On Friday October 15, 2004, USDA Rural Development State Director, Paul Vensold, visited the Ruiz Foods Mexican frozen food plant in Dinuba, Tulare County to deliver a grant check of $100,000 for Self-Help Enterprises’ Housing Counseling and Education Program. Ruiz Foods co-founder and Chairman Fred Ruiz participated in the ceremonial check presentation. Counseling classes are offered to Ruiz Foods team members on site by SHE staff.

Message from the Chief Executive Officer

The year we just concluded - the 40th for Self-Help Enterprises - was certainly a remarkable and eventful one for the organization. As we pursue our mission to provide affordable housing and related services to the communities of the San Joaquin Valley, we have been joined in our efforts by our many partners and friends.

We are very pleased to announce that Peter Malloch Ranches donated 40 acres of land in Goshen, Tulare County, with the long-term goal of facilitating development of a 10-acre park for the community of Goshen. Long-time SHE donor Russ Doe made the donation on behalf of the family trust which owns the surrounding land. Having grown up in Goshen, Russ was moved by a desire to do something significant for the children of Goshen. We will be working with the community and our partners at C-SET to bring this dream into reality. The land is located just north of our Goshen Village multi-family housing community.

Another very personal gift is highlighted in the adjoining story about the Doris “Do” Dooley Scholarship Fund.

In addition, the Fannie Mae Foundation and NeighborWorks® have awarded us significant operating support that will allow us to celebrate and expand her vision.

Former congressman Cal Dooley donates $50,000 to SHE Scholarship Fund

In December, retiring US Representative Calvin Dooley announced a major contribution to the Self-Help Enterprises Scholarship Fund in honor of his mother, Doris “Do” Dooley. The surprise announcement was made at an event in Fresno honoring Cal’s 14 years of service in Congress. No one was more surprised than Do, who was clearly touched by her son’s generosity.

The $50,000 gift was one of several made to local nonprofits from the Congressman’s remaining campaign funds. A long-time friend and advocate of SHE, Cal directed the gift to the scholarship fund in recognition of Do’s long commitment to the program. As a SHE Board member in the 1980s, Do and her husband Dick hosted a fundraiser at their ranch to initially endow the scholarship, and her interest has continued to this day. The announcement came as a surprise to Do and added to an emotional and touching evening for her.

Joining in recognizing her leadership, the SHE Board recently renamed the fund the Doris “Do” Dooley Scholarship Fund. Do’s passion and commitment were the driving force behind the establishment and growth of our scholarship program for participating families. Congressman Dooley’s generous gift is a wonderful way to celebrate and expand her vision.

(Continued on Page 2)
Message from the Chief Executive Officer
(Continued from page 1)

build the capacity to meet the major goals in our recently completed five-year business plan. In 2004, the Calvert Social Investment Foundation also increased the loan amount they extend to us for land acquisition and improvements.

The funds and land received are a significant help in carrying out the mission of Self-Help Enterprises. But it is not just the mission that wins support like this. It is the leadership and dedication of our Board of Directors, the hard work and commitment of each staff member, the success of the participants in each of our programs, the support and generosity of our staff and community donors, and the respect from our many partners.

Daily we work with our participants and our partners to face and overcome tremendous obstacles and challenges to providing affordable housing for low-income families in California’s San Joaquin Valley. It is gratifying to know that our friends, donors and partners have achieved our goals. We are grateful.

It is gratifying to know that our friends have been so supportive. The Calvert Social Investment Foundation Community Equity Fund’s $15 million (5-year) loan in 2000 and May 2003 for $14.6 million (5-year) loan in 2003 were significant help in carrying out the five-year business plan. In 2004, $14.6 million in state and federal funds was used to improve housing and increase home-ownership in 13 cities and counties. Staff anticipates the programs, which include home repair, housing reconstruction and home buyer programs, will assist nearly 300 families.

Chief Executive Officer
Message from the

In 2004, the Housing Rehabilitation & Homebuyer staff prepared 32 applications providing cities and counties with $14,600,000 in state and federal funds. These funds will be used to improve housing and increase home ownership in 13 cities and counties. Staff anticipates the programs, which include home repair, housing reconstruction and home buyer programs, will assist nearly 300 families.

