

7 **BOARD CLERK:** QUORUM IS PRESENT.

8

9 **CHAIR, BELIA RAMOS:** THANK YOU SO MUCH. AND GIVEN THE LACK OF
10 QUORUM FROM THE ABAG HOUSING COMMITTEE, I WOULD TURN TO
11 COUNSEL TO OH PINE AND GUIDE US ON HOW WE CAN ENGAGE OUR
12 COLLEAGUES FROM THE ABAG HOUSING SIDE IN THE BAHFA OVERSIGHT
13 COMMITTEE.

14

15 **SPEAKER:** GOOD AFTERNOON CRYSTAL MADISON SENIOR COUNSEL
16 OSCHITIS GENERAL COUNSEL SINCE WE DON'T HAVE QUORUM FOR THE
17 ABAG HOUSING COMMITTEE, OUR SUGGESTION IS THAT THE ABAG
18 HOUSING COMMITTEE MEMBERS REFRAIN FROM DISCUSSION OF THE ITEMS
19 AND, OF COURSE, ARE UNABLE TO TAKE ACTION UNTIL QUORUM IS
20 PRESENT. YOU CAN -- THERE IS LIMITED CONVERSATION THAT YOU CAN
21 ACTUALLY ENGAGE IN AT THIS POINT AND THEN WE'LL REVISIT ONCE
22 QUORUM IS PRESENT. THANK YOU.

23

24 **CHAIR, BELIA RAMOS:** THANK YOU SO MUCH. NEXT, I WILL MOVE ON TO
25 PUBLIC COMMENT. AND THIS IS PUBLIC COMMENT ON AN ITEM NOT



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1 AGENDAIZED, BUT WITHIN THE JURISDICTION THIS COMMITTEE.

2

3 **BOARD CLERK:** THANK YOU CHAIR RAMOS. BEFORE I DO THAT, CAN I DO
4 THE COMPENSATION ANNOUNCEMENT FOR THE BAHFA FOLKS?

5

6 **CHAIR, BELIA RAMOS:** SURE.

7

8 **BOARD CLERK:**

9

10 **BOARD CLERK:**

11

12 **BOARD CLERK:** AGENCY. THIS AMOUNT IS A PROVIDED AS A RESULT OF
13 CONVENING A MEETING FOR WHICH EACH MEMBER IS ENTITLED TO
14 COLLECT SUCH AMOUNT. THANK YOU.

15

16 **CHAIR, BELIA RAMOS:** THANK YOU SO MUCH. AND NEXT WE'LL TURN TO
17 PUBLIC COMMENT.

18

19 **BOARD CLERK:** ON THIS ITEM NO WRITTEN COMMENTS RECEIVED, NO
20 PROBLEMS OF THE PUBLIC IN THE BOARD ROOM AND NONE IN THE
21 ATTENDEE SPACE. THANK YOU.

22

23 **CHAIR, BELIA RAMOS:** THANK YOU SO MUCH. WE DO NOT HAVE ANY
24 COMMITTEE ANNOUNCEMENTS. NEXT I'LL MOVE THROUGH THE CHAIR'S
25 REPORT, AND I'LL EXERCISE A PRIVILEGE AND SPEAK FOR MY



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1 COLLEAGUE, VICE PRESIDENT ROMERO. AND THAT IS TO SAY THAT WE
2 HAVE SOME REALLY GREAT NEWS ON THE BAHFA SIDE, AND I CERTAINLY
3 INVITE DANIEL SAVER TO ADD ANYTHING IF I MISS IT. WE HAVE
4 RETAINED -- YOU GAVE APPROVAL FOR US TO GO AHEAD AND RETAIN --
5 HOUSING EXPERTS LYDIA TAN AND CAROL GAULANTY OF STRATEGIC
6 ADVISORS TO HELP GUIDE US THROUGH THE NEXT PHASE TO LOOK AT
7 HOW WE'RE GOING TO REGROUP AND REEMERGE IN THE POST RM FOUR
8 SEASON THAT WE ARE IN. LYDIA WILL BE THE PRIMARY ROLE HELPING
9 US IN VARIOUS FINANCING STRATEGIES FOR THE AGENCY ON A
10 POTENTIAL NEW PROGRAM THAT WE'RE ABOUT TO HEAR ABOUT TODAY. IS
11 THERE ANYTHING YOU WANT TO ADD TO THAT MR. SAVER? OKAY. THEN
12 THAT'S GOOD. THAT'S MY REPORT. THAT'S GOOD ENOUGH.

13

14 **CHAIR, CARLOS ROMERO, ABAG HC:** MADS AM CHAIR MADAM CHAIR MAY I
15 MAKE A COMMENT FROM THE PUBLIC. KEEP IT A MINUTE. I WANT TO
16 WELCOME LYDIA TAN, A COLLEAGUE I HAVE KNOWN FOR I'M NOT GOING
17 TO SAY HOW LONG [LAUGHTER] AU CERTAINLY A LONG TIME, AND I
18 WANT TO THANK STAFF FOR WORKING TO GET THEM I WANT TO THANK
19 LYDIA FOR COMING ON BOARD YEARS OF EXPERIENCE BOTH AS AN
20 ARCHITECT DEVELOPER PROFESSOR TO REALLY BRING TO OUR BENCH A
21 HIGH-LEVEL OF COMPETENCE REALLY LOOK FORWARD.

22

23 **CHAIR, BELIA RAMOS:** I'M GOING TO PAUSE WE HAVE ANOTHER MEMBER
24 TWO MEMBERS OF THE ABAG HOUSING COMMITTEE THAT HAVE JOINED US
25 I'M GOING TO PAUSE.



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1

2 **BOARD CLERK:** THAT IS COUNCIL MEMBER FIFE?

3

4 **CARROLL FIFE:** PRESENT.

5

6 **BOARD CLERK:** WE HAVE QUORUM OF THE ABAG HOUSING COMMITTEE.

7

8 **CHAIR, BELIA RAMOS:** I'M GOING TO ASK MY VICE CHAIR ROW MERTOW

9 TAKE IT OVER SO YOU CAN CALL YOUR MEETING TO ORDER GET YOUR

10 ROLL CALL IN AND THEN WE PROCEED TOGETHER.

11

12 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU, YES, COULD WE PLEASE

13 HAVE ROLL CALL FOR THE ABAG HOUSING COMMITTEE.

14

15 **BOARD CLERK:** CAMPOS IS ABSENT. ECKLUND?

16

17 **PAT ECKLUND:** PRESENT.

18

19 **BOARD CLERK:** COUNCIL MEMBER FIFE? COUNCIL MEMBER FIFE FOR

20 QUORUM?

21

22 **CARROLL FIFE:** PRESENT.

23

24 **BOARD CLERK:** THANK YOU. BAS IS ABSENT. MARTINEZ-BELTRAN IS

25 ABSENT. MOTOYAMA IS ABSENT. SUPERVISOR RABBITT?



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1

2 **DAVID RABBITT:** PRESENT AT 575 ADMINISTRATION DRIVE IN SANTA
3 ROSA.

4

5 **BOARD CLERK:** THANK YOU. SUPERVISOR RAMOS?

6

7 **V. CHAIR, LIBBY SCHAAF:** .

8

9 **CHAIR, BELIA RAMOS:** HERE.

10

11 **BOARD CLERK:** ROMERO?

12

13 **CHAIR, CARLOS ROMERO, ABAG HC:** HERE.

14

15 **BOARD CLERK:** QUORUM IS PRESENT.

16

17 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU THIS MEETING IS
18 CALLED TO ORDER AND CAN WE HAVE THE THAT THE PER DIEM IS
19 PROVIDED AS A RESULT OF CONVENING A MEETING FOR WHICH EACH
20 MEMBER IS ENTITLED TO COLLECT PER DIEM. THANK YOU.

21

22 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU VERY MUCH. I'M GOING
23 TO CONTINUE WITH THIS AGENDA AND MOVE ON TO THE NEXT ITEM
24 WHICH IS THE ITEM FIFE A APPROVAL OF THE ABAG HOUSING
25 COMMITTEE'S MINUTES. THIS IS A CONSENT CALENDAR ITEM FOR MAY



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1 14TH, 2025. THIS IS AN ACTION ITEM FOR THE ABAG HOUSING
2 COMMITTEE.

3

4 **PAT ECKLUND:** I'LL SECOND THE MOTION.

5

6 **CHAIR, CARLOS ROMERO, ABAG HC:** DO WE HAVE A MOTION? [LAUGHTER]

7 PAT I'LL MOVE. I THOUGHT THANK YOU WERE MOVING APPROVAL.

8

9 **CHAIR, CARLOS ROMERO, ABAG HC:** SECOND?

10

11 **CHAIR, BELIA RAMOS:** SECOND RAMOS.

12

13 **CHAIR, CARLOS ROMERO, ABAG HC:** MOTION AND SECOND. ANY

14 DISCUSSION FROM ANY OF THE MEMBERS? IN THE BOARDROOM OR ZOOM

15 WISHING TO SPEAK ON THIS ITEM.

16

17 **CHAIR, CARLOS ROMERO, ABAG HC:** ROLL CALL?

18

19 **BOARD CLERK:** MOTION BY ECKLUND SECOND RAMOS. CAMPOS IS ABSENT.

20 ECKLUND?

21

22 **PAT ECKLUND:** AYE.

23

24 **BOARD CLERK:** FIFE?

25



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1 **CARROLL FIFE:** AYE.

2

3 **CHAIR, CARLOS ROMERO, ABAG HC:** FORTUNATO BAS IS ABSENT.

