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# Affirmative Fair Housing Marketing Plan (AFHMP) - Multifamily Housing

U.S. Department of Housing and Urban Development  
Office of Fair Housing and Equal Opportunity

OMB Approval No. 2529-0013  
(exp. 8/31/2013)

HCD Sample Revision Date: 7/30/2012

## 1a. Project Name & Address (including City, County, State & Zip Code)

Golden Manor  
6545 Watson Street  
Santa Clara, CA 95050-5491

Organizations, names, addresses, dates, and phone numbers have been changed to preserve confidentiality.

## 1b. Project Contract Number

98-HOME-0558

## 1c. No. of Units

100

## 1d. Census Tract

5065

## 1e. Housing/Expanded Housing Market Area

Housing Market Area: City of San Jose  
Expanded Housing Market Area: County of Santa Clara

## 1f. Managing Agent Name, Address (including City, County, State & Zip Code), Telephone Number & Email Address

Self Managed

## 1g. Application/Owner/Developer Name, Address (including City, County, State & Zip Code), Telephone Number & Email Address

Santa Clara Housing Foundation  
6545 Watson Street, Santa Clara, CA 95050-5491 (509) 323-1189 bsmothers@schf.org

## 1h. Entity Responsible for Marketing (check all that apply)

Owner  Agent  Other (specify) \_\_\_\_\_

Position, Name (if known), Address (including City, County, State & Zip Code), Telephone Number & Email Address

Executive Director, Blake Smothers  
6545 Watson Street, Santa Clara, CA 95050-5491 (509) 323-1189 bsmothers@schf.org

## 1i. To whom should approval and other correspondence concerning this AFHMP be sent? Indicate Name, Address (including City, State & Zip Code), Telephone Number & E-Mail Address.

Blake Smothers, Executive Director  
6545 Watson Street, Santa Clara, CA 95050-5491 (509) 323-1189 bsmothers@schf.org

## 2a. Affirmative Fair Housing Marketing Plan

Plan Type  Date of the First Approved AFHMP:

Reason(s) for current update:

## 2b. HUD-Approved Occupancy of the Project (check all that apply)

Elderly  Family  Mixed (Elderly/Disabled)  Disabled

## 2c. Date of Initial Occupancy

07/11/1999

## 2d. Advertising Start Date

Advertising must begin *at least* 90 days prior to initial or renewed occupancy for new construction and substantial rehabilitation projects.

Date advertising began or will begin

For existing projects, select below the reason advertising will be used:

- To fill existing unit vacancies
- To place applicants on a waiting list  (which currently has  individuals)
- To reopen a closed waiting list  (which currently has  individuals)

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**3a. Demographics of Project and Housing Market Area**

Complete and submit Worksheet 1.

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**3b. Targeted Marketing Activity**

Based on your completed Worksheet 1, indicate which demographic group(s) in the housing market area is/are *least* likely to apply for the housing without special outreach efforts. (check all that apply)

- White       American Indian or Alaska Native       Asian       Black or African American  
 Native Hawaiian or Other Pacific Islander       Hispanic or Latino       Persons with Disabilities  
 Families with Children       Other ethnic group, religion, etc. (specify)
- 

**4a. Residency Preference**

Is the owner requesting a residency preference? If yes, complete questions 1 through 5.   
If no, proceed to Block 4b.

(1) Type

(2) Is the residency preference area:

The same as the AFHMP housing/expanded housing market area as identified in Block 1e?

The same as the residency preference area of the local PHA in whose jurisdiction the project is located?

(3) What is the geographic area for the residency preference?

(4) What is the reason for having a residency preference?

(5) How do you plan to periodically evaluate your residency preference to ensure that it is in accordance with the non-discrimination and equal opportunity requirements in 24 CFR 5.105(a)?

Complete and submit Worksheet 2 when requesting a residency preference (see also 24 CFR 5.655(c)(1)) for residency preference requirements. The requirements in 24 CFR 5.655(c)(1) will be used by HUD as guidelines for evaluating residency preferences consistent with the applicable HUD program requirements. See also HUD Occupancy Handbook (4350.3) Chapter 4, Section 4.6 for additional guidance on preferences.

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**4b. Proposed Marketing Activities: Community Contacts**

Complete and submit Worksheet 3 to describe your use of community contacts to market the project to those least likely to apply.

