



2013 OPPORTUNITY FINANCE NETWORK

ANNUAL CONFERENCE

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Building Healthy Communities: A Place Based Approach

Alisa Wilson, Mercy Loan Fund

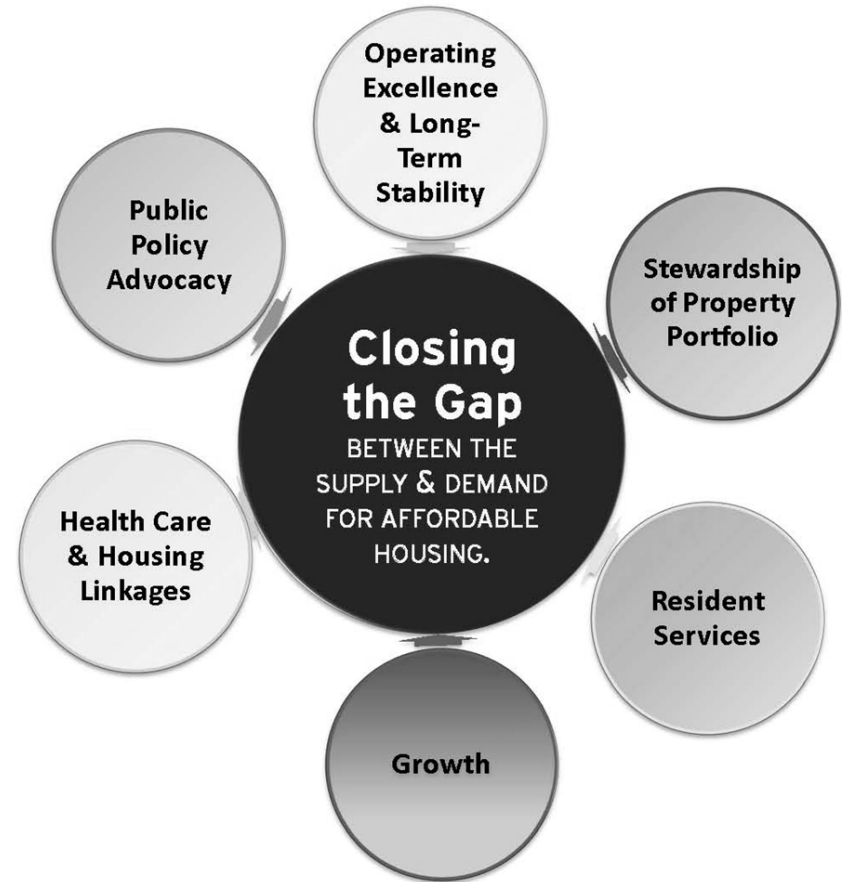
October 17, 2013



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30 Years of Affordable Housing Leadership

- ★ *Our Mission: To create stable, vibrant and healthy communities* by developing, financing and operating affordable, program-enriched housing for families, seniors and people with special needs who lack the economic resources to access quality, safe housing opportunities. Since 1987 Mercy Housing has grown from just 220 units and 620 residents, to a national organization serving over 144,900 people in over 43,500 homes.



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Closing the Affordable Housing Gap



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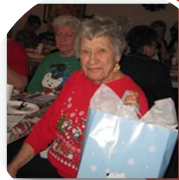
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Serving Families and Individuals in Need



Families:

- 72% of our residents are families
- Median annual income: \$17,485



Seniors:

- 19% of our residents are seniors
- Median annual income: \$11,745



People with Special Needs:

- 9% have HIV/AIDS; are formerly homeless; and/or have physical or mental impairments
- Median annual income: \$8,616