4 MARTINEZ-BELTRAN IS ABSENT. MOTOYAMA IS ABSENT. RABBIT?

5

6 **DAVID RABBITT:** AYE.

7

8 **BOARD CLERK:** RAMOS?

9

10 **CHAIR, BELIA RAMOS:** YES.

11

12 **BOARD CLERK:** YES.

13

14 **BOARD CLERK:** MOTION PASSES UNANIMOUSLY BY ALL MEMBERS PRESENT.

15

16 **CHAIR, CARLOS ROMERO, ABAG HC:** BACK TO YOU.

17

18 **CHAIR, BELIA RAMOS:** ITEM NUMBER SIX IS APPROVAL OF OUR MINUTES

19 OF MAY 14TH, 2025. 6A, UNLESS THERE ARE ANY QUESTIONS I'LL

20 ENTERTAIN A MOTION. MOTION BY MILEY. SECOND MELGAR. SEEING NO

21 DISCUSSION. PUBLIC COMMENTS SUBMITTED THIS ITEM, AND THERE NO

22 MEMBERS IN THE BOARDROOM OR ZOOM WISHING TO SPEAK ON THIS

23 ITEM.

24

25 **CHAIR, BELIA RAMOS:** THANK YOU VERY MUCH. ALL IN FAVOR, SAY



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1 AYE. [AYES] OPPOSED? MOTION PASSES UNANIMOUSLY BY ALL MEMBERS
2 PRESENT.

3

4 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU. OUR NEXT ITEM AND
5 FINAL ITEM OF THE DAY WHICH IS ACTUALLY THE MAJOR ITEM OF THE
6 DAY IS ITEM SEVEN BAHFA STRATEGIC PLANNING. THIS IS I BELIEVE
7 OUR THIRD DISCUSSION ON THIS ITEM? THIRD MODULE PROBABLY THIRD
8 THE TIME WE HAVE DISCUSSED SOMETHING RELATED TO THE STRATEGIC
9 PLANNING I'M GOING TO KICK IT OVER TO DANIEL SAVER TO GIFT
10 REPORT. CLEARLY THIS IS TEEING UP OUR WORK FOR THE NEXT COUPLE
11 OF YEARS, WE WOULD HOPE, TO MOVE FORWARD WITH FINANCING
12 REGIONAL MEASURE. DANIEL?

13

14 **DANIEL SAVER:** THANK YOU VERY MUCH CHAIR. THIS IS DANIEL SAVER,
15 OUR THE DEPUTY EXECUTIVE DIRECTOR FOR HOUSING AND ENERGY.
16 THANK YOU TO THE TECH TEAM FOR PULLING UP THE PRESENTATION.
17 I'M ALSO REALLY PLEASED TO BE HERE WITH LYDIA TAN OUR NEW
18 STRATEGIC ADVISOR AS ANNOUNCED BY THE TWO CHAIRS. LYDIA AND I
19 ARE GOING TO TAG TEAM THIS PRESENTATION I'M GOING TO TAKE THE
20 50 HALF THEN PASS OFF TO LYDIA TO BRING US HOME TO THE FINAL
21 STRETCH. NEXT SLIDE PLEASE. QUICKLY PLANNING TO START WITH THE
22 OVERVIEW OF THE STRATEGIC PLANNING PROCESS, WRIT LARGE, THIS
23 IS THE FOURTH OR 5TH TIME WE HAVE BEEN TALKING ABOUT STRATEGIC
24 PLANNING KIND OF MAKING SURE WE SITUATED IN THAT CONTEXT THEN
25 OVERVIEW OF THIS MODULE THEN REALLY THE PROGRAM CONCEPT IS THE



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1 HEART OF THE MATTER LYDIA WILL PRESENT AND WE END WITH
2 CONSIDERATIONS AND NEXT STEPS. NEXT SLIDE. AS I MENTIONED
3 BEFORE DIVING INTO THE DETAILS OF MODULE THREE I WANT TO MAKE
4 SURE WE'RE SITUATING THIS PRESENTATION WITHIN THE BROADER
5 STRATEGIC PLANNING PROS. THIS IS THE SLIDE THAT YOU HAVE SEEN
6 BEFORE A SLIDE THAT WILL BE VERY FAMILIAR TO YOU BY THE END OF
7 THE YEAR WE'RE PLANNING TO KEEP THIS AS OUR NORTH STAR WITHIN
8 THE STRATEGIC PLANNING PROCESS AS WE CONTINUE COMING BACK TO
9 YOU IN THE COMING MONTHS WITH A VARIETY OF THE INDIVIDUAL
10 ITEMS. YOU SEE HERE THE NORTH STAR OF THE STRATEGIC PLANNING
11 PROCESS ITSELF IS TO -- THAT BAHFA WILL CONTINUE TO FOCUS ON
12 ITS ABILITY, ITS UNIQUE ABILITY TO RAISE TRANSFORMATIVE
13 REVENUE TO MEET REGIONAL AFFORDABLE HOUSING NEEDS AT SCALE.
14 THE IDEA IS, YOU KNOW, WE MADE AN ATTEMPT AT RM FOUR IT WASN'T
15 SUCCESSFUL BUT DOESN'T MEAN WE HAVE GIVEN UP ON THE NOTION
16 THAT WE NEED A REGIONAL APPROACH TO RAISE REVENUE FOR ASHEN
17 THAT CONTINUES TO BE THE ABSOLUTE UNIQUE VALUE ADD WITHIN THE
18 REGION, THE PURPOSES OF THE PROCESS IS TO ARTICULATE A VISION
19 PLAN TO SUSTAIN THE AGENCY UNTIL WE'RE ABLE TO CAPITALIZE AT
20 SCALE, PROCESS THAT BRINGS A LOT OF THE RIGHT STAKEHOLDERS TO
21 THE TABLE TO BE PART OF ARTICULATING THAT VISION. FIRST FOCUS
22 ON THINKING OF FUTURE REGIONAL REVENUE MEASURE SECOND FUNDING
23 STRATEGY AND FINANCIAL SUSTAINABILITY AND FOCUS OF TODAY
24 NUMBER THREE NEW REGIONAL FINANCING PRODUCTS APPROACHES THEN
25 IN THE FALL DISCUSSING OTHER REGIONAL HOUSING PROGRAMS. NEXT



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1 SLIDE OVERVIEW OF THE PROCESS WRIT LARGE THE DOTTED LINE IS
2 GOING TO TACK US AS WE MOVE FROM ONE SIDE OF THE SCREEN TO THE
3 OTHER. I WANT TO USE THIS SLIDE AS OPPORTUNITY TO RECAP SOME
4 OF THE WORK WE HAVE ACCOMPLISHED ALREADY. SO, AS A QUICK
5 REMINDER WE KICKED OFF MODULE 1A DURING THE MAY MEETING OF THE
6 JOINT COMMITTEES AND WE DISCUSSED LESSONS LEARNED FROM THE
7 REGIONAL MEASURE FOUR AND PROPOSITION FIVE PROCESS. SO, YOU
8 SEE MODULE 1A THERE IN THE SPRING. WE HAVE ALSO STARTED MODULE
9 1B, STARTED WITH A BRIEFING OF AN AD-HOC COMMITTEE OF MEMBERS
10 HERE TO HEAR FROM PEOPLE WHO ARE INVOLVED IN THE CAMPAIGN SIDE
11 FOR RM FOUR AND PROPOSITION FIVE. YOU WILL RECALL THIS
12 DISTINCTION IS MADE BECAUSE OF PUBLIC SECTOR STAFF WE ARE NOT
13 AND CANNOT BE INVOLVED IN CAMPAIGN ACTIVITY PER SE SO THERE
14 ARE LESSONS LEARNED THAT WE HAD ON THE PUBLIC SECTOR SIDE IN
15 TERMS OF THE POLICY DEVELOPMENT PROCESS FOR REGIONAL MEASURE
16 FOUR THEN THERE WERE DIFFERENT LESSONS LEARNED FROM THE
17 CAMPAIGN SIDE, BUT IN ORDER TO GET THOSE LESSONS WE HAVE TO
18 ACTUALLY GO TO THE FOLKS WHO ARE INVOLVED IN RUNNING THE
19 CAMPAIGNS. MOVING TO MODULE TWO FOR FUND-RAISING OUR BIGGEST
20 MOVE IN THIS SPHERE WAS REQUEST TO THE STATE AS PART OF THE
21 ANNUAL BUDGET PROCESS UNFORTUNATELY BAHFA IS NOT THE STATE'S
22 BUDGET THAT WAS ADOPTED THROUGH A DEAL REACHED AT THE EPTED OF
23 JUNE THAT'S NOT TO SAY THAT THERE WASN'T SUPPORT THERE WAS A
24 WIDE VARIETY OF SUPPORTERS FOR BAHFA INCLUDING 17 MEMBERS OF
25 THE BAY AREA DELEGATION, BOTH IN THE ASSEMBLY, AS WELL AS THE