**4c. Proposed Marketing Activities: Methods of Advertising**

Complete and submit Worksheet 4 to describe your proposed methods of advertising that will be used to market to those least likely to apply. Attach copies of advertisements, radio and television scripts, Internet advertisements, websites, and brochures, etc.

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**5a. Fair Housing Poster**

The Fair Housing Poster must be prominently displayed in all offices in which sale or rental activity takes place (24 CFR 200.620(e)). Check below all locations where the Poster will be displayed.

Rental Office     Real Estate Office     Model Unit     Other (specify) Common Area - Bulletin Boards

**5b. Affirmative Fair Housing Marketing Plan**

The AFHMP must be available for public inspection at the sales or rental office (24 CFR 200.625). Check below all locations where the AFHMP will be made available.

Rental Office     Real Estate Office     Model Unit     Other (specify)

**5c. Project Site Sign**

Project Site Signs, if any, must display in a conspicuous position the HUD approved Equal Housing Opportunity logo, slogan, or statement (24 CFR 200.620(f)). Check below all locations where the Project Site Sign will be displayed. Please submit photos of Project signs.

Rental Office     Real Estate Office     Model Unit     Entrance to Project     Other (specify)

The size of the Project Site Sign will be 37" x 7"   
The Equal Housing Opportunity logo or slogan or statement will be 6" x 6"

**6. Evaluation of Marketing Activities**

Explain the evaluation process you will use to determine whether your marketing activities have been successful in attracting individuals least likely to apply, how often you will make this determination, and how you will make decisions about future marketing based on the evaluation process.

Marketing information is collected from applications at the preliminary interview. This information will be processed and analyzed for trends. Additionally, community outreach agencies for the demographics "less likely to apply" will be contacted for further follow-up if necessary.

Outreach efforts will be revisited prior to any opening of the community wait lists. Expanded use of the internet search engines and online research will be ongoing.

If evaluation determines that the marketing plan is ineffective, the AFHM Plan will be revised and resubmitted to HCD for approval.

**7a. Marketing Staff**

What staff positions are/will be responsible for affirmative marketing?

Blake Smothers, Executive Director  
Mary Lee Clarkson, Asset Manager

**7b. Staff Training and Assessment: AFHMP**

- (1) Has staff been trained on the AFHMP?
- (2) Has staff been instructed in writing and orally on non-discrimination and fair housing policies as required by 24 CFR 200.620(c)?
- (3) If yes, who provides instruction on the AFHMP and Fair Housing Act, and how frequently?

Blake Smothers, Executive Director  
Mary Lee Clarkson, Asset Manager

- (4) Do you periodically assess staff skills on the use of the AFHMP and the application of the Fair Housing Act?
- (5) If yes, how and how often?

Prior to the opening of any wait list, the AFHM Plan (revised) will be reviewed by staff members responsible for occupancy. Additionally, the Tenant Selection Plan is reviewed annually for AFHM Plan updates (if any) and other mandated inclusions.

**7c. Tenant Selection Training/Staff**

- (1) Has staff been trained on tenant selection in accordance with the project's occupancy policy, including any residency preferences?
- (2) What staff positions are/will be responsible for tenant selection?

Blake Smothers, Executive Director  
Mary Lee Clarkson, Asset Manager

**7d. Staff Instruction/Training:**

Describe AFHM/Fair Housing Act staff training, already provided or to be provided, to whom it was/will be provided, content of training, and the dates of past and anticipated training. Please include copies of any AFHM/Fair Housing staff training materials.

