

# Leadership Morgan Hill Alumni Refresher

**First of a new Tradition!**



**November 16, 2017**

**5:30-7:30 PM**

**El Toro Room**

at the Morgan Hill

Community Center

17000 Monterey St, Morgan Hill, CA 95037

## **Economic Development and Affordable Housing in Morgan Hill**

- Downtown Development Update
- How the “Built Environment” supports Healthy Communities
- Affordable Housing in Morgan Hill
- Past and Present Below Market Rate Programs
- Your Active Q/A Participation

## **GUEST SPEAKERS**

**Edith Ramirez**

**Economic Development Director, City of Morgan Hill**

Edith Ramirez has nearly 20 years of community, business and local government experience. Edith has a B.A. in Political Science and a Master’s Degree in Public Administration from San Jose State University. Edith currently serves as Economic Development Director for the City of Morgan Hill. She is in charge of championing economic development strategies, including a new marketing and branding campaign as well as assisting with the downtown redevelopment projects, which includes the development of four parcels, implementation of \$25 million for streetscape projects, parks and a parking garage.

**Julius Nyanda**

**CEO HouseKeys and Nyanda & Associates**

Julius Nyanda has spent 20 years in the financial services industry – first starting in the insurance and securities business and then transitioning into mortgage lending and community finance. In 2015, after spending 3 years as an executive for a Community Development Financial Institution (CDFI), Julius started HouseKeys to combine all of the services needed to successfully administer community development programs on behalf of local jurisdictions. He occasionally teaches and consults through his consulting firm, Nyanda & Associates, LLC – but most of his time has been devoted to building the HouseKeys brand and operation focused on affordability of homes.

## **About HouseKeys**

HouseKeys is a group of companies built to handle the major aspects of program management: a Nonprofit to provide oversight, education, and resources - a Services Corp to engage in lending and real estate activity, and an Administration company to employ and manage specialized staff to administer programs alongside a full-time technology team that builds custom software. In early 2018, HouseKeys plans to launch a proprietary, cloud-based Program Marketplace. This online platform would be the first of its kind. Program Applicants will be able to search, apply for, and store their participation records in a cloud based system. Program Providers (e.g. City of Morgan Hill) will be able to monitor the activity from a dashboard, and all of the third-party vendors will be able to engage in their transaction activity using the same system.

## **About the City of Morgan Hill Program**

The City of Morgan Hill has one the largest affordable housing portfolios in the region. Based on the size of the City, it has one of the highest ratios of affordable housing in the nation. In 2012, the City sought out a third-party administration firm to help manage its program and that kicked off the relationship with HouseKeys founder, Julius Nyanda. For the past 45 years, the City has built, or caused to be built, over 550 units. Over 450 of those units are still held by the City in a portfolio today. Morgan Hill's program offers a lot of insight into how programs have evolved over the years and how they will continue in the future.