Typical Valley housing

Housing Rehabilitation and Homebuyer Update

In 2004, the Housing Rehabilitation & Homebuyer staff prepared 32 applications providing cities and counties with $14,600,000 in state and federal funds. These funds will be used to improve housing and increase home ownership in 13 cities and counties. Staff anticipates the programs, which include home repair, housing reconstruction and home buyer programs, will assist nearly 300 families.

Completions

Housing Rehabilitation 122
Homebuyer 131

Grants Written: 32 grants totaling $14.6 million (CalHome, HOME, CDBG and HPG)

Partners' Corner

Our work depends on the relationships we build with our municipal partners. Our team of administrative, lending and construction staff strives to provide our partners and provide the services their communities need. SHE does this through management of CDBG, HOME and CalHOME programs.

New Funding

<table>
<thead>
<tr>
<th>2003</th>
<th>2004</th>
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<tbody>
<tr>
<td>$9.1M</td>
<td>$14.6M</td>
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Families Served

<table>
<thead>
<tr>
<th>2003</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>221</td>
<td>319</td>
</tr>
</tbody>
</table>

Administrative Services:
• Grant Application & Implementation
• Loan Portfolio Management
• Wrote 32 grant applications
• Prepared 22 partners for state grantee monitoring visits
• Managed loan portfolio for 5 partners (500 loans)

Program Services:
• Rehabilitation & Reconstruction Assistance
• Homebuyer Downpayment Assistance
• Homeownership Counseling and Education Certification
• Emergency Repair
• Participant Eligibility & Loan Processing

Sergio Renovato, Jr.
Rita B. & Company
Michael & Barbara Ross
Nancy Salzman
San Joaquin Pest Control
San Jose Friends Meeting
Karen & Rich Sasaeda
Julie Scaife
Diane Post & Paul Schummer
Curt Sefert
Bill & Audrey Sell

Anonymous
Susan Atkins
Mary-Alice Avila & Stuart G. Seiden
Donna Bailey
Fred Balderson
Sharon Baranofsky & Mitchell Zucker
Joseph & Tamara Belden
Mike Benzin
Allen & Elena Brossovsky
Nancy Bupp
Don & Phyllis Chapin
Andrew C. Compton
Edna Cools
Miriam Covington
Jane Marshall Cox
Mrs. Mary J. Cox
Tom Fasold
Jane Fessenden
Senaida Garcia
Ron & Sylvia Garrett
Lillian S. Glass

Simplified Housing

Washburn Plaque.

GIFTs WERE RECEIVED IN HONOR OF THE FOLLOWING

Indira Clark • Do Dooley

GIFTs WERE RECEIVED IN MEMORY OF THE FOLLOWING

Gertrude Carey • John & Laraine Combs • Frances Honse • Jim & Naomi Stein

I want to help Self-Help Enterprises in its efforts to meet the housing needs of the San Joaquin Valley by making a gift of $_________ to the Washburn Fund.

Community Builder $10,000 or more
Homesteader $3,000 to $9,999
Cornerstone $1,000 to $2,999

City, zip

Please print your name the way you would like it to appear in the SHE newsletter.

Name _______ _______ _______

Annual contributors of $500 or more receive a Washburn Plaque.

The Washburn Fund

All donations are tax deductible.
Emergency Repairs

In the middle of winter, one Hanford senior found herself without heat. The furnace she had come to depend on finally went out. Thanks to our Emergency Repair Fund and a grant from the Bank of America Foundation (Hanford Branch), we were able to replace the furnace.

First Home for First Baby

In August, Mark and Elizabeth Cowdrey became first-time home-owners just in time for their first baby girl. Mark, an assembly technician, and Elizabeth, a teacher’s aide, heard about SHE’s Homebuyer Assistance Program through a friend. Their daughter, Raylynn Marie, was born, as her parents were closing escrow on a two-bedroom, one bath home. The Cowdres are one of 131 families SHE has assisted to purchase a home through the Homebuyer Assistance Program that provides down payment and closing cost assistance.

In May of 2003, Toui See was expelled from high school for truancy. He was unemployed and felt unmotivated and discouraged. Toui was told he didn’t have enough credits to graduate from high school anytime soon – he felt like a diploma was out of reach, even though he wanted to finish.