10/15/10 - AAHSA Annual Meeting - HUD 504 and Fair Housing - Blake Smothers, Executive Director  
5/4-6/11 - ASC Annual Meeting - Exploring our Cultural Assertions & Reasonable Accommodation - Blake Smothers, Executive Director and Mary Lee Clarkson, Asset Manager.  
5/16-16/11 - NCHM - Certified Occupancy training - Leon Walker, Occupancy Assistant.  
6/17/11 - ASC - Fair Housing Do's and Don'ts - Mary Lee Clarkson, Asset Manager; Sharon Chang, Resident Services Coordinator; and Leon Walker, Occupancy Assistant.  
6/30/11 - NCHM - Webinar - Spotlight on HUD Handbook 4350.3 Change 3 - Mary Lee Clarkson, Asset Manager; Sharon Chang, Resident Services Coordinator; and Leon Walker, Occupancy Assistant.  
7/27/11 - NCHM - Webinar - Spotlight on Tenant Interviews and Compliance - Mary Lee Clarkson, Asset Manager; Sharon Chang, Resident Services Coordinator; and Leon Walker, Occupancy Assistant.  
8/27/11 - ASC - Fair Housing - What You Need to Know - Blake Smothers, Executive Director; Mary Lee Clarkson, Asset Manager; Sharon Chang, Resident Services Coordinator; and Leon Walker, Occupancy Assistant.  
5/3-5/12 - ASC - Reasonable Accommodation, Resident Selection Plans & Fair Housing Issues - Blake Smothers, Executive Director.  
9/16/12 - AHMA Annual Conference - Fair Housing Issues & Affirmative Fair Housing Marketing Plans New HUD 935.20 - Sharon Chang, Resident Services Coordinator.  
11/1-2/12 - AAHSA Annual Meeting - Fair Housing Hot Topics - Blake Smothers, Executive Director.  
2/23/13 - NCHM - Webinar - Unreasonable Accommodation - Blake Smothers, Executive Director and Mary Lee Clarkson, Asset Manager.  
5/2-4/13 - ASC Annual Meeting - Pre-Conference - Fair Housing - Blake Smothers, Executive Director and Mary Lee Clarkson, Asset Manager.  
Additionally, staff participates in quarterly HUD meetings and reviews housing publications with Fair Housing topics

**8. Additional Considerations** Is there anything else you would like to tell us about your AFHMP to help ensure that your program is marketed to those least likely to apply for housing in your project? Please attach additional sheets, as needed.

Santa Clara Housing Foundation staff is committed to administering the AFHM Plan as approved by HCD.

The source of all data used is the 2010 U.S. Census, except disability data, which is from the 2000 U.S. Census

**9. Review and Update**

By signing this form, the applicant/respondent agrees to implement its AFHMP, and to review and update its AFHMP in accordance with the instructions to item 9 of this form in order to ensure continued compliance with HUD's Affirmative Fair Housing Marketing Regulations (see 24 CFR Part 200, Subpart M). I hereby certify that all the information stated herein, as well as any information provided in the accompaniment herewith, is true and accurate. Warning: HUD will prosecute false claims and statements. Conviction may result in criminal and/or civil penalties. (See 18 U.S.C. 1001, 1010, 1012; 31 U.S.C. 3729, 3802).

Signature of person submitting this Plan & Date of Submission (mm/dd/yyyy)

Name (type or print)

Title & Name of Company

**For HUD-Office of Housing Use Only**

Reviewing Official:

**For HUD-Office of Fair Housing and Equal Opportunity Use Only**

Approval

Disapproval

Signature & Date (mm/dd/yyyy)

Signature & Date (mm/dd/yyyy)

Name  
(type  
or  
print)

Title

Name  
(type  
or  
print)

Title

Public reporting burden for this collection of information is estimated to average six (6) hours per initial response, and four (4) hours for updated plans, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid Office of Management and Budget (OMB) control number.

**Purpose of Form:** All applicants for participation in FHA subsidized and unsubsidized multifamily housing programs with five or more units (see 24 CFR 200.615) must complete this Affirmative Fair Housing Marketing Plan (AFHMP) form as specified in 24 CFR 200.625, and in accordance with the requirements in 24 CFR 200.620. The purpose of this AFHMP is to help applicants offer equal housing opportunities regardless of race, color, national origin, religion, sex, familial status, or disability. The AFHMP helps owners/agents (respondents) effectively market the availability of housing opportunities to individuals of both minority and non-minority groups that are least likely to apply for occupancy. Affirmative fair housing marketing and planning should be part of all new construction, substantial rehabilitation, and existing project marketing and advertising activities.

An AFHM program, as specified in this Plan, shall be in effect for each multifamily project throughout the life of the mortgage (24 CFR 200.620(a)). The AFHMP, once approved by HUD, must be made available for public inspection at the sales or rental offices of the respondent (24 CFR 200.625) and may not be revised without HUD approval. This form contains no questions of a confidential nature.

**Applicability:** The form and worksheets must be completed and submitted by all FHA subsidized and unsubsidized multifamily housing program applicants.

#### **INSTRUCTIONS:**

**Send completed form and worksheets to your local HUD Office, Attention: Director, Office of Housing**

#### **Part 1: Applicant/Respondent and Project**

**Identification.** Blocks 1a, 1b, 1c, 1g, 1h, and 1i are self-explanatory.

Block 1d- Respondents may obtain the Census tract number from the U.S. Census Bureau ([www.census.gov](http://www.census.gov)) when completing Worksheet One.