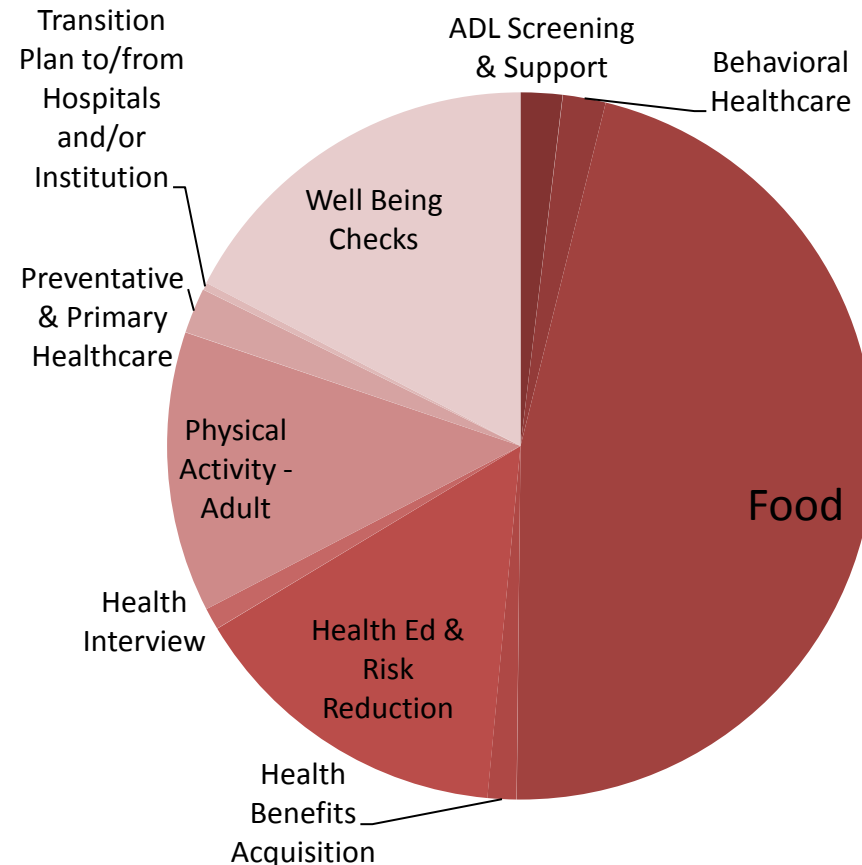


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Mercy Housing's Approach To Health Services

- ★ Resident Services Coordinators directly provide non-medical services
- ★ Partner with health care providers to bring in qualified staff for health care services.
- ★ Measure outcomes
- ★ Strategic Health Care Partnerships

Health Services Used by Residents



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Westbrook Plaza

- ★ 20,000 square-foot Federally Qualified Health Clinic (FQHC) operated by South of Market Health Center
 - Serves 5,000 patients annually, 60% of whom are homeless and uninsured
 - Primary medical, disease prevention, dental, podiatry and pre-natal care in addition to on-site services for HIV/AIDS, gastrointestinal disorders and diabetes
 - Divided into a separate air rights parcel and financed by NMTCs
- ★ Community pharmacy
- ★ 49 one-, two- and three-bedroom apartments
 - <60% of the area median income
 - Community rooms
 - Playground
- ★ Service synergy
 - Medical and social case management
 - Women and children's services
 - Health education



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Mission Creek Senior Community

- ★ 140 units for chronically homeless or frail seniors
- ★ Average reduction of \$29,000/person/year in Medicare/Medicaid reimbursed services
- ★ 50% of units receive In Home Support Services
- ★ On-Site Adult Day Health Center, operated for the community by the North & South of Market Adult Day Health and used by 30% of residents
- ★ Created or preserved 171 jobs and generated over \$1 million in tax revenue in the first year, plus 45 jobs and over half a million in revenue annually.



“Even if I never leave my unit, look at the view, this is life.” –
Mission Creek Resident

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Next Generation Housing and Health Care Models

★ “Best Practices” should include:

- Medicaid/Medicare/private insurer reimbursement
- Access to licensed and unlicensed health and wellness services
- Incentives for health care service providers to work with housing developers/owners; and
- Demonstrable data-driven savings models

★ Future example with CDFI financing:

- Stygler Village (OH): 75 residents moved from Skilled Nursing Facility to National Church Residences Assisted Living Facility
- Savings to Medicaid: \$73/person/day or \$2MM annually
- Mercy Loan Fund is underwriting to provide a \$3.7MM 1st mortgage with an 18 year term
 - Challenge: 18 year \$\$ for CDFIs! Strong partnerships needed!

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