

CDFA // BNY MELLON DEVELOPMENT FINANCE WEBCAST SERIES

How Healthcare Is Investing in Communities

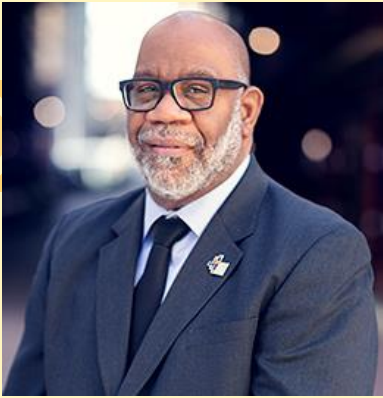
The Broadcast will Begin at 2:00 PM Eastern

- ▶ Submit your questions in advance using the Zoom control panel
- ▶ View previous webcast recordings online at www.cdfa.net

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Hello! Welcome to the webcast.



Darnell Moses

Vice President, Development Finance
Council of Development Finance Agencies
Columbus, OH

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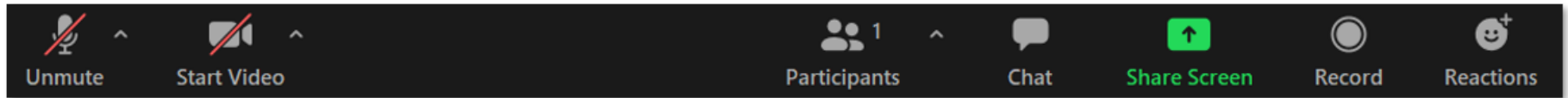
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Submit your questions in the chat feature pictured above.



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How Healthcare Is Investing in Communities

Panelists

James Young, *Moderator*

Vice President, Corporate Trust
The Bank of New York Mellon

Kim Cutcher

Executive Director
Local Initiatives Support Corporation

Kate Sommerfeld

President, Social Determinants of Health Institute
Vice President, Community Relations and Social Investment
ProMedica

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How Healthcare Is Investing in Communities



James Young

Vice President, Corporate Trust
The Bank of New York Mellon

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Kim Cutcher

Executive Director
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Kate Sommerfeld

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ProMedica-LISC Health Impact Fund

July 2021



Investing to change communities and lives in Northwest Ohio and Southeastern Michigan



Since 1979

\$21.9 Billion Invested



\$64.8 Billion Leveraged



419,339 Homes

Affordable homes built and/or preserved including:

- Multifamily rental
- Supportive housing for special populations such as chronically homeless, LGBTQ, seniors and veterans
- Affordable homeownership

We also emphasize sustainability through green, healthy housing and transit oriented development.

70.3 Million Square Feet

Square feet of commercial, retail and community space, including:

- Early childhood centers
- Schools
- Fields/recreational spaces
- Healthcare centers
- Grocery stores
- Financial Opportunity Centers

\$374 Million

Total Net Assets

- Net worth has increased 43% in the past 5 years
- Raised \$95 million in private grant funds in 2019

S&P 'AA-' Rating

LISC is the first CDFI to tap the general obligation bond market, with a \$100 million issuance in 2017

LISC

**We have made
investments
in every state.**

**Rural Program working
in 2,200 counties
across America**

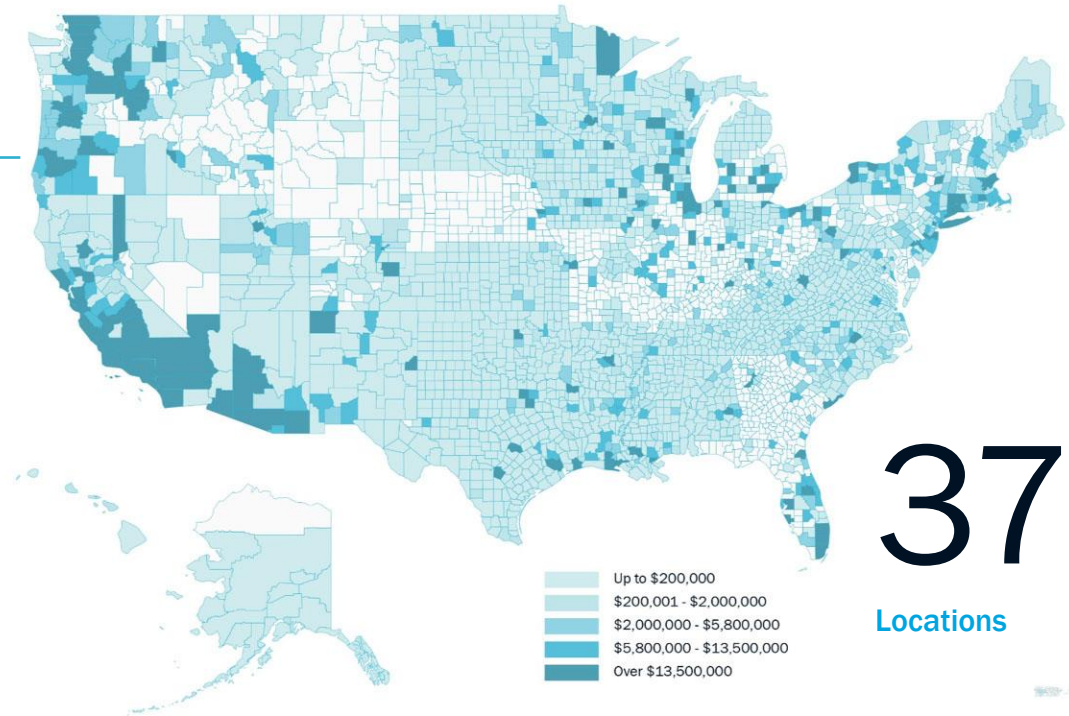
3 National Affiliates

National Equity Fund
www.nefinc.org

New Markets
Support Company
www.newmarkets.org

immito
www.immito.com

Investments
by US county



Our Model

LISC is an investor, capacity builder, convener and innovator.



