Dear Friends,

I am extremely proud of Cabrillo Economic Development Corporation’s tireless work and dedication to fulfill its mission of affordable housing.

The organization’s growth since 1981 speaks for itself as the largest affordable housing developer in Ventura County. We have built attractive and affordable housing communities from the ground up in Fillmore, Ojai, Oxnard, Piru, Santa Paula, Simi Valley, and Ventura. More importantly, are the tens of thousands of individuals and families we have served over the years. Today, we house approximately 4,000 residents and collaborate with community partners to provide a variety of resources, social opportunities, and educational programs. Moreover, our sights are set on expansion with a major farmworker housing development in Oxnard and a veteran senior housing development in Buellton.

Because of my heritage, I feel close to Cabrillo’s mission. My dad and grandfather were farmworkers, and they worked hard for very little. They were extremely grateful for what little they had. I admired my family because of their commitment to their family.

Cabrillo provides affordable housing and opportunities for generations to come. The stabilization of the family unit is a priority of the Cabrillo mission. Our children are our future that is why Cabrillo endeavors to expand its affordable housing development throughout Southern California to help eradicate the serious housing deficiency. We believe every family is entitled to humane and contemporary housing, which is our mantra.

I consider myself very fortunate to be part of an organization that delivers homes to families and individuals who are in dire need of housing. By providing affordable housing, we believe we make a difference and play a vital part in the preservation of the family unit.

Sincerely,

Dave Sabedra
Board President
Thank you for your ongoing support of Cabrillo’s mission. In the State of California, we are witnessing the most comprehensive legislative housing package with a focus on ameliorating the homelessness problems by building additional permanent supportive housing. This renewed focus will not only reshape the type of housing that is built but will affect the housing choices for many individuals and families who have no permanent domicile. Health, safety, and stability are the hallmarks of a quality of life that many of us who live in Ventura County seek; however, many among us remain on the streets, and the numbers are only increasing yearly.

There has been a 28% increase in our homeless population in 2019 compared with the previous year. This means that at least 1,669 people in Ventura County spent the night under freeway/bridge underpasses, in vehicles, in illegal encampments, in abandoned buildings, in shelters, and at other places, as compared with 1,299 in 2018. At night, looking outside of our beautiful offices in Ventura, one can see our homeless setting up their temporary shelters. The homeless issue is very complex, but the growing numbers reflect local rising rent prices and an already low housing vacancy rate exacerbated by area wildfires.

As we are acutely aware, we have suffered several natural disasters, most recently including the Thomas Fire. The Fire displaced hundreds of individuals and families, which amplified the need for both affordable and market rate units in a region that has a low vacancy rate. The lack of affordable housing stock affects all of us and the problem is getting worse right here in “paradise,” where few can afford to rent a two-bedroom unit. Our labor force and our beloved agricultural community will suffer.

Will you support Cabrillo in building more affordable units for families, children, veterans, and special needs populations? As Ventura County’s largest affordable housing developer, we currently manage 1,128 rental homes in 23 safe and secure affordable housing properties. With public, private and community partners, we create a ladder of opportunity to lift families out of poverty with a variety of programs in health and wellness; youth development, such as homework and reading clubs; and social activities to create thriving neighborhoods where families know and support one another.

We are grateful to each member of our dedicated staff, our generous donors, and numerous supporters for remaining steadfast in their commitment to Cabrillo’s mission.

Sincerely,

Margarita H. de Escontrias
Chief Executive Officer
2018 Financial Summary

Total Revenue $4,109,710

Total Expenses $3,658,257

Balance Sheet

- Total Assets: $56,415,062
- Total Liabilities: $13,859,157
- Net Assets: $42,555,905

- 20% Gain on Asset Disposal
- 2% Multifamily Developments
- 8% Other Income
- 6% Contributions
- 10% Government Contracts
- 10% Partnership Management Fees
- 18% Rental Income
- 21% Property Management Fees
- 0% Construction Management Fees & Profit
- 5% Interest & Investment Income
- 21% Property Management Fees
- 9% Housing Development
- 26% Rental Operations
- 9% Housing & Financial Counseling
- 5% Community Services
- 26% Property Management
- 1% Special Events
- 6% Capital Campaigns
- 6% Investment Partnerships Losses
- 19% Management & General
- 9% Other Income