Then an opportunity arose. In June of 2003, See signed up for Youthbuild’s nation-wide job training program that allows participants to alternate weekly between school and work, learning construction through hands-on training. He is one of the approximately 10 participants currently in the program and he is learning to build quality homes that will later be sold to low-income families.

Youthbuild Partnership Works

Youthbuild participants like Toui benefit from the program’s unconventional method of education and job training. Most participants, who did not succeed in a traditional academic environment, end up enjoying school with this program.

“IT’s way better than regular high school,” See said. “It’s not boring because we are always busy.” The Youthbuild classroom structure allows for more individual teaching and personalized learning.

Preparing for a Life Investment: Homeownership Counseling & Education

The series of four classes provides potential homeowners with the knowledge they need to purchase their first homes, including what will be required to maintain them. In 2004, 44 families completed the series that included individualized credit and budget counseling, and “how to” classes on shopping for a lender or a home. The value of these classes is reflected in the referrals received from other organizations throughout the Valley, resulting in more than 300 applicants. In some cases, the series is used to fulfill HUD’s 8-hour first time homebuyer education requirement.

The Homeownership Counseling & Education Certification Program is offered in both English and Spanish with orientation every first Monday evening at our Visalia office. In addition, we partner with Proteus, Rui Foods and the Community Action Partnership of Kern to provide similar services.
New Homes Update

2004 Completed Homes
- Lindsay – 13
- Reedley – 23
- Farmersville – 2
- Fresno – 21
- Poplar – 22
- Clovis – 10
- Woodlake – 3
- Wasco – 12
- 106 completed homes in calendar year 2004

South Valley Profile - Wasco, Kern County
The Wasco 5 building group consisted of 12 families building within a new subdivision in southwest Wasco. SHE purchased 24 additional lots and has two additional groups of families under construction. The Wasco 5 families started construction in January 2004 and were thrilled to celebrate Christmas in their new homes.
- 12 families:
  - 5 low-income families (80% or less Area Median Income)
  - 7 very low income families (50% or less AMI)
  - 8 families involved in farm work as their primary occupation
- Average family income: $21,488
- Average family size: 3
- Sales price: $82,900

Appraised Value $97,000
Sweat Equity Earned - $14,100 Per Family

Homes Under Construction
- Lindsay – 24
- Wasco – 12
- Tulare – 11
- Del Rey – 21
- Winton – 10
- Woodlake – 3
- Youthbuild – 2

Upcoming SHE Neighborhoods
- Earlimart
- Orosi
- Dos Palos
- Delhi
- Lamont
- Biola
- Parksdale
- Delano
- Planada
- Shafter
- Fresno
- LeGrand
- Clovis

Neighborhoods in Process – North Valley
Montara Estates – Winton, Merced County
- 10 families:
  - Lowest Family Income: $26,000
  - Average family size: 5
  - Average mortgage: $126,800
  - Average Monthly Payment: $532
- Secondary financing from $10,000 to $40,000 provided by NeighborWorks and CalHOME – deferred payment, zero interest, 30 year loans

2004 Multi-Family Development and Asset Management

Built and Opened in 2004
- Rolling Hills
  - Newman, Stanislaus County
  - 52 units
  - 22 - 2 Bedrooms
  - 26 - 3 Bedrooms
  - 4 - 4 Bedrooms
  - With large community building and recreational facilities

Villa del Rey
- Del Rey, Fresno County
- 44 units
  - 18 - 2 Bedrooms
  - 22 - 3 Bedrooms
  - 4 - 4 Bedrooms
  - With large community building and recreational facilities

Programs for Families and Children

After school programs
- Computer lab with computer training classes
- English as a Second Language (ESL)
- Neighborhood Watch
- Health and safety fairs
- AA meetings
- Family literacy
- Summer lunch program
- HomeBase program
- Cooperative childcare

Headstart and Latch Key Pre-school
Homebuyer Education
Camp Fire Boys and Girls Club
Bridge After School Program
Field trips
Business Education Workshop

Existing Site Activities
- New paint and face-lifts
- New Programs Started
- Goshen Village after school

Gateway Village after school
Gateway Village after school

New Partnerships
- Bakersfield Adult School
- Protesus, Inc.
- Kaweah Delta Health Care District
- Toys for Tots
- FoodLink
- Second Harvest Food Bank
- Local social service organizations