



**ERIC GARCETTI**  
**MAYOR**

April 20, 2017

Honorable Members of the City Council  
c/o City Clerk  
City Hall, Room 395

Honorable Members:

Subject to your confirmation, I have reappointed Ms. Dalila Sotelo to the Affordable Housing Commission for the term ending June 30, 2022. Ms. Sotelo's current term expires on June 30, 2017.

I certify that in my opinion Ms. Sotelo is qualified for the work that will devolve upon her, and that I make the appointment solely in the interest of the City.

Sincerely,

A handwritten signature in black ink, appearing to read 'E. Garcetti', with a horizontal line extending to the right.

ERIC GARCETTI  
Mayor

EG:dlg

Attachment

## COMMISSION APPOINTMENT FORM

**Name:** Dalila Sotelo  
**Commission:** Affordable Housing Commission  
**End of Term:** 6/30/2022

### Appointee Information

- 1. Race/ethnicity:** Latina
- 2. Gender:** Female
- 3. Council district and neighborhood of residence:** 14 - Central
- 4. Are you a registered voter?** Yes
- 5. Prior commission experience:** Metropolitan Transportation Authority, Citizen Advisory Council; Fire Commission; El Pueblo De Los Angeles Historical Monument Authority
- 6. Highest level of education completed:** B.A., Occidental College
- 7. Occupation/profession:** Partner and Western Region Managing Director, Integral Group
- 8. Experience(s) that qualifies person for appointment:** See attached resume
- 9. Purpose of this appointment:** Reappointment
- 10. Current composition of the commission:**

Commissioner	APC	CD	Ethnicity	Gender	Term End
Abe, Melanie	South Valley	3	Asian Pacific Islander	F	30-Jun-18
Fondation, Lawrence	East Los Angeles	4	Caucasian	M	30-Jun-19
Lopez, Oswaldo "Ozzie"	East LA	14	Latino	M	30-Jun-19
Epps, William Saxe	Central	9	African American	M	30-Jun-19
Pak, Ben	North Valley	12	Asian Pacific Islander	M	30-Jun-20
Claros, Raul	Central	1	Latino	M	30-Jun-21
Sotelo, Dalila	Central	14	Latina	F	30-Jun-17



# DALILA SOTELO

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## EXECUTIVE SUMMARY

COMMITMENT | LEADERSHIP | INTEGRITY

**A visionary in the affordable housing industry and a leader in optimizing funding and translating business strategies into thriving communities.** Expert in maximizing profitability, developing strategic lending initiatives, and growing a diverse and affordable housing loan portfolio. Strong knowledge of financial regulations with proven track record of ensuring compliance. Solid reputation built on product delivery, institutional relationships, and innovative problem-solving.

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### AREAS OF EXPERTISE

- Regulatory Compliance
  - Business Development
  - Operations Management
  - Non-Profit Industry
  - Affordable Housing
  - Government Relations
  - Strategic/Tactical Planning
  - Real Estate Lending
  - Loan Workout
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### PROFESSIONAL EXPERIENCE

INTEGRAL - LOS ANGELES, CA

2015 - PRESENT

#### **PARTNER AND WESTERN REGION MANAGING DIRECTOR**

Spearhead the California program for Integral, a national real estate and community development company. Responsibilities include identifying new development opportunities in Northern California as well as Southern California. Focus on development of mixed income and workforce housing projects in order to increase the availability of housing for a families and individuals with a range of incomes.

THE SOTELO GROUP - LOS ANGELES, CA

2011- 2015

#### **FOUNDER AND PRINCIPAL**

Leveraged 26 years of experience to spearhead the development of affordable housing, economic development, community facilities, and social enterprise projects financed by public and private foundation grants, donors, community lenders and private equity investors. Focused on building the capacity of non-profit leaders and organizations to serve their dynamic communities on a long-term basis. Utilized the requisite expertise and technical knowledge to provide insight on effective strategies to assist clients build physical and human capital infrastructure and utilize the myriad of economic incentives and public policy initiatives to revitalize communities and bring program visions to reality.

#### KEY ACHIEVEMENTS:

- Secured \$40 million of funding for the development of 200 units permanent supportive housing for PATH Ventures, a non-profit specializing in housing for homeless individuals; and,
- Supported efforts to launch a successful social enterprise venture for CRCDC Enterprises, a for-profit subsidiary of a non-profit community based organization.

COMMUNITY REDEVELOPMENT AGENCY - LOS ANGELES, CA

2007- 2011

#### **DEPUTY CHIEF EXECUTIVE OFFICER**

Developed a prolific lending practice to facilitate the investment and allocation of \$240 million of public subsidy within the City of Los Angeles. This investment resulted in the production of over 6,500 units of housing, the highest in any ten year period for the Agency.

- Managed relationships with Non-Profit and For-Profit developer partners as well as other government agencies relative to housing issues.
- Conducted regular assessments and quality assurance reviews to evaluate compliance with requirements and to identify potential gaps in policies, procedures and business processes.