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1 SENATE WHO HAD ALL SIGNED A LETTER IN SUPPORT OF OUR ASK THERE
2 WAS ALSO A LETTER THAT WAS SIGNED BY OVER 50 ORGANIZATIONS
3 ACROSS THE BAY AREA WHO ARE SUPPORTIVE OF THE WORK THAT WE'RE
4 TRYING TO DO AT BAHFA THERE WAS ALSO A LETTER SIGNED BY OVER
5 80 LOCAL ELECTED OFFICIALS FROM ALL NINE COUNTIES ALSO
6 SUPPORTING THE WORK THAT WE'RE TRYING TO DO HERE REGIONALLY.
7 SO, I SAY ALL OF THAT TO UNDER SCORE THAT. I THINK THE REASON
8 WHY WE CAME UP WITH NOTHING AT THE STATE WAS THAT THERE WAS A
9 REALLY TOUGH YEAR TO ASK THE STATE FOR MONEY IT'S NOT TO BE
10 TAKEN AS AN INDICTMENT OR LACK OF SUPPORT FOR BAHFA. I THINK
11 CONTRARY WHAT WE SAW IS OUTPOURING OF SUPPORT, JUST A REALLY
12 TOUGH BUDGET YEAR. SO ONE OF THE TASKS BEFORE SUS TO THINK
13 ABOUT HOW WE CAN CONTINUE TO SHOW APPRECIATION FOR EVERYONE
14 WHO OFFERED SUPPORT BUT LEVERAGE THAT SUPPORT TO CONTINUE TO
15 DEEPEN AND DEVELOP THOSE RELATIONSHIPS AS WE MOVE FORWARD
16 BECAUSE THAT'S NOT THE ONLY IRON WE HAVE IN THE FIRE WE HAVE A
17 COUPLE OF PROSPECTS IN EARLY STAGES AND WE PLAN TO COME BACK
18 TO YOU IN THE FALL WITH A FINAL REPORT ON OUR EARLY STAGE
19 FUND-RAISING ACTIVITIES I WANT TO BE TRANSPARENT WITH AWFUL
20 YOU NOT GETTING THE STATE FUNDING WAS A MAJOR SET BACK THAT IS
21 NOT A DEATH NAIL FOR BAHFA BUT MAY PUT US ON A PATH TO
22 PRIORITIZE WHAT WORK WE CAN CURRENTLY DO AND CAN'T AFFORD TO
23 SUSTAIN AS DISCUSSED SOME OF THE PRIOR MTC MEETINGS THESE ARE
24 TOUGH YEARS BUDGET WISE, IT'S NOT THE CASE THAT WE'RE CLOSING
25 UP SHOP BUT I WANT TO FORECAST THAT WE MAY BE IN A BUDGET



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1 ENVIRONMENT WHERE WE NEED TO BE VERY FOCUSED ON WHERE WE CAN
2 ADD THE MOST VALUE MOVING FORWARD. SO THAT'S CAN REMEMBER WHAT
3 IT'S LOOKING LIKE. AND WE'LL COME BACK TO THIS BECAUSE MODULE
4 THREE WHAT WE'RE ABOUT TO TALK ABOUT TODAY IS ONE OF THE
5 INGREDIENT TO HOW WE CAN HAVE A SUSTAINABLE PATH MOVING
6 FORWARD SO I'LL COME BACK TO THAT IN A MINUTE. ALL RIGHT I'M
7 GOING MOVE US TO THE NEXT SLIDE HERE. IF THERE IS QUESTIONS
8 ABOUT OTHER ITEMS I'M HAPPY TO TAKE IT AT THE END. MOVING MORE
9 SPECIFICALLY TO MODULE THREE, THE GOAL OF THE MODULE IS TO
10 IDENTIFY HOW BAHFA CAN ADD VALUE AND FURTHER DEMONSTRATE PROOF
11 OF CONCEPT AS A REGIONAL LEADERSHIP AND REGIONAL FINANCE
12 AGENCY AS THE NAME OF THE AGENCY SUGGESTS WE HAVE ASSEMBLED A
13 STRONG TEAM TO HELP US ACCOMPLISH THIS AS MENTIONED LYDIA IS
14 ONE OF THE MEMBERS WHO IS HELPING TO LEAD THIS TEAM WE ALSO
15 HAVE CSG ADVISORS AS WELL AS A TECHNICALITY ADVISORY GROUP OF
16 EXPERTS BOTH FROM WITHIN THE BAY AREA AND NATIONAL EXPERTS,
17 THE LIST OF THE MEMBERS OF THAT TECHNICAL ADVISORY COMMITTEE
18 IS INCLUDED IN YOUR PACKET IN ATTACHMENT B. THIS IS ANOTHER
19 PLACE WHERE I WOULD REALLY LIFT UP ONGOING SUPPORT FOR BAHFA,
20 THE CALIBER OF STAKEHOLDERS THAT HAVE AGREED TO HELP US THINK
21 THROUGH THIS PARTICULAR MODULE IS A TESTAMENT TO THE ENDURING
22 SUPPORT THAT WE HAVE AMIDST THE HOUSING SECTOR BOTH LOCALLY
23 REGIONALLY AND NATIONALLY THERE IS A LOT OF INTEREST AND
24 SUPPORT TO TRY TO HELP US GET TO WHERE WE NEED TO GO. NEXT
25 SLIDE PLEASE. THERE ARE FOUR MAIN OBJECTIVES FOR THIS MODULE



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1 BUT I WANT TO PUT THEM INTO TWO BUCKETS FIRST TWO IN A CLASS
2 TOGETHER AND SECOND TWO IN A CLASS TOGETHER. SO, THE FIRST
3 TWO, TAKEN TOGETHER, ARE TO IMPROVE AFFORDABILITY, AND ALSO
4 GENERATE REVENUE FOR BAHFA, SO THAT WE CAN GET ON TO A PATH
5 TOWARDS FINANCIAL SELF-SUSTAINABILITY. THESE TWO PRIMARY GOALS
6 EXIST IN A CERTAIN AMOUNT, TO A CERTAIN DEGREE WITH SOME
7 TENSION BETWEEN THE TWO OF THEM. WE KNOW THAT ONE OF THE BEST
8 WAYS TO ADD AFFORDABILITY IS THROUGH SUBSIDY. AND THAT TO
9 SERVE FOLKS WITH THE GREATEST NEED, THERE IS FOLKS AT THE
10 LOWEST END OF THE INCOME SPECTRUM THERE IS NEED FOR DEEP
11 SUBSIDY THAT'S REALLY IMPORTANT ALSO NOT A PATH WHERE IT'S
12 EASY TO GENERATE REVENUE BACK TO THE AGENCY SO THE POINT WE'RE
13 TRYING TO MAKE HERE WITH THIS MODULE WE'RE LOOKING FOR A NICHE
14 TO DO BOTH IT MAY NOT ALLOW US TO ACCOMPLISH EVERY GOAL WE
15 HAVE WITHIN EACH OF THE TWO SPHERES WE'RE TRYING TO FIND THE
16 DIAGRAM OVERLAP IF YOU WILL, BASED ON RESEARCH WE BELIEVE IT'S
17 POSSIBLE TO EXIST IN THE OVERLAP OF THE DIAGRAM BETWEEN THE
18 TWO GOALS BUT THE PROGRAM DESIGN IS GOING TO REFLECT THAT NEED
19 TO THREAD THE NEEDLE. THIS KIND OF PICKS UP ON WHAT I
20 MENTIONED ON THE LAST SLIDE WHICH IS THAT THE NEED FOR US TO
21 BE ABLE TO GENERATE REVENUE THE SECT OBJECTIVE HERE IS MORE
22 IMPORTANT GIVEN LACK OF FUNDING THAT WE'RE CURRENTLY SET TO
23 RECEIVE FROM THE STATE, BAHFA AS AN AGENCY IS GOING TO NEED
24 ONGOING REVENUE TO SUSTAIN A BEAR BONES SET OF OPERATIONS THAT
25 WILL ENABLE US TO ADVANCE AND IMPLEMENT A POTENTIAL FUTURE



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1 REGIONAL BALLOT MEASURE WHETHER THAT'S IN 2028 OR SOME FUTURE
2 YEAR SO AT THE HEART OF THIS PROGRAM IS BAHFA'S FUTURE
3 FINANCIAL SUSTAINABILITY BE VIABILITY OF THE AGENCY WRIT LARGE
4 I DON'T WANT TO PUT TOO MUCH PRESSURE ON THIS BUT WOO WE SEE
5 THIS AS A CRITICAL LEG. SUCCESSFUL OF ACCOMPLISH FIRST TWO
6 NUMBER THREE IS SERVING PROOF OF CONCEPT FOR BAHFA PUBLIC
7 LENDING MODEL AS WELL AS NUMBER FOUR BUILDING LONG-TERM
8 ORGANIZATIONAL CAPACITY, IF WE'RE ABLE THAT IS GOING TO HELP
9 US RETAIN OUR LONG-TERM ORGANIZATIONAL CAPACITY AND PROVE THIS
10 CAN BE DONE THIS ISN'T THE COMMON WAY THAT MOST LOCAL
11 GOVERNMENTS WITHIN THE BAY AREA ARE APPROACHING HOUSING
12 FINANCE AT THIS POINT. SO, IF WE CAN GO TO THE NEXT SLIDE,
13 THAT ENDS MY PORTION OF THE PRESENTATION. I'M PLEASED TO
14 HAPPENED IT OVER TO LYDIA TAN.