Block 1e- Respondents should identify both the housing market area and the expanded housing market area for their multifamily housing projects. Use abbreviations if necessary. A **housing market area** is the area from which a multifamily housing project owner/agent may reasonably expect to draw a substantial number of its tenants. This could be a county or Metropolitan Division. The U.S. Census Bureau provides a range of levels to draw from.

An **expanded housing market area** is a larger geographic area, such as a Metropolitan Division or a Metropolitan Statistical Area, which may provide additional demographic diversity in terms of race, color, national origin, religion, sex, familial status, or disability.

Block 1f- The applicant should complete this block only if a Managing Agent (the agent cannot be the applicant) is implementing the AFHMP.

#### **Part 2: Type of AFHMP**

Block 2a- Respondents should indicate the status of the AFHMP, i.e., initial or updated, as well as the date of the first approved AFHMP. Respondents should also provide the reason (s) for the current update, whether the update is based on the five-year review or due to significant changes in project or local demographics (See instructions for Part 9).

Block 2b- Respondents should identify all groups HUD has approved for occupancy in the subject project, in accordance with the contract, grant, etc.

Block 2c- Respondents should specify the date the project was/will be first occupied.

Block 2d- For new construction and substantial rehabilitation projects, advertising must begin at least 90 days prior to initial occupancy. In the case of existing projects, respondents should indicate whether the advertising will be used to fill existing vacancies, to place individuals on the project's waiting list, or to re-open a closed waiting list. Please indicate how many people are on the waiting list when advertising begins.

### **Part 3 Demographics and Marketing Area.**

"Least likely to apply" means that there is an identifiable presence of a specific demographic group in the housing market area, but members of that group are not likely to apply for the housing without targeted outreach, including marketing materials in other languages for limited English proficient individuals, and alternative formats for persons with disabilities. Reasons for not applying may include, but are not limited to, insufficient information about housing opportunities, language barriers, or transportation impediments.

Block 3a - Using Worksheet 1, the respondent should indicate the demographic composition of the project's residents, current project applicant data, census tract, housing market area, and expanded housing market area. The applicable housing market area and expanded housing market area should be indicated in Block 1e. Compare groups within rows/across columns on Worksheet 1 to identify any under-represented group(s) relative to the surrounding housing market area and expanded housing market area, i.e., those group(s) "least likely to apply" for the housing without targeted outreach and marketing. If there is a particular group or subgroup with members of a protected class that has an identifiable presence in the housing market area, but is not included in Worksheet 1, please specify under "Other."

Respondents should use the most current demographic data from the U.S. Census or another official source such as a local government planning office. Please indicate the source of your data in Part 8 of this form.

Block 3b - Using the information from the completed Worksheet 1, respondents should identify the demographic group(s) least likely to apply for the housing without special outreach efforts by checking all that apply.

### **Part 4 - Marketing Program and Residency Preference (if any).**

Block 4a - A residency preference is a preference for admission of persons who reside or work in a specified geographic area (see 24 CFR 5.655(c)(1)(ii)). Respondents should indicate whether a residency preference is being utilized, and if so, respondents should specify if it is new, revised, or continuing. If a respondent wishes to utilize a residency preference, it must state the preference area (and provide a map delineating the precise area) and state the reason for having such a preference. The respondent must ensure that the preference is in accordance with the non-discrimination and equal opportunity requirements in 24 CFR 5.105(a) (see 24 CFR 5.655(c)(1)).

Respondents should use Worksheet 2 to show how the percentage of the eligible population living or working in the residency preference area compares to that of residents of the project, project applicant data, census tract, housing market area, and expanded housing market area. The percentages would be the same as shown on completed Worksheet 1.

Block 4b - Using Worksheet 3, respondents should describe their use of community contacts to help market the project to those least likely to apply. This table should include the name of a contact person, his/her address, telephone number, previous experience working with the target population(s), the approximate date contact was/will be initiated, and the specific role the community contact will play in assisting with affirmative fair housing marketing or outreach.

Block 4c - Using Worksheet 4, respondents should describe their proposed method(s) of advertising to market to those least likely to apply. This table should identify each media option, the reason for choosing this media, and the language of the advertisement. Alternative format(s) that will be used to reach persons with disabilities, and logo(s) that will appear on the various materials (as well as their size) should be described.