- Directed and developed strategies to improve non-performing loans, reduce delinquencies, maximize recoveries and minimize losses. Identify solutions for problem loans and provide guidance to staff in restructuring the public subsidy debt to minimize losses.
- Managed the resource development and grant unit which leverages Agency resources with other public subsidies including Federal and State funding.
- Member of Agency's Senior Management Team which led a workforce of over 200 employees located throughout seven regional offices.
- Lead senior management decisions involving vision and strategy, standardization of best practices, and project governance oversight of Agency's low and moderate income funds.

**KEY ACHIEVEMENTS:**

- Improved partner relationships with Non-Profit development community. Launched a new initiative providing operational support to community-based organizations that ensured stability and increased housing production levels.
- Spearheaded the Agency's effort to obtain \$200 million in State Funding through Proposition 1C for projects located within the City of Los Angeles.
- Actively participated in the development of Mayor Antonio Villaraigosa's Five-Year Housing Plan that outlines the production of 20,000 units of housing by leveraging \$1 billion in City resources with \$4 billion of private investment and other public subsidy.

McCORMACK BARON SALAZAR – LOS ANGELES, CA

1995-2007

**SENIOR VICE PRESIDENT**

Managed and supervised development staff and development transactions for the West Coast operations. Responsibilities included securing private and public financing, and coordinating teams throughout the development process. Also responsible for structuring financial proformas and interfacing with both private and public lenders, as well as equity investors on all facets of transactions.

**KEY ACHIEVEMENTS:**

- Successfully completed six HUD HOPE VI mixed-income and mixed-use transactions.
- Spearheaded the successful production of over 2,300 units of housing totalling \$500 million, including \$200 million in private equity.
- Recognized as the youngest female Executive in the company's history.

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**PROFESSIONAL ORGANIZATIONS AND AFFILIATIONS**

Governor Brown Appointee, California Housing Finance Agency

Supervisory Appointee, City of Rosemead Oversight Board

Mayoral Appointee to Metropolitan Transit Authority, Citizen Advisory Board

President, Retired, Board of Fire Commissioners

Member, Southern California Non-Profit Housing Association Member

Member, Urban Land Institute

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**BACHELOR OF ARTS, PUBLIC POLICY**

Occidental College, 1990 – Los Angeles, CA

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**PROFESSIONAL ACHIEVEMENTS**

Business Woman of the Year – California State Assembly



**ERIC GARCETTI**  
**MAYOR**

April 20, 2017

Ms. Dalila Sotelo

Dear Ms. Sotelo:

I am pleased to inform you that I hereby reappoint you to the Affordable Housing Commission for the term ending June 30, 2022. In order to complete the process as quickly as possible, there are several steps that must be taken, many of which require visiting City Hall. If you require parking during these procedures, please call Claudia Luna in my Office at (213) 978-0621 to make arrangements for you.

To begin the reappointment process, please review, sign and return the enclosed Remuneration Form, Undated Separation Forms, Background Check Release and Information Sheet **within one week** of receiving this letter. These documents are necessary to ensuring the most efficient, open and accountable City government possible.

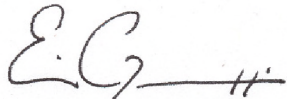
As part of the City Council confirmation process, you will need to meet with Jose Huizar, your Councilmember, and Councilmember Gilbert Cedillo, the Chair of the Housing Committee, to answer any questions they may have. You will be hearing from a City Council committee clerk who will let you know when your reappointment will be considered by the Housing Committee. Sometime thereafter, you will be notified by the committee clerk when your reappointment will be presented to the full City Council for confirmation. Once you are confirmed, you will be required to take the oath of office in the City Clerk's Office in Room 395 of City Hall. Claudia Luna will assist you during the confirmation process if you have questions.

Ms. Dalila Sotelo  
April 20, 2017  
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If you move at any point during your term, have any changes in your telephone numbers, or in the future plan to resign (resignation must be put in writing), please contact my office immediately.

Congratulations and thank you for agreeing to serve the people of Los Angeles.

Sincerely,

A handwritten signature in black ink, appearing to read "E. Garcetti", with a horizontal line extending to the right.

ERIC GARCETTI  
Mayor

EG:dlg

Attachment I  
Ms. Dalila Sotelo  
April 20, 2017

### **Nominee Check List**

#### **I. Within seven days:**

Mail or email the following forms to: Claudia Luna, Office of the Mayor, City Hall, 200 N. Spring Street, Los Angeles, CA 90012 or email: Claudia.Luna@lacity.org.

\_\_\_\_\_ **Remuneration Form**

\_\_\_\_\_ **Undated Separation Forms**

\_\_\_\_\_ **Background Check Release**

\_\_\_\_\_ **Commissioner Information Sheet/Voluntary Statistics**

#### **II. As soon as possible, the Mayor's Office will schedule a meeting with you and:**

\_\_\_\_\_ **Your City Councilmember Jose Huizar**

\_\_\_\_\_ **Councilmember Gilbert Cedillo, Chair of the Council Committee considering your nomination**

Staff in the Mayor's Office will assist you with these arrangements.