Development in Progress 8%
Other Income 6%
Contributions 10%
Government Contracts 2%
Multifamily Developments 21%
Property Management Fees 18%
Rental Income 20%
Gain on Asset Disposal 20%
Net Assets $8,314,712
Development in Progress $8,314,712
Rental Income $56,415,062
Total Assets $56,415,062
Total Liabilities $13,859,157
Net Assets $42,555,905
The Cabrillo Economic Development Corporation (CEDC) provides comprehensive housing services and community economic development activities through a community-building approach that facilitates self-sufficiency for those most lacking in opportunity in Ventura and Santa Barbara counties and adjacent areas of Los Angeles County.

Incorporated in 1981, Cabrillo’s early roots were in response to a farmworker community’s need for stable, secure homes. Responding to these and other community-identified priorities continue to guide our approach to community development. Today, Cabrillo provides housing for low-income families, seniors, veterans and individuals with disabilities.

Our Mission

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"When Cabrillo opened the doors to show us the apartment, my husband said it was paradise. How beautiful. We have everything we could ever want, even a washer and dryer. I enjoy walking in the park and taking English classes twice a week. We appreciate all the services that Cabrillo provides to residents. Because of our struggles, we are even more grateful, and I take pride in caring for the unit to maintain it. People who visit fall in love with it. I enjoy my home and want other families in need to feel this way. We need to have a heart because people are struggling. I have seen people living in garages and terrible conditions."

– Jose and Amalia Ochoa, Rodney Fernandez Garden Apartments
2018 Accomplishments

Building quality affordable housing and continuing the legacy

Cabrillo is dedicated to continuing to build quality affordable housing with award-winning architectural designs, green building practices, community-inspired urban planning and inviting living spaces. This year, Cabrillo broke ground in Ventura on the 22-unit Phase II of Snapdragon Place Apartments that will house veterans, low-income families and special needs individuals. Cabrillo is currently working on financing, entitlements, design and environmental reviews in the pre-development phase on two other projects – a 42-unit farmworker complex on Etting Road in Oxnard and a 50-unit veteran senior housing development in Buellton.
Cabrillo Properties

Fillmore
Fillmore Central Station Apartments
272 Main St.
805-524-1984

Ojai
Montgomery Oaks Apartments
508 N. Montgomery St.
805-646-4169

Simi Valley
Camino Esperanza
1358 Katherine Rd., South Simi Valley
805-791-3493
Plaza Del Sol Apartments
4231 Alamo St.
805-583-5600

Ventura
Azahar Place Apartments
11370 Mimosa St.
805-647-2700
Kalorama Apartments
167 S Kalorama St.
805-647-1548
Snapdragon Place 1 Apartments
11094 Snapdragon St.
805-647-1548

Oxnard
Camino Gonzalez Apartments
481 W. Gonzalez Rd., Ste. 239
805-981-9909
Paseo de Luz Apartments
457 W Gonzalea Rd. #111
805-981-9909
Meta Street Apartments
501 S Meta St.
805-240-2158
Paseo Del Rio Apartments
287 Riverpark Blvd. #108
805-485-2260
Paseo Santa Clara Apartments
287 Riverpark Blvd. #108
805-485-2260
Villa Cesar Chavez Apartments
5559 Salvador Dr.
805-271-1067
Villa Solimar Apartments
902 Donlon St.
805-483-5188
Villa Victoria Apartments
3730 Gum Tree St.
805-485-9081
Wagon Wheel Apartments
510 Winchester Dr.
805-604-4520

Piru
Valle Naranjal Apartments
4268 Center St.
805-521-1009

Santa Paula
Casa Garcia Apartments
220 S Garcia St.
805-525-1364
Courtyard at Harvard Apartments
236 W Harvard Blvd.
805-525-1364
Rodney Fernandez Gardens
212 W Santa Barbara St.
805-933-7400
Santa Paulan Apartments
115N 4th St.
805-525-5804
Vista Hermosa Apartments
102 Santa Anna St.
805-525-4248
Yale Street Apartments
739 Yale St.
805-525-4248

Photo (top left): Construction of Phase II of Snapdragon Place Apartments.

