¡Que año! I am pleased to share Hacienda’s Annual Report with you. 2019 was an important year, where many of the initiatives we set in motion in previous years materialized.

You will see big things from Hacienda in 2020. We will break ground on two major housing developments: Las Adelitas (the long-awaited redevelopment of the Sugar Shack) will include 142 affordable homes; and another 224 affordable homes in the City of Gresham in partnership with Community Development Partners. Collectively, with these developments we will invest over $100 million in the local economy, double our affordable housing portfolio, and provide affordable homes for almost 1,000 additional people.

This year, our Youth & Family Services Department will also expand its reach by developing four innovation labs for middle and high school students and adults to advance their skills in STEM education, digital literacy, and workforce readiness. This new initiative will enhance our current after school and early childhood education efforts which serve over 650 children and their parents.

Our Economic Opportunity Department will serve clients in Oregon and Washington with homebuyer education and support; foreclosure prevention; lending circles, IDA’s and now Home Lending. The Portland Mercado will celebrate its 5th Anniversary and will continue to make a significant impact in SE Portland bringing the community together and providing a safe space to celebrate life with great food.

All of what we do is focused on our mission to strengthen families - we do this in partnership with you.

Muchas Gracias,

Ernesto Fonseca, PhD
Chief Executive Officer

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ECONOMIC OPPORTUNITY

Estimated Economic Impact

Pre-Purchase and Default Prevention Counseling and Education

- **84** Active Individual Development Accounts (matched savings accounts)
- **$707,971** secured to match client savings
- **$200,000** in savings and match used by clients to purchase homes

| 325 | Clients served |
| 35  | Clients purchased homes |
| 55  | Homes saved from foreclosure |
| 6   | Lending Circles |
Estimated Economic Impact & Events

- **$4.5 Million** of economic impact through sales, kitchen use and local events
- **48 cultural events** hosted at the Mercado during the year
- **35,000 guests** from Portland Metro area attended Mercado events

- **60 Entrepreneurs** in our one-on-one Advising Program
- **50 Graduates of our Bilingual Business Boot Camp**
- **200 Attendees** at our monthly seminars “Café & Pláticas”
- **92 Entrepreneurs** using La Cocina
Highlights

- **5,200 hours** of after school and summer programming provided to youth in Expresiones and SUN Youth Advocacy

- **$4 million** secured in funding for four new innovation labs to provide STEM education, workforce readiness and digital literacy programming.

- **86% of parents** reported an increase in positive parenting practices as a direct result of our Portland Niños Program


| Hacienda Residents in after School & early childhood programs |
|---|---|
| **663** | **383** |
| Latino/Hispanic | East African |

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<th>Children under the age of 15</th>
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<td><strong>73%</strong></td>
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Las Adelitas: 142 units + community center / over $50 million

The Rockwood project: 224 units / $47 million (under construction)

The Emerson property: 15 to 20 units

Villa de Clara Vista: 200 units redevelopment

Residents in Hacienda housing units: 1499

Children under the age of 15: 791

Affordable Housing Units: 381

New Developments Coming Soon!
FINANCIAL HIGHLIGHTS

REVENUES

- Total Revenue & Support: $7,144,866
  - Earned Revenue: $3,367,005
  - Other Income: $1,076,681
  - Government: $1,513,524
  - Individual, Business & Foundation Support: $1,187,656

EXPENSES

- Program Services: 87.8%
- Management & General: 10.7%
- Fundraising: 1.5%

Program Services:
- Affordable Housing Operations: $3,474,233
- Community Economic Development: $823,601
- Economic Opportunity: $672,955
- Youth and Family Support: $831,182
- Housing Development: $259,311
- Other Income: $1,076,681
- Government: $1,513,524
- Individual, Business & Foundation Support: $1,187,656
- Earned Revenue: $3,367,005
Hacienda CDC is a Latino Community Development Corporation that strengthens families by providing affordable housing, homeownership support, economic advancement and educational opportunities.

Hacienda CDC was formed in 1992 to provide necessary housing and supportive services in a low-income, predominantly Latino community. At that time, NE Portland’s Cully neighborhood was home to the largest Latino population in Oregon. From there, we have created 381 units of community-centered affordable rental housing. We provide safe, stable homes for 1,500 individuals each year, over half of which are children.

Hacienda embraces a holistic approach to development and serving Latinos throughout Portland with programs in Community Economic Development, Homeownership Support, and Youth and Family Support Services. We have grown to become Oregon’s largest Latino-led, Latino-serving housing organization.