**Please attach a copy of the advertising or marketing material.**

### **Part 5 – Availability of the Fair Housing Poster, AFHMP, and Project Site Sign.**

Block 5a - The Fair Housing Poster must be prominently displayed in all offices in which sale or rental activity takes place (24 CFR 200.620(e)). Respondents should indicate all locations where the Fair Housing Poster will be displayed.

Block 5b -The AFHMP must be available for public inspection at the sales or rental office (24 CFR 200.625). Check all of the locations where the AFHMP will be available.

Block 5c -The Project Site Sign must display in a conspicuous position the HUD-approved Equal Housing Opportunity logo, slogan, or statement (24 CFR 200.620(f)). Respondents should indicate where the Project Site Sign will be displayed, as well as the size of the Sign and the size of the logo, slogan, or statement. **Please submit photographs of project site signs.**

## **Part 6 - Evaluation of Marketing Activities.**

Respondents should explain the evaluation process to be used to determine if they have been successful in attracting those individuals identified as least likely to apply. Respondents should also explain how they will make decisions about future marketing activities based on the evaluations.

## **Part 7- Marketing Staff and Training.**

Block 7a - Respondents should identify staff positions that are/will be responsible for affirmative marketing.

Block 7b - Respondents should indicate whether staff has been trained on the AFHMP and Fair Housing Act.

Please indicate who provides the training and how frequently. In addition, respondents should specify whether they periodically assess staff members' skills in using the AFHMP and in applying the Fair Housing Act. They should state how often they assess employee skills and how they conduct the assessment.

Block 7c - Respondents should indicate whether staff has been trained on tenant selection in accordance with the project's occupancy policy, including residency preferences (if any). Respondents should also identify those staff positions that are/will be responsible for tenant selection.

Block 7d - Respondents should include copies of any written materials related to staff training, and identify the dates of past and anticipated training.

## **Part 8 - Additional Considerations.**

Respondents should describe their efforts not previously mentioned that were/are planned to attract those individuals least likely to apply for the subject housing.

## **Part 9 - Review and Update.**

By signing the respondent assumes responsibility for implementing the AFHMP. Respondents must review their AFHMP every five years or when the local Community Development jurisdiction's Consolidated Plan is updated, or when there are significant changes in the demographics of the project or the local housing market area. When reviewing the plan, the respondent should consider the current demographics of the housing market area to determine if there have been demographic changes in the population in terms of race, color, national origin, religion, sex, familial status, or disability. The respondent will then determine if the population least likely to apply for the housing is still the population identified in the AFHMP, whether the advertising and publicity cited in the current AFHMP are still appropriate, or whether advertising sources should be modified or expanded. Even if the demographics of the housing market area have not changed, the respondent should determine if the outreach currently being performed is reaching those it is intended to reach as measured by project occupancy and applicant data. If not, the AFHMP should be updated. The revised AFHMP must be submitted to HUD for approval. HUD may review whether the affirmative marketing is actually being performed in accordance with the AFHMP. If based on their review, respondents determine the AFHMP does not need to be revised, they should maintain a file documenting what was reviewed, what was found as a result of the review, and why no changes were required. HUD may review this documentation.

## **Notification of Intent to Begin Marketing.**

No later than 90 days prior to the initiation of rental marketing activities, the respondent must submit notification of intent to begin marketing. The notification is required by the AFHMP Compliance Regulations (24 CFR 108.15). The Notification is submitted to the Office of Housing in the HUD Office servicing the locality in which the proposed housing will be located. Upon receipt of the Notification of Intent to Begin Marketing from the applicant, the monitoring office will review any previously approved plan and may schedule a pre-occupancy conference. Such conference will be held prior to initiation of sales/rental marketing activities. At this conference, the previously approved AFHMP will be reviewed with the applicant to determine if the plan, and/or its proposed implementation, requires modification prior to initiation of marketing in order to achieve the objectives of the AFHM regulation and the plan.

OMB approval of the AFHMP includes approval of this notification procedure as part of the AFHMP. The burden hours for such notification are included in the total designated for this AFHMP form.