Photo (top right): A part of the downtown revitalization, Cabrillo’s Meta Street Apartments in Oxnard is a prime example of community building. In 2006, Cabrillo received funding to form a neighborhood coalition to address concerns. Residents, surrounding businesses, and community leaders worked together to revitalize the neighborhood. “Meta is like an extended family because everybody knows each other, looks out for everybody’s kids,” said Barbara Macri-Ortiz, affordable housing advocate and attorney, at Cabrillo’s 30th anniversary celebration.
Cabrillo takes pride in owning and managing quality multi-family properties that provide clean, safe, and secure affordable housing and services that enrich and improve residents’ lives. The Resident Services Department expanded the Homework Club program from four to six sites and collaborated with California State University Channel Islands students to staff homework clubs, resulting in 3,375 hours of tutoring and activities. The group also launched a Mad Science summer program for students, partnered with FOOD Share of Ventura County to distribute nearly 90,000 pounds of food, presented workshops on immigration rights, and presented two health fairs.

2018 Rodney Fernandez Leadership Scholarships

The Rodney Fernandez Leadership Scholarship Program, established in 2011, honors the legacy of Cabrillo's Founder and Executive Director for 30 years. In 2018, 13 recipients received $12,500 to start or continue their college education. The program cultivates leadership by empowering students to accomplish their educational goals and improve the quality of life in their communities.

"Thank you to each applicant who took the time to share their story. I was deeply moved and touched by each application and appreciated their willingness to open up and share their experiences," said Veronica Montoya, a review panel member from California State University, Channel Islands. "I was reminded why these scholarships are so crucial and hope that they will help each recipient move forward in their educational careers and aspirations."

2018 Scholarship recipients:

- Shadi Bateni, Westlake High School, attending Oxnard College.
- Ronaldo Cacerez, Pacifica High School, attending Humboldt State University.
- Esther Choe, Buena High School, attending California State University, Channel Islands.
- Yuri Cruz, Pacifica High School, attending the University of California, Santa Barbara.
- Karina Ibarra Gonzalez, Thousand Oaks High School, attending California State University, Channel Islands.
- Juan Hernandez, Santa Paula High School, attending California State University, Northridge.
- Palomera Lorenzo, Fillmore High School, attending the University of California, Santa Barbara.
- Emily Phelps, El Camino High School, attending California Polytechnic State University, San Louis Obispo.
- Alondra Quintal, Oxnard High School, attending the University of California, Irvine.
- Julie Revelez, Buena High School, attending the University of California, San Francisco.
- Anarely Santana, Newbury Park High School, attending California Polytechnic State University, Pomona.
- Naomi Summers, Oxnard High School, attending the University of California, Santa Barbara.
- Magdiel Zuniga, attending California Polytechnic State University, Pomona.

Photo (above): Shadi Bateni, an Oxnard College student and Juan Hernandez, a CSU, Northridge, student are two of 13 scholarship recipients honored during a banquet July 12, 2018, at Azahar Place Apartments in Ventura.
Scholarships & Community Partners

Community Partners

• America’s Job Center
• Bank of America
• Catholic Charities
• Center for Employment
• Clinicas del Camino Real
• California State University, Channel Islands
• California State University, Los Angeles
• CAUSE (Central Coast Alliance United for A Sustainable Economy)
• Danza Mexica-Cuauhtemoc
• El Concilio Family Services
• El Consulado de Mexico de Oxnard
• Enterprise Community Partners
• Fillmore Unified School District
• First 5 of Ventura County
• FOOD Share, Inc.
• House Farmworkers!
• Laubach Literacy of Ventura County Inc.
• Tree of Knowledge Educational Services
• Tri-Counties Regional Center
• Unidos US
• United Way of Ventura County
• Ventura County Area Agency on Aging
• Ventura County Behavioral Health
• Ventura County Public Health

Photo (above): Scholarships were funded by a $10,000 grant from Edison International for Science Technology Engineering and Math (STEM) recipients, and $2,500 in individual donations were split among recipients of other majors.

“I am not able to help or assist my boys with homework because I do not speak English. One of my sons is in special education classes and requires extra assistance with reading. The homework teacher has the patience and technique on how to help them better their reading and writing skills. Over the two years that they have attended homework club, my son is able to focus on homework and be less distracted than at the beginning. I will sit next to him as a reminder to focus, but she will help him pronounce the words to make sure he is saying it correctly, due to me not speaking or understanding much English.”