15

16 **SPEAKER:** THANK YOU AND THANK YOU TO THE VICE CHAIR AND CHAIR
17 AND COMMITTEE MEMBERS. I'M REALLY EXCITED TO BE HERE AND
18 EXCITED TO TRY AND HELP BAHFA GET TO FINANCIAL SUSTAINABILITY
19 IN THE LONG-TERM. SO, JUST QUICKLY, ON THE PROGRAM CRITERIA,
20 WHICH IS REALLY BUILT ON THE PROGRAM OBJECTIVES, WE WANT TO
21 MAKE SURE THAT THE PROGRAM DOES PASS A COST BENEFIT TEST THAT
22 THE BENEFITS, HOWEVER WE END UP MEASURING THEM OUTWEIGH THE
23 COST OF THE PROMPT. WE, ALSO, AS MENTIONED, WANT TO MAKE SURE
24 THERE IS REVENUE BEING GENERATED TO SUPPORT BAHFA IN THE LONG-
25 TERM AND WE ALSO WANT TO MAKE SURE THAT WE ARE TAKING



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1 ADVANTAGE OF ALL THE BENEFITS THAT BAHFA CAN BRING TO THE
2 TABLE ALREADY AND MAKE SURE WE ARE LEVERAGING THOSE AND
3 HIGHLIGHTING THOSE AS WE MOVE FORWARD, AND, CERTAINLY,
4 THINKING ABOUT SCALE INTO THE FUTURE, AS WELL. IF WE CAN GO TO
5 THE NEXT SLIDE. SO, CONCEPTUALLY, CAN WE GO TO THE NEXT SLIDE?
6 SO, CONCEPTUALLY, THE DIFFERENT ELEMENTS OF THE PROGRAM, AS
7 WE'RE THINKING ABOUT IT, ONE IS THINKING ABOUT MIXED INCOME,
8 IT'S SOMETHING THAT BAHFA HAS BEEN WORKING ON, BUT REALLY THIS
9 TIME FOCUS ON THE WORKFORCE HOUSING. WE ALSO ARE THINKING
10 ABOUT HOW DO WE MAKE SURE THAT WE CAN TRANSACT QUICKLY. SO
11 THAT, IS TO TRY AND STAY AWAY FROM A LOT OF THE EXISTING
12 PROGRAMS, THE TAX CREDIT PROGRAMS, ARE THE BOND PROGRAMS, THE
13 CDLAC PROGRAMS TO MAKE SURE WE CAN EXECUTE QUICKLY WHEN A
14 DEVELOPER OR APPLICANT COMES TO US WE HAVE THE ABILITY TO ACT
15 QUICKLY WITHIN THE MARKETPLACE. RIGHT NOW, GIVEN THE RESOURCES
16 WE HAVE AVAILABLE TO US, WHICH ARE LIMITED, WE ARE LOOKING AT
17 STAYING FOCUSED MOSTLY ON THE ACQUISITION REHAB PRESERVATION
18 PART OF THE SPECTRUM. BUT THE PROGRAM ELEMENTS WE'RE TALKING
19 ABOUT IS DEFINITELY GOING TO BE SCALEABLE AS WE THINK ABOUT
20 NEW CONSTRUCTION AND NEW PRODUCTION INTO THE FUTURE, AS WELL.
21 THERE IS A REALLY INTERESTING MOMENT IN TIME, IF YOU HAVEN'T
22 BEEN CONNECTED TO THE MARKET, WHERE YOU CAN ACTUALLY ACQUIRE
23 EXISTING REALLY NICE APARTMENT BUILDINGS AND HOUSING AT A
24 BELOW REPLACEMENT COST. SO IT'S A REALLY INTERESTING MOMENT TO
25 BE ABLE TO TRY AND BRING MORE OF THOSE UNITS INTO THE



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1 AFFORDABLE HOUSING FOLD SO THAT THEY CAN BE AFFORDABLE INTO
2 THE LONG-TERM. SO, WE'RE EXCITED ABOUT THAT. AS A BOND ISSUER,
3 WE HAVE BEEN HEARING FROM OUR TECHNICAL ADVISORY GROUP AND
4 SOME OF OUR OTHER STAKEHOLDERS THAT THERE IS A ROLE FOR BAHFA
5 AS A BOND ISSUER, WHETHER IT'S THROUGH CONDUIT BONDS OR
6 POTENTIALLY ISSUING GOVERNMENT PURPOSE BONDS IN WHICH BAHFA
7 WOULD PLAY AN OWNERSHIP ROLE IN TERMS OF BEING ABLE TO PROVIDE
8 EVEN MORE AFFORDABILITY SO IT'S SOMETHING WE'RE LOOKING AT.
9 GOING TO BE LOOKING DEEPLY INTO THIS. AND ONE OF THE VALUE
10 ADDS THAT WE THINK BAHFA CAN BRING, YOU OFTEN HAVE TO GO TO 2,
11 3, 4, 5 DIFFERENT AGENCIES FOR THESE DIFFERENT COMPONENTS OF
12 THE PROGRAM THAT WE'LL BE LAYING OUT FOR YOU, HERE AROUND
13 BAHFA COULD BE KIND OF A ONE-STOP-SHOP WE'RE HOPING THAT'S
14 MORE EFFICIENT FOR THE DEVELOPER COMMUNITY AND INVESTOR
15 COMMUNITY AND THAT WE'RE PROVIDING REAL VALUE AT REDUCED COST
16 OF TRANSACTION BY VIRTUE OF BEING A ONE-STOP-SHOP. IF YOU CAN
17 GO TO THE NEXT. HERE ARE PROGRAM ELEMENTS, SOME WE'RE TAKING
18 FROM THE BAHFA TOOLKIT ALREADY BUT THE IDEA IS WE HAVE A KIT
19 APART, THAT WHEN A DEVELOPER INVESTOR COMES TO US THEY CAN
20 PICK AND CHOOSE FROM THE TOOLKIT AND ABLE TO ASSEMBLE A
21 BESPOKE PROGRAM FOR THEMSELVES THIS. TO BEGIN WITH A SENIOR
22 LENDING ASSISTANCE, WE'RE THINKING ABOUT TWO DIFFERENT WAYS,
23 ONE IS THE BOND PROGRAMS I WAS TALKING ABOUT, AND THE OTHER IS
24 ALSO USE BAHFA LARGE US TO CREDIT ENHANCE TOP TIER FINANCING
25 PROGRAM WITH SENIOR LENDER SO WE CAN TAKE DOWN THE SENIOR



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1 LEVEL SIDE SECOND IS WELFARE EXEMPTION FROM THAT IS ALREADY IN
2 PLACE BUT TO TRY AND MAKE THAT EVEN MORE ROBUST, IT'S
3 INTERESTING GETTING TO KNOW THAT PROGRAM I THINK THERE IS A
4 LOT WE CAN DO TO MAKE IT MORE ATTRACTIVE TO FOLKS. SOME
5 PROGRAMS WE ARE LIMITED IN FUNDS, ACQUISITION REHAB PROBABLY
6 ON THE SMALLER SIDE OF TRANSACTIONS BUT IN CAPITAL LOWER COST
7 THAN TYPICAL EQUITY OUT THERE IN THE PRIVATE MARKET AND WE AS
8 DEVELOPER MATCH THAT WE DO THINK THAT ADDS VALUE AND LEADS US
9 TO FURTHER SUSTAINABILITY AND FEASIBILITY AND FINALLY TAKING
10 ADVANTAGE OF OUR DOORWAY SYSTEM, THE SYSTEM IS PROVEN AND
11 PROJECTS WE'RE SUPPORTING ARE FILLED WITH INCOME QUALIFYING
12 HOUSEHOLDS AS QUICKLY AS POSSIBLE. THOSE ARE THE PROGRAM
13 ELEMENTS AND WE THINK -- AN APPLICANT THAT COMES IN MIGHT TAKE
14 ADVANTAGE OF ALL OF THE TOOLS OR SOME OF THE TOOLS AND IT'S
15 REALLY GOING TO BE VERY, VERY DEPENDENT ON THE TRANSACTION
16 ITSELF. NEXT SLIDE. A LITTLE BIT DEEPER INTO THE KINDS OF
17 PROGRAMS TERES ON THE PROGRAM. WE'RE HOPING THIS IS BOTH
18 FEASIBLE FOR LOW-INCOME PROJECTS THAT ARE REACHING INTO THE 50
19 AND 60% OF AMI RANGE BUT ALSO FOR MIDDLE INCOME PROJECTS THAT
20 ARE MORE IN THE 80% OF AM PAVEMENT RANGE WE HAVE A NUMBER OF
21 TEST CASES OF PROJECTS THAT HAVE COME THROUGH OR A NUMBER WE
22 HAVE BEEN EXPOSED TO AND WE'RE TRYING TO TRUTH TEST TO MAKE
23 SURE THIS IS TRUE. ANY UNIT NA IS RESTRICTED, WE ARE IN
24 CONFORMANCE WITH A LOT OF THE OTHER BAHFA PROGRAMS THOSE
25 RESTRICTED UNITS WE'RE ASKING TO BE AT LEAST 10% BELOW MARKET