**Worksheet 1: Determining Demographic Groups Least Likely to Apply for Housing Opportunities  
(See AFHMP, Block 3b)**

In the respective columns below, indicate the percentage of demographic groups among the project’s residents, current project applicant data, census tract, housing market area, and expanded housing market area (See instructions to Block 1e). If you are a new construction or substantial rehabilitation project and do not have residents or project applicant data, only report information for census tract, housing market area, and expanded market area. The purpose of this information is to identify any under-representation of certain demographic groups in terms of race, color, national origin, religion, sex, familial status, or disability. If there is significant under-representation of any demographic group among project residents or current applicants in relation to the housing/expanded housing market area, then targeted outreach and marketing should be directed towards these individuals least likely to apply. Please indicate under-represented groups in Block 3b of the AFHMP. **Please attach maps showing both the housing market area and the expanded housing market area.**

**Instructions:** For demographic data from the 2010 Census, please see <http://factfinder2.census.gov/main.html>. To find data by Census Tract, County, Metropolitan Statistical Area (MSA), or other level:

1. Click “Geographies” on the left.
2. Click the “Address” Tab and enter the address of the project and then click “GO”.  
(\*To create a map of the area click the “Maps” tab\*)
3. Select the level of interest (Census Tract, County, MSA, or other) and then close the “Select Geographies” box.  
**(Do NOT select more than one level at a time)**
4. Click the first “Profile of General Population and Housing Characteristics: 2010” also known as DP-1.  
(Refer to the “Race” section “Total Population” subsection for breakdown of demographic characteristics)
5. Record the information in Worksheet 1 for that level, click “Back to Search” in the top left corner, then click “Clear all Selections” in the “Selections” Box in the top left corner.
6. Start process again to retrieve the next level of data (County, MSA, or other).

To collect information about the percentage of persons with disabilities repeat above steps 1 through 3 to select your level of interest (Census Tract, County, MSA, etc.) then:

1. Click “Topics” on the left.
2. Click “People”.
3. Click “Disability” and then click the “Disability” link directly beneath it.
4. **For Census Tract-** Select the first “Disability Status by Sex: 2000” or QT-P21. Please note that the most recent information for census tract is from 2000. In this section report percent with a disability for both sexes for population 5 years and over.  
**For County or MSA-** Select the first “Selected Social Characteristics in the United States” or DP02 and report the percent of the total civilian noninstitutionalized population with a disability.
5. Record the information in Worksheet 1 and then click “Back to Search” in the top left corner, then click the “X” next to the level in the “Your Selections” box, but **KEEP** “DISABILITY” as a selection.
6. Repeat for next level of data (County, MSA, or other).

Demographic Characteristics	Project’s Residents	Project’s Applicant Data	Census Tract	Housing Market Area	Expanded Housing Market Area
% White	48.1	20.1	55.6	47.5	53.8
% Black or African American	2.7	0.9	2.3	3.5	2.8
% Hispanic or Latino	4.5	4.1	16.0	30.2	24.0
% Asian	48.1	73.8	29.3	26.9	25.6
% American Indian or Alaskan Native	0	0	0.5	0.8	0.7
% Native Hawaiian or Pacific Islander	0	0	0.4	0.4	0.3
% Persons with Disabilities	0.9	4.0	15.6	18.5	16.4
% Families with Children under the age of 18	Elderly	Elderly	Elderly	Elderly	Elderly
Other (specify)					

Worksheet 2: Establishing a Residency Preference Area (See AFHMP, Block 4a)

Complete this Worksheet if you wish to continue, revise, or add a residency preference, which is a preference for admission of persons who reside or work in a specified geographic area (see 24 CFR 5.655(c)(1)(ii)). If a residency preference is utilized, the preference must be in accordance with the non-discrimination and equal opportunity requirements contained in 24 CFR 5.105(a). This Worksheet will help show how the percentage of the population in the residency preference area compares to the demographics of the project's residents, applicant data, census tract, housing market area, and expanded housing market area. **Please attach a map clearly delineating the residency preference geographical area.**

Demographic Characteristics	Project's Residents (as determined in Worksheet 1)	Project's Applicant Data (as determined in Worksheet 1)	Census Tract (as determined in Worksheet 1)	Housing Market Area (as determined in Worksheet 1)	Expanded Housing Market Area (as determined in Worksheet 1)	Residency Preference Area (if applicable)
% White						
% Black or African American						
% Hispanic or Latino						
% Asian						
% American Indian or Alaskan Native						
% Native Hawaiian or Pacific Islander						
% Persons with Disabilities						
% Families with Children under the age of 18						
Other (specify)						

Worksheet 3: Proposed Marketing Activities –Community Contacts (See AFHMP, Block 4b)

For each targeted marketing population designated as least likely to apply in Block 3b, identify at least one community contact organization you will use to facilitate outreach to the particular population group. This could be a social service agency, religious body, advocacy group, community center, etc. State the names of contact persons, their addresses, their telephone numbers, their previous experience working with the target population, the approximate date contact was/will be initiated, and the specific role they will play in assisting with the affirmative fair housing marketing. Please attach additional pages if necessary.