– Maria Gaytan and sons, Valle Naranjal Apartments
Cabrillo in the Community

Connecting in Our Community

Cabrillo values connecting with our neighborhoods through community projects like a clean-up day at a historic Japanese cemetery in Oxnard, creating a community mural with a local artist, and partnerships with about two dozen community organizations that provide services to improve our communities. Highlights of the year include working with the United Way of Ventura County and 35 local volunteers during the annual Day of Caring and hosting a groundbreaking ceremony with participation by Congresswoman Julia Brownley and the Gold Coast Veterans’ Foundation Executive Director, JC Oberst. At our Housing Heroes Gala, CEDC honored Ellen Brokaw, Dave Sabedra, and Yardi Systems, Inc., for their work in affordable housing.

Cabrillo is committed to affordable housing advocacy. This year we ran campaigns calling for action on housing legislation, organized support and residents speakers at local planning meetings for a new development, and participated in the National Housing Week initiative.

Investing in Our People

The heart of Cabrillo is our employees who work to ensure they provide quality housing and services to each of our residents and further our mission. Cabrillo invests in its employees by providing enrichment training – 150 hours in 2018 alone, recognizing achievements such as milestone anniversaries, and offering a retreat at which employees can develop better ways to serve our residents.
Day of Caring at the Santa Paulan Apartments
Paseo de Luz and Camino Gonzalez residents raised funds for Cabrillo’s mission and unveiled the “Unidad es Comunidad” mural (above left)

Housing Heroes Gala
Ellen Brokaw & Leslie Leavens

Investing in Our People
Cabrillo staff enjoy a holiday party at Poinsettia Pavilion in Ventura

Kelly Johnson
Yardi’s Culture & Philanthropic Coordinator

Dave Sabedra
Thank You to Our Sponsors, Supporters & Partners

Sponsorship

**Sterling Sponsor**
Wells Fargo Foundation

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Pacific Western Bank
United Way of Ventura County

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Staples Construction Co.

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S. L. Leonard & Associates Inc.

Rodney Fernandez Leadership Scholarship Fund

Edison International
Aiza Galdo
Barbara Macri-Ortiz
Victor Ortiz
Roxanne Bickerstaff & Elizabeth Savage
Cynder Sinclair
Jeanette Villanueva
Darin Wasserman

Grants

Boston Private
City National Bank - Community Reinvestment
Edison International
Federal Home Loan Bank of San Francisco
Harriet Samuelsson Foundation
MUFG Union Bank, N.A.
NeighborWorks America
Pacific Western Bank
Rabobank
Ross Stores Foundation
Rural Community Assistance Corporation
Rural LISC
Schwemm Family Foundation
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El Pollo Loco, Santa Paula
Elegant Gardens Nursery
Food 4 Less
G&R Hammer Construction
Green Thumb Nursery
Harbor Freight Tools
Home Equity Home Improvement
Lazy Dog Café
Lowe’s Ventura
Otto & Sons Nursery
Oxnard Monday Club
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Target
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Margarita H. de Escontrias
Chief Executive Officer

Victoria Brady
Chief Financial Officer

Eduardo Espinoza
Director of Real Estate Development

Nidia Rodriguez
Director of Human Resources

Denise Bickerstaff
Director of Business Development & Administration

Luz Soto
Director of Property Management & Resident Services

“I have my own room and space where everyone can settle in. We don’t feel squished in with my sisters and nieces, like in the other home. It’s much more spacious and a really nice environment.”

– Marlene Garcia, 14, Cabrillo resident
Board of Directors

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Rabobank

**Vice President, Human Resources**
Zeeda Daniele

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Maria Perez
Community Representative, Ventura

Victor Rodriguez
Puretec Industrial Water, Oxnard

*Photo (above): Members of the Cabrillo Maintenance staff attend the groundbreaking ceremony at Snapdragon Place Apartments, Phase II, on April 5, 2018.*

“My experience as a CEDC board member is one I will cherish forever. We were a team of individuals passionate about changing human lives through a continuum of services anchored around housing development. My greatest joy is that I worked with a board committed to the organization’s legacy and future, and steadfast in their fiduciary and moral responsibility. CEDC is family.”

– Zeeda Daniele, Board member