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1 SO THERE IS REAL VALUE BEING PROVIDED TO THE DEED RESTRICTION
2 AND THEN A 55 YEAR REGULATORY AGREEMENT. NEXT SLIDE. A LITTLE
3 BIT MORE ON THE UNDERWRITING WE'LL WORK CLOSELY WITH SENIOR
4 LENDERS, WE HAVE A NUMBER OF CONVERSATIONS SET UP ABOUT WHAT
5 THAT SENIOR DEBT MIGHT LOOK LIKE PARTICULARLY FOR DOING CREDIT
6 ENHANCEMENT SUBORDINATE DEBT WOULD BE PRICED SO IT'S STILL
7 BELOW MARKET BUT THIS IS AN INCOME OPPORTUNITY FOR BAHFA. AND
8 WE ARE WILLING TO LOOK AT ITS LOWER DEBT COVERAGE RATIO IN
9 ORDER TO ACHIEVE SOME MORE FEASIBILITY. WE'RE ANTICIPATING
10 NON-RECOURSE DURING PERM BUT DURING CONSTRUCTION WE'D HAVE
11 SOME CONSTRUCTION GUARANTEES. NEXT SLIDE. SO, WHEN WE THINK
12 ABOUT HOW TO MEASURE IMPACT, JUST GOING BACK TO THE PROGRAM
13 OBJECTIVES, THERE ARE A LOT OF DIFFERENT WAYS THAT WE'RE
14 THINKING ABOUT IT AND WE'RE GOING TO BE STARTING TO TEST THESE
15 IDEAS AND ALSO GET FEEDBACK FROM FOLKS AS WELL, CERTAINLY A
16 NUMBER OF UNITS IS AN OBVIOUS ONE. THE AMOUNT OF REDUCTION IN
17 FINANCING GAP THAT WE'RE BRINGING TO THE TABLE IN OUR PROGRAMS
18 AND COMBINATION OF PROGRAMS IS SOMETHING WE'RE LOOKING AT AS
19 WELL, SOMETHING CSG IS DIVING DEEPLY INTO AND THEY'RE SHOWING
20 WE CAN RIGHT NOW REDUCE INFEASIBILITY OR REDUCE THE GAP BY
21 ABOUT 75% JUST BY VIRTUE OF ADDING THESE TOOLS TO A FINANCING
22 STRUCTURE SO IT WILL BE INTERESTING TO SEE HOW THIS PLAYS OUT
23 LEVERAGING OUR INVESTMENT IS ANOTHER WAY OF THINKING ABOUT IT
24 THEN PUBLIC BENEFIT GENERATED OUT OF OUR PROGRAMS, AND AS
25 DANIEL EMPHASIZES MAKING SURE WE HAVE A PROGRAM THAT'S GOING



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1 TO GENERATE REVENUE FOR BAHFA FOR THE LONG-TERM AS WELL. NEXT
2 SLIDE PLEASE. SO, WE ARE IN THE MIDDLE OF PROGRAM DESIGN, SOME
3 THINGS THAT WE ARE THINKING ABOUT AND ARE OPEN TO FEEDBACK
4 ABOUT FROM THIS BODY, AND FROM OUR STAKEHOLDERS IS FUND-
5 RAISING AS DANIEL MENTIONS WE HAD A TOUGH TIME WITH THE BUDGET
6 AT THE STATE LEVEL THIS YEAR WE HAVE SOME DOLLARS IN THE POT
7 AND WE HAVE SOME DOZEN THAT WE EXPECT TO COME BACK FROM PRIOR
8 PROGRAMS THAT WE CAN PUT INTO THE SUBORDINATE, DEBT PROGRAM
9 BUT THE AMOUNT OF MONEY WE HAVE IN THE SUBBENT DEBT PROGRAM IS
10 GOING TO BE DIRECTLY SCALEABLE WE CAN BE IN NEAR-TERM INCOME
11 TARGETING RIGHT NOW UP TO 80% OF AMI FOR WORKFORCE WE'RE
12 FIGHTING PARTS OF THE BAY AREA WHERE WE CAN BE UP TO 100 OR
13 120% OF AMI. NUMBER THREE I MENTIONED BEFORE THE IDEA OF
14 GOVERNMENT PURPOSE BONDS, THERE MAY BE MOMENTS WHERE IT MAKES
15 SENSE FOR BAHFA TO BE OWNER AND ISSUE OF GOVERNMENT PURPOSE
16 BONDS BECAUSE THERE IS AN EVEN OUTSIZED PUBLIC BENEFIT OF
17 THAT. ADMINISTRATION WITH A LOT OF DIFFERENT PIECES TO A
18 PROGRAM WE WANT TO MAKE SURE THAT WE'RE BEING AS EFFICIENT AS
19 WE POSSIBLY CAN AND THAT THE COST AND THE TIME ASSOCIATED WITH
20 ADMINISTERING BASKET OF PROGRAMS IS STILL SOMETHING THAT WE
21 CAN HANDLE WITHIN THE FEES THAT WE'RE CHARGING. SO, THOSE ARE
22 THINGS THAT WE'RE THINKING ABOUT AS WE'RE TRYING TO TRUE TEST
23 OF THE PROGRAM AND I'M GOING TO PUT IT BACK TO DANIEL TO TALK
24 ABOUT NEXT STEPS.

25



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1 **DANIEL SAVER:** ADDING TO WHAT LYDIA SAID THE SUBORDINATE DEBT
2 LAIR LAYER IS GOING TO DRIVE REVENUE FIDUCIARY BAHFA AND
3 SUPPORT AND IN TERMS OF THE ABILITY TO MOVE TOWARDS A SELF-
4 SUSTAINING MODEL RELIES UPON THIS OTHER COMPONENT OF THE KIT
5 OF PARTS IF YOU WILL, AND THAT'S NOT SOMETHING THAT WE
6 CURRENTLY HAVE RESOURCES TO MOVE FORWARD. THIS IS PART OF WHY
7 WE'RE HITTING THE PAVEMENT FORCEFULLY ALSO IS TO TRY TO
8 ATTRACT RESOURCES AND PART OF WHY WE HAVE BECOME SO FOCUSED ON
9 DEVELOPING THE CORE TERMS OF THIS PROGRAM, THE IDEA THAT FOLKS
10 COULD INVEST IN A PROGRAM LIKE THIS WITH A RELATIVELY MODEST
11 INVESTMENT THEN WITH THAT MODEST INVESTMENT SUPPORT THE LONG-
12 TERM INSTITUTIONAL SUSTAINABILITY OF BAHFA, THAT'S A GO GOOD
13 PITCH ESSENTIALLY IS THE FEEDBACK WE HAVE RECEIVED SO FAR. SO
14 WE'RE STILL LOOKING FOR MONEY. YOU KNOW, WE'RE NOT THERE YET
15 BUT I WANTED TO UNDER SCORE THAT I THINK TO REALLY UNDERSCORE
16 I JUST WANT TO MAKE SURE THAT IS CLEAR TO EVERYONE. NEXT SLIDE
17 LAST BIT ON NEXT STEPS. AS LYDIA SAID WE NEED TO CONTINUE TO
18 DO PROGRAM TESTING BY SUBMARKET WE DON'T KNOW HOW MUCH MONEY
19 WE'RE GOING TO HAVE BUT IT'S NOT GOING TO BE ENOUGH TO ROLL
20 OUT A PROGRAM THAT'S GOING TO HAVE TONS OF PROJECTS ALL OVER
21 THE BAY AREA SO WE NEED TO BE ABLE TO FOCUS ON PLACES WHERE WE
22 THINK A PROGRAM LIKE THIS CAN REALLY WORK WE'RE ENGAGED DEEPLY
23 NOW IN THAT SUBMARKET TESTING BECAUSE WE KNOW THERE IS NOT
24 JUST ONE MARKET FOR THE BAY AREA. IT DIFFERS BY COUNTY IT MAY
25 DIFFER BY CITY MAY DIFFER WITHIN CITIES NEIGHBORHOOD BY



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1 NEIGHBORHOOD SO WE NEED TO BE CLEAR WHERE THIS PROGRAM IS
2 GOING TO WORK AND WHAT KIND OF PROJECTS WE SHOULD BE MARKETING
3 TO WE CONTINUE TO ENGAGE IN TECHNICAL ADVISORY GROUP TO TEST
4 ASSUMPTIONS AND BROADER GROUPS OF STAKEHOLDERS. BASED ON
5 FEEDBACK ADJUST THE PROGRAM IN TERMS OF ASSUMPTIONS AND
6 CONTINUE TO TRY TO ATTRACT DOLLARS TO THE IDEA ESPECIALLY AS
7 WE START TO CLARIFY AND HONE IN ON WHAT THE PRODUCTS WILL LOOK
8 LIKE, A COMPONENT THAT IS TO BUILD-OUT THE OPERATING MODEL, TO
9 MAKE SURE THE PROGRAM IS GOING TO BREAK EVEN IF NOT CONTRIBUTE
10 ADDITIONAL REVENUE THAT COULD GO TO SUPPORT OTHER BAHFA
11 PROGRAMS AND THEN WE EXPECT TO COME BACK TO YOU ALL IN EARLY
12 FALL WITH THE NEXT ITERATION OF THIS AS WE TIE UP EVERYTHING
13 IN THOSE EARLIER BULLETS. SO, WITH THAT HAPPY TO TURN IT BACK
14 OVER TO THE CHAIRS AND WE'RE HERE TO TAKE ANY QUESTIONS.

15

16 **CHAIR, CARLOS ROMERO, ABAG HC:** BOARD MEMBERS, DIRECTOR
17 QUESTIONS? YES, DIRECTOR MELGAR?

18

19 **MYRNA MELGAR:** THANK YOU, CHAIR. SO, THANK YOU SO MUCH FOR THE
20 PRESENTATION DO I HAVE A BUNCH OF QUESTIONS, BUT I'LL JUST PUT
21 OUT A COUPLE. SO, I THINK THAT YOU HAVE DONE A LOT OF THINKING
22 AND MODELING, WHAT WAS THE WORD YOU USED LYDIA? TRUE-UP?

23 [LAUGHTER] YOU USED SOME TERM IN DESCRIBING HOW YOU'RE GOING
24 TO VET --

25



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1 **SPEAKER:** TRUTH TEST?