Targeted Population(s)	Community Contact(s), including required information noted above.
Hispanic	Westside Senior Center, Marvin Mavis, Director 720 Bluegrass Avenue, San Jose, CA 95116, (509) 251-0144. This senior center has been serving the Hispanic community (85% of total attendees) since 1976. Contact will be made 30 days prior to the opening of the wait list (5/26/12). Golden Manor occupancy staff will visit the site and meet with the Director
	so that he can assist in the dissemination of Spanish and English flyers and Golden Manor brochures. Flyers announcing the opening of the wait list will also be posted on the Center's bulletin board. Golden Manor staff business cards will also be made available to any person inquiring about housing and the opening of the wait list.
Hispanic	Warren Adult Day Health Care Center, Angel Limon, Social Worker, 130 Larkspur Lane, San Jose, CA 95116, (509) 566-1177. The Center serves Hispanic seniors (80% of total attendees).Contact will be made 30 days prior to the opening of the wait list (5/26/12). Golden Manor occupancy staff will follow the same marketing activities as mentioned above.
Disabled	Santa Clara Independent Living Center, Sara Viejo, Executive Director, 2205 North Fourth Street, San Jose, CA 95116, (509) 655-3387. SCILC has been serving persons with disabilities in the County of Santa Clara for over 30 years. Contact will be made with Ms. Viejo 30 days prior to the opening of the wait list (5/26/12). Golden Manor occupancy staff
	will meet with Ms. Viejo so that she can assist in the dissemination of Spanish and English flyers and Golden Manor brochures. All materials will list the Golden Manner TTY telephone number. Golden Manor staff business cards will also be left at the Center for persons wishing to call (sight impaired) or other individuals inquiring about the opening of the wait list.

Worksheet 4: Proposed Marketing Activities – Methods of Advertising (See AFHMP, Block 4c)

Complete the following table by identifying your targeted marketing population(s), as indicated in Block 3b, as well as the methods of advertising that will be used to market to that population. For each targeted population, state the means of advertising that you will use as applicable to that group and the reason for choosing this media. In each block, in addition to specifying the media that will be used (e.g., name of newspaper, television station, website, location of bulletin board, etc.) state any language(s) in which the material will be provided, identify any alternative format(s) to be used (e.g. Braille, large print, etc.), and specify the logo(s) (as well as size) that will appear on the various materials. Attach additional pages, if necessary, for further explanation. Please attach a copy of the advertising or marketing material.

<b>Targeted Population(s)→ Methods of Advertising ↓</b>	<b>Targeted Population: HISPANIC</b>	<b>Targeted Population: DISABLED</b>	<b>Targeted Population:</b>
<b>Newspaper(s)</b>			
Newspapers and Magazines	LaOferta (Span) La Movida (Span) & Allanza (Eng)	LaOferta (Span); La Movida (Span) & Allanza (Eng)	
<b>Radio Station(s)</b>			
<b>TV Station(s)</b>			
<b>Electronic Media</b>			
Internet	scchousingsearch.org (Span/ Eng) & schf.org (Eng)	scchousingsearch.org (Span/ Eng) & schf.org (Eng)	
<b>Bulletin Boards</b>			
At the Site(s)	Westside Neighborhood Ctr. (Span/Eng) & Warren Adult Day (Span/Eng)	Santa Clara Independent Living Center (Span/Eng)	
<b>Brochures, Notices, Flyers</b>			
Brochures and Flyers	Westside Neighborhood Ctr. (Span/Eng) & Warren Adult Day (Span/Eng)	Santa Clara Independent Living Center (Span/Eng)	
<b>Other (specify)</b>			
Disabled Materials		Materials for the disabled will be available in large print. TTY telephone number will appear on all advertisements	

All advertising will include EHO, ADA, and hearing impaired logos and will include large print. The size of the logos are according to the size of the advertisement and are broken out below:

1/2 page or larger = 2in x 2in

1/8 page or larger = 1in x 1in

4 column inches to 1/8 page = 1/1 in x 1/2 in