2

3 **MYRNA MELGAR:** SO IN THE TRUTH TEST PORTION OF IT I'M WONDERING
4 WHO OUR PARTNERS ARE. IN YOUR PRESENTATION, DANIEL, TALKED
5 ABOUT THE, SORT OF, DIVERSITY OF THE GEOGRAPHY THAT WE'RE
6 TRYING TO MEET, AND I THINK THAT THAT IS BOTH NEED, INCOME,
7 AND HOUSING STOCK. THERE ARE PLACES WHERE THIS MODEL COULD
8 WORK, BECAUSE THERE ARE ALL THREE OF THOSE THINGS IN PLACES
9 WHERE IT WOULDN'T, AND I'M WONDERING WHAT THE ANALYSIS LOOKS
10 LIKE. PART OF THAT TOO IS WHO OUR PARTNERS ARE ON THE GROUND.
11 SO, I CAN SEE, YOU KNOW, A MODEL THAT'S ROUGHLY DESCRIBED AS
12 YOU JUST D WORKING WELL WITH, LIKE, THE ACCELERATOR FUND OR A
13 PARTNER THAT'S FLEXIBLE THAT HAS CONTROL OVER INTEREST RATES
14 AND GUIDELINES AND STUFF. BUT YOU KNOW, NOT SO MUCH WITH THE
15 CITY AND COUNTY SAN FRANCISCO HAS LEGISLATION THAT'S REALLY
16 LAUGH FLEXIBLE ABOUT ACQUISITION AND PRESERVATION FOR EXAMPLE.
17 SO I'M WONDERING WHAT YOU ARE THINKING ABOUT THAT AND JUST TO
18 GET THE SECOND QUESTION OUT THERE, FOR SOME OF WHITE HOUSE
19 HAVE WORKED IN THIS SPACE BEFORE, THERE HAS ALWAYS BEEN THIS
20 STRUGGLE ABOUT THE COUNTER CYCLICAL NATURE OF THE FUNDING
21 SOURCES THAT WE HAVE WHEN THE MARKET IS BOOMING WE HAVE A LOT
22 OF FEES BEING PAID BUT THEN PROPERTY IS REALLY EXPENSIVE. SO,
23 RIGHT NOW WE'RE IN THAT COUNTERS THE CYCLE AS YOU STATED
24 LYDIA, THERE IS PROPERTY AVAILABLE. BUT I'M WONDERING WHAT YOU
25 SEE GOING FORWARD. IF WE'RE GOING TO HAVE THIS AS A POTENTIAL



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1 SOURCE OF INCOME FOR BAHFA, WHAT OUR PROJECTIONS ARE WHEN, YOU
2 KNOW, HOPEFULLY THE MARKET, YOU KNOW, CORRECTS, AND WE ARE,
3 AGAIN, IN BETTER TIMES. IF YOU COULD SPEAK TO THAT TOO? THANK
4 YOU.

5

6 **SPEAKER:** YEAH. I CAN START, IF DANIEL WANTS TO ADD ANYTHING I
7 HAVE MISSED. THANK YOU VERY MUCH. THOSE ARE AMAZING QUESTIONS.
8 IN TERMS OF OUR PARTNER PARTNERS, THE TECHNICAL ADVISORY
9 GROUP, DEVELOPERS GOVERNMENT OFFICIALS LENDERS INVESTORS BOND
10 COUNCILS THEY HAVE ALL SEEN AND GIVEN SOME GREAT FEEDBACK, WE
11 ALSO HAVE ACTUAL PERFORMANCE FROM DIFFERENT PROJECTS, EITHER
12 PROJECTS THAT DID NOT WORK OR PROJECTS THAT WORKED WELL, WE
13 HAVE NEW CONSTRUCTION PROJECT THAT LOOKS LIKE WE COULD
14 ACTUALLY ADD VALUE EVEN IN A NEW CONSTRUCTION SITUATION UP IN
15 SANTA ROSA, WE'RE TRYING TO FIND DIVERSE CASE STUDIES, TO BE
16 ABLE TO LOOK AT TODAY WHAT'S HAPPENING IN MANY GEOGRAPHIES AS
17 POSSIBLE, WE'RE ALSO IN CONVERSATION WITH THE CITY OF OAK,
18 CITY AND COUNTY OF SAN FRANCISCO AND MY TO DO LIST IS TO MAKE
19 THE ROUNDS WITH ALL BAHFA MEMBERS AS WELL TO TALK ABOUT HOW
20 THIS PROGRAM MAY OR MAY NOT WORK IN CONJUNCTION WITH THE CITY
21 PROGRAMS AS WELL. WE'RE TRYING TO DO AS BROAD FEEDBACK GROUP
22 AS POSSIBLE IN TERMS OF WHAT MIGHT HAPPEN TODAY. THERE IS A
23 HOPE THAT THIS WILL ADD VALUE TO NEW CONSTRUCTION AS WELL WHEN
24 NEW CONSTRUCTION STARTS TO BECOME A BIT MORE VIABLE. AND YOU
25 KNOW, FINGERS CROSSED, BAHFA WILL HAVE MORE OF THAT SUBSIDY



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1 DOLLARS AVAILABLE TO ACTUALLY MAKE NEW CONSTRUCTION EVEN MORE
2 VIABLE AS WE'RE LOOKING AT SCALE, AS WELL. SO, HOPEFULLY THAT
3 RESPOND TO YOUR QUESTIONS. IF YOU UPON WANT TO ADD ANYTHING?

4

5 **DANIEL SAVER:** I THINK THE ONE THING I WOULD ADD THAT WAS VERY
6 WELL STATED IS THAT THIS PROGRAM IS DESIGNED TO MEET THE
7 MOMENT THAT BAHFA IS IN RIGHT NOW. SO, THIS DOESN'T HAVE TO BE
8 THE KIND OF LIMIT, IT SHOULDN'T BE. WE SHOULD NOT TREAT THIS
9 AS THE LIMIT OF THE KIND OF WORK THAT BAHFA CAN DO OTHER
10 DIFFERENT CIRCUMSTANCES WHETHER THAT'S DIFFERENT MARKET
11 CIRCUMSTANCES OR IF BAHFA HAS A REVENUE MEASURE AND SO WE HAVE
12 DIFFERENT RESOURCE ENVIRONMENT, SO ONCE WE'RE IN DIFFERENT
13 TIMES THEN WE SHOULD BE THINKING MORE BROADLY. WE'RE TRYING TO
14 IDENTIFY KIND OF IN THIS NEAR-TERM THINKING ABOUT OUR
15 STRATEGIC PIVOT AS CHAIR RAMOS PUT T YOU KNOW, LIKE, HOW ARE
16 WE ADDING VALUE AND GENERATING REVENUE BASED ON THE LIMITED
17 RESOURCES THAT WE THINK WE MAY BE ABLE TO CONTROL NOW THIS IS
18 THE BEST OPPORTUNITY WE HAVE IDENTIFIED NOW AND IT WILL
19 CERTAINLY EVOLVE.

20

21 **CHAIR, CARLOS ROMERO, ABAG HC:** I'M GOING TO CHAIR NOACK.

22

23 **SUE NOACK:** YES, THANK YOU. AND THANK YOU FOR THE PRESENTATION.
24 I GUESS MY PIECE OF THIS IS WHERE DO OUR FUNDS COME IN. I SAW
25 THIS TOOLBOX, BUT I'M NOT SURE WHERE OUR FUNDS ARE AT RISK



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1 VERSUS OTHER INVESTORS WHO ARE AT RISK AND THEN THE FOCUS ON
2 PUBLIC BENEFIT VERSUS THE RETURN TO US. SO, BEING A FINANCE
3 PERSON AND HAVING SPENT TOO MUCH TIME DOING LENDING IN THESE
4 ARENAS, AND BANKRUPTCIES, SADLY, IN THESE ARENAS IS JUST
5 CONCERNING. I NEED TO BETTER UNDERSTAND WHERE OUR DOLLARS ARE
6 GOING TO BE AT RISK, WHETHER IT'S THE SUBORDINATE LEVEL OR TOP
7 LOSS OR CREDIT ENHANCEMENT PIECE I THINK IT'S IMPORTANT THE
8 NEXT TIME YOU MAKE A PRESENTATION SO THAT WE UNDERSTAND WHERE
9 THE MONEY IS GOING, WHERE ARE THE BENEFIT SUPERVISOR HOW
10 THAT'S GOING TO ACTUALLY PROVIDE US WITH SOME ONGOING FUND TO
11 BE ABLE TO CONTINUE THE OPERATION. SO, I JUST REALLY LIKE THAT
12 BETTER CLARIFIED WHERE MTC AND OUR FUNDS STAND IF THAT
13 PROCESS. THANKS.

14

15 **CHAIR, CARLOS ROMERO, ABAG HC:** DOES ANYONE WANT TO TRY ON
16 ANSWER THIS RIGHT NOW? I THINK WE HAVE A REQUEST SAYING WHEN
17 WE COME BACK WE WANT TO UNDERSTAND, IN PARTICULAR, I KNOW
18 CHAIR NOACK, YOU HAVE BROUGHT THIS QUESTION UP, WHAT IS THE
19 RISK. LET'S -- LET'S CLEARLY GO INTO THIS EYES WIDE OPEN. I
20 DON'T KNOW IF ANYONE WANTS TO REPLY RIGHT NOW?

21

22 **SPEAKER:** I THINK I CAN RESPOND QUALITATIVELY BUT I'M ALSO
23 HEARING YOU WOULD LIKE TO SEE SOME NUMBERS AS WELL. I THINK
24 THE RISK IS IN TWO PLACES, FINANCIALLY, ONE IS THE TOP TIER
25 LOSS, THE IDEA IS IF WE GUARANTEE THE TOP FIVE OR 10% OF A



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1 SENIOR LOAN, YOU KNOW, WE ARE GOING TO HAVE TO MAKE SURE WE'RE
2 UNDERWRITING WELL TO FEEL COMFORTABLE ABOUT THAT. AND THAT IS,
3 YOU KNOW, THAT IS GOING TO BE, YOU KNOW, MAYBE AT THE -- YOU
4 KNOW, INSTEAD OF A -- YOU KNOW, IT'S AN 80% LOAN OR 70% LOAN
5 AND WE'RE TAKING THE FIRST 10% OF THAT OR SOMETHING SO THAT'S
6 SOMETHING WE'RE GOING TO HAVE TO THINK ABOUT HOW DO WE UNDER
7 WRITE THAT AND THE SECOND PIECE OF IT IS A SUBORDINATE TRANCHE
8 KNOW IF THERE IS SENIOR DEBT OUT THERE, AT 70% OR 80% OF THE
9 STACK AND WE'RE SIDE BY SIDE WITH THE DEVELOPER OR MAYBE
10 SLIGHTLY ABOVE THE DEVELOPER IT'S STILL A SUBORDINATE PIECE
11 AND THE DECORATE YO PROPOSING DOWN AT 1.05 THERE IS DEFINITELY
12 MORE RISK AT REPAYMENT SO WE'LL DEFINITELY HAVE TO DO A LOT OF
13 SENSITIVITY ANALYSIS AROUND THAT IN TERMS OF EXIT STRATEGY,
14 PAYMENT, WHAT HAPPENS IF OPERATING COSTS GO UP FASTER THAN
15 INCOMES GO UP A LOT OF SENSITIVITY WILL NEED TO TAKE A LOOK AT
16 ON THE COST BENEFIT WE'RE STILL WORKING ON THAT RIGHT NOW THE
17 COST EASY DISCOUNT TO MARKET RELATIVE TO LOSS LET'S SAY
18 PROPERTY TAX REVENUE TO LOCALITIES THAT'S FAIRLY EASY MATH
19 CALCULATION. WE'RE TRYING TO THINK HARD ABOUT WHAT OTHER
20 THINGS, THERE IS HOUSEHOLDS HAVING MORE INCOME TO BE ABLE TO
21 SPEND ON HEALTH CARE AND CHILD CARE AND FOOD AND THAT, SORT
22 OF, THING IS THERE ECONOMIC IMPACT THAT WE SHOULD BE THINKING
23 ABOUT WHICH IS HARDER TO CALCULATE BUT ALSO JUST AS IMPORTANT
24 IN TERMS OF THE ECONOMY AND IMPACT AND QUALITY OF LIFE. IF YOU
25 HAVE THOUGHTS ABOUT THAT WE WOULD LOVE TO HEAR IT.



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1

2 **SUE NOACK:** JUST, CLEARLY, THERE IS A PUBLIC BENEFIT PIECE
3 THAT'S REALLY HARD TO QUANTIFY BUT IF WE WANT THIS PROGRAM TO
4 BE ALSO AN ONGOING PROGRAM, THERE HAS GOT TO BE SOME RETURNS
5 AND USUALLY THOSE SLICES OF RISK ARE HIGHER PRICE BECAUSE OF
6 THE RISK FACTOR AND DO WE PRICE FOR THAT? OR ARE WE
7 DISCOUNTING IT BECAUSE OF THE PUBLIC BENEFIT. AND THOSE ARE
8 JUST SOME OF THE, YOU KNOW, SADLY, BANKER THOUGHTS THAT COME
9 INTO PLAY HERE. SO, THANK YOU.

10

11 **CHAIR, CARLOS ROMERO, ABAG HC:** LET'S SEE. DIRECTOR RABBIT,
12 PLEASE.

13

14 **DAVID RABBITT:** THANK YOU VERY MUCH. AND THANK YOU FOR ALL THE
15 WORK. I APPRECIATE IT. AND HAVING SERVED UP HERE IN SANTA ROSA
16 ON THE RE NEWLY ENTERPRISE DISTRICT, I CAN'T HELP BUT ALSO
17 THINKING ABOUT RISK AND THINKING ABOUT SUBORDINATE LOANS AND
18 THE UNDERWRITINGS AND WITH THE OVERALL GOAL OF JUST MAXIMIZING
19 HOUSING IN GENERAL. WHAT WE HAVE ALWAYS DONE, I THINK WE SPENT
20 20 MILLION AND ALL TOLD WERE RESPONSIBLE FOR MAYBE GETTING
21 ONLINE 650 UNITS, WHICH IS A GREAT RATIO, IN MY OPINION, OF
22 REALLY PUTTING THOSE UNITS OVER THE TOP, AND I JUST MENTION
23 THIS, I KNOW THAT WE'RE ALL PUSHING IN THAT SAME DIRECTION,
24 HAVING IT'S ALSO IMPORTANT FOR US TO MAKE SURE WE'VE HAVE
25 ENOUGH CASH FLOW SOME OF THOSE LOANS ARE THROUGH CONSTRUCTION



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1 PHASE WILL BE PAID OFF PRETTY QUICKLY THAT MEANS WE CAN
2 REINVEST THOSE DOLLARS GOING FORWARD FINANCING COMPONENTS
3 THERE IS GREAT NEED FOR IT AND I'M SURE WITHIN THE BUSINESS
4 PLAN WE CAN PUT TOGETHER FOR BAHFA WE CAN REALLY CAPITALIZE ON
5 THAT TO MAKE SURE THAT IT ALSO KEEPS THE FUND ONGOING INTO THE
6 FUTURE. SO, I JUST WANTED TO KEEP TOUTING THE RED SUCCESS UP
7 HERE AND JUST WANTING TO GROW THAT ON A MUCH BIGGER LEVEL AND
8 I KNOW THERE ARE OTHER CANYONS THAT HAVE SUCCESSFUL PROGRAMS
9 AS WELL.

10

11 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU. DO WE HAVE OTHER
12 COMMENTS? WHY DON'T WE GO TO THE PUBLIC. I HAVE A COUPLE OF
13 QUESTIONS BUT TO THE PUBLIC FIRST.

14

15 **BOARD CLERK:** ON THIS ITEM NO WRITTEN COMMENTS RECEIVED NO ONE
16 IN THE BOARDROOM AND NO PUBLIC COMMENT IN THE ATTENDEE SPACE.
17 THANK YOU.

18

19 **CHAIR, CARLOS ROMERO, ABAG HC:** THANK YOU FOR THE PRESENTATION
20 I'M ACTUALLY GLAD TO HEAR THE QUESTIONS FROM FELLOW MEMBERS OF
21 BOTH COMMITTEES. GIVEN THERE IS A TECHNICAL NATURE TO THIS AND
22 IT DOES SEEM THAT WE HAVE MEMBERS ON THE BODY WHO UNDERSTAND
23 SOME OF THE FINANCE PIECE, AND CAN VOLLEY BACK AND FORTH WITH
24 STAFF. I THINK THAT'S GOING TO BE CRITICALLY IMPORTANT THAT WE
25 ALL UNDERSTAND WHAT WE'RE GETTING INTO, ARE THE RISKS, ARE THE



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1 BENEFITS, ET CETERA, ET CETERA. SO, THANK YOU. AND THANK YOU
2 FOR -- TO STAFF FOR TRYING TO FEEL THESE QUESTIONS. TO
3 REITERATE SUGGESTED HERE WE WOULD BE TRYING TO MEET THE MARKET
4 OF TODAY, WE WOULD BE ENTERING KIND OF THIS WORLD OF
5 FINANCING, BASICALLY IN THE ACQUISITION REHAB AREA SPACE. IS
6 THAT CORRECT? OKAY. AND, AGAIN, THE REASON FOR THAT IS, AT
7 THIS POINT, JUST THE WAY THE MARKET HAS PRICED THINGS, IT'S
8 CHEAPER TO BUY AN EXISTING BUILDING THAN BUILD SOMETHING AT A
9 THOUSAND DOLLARS A SQUARE FOOT OR WHATEVER THIS IS THESE DAYS.
10 IT'S PAINFUL. [LAUGHTER] REMEMBER THOSE DAYS WHEN IT WAS \$160
11 A SQUARE FOOT NOW [LAUGHTER] I'M REALLY DATING MYSELF. I'M
12 JUST TRYING TO UNDERSTAND THAT IS WHAT WE'RE LOOKING AT FOR
13 NOW, THAT DOES NOT MEAN THOUGH NOT EITHER WHEN WE HAVE
14 ADDITIONAL FUNDS, WHETHER WE RAISE THEM IN A REGIONAL MEASURE,
15 OR IF WE FINE FOLKS WILLING TO CONTRIBUTE TO THIS POOL, WE
16 MIGHT EXPAND BEYOND THAT. OKAY. GREAT. AND I THINK THIS IS A
17 SAFEWAY -- SAFEWAY OF PROCEEDING TO KIND OF THE TRUTH TESTING.
18 WE MIGHT TAKE INITIALLY DURING THIS PHASE, A TRANCHE, A PIECE
19 OF THE SENIOR DEBT, IS THAT CORRECT? SO, WE'RE GOING TO --
20
21 **SPEAKER:** ESSENTIALLY YOU WOULD GUARANTEE TOP TIER PART OF THE
22 DEBT.
23
24 **CHAIR, CARLOS ROMERO, ABAG HC:** OKAY SO IT'S --
25



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1 **SPEAKER:** WE WOULDN'T BE THE LENDER, [INDISCERNIBLE] OUR CASH,
2 GUARANTEE THAT SITS ON TOP.

3

4 **CHAIR, CARLOS ROMERO, ABAG HC:** GOT IT. IT'S A PUBLIC LETTER OF
5 CREDIT. THANK YOU. ON CORNIER TERMS, NOT A TERM OF OURS. OKAY.
6 BUT, REALLY, IT'S THE SUBORDINATE DEBT RIGHT NOW THAT WE ARE -
7 - AND IT'S ACTUALLY PERFORMING SUBORDINATE DEBT RIGHT, THERE
8 IS INTEREST RATE THAT WILL BE REPAID, TRANSACTION COST ET
9 CETERA. DO WE HAVE ANY SENSE OF WHAT THE TERM OF THAT
10 SUBORDINATE DEBT WOULD BE? ARE WE IN AND OUT IN FIVE YEARS OR
11 20 YEARS. IT'S REALLY UNDERSTAND, I UNDERSTAND, LYDIA.

12

13 **SPEAKER:** TBD. I -- YOU KNOW, I -- JUST TAKEN OFF THE BAHFA I
14 HAVE FOR A SECOND AND PUTTING ON THE DEVELOPER HAT, I HAVE
15 BEEN ACTUALLY LOOKING AT A LOT OF PRESERVATION PROJECTS OVER
16 THE LAST COUPLE OF YEARS, AND I DO THINK THE -- I THINK THE
17 SUBORDINATE DEBT IDEALLY WOULD BE OUT FOR AT LEAST TEN YEARS.
18 WITH THE IDEA THAT THERE IS A REFINANCE OPPORTUNITY NAPT AT
19 THAT POINT IN TIME BUT I THINK WE NEED TO MODEL, DO
20 SENSITIVITY ANALYSIS TO UNDERSTAND HOW ACHIEVABLE A REFINANCE
21 AT THAT TIME IS OR DOES IT NEED TO BE OUT LONGER.

22

23 **CHAIR, CARLOS ROMERO, ABAG HC:** RIGHT. SO, WE -- AT LEAST DOWN
24 SOUTH, AT LEAST IN OUR NECK OF THE WOODS, WHICH INCLUDES PALO
25 ALTO, ACTUALLY, THERE IS THAT FUND THAT LISTS OPERATES RIGHT



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1 NOW THAT CAME OUT OF AN AGREEMENT WITH FACEBOOK, WHEN THEY
2 WERE FIRST DEVELOPING THAT WAS KIND OF BROUGHT ON BY THE
3 COMMUNITY GROUPS KIND OF PUTTING FACEBOOK'S FEET TO THE FIRE,
4 SOME OF THAT MONEY IS SHORT-TERM I THINK IT'S MUCH SHORTER
5 TERM THAN THIS MONEY ACTUALLY, IT WOULD BE INTERESTING TO LOOK
6 AT WHAT THEY HAVE DONE WITH THAT MONEY, HOW IT'S PERFORMED.
7 THERE WAS A TRANCHE OF THAT MONEY THAT WAS JUST GRANT MONEY
8 BUT THEN THERE IS THE LOAN MONEY THAT, YOU KNOW, WE SHOULD BE
9 LOOKING AT, AND I GUESS THAT FUND -- HOW OLD IS THAT FUND NOW?
10 DANIEL? FIVE YEARS, SIX YEARS MAYBE? MAYBE SEVEN YEARS. I
11 DON'T KNOW. IT'S BEEN AROUND FOR A WHILE. SO WE CAN -- YEAH.

12

13 **DANIEL SAVER:** THROUGH THE CHAIR IF I MAY, IN QUICK RESPONSE TO
14 THAT I THINK IT PULSE IN A LITTLE OF WHAT DIRECTOR RABBITT WAS
15 SAYING TOO, WHEN WE'RE DOING THE MODEL, WE'RE GOING TO NEED TO
16 THINK ABOUT IS HAVING LONGER TERM PERFORMING SUBORDINATE DEBT
17 MAY BE USEFUL TO BAHFA BY PROVIDING A VERY STABLE REVENUE
18 STREAM THAT WE COULD ACTUALLY USE TO SUPPORT THE OPERATIONS OF
19 THE AGENCY SO WE MAY NOT HAVE THE STRATEGIES TO TRY TO PULL
20 THE MONEY OUT OF DEALS TO THEN REINVEST IT. JUST FOR THE SAME
21 INTEREST RATE, FOR EXAMPLE. LIKE, IT MAY BE THE CASE THAT THE
22 CONDITIONS ARE SUCH THAT WE WOULD ACTUALLY RATHER THE MONEY
23 STAY TIED UP IN THE DEALS AND JUST CONTINUE TO PERFORM BECAUSE
24 IF BAHFA DOESN'T HAVE MANY OTHER STABLE REVENUE STREAMS THAT
25 COULD BE KIND OF THE BACKBONE OF THE OPERATIONAL



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1 SUSTAINABILITY FOR A PERIOD OF TIME BUILDING THATTED -- THAT
2 COULD BE EXTREMELY USEFUL, THEN COULD READ DEPLOY THE FUNDS
3 DEPENDING ON WHAT THE MARKET IS LIKE, I WANT TO POINT OUT
4 THERE MAY BE TENSION BETWEEN THOSE GOALS OF TRYING TO RECYCLE
5 FUNDS FREQUENTLY THAT COULD INCREASE THE UNIT COUNT BUT COULD
6 INCREASE VOLATILITY, AND LEAVING MONEY IN THOSE DEALS AS HARD
7 DEBT WHERE WE'RE GETTING RELIABLE INCOME OVER A PERIOD OF TIME
8 THAT MAY BECOME A POLICY QUESTION FOR THE BOARD TO THINK ABOUT
9 AS WE MOVE FORWARD DEPENDING ON THE MODELING.

10

11 **CHAIR, CARLOS ROMERO, ABAG HC:** TRUE CONFESSIONS HERE I NEVER
12 TOOK MONEY IN BANKING AT STANFORD WHEN I STUDIED ECONOMICS I
13 WAS MORE ON THE THEORETICAL SIDE THAN THE APPLIED SIDE BUT
14 UNDERSTANDING HOW MUCH THE SUBORDINATE DEBT COULD ACTUALLY
15 THROW OFF IN TERMS OF INTEREST AND SERVICE FEES WOULD BE
16 HELPFUL FOR ME TO UNDERSTAND. BECAUSE FOR ME SOME OF THIS IS
17 MAGNITUDE LIKE HOW LARGE OF A BASE DO YOU HAVE OUT THERE
18 THAT'S GENERATING MONEY. SO WE'LL SEE HOW THAT WORKS. AND THEN
19 THE LAST QUESTION I HAVE IS DID I HEAR EITHER OF YOU SAY --
20 MAYBE IT WAS YOU DANIEL, THAT WE ARE HOPING TO SHOP AROUND
21 THIS PROGRAM TO POTENTIAL DONORS. IS THAT CORRECT? SO THAT WE
22 COULD INCREASE THE SIZE OF THE LENDING, AT LEAST INITIALLY?
23 WE'RE NOT TALKING ABOUT RIGHT NOW A REGIONAL BOND, BUT JUST IN
24 THE INTERIM THAT'S HOW WE WOULD POTENTIALLY INCREASE THE
25 LENDING -- [INDISCERNIBLE] IS THAT RIGHT?



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1

2 **DANIEL SAVER:** YES. THAT'S CORRECT.

3

4 **CHAIR, CARLOS ROMERO, ABAG HC:** ALL RIGHT. I THINK THOSE WERE
5 MY QUESTIONS. THANK YOU. LET'S SEE, ANYONE ELSE? I DON'T SEE
6 ANYBODY. I'M GOING TO ASK, ACTUALLY, DIRECTOR ECKLUND, DO YOU
7 HAVE ANY QUESTIONS ON THIS? GREAT. OKAY. THANK YOU. GREAT.
8 ANYONE ELSE? OKAY GREAT. WITH THAT, GREAT FIRST MEETING WITH
9 YOU, LYDIA. [LAUGHTER] DANIEL, THANK YOU. AND, ALSO, THANK YOU
10 FOR YOUR FRANKNESS, AND IT'S ON ALL OF US, ON OUR INABILITY AT
11 THIS POINT, BECAUSE OF THE STATE'S BUDGET POSITION TO GET THIS
12 ADDITIONAL MONEY I THINK IT'S IMPORTANT TO ADMIT WHERE WE WERE
13 NOT SUCCESSFUL INTO THEN COME UP WITH WAYS OF HOW WE COULD
14 CONTINUE TO BE SUCCESSFUL EVEN WITHOUT THAT RESOURCE AND
15 APPRECIATE THE FRANKNESS AND WORK DONE ON STAFF'S SIDE TO TRY
16 TO GET OUR LEGISLATORS TO PUT US IN THE BUDGET EVEN FOR A
17 SMALL SLICE. SO WITH THAT, THAT WAS OUR LAST ITEM. AND I'M
18 GOING TO ADJOURN THIS MEETING, BUT LETTING FOLKS KNOW THAT OUR
19 NEXT MEETING IS SEPTEMBER 10TH. SO WE'RE OFF THE MONTH OF
20 AUGUST. THE NEXT MEETING IS SEPTEMBER 10TH, 2025. THANK YOU
21 ALL FOR COMING AND WE WILL SEE YOU THEN. BYE NOW.