Pool Public and Private Dollars

We raise funds from philanthropies, corporations and financial firms, federal, state and local governments and through the capital markets.

We also generate income from consulting, and lending services.



Work With Local Partners

Through a network of local offices and community-based partners across the country, we provide grants, loans, equity and technical assistance.

We also lead advocacy efforts on local, regional and national policy.



Support People and Places

By investing in housing, businesses, jobs, schools, public spaces, safety, youth, health centers, grocery stores and more, we catalyze opportunities in communities nationwide.

LISC

Strategy

Empower people



Transform places



Support enterprises



Drive healthcare innovation



LSC

Health and Well-being Organization

 National Leader in Managing
**SOCIAL DETERMINANTS
OF HEALTH**

76,000/YEAR
Inpatient Discharges

 **13**
ACUTE
FACILITIES


Nearly
60,000
Employees

Home Care
Patients
AVERAGE
3,300/DAY



 **2,600**
PHYSICIANS
& PROVIDERS
with Privileges



7,800/YEAR
Births

Health Insurance Provider
MORE THAN
**600,000 LIVES
COVERED**



Hospice Patients
AVERAGE
10,650/DAY



400+
Senior Care
Facilities



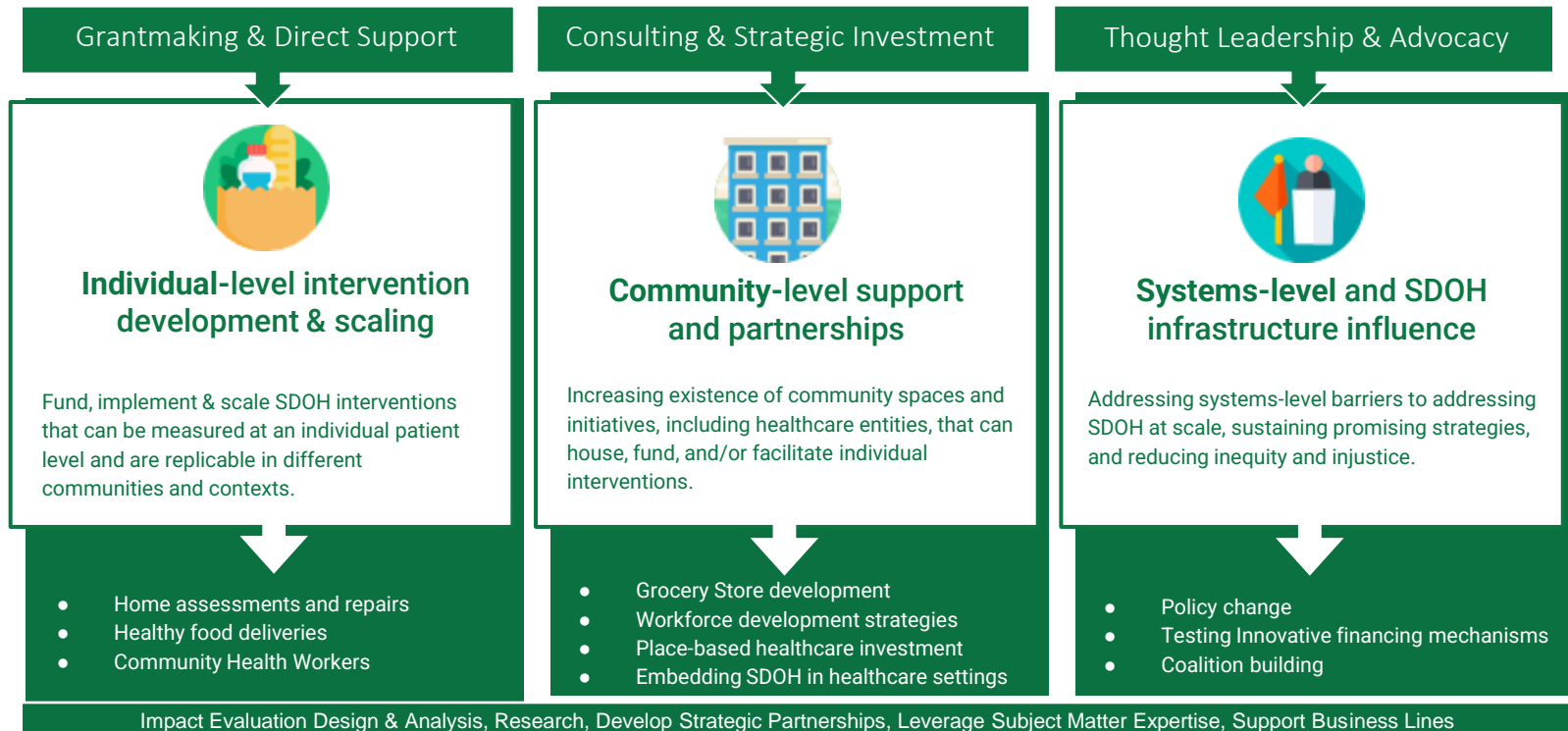
 PROMEDICA

who
we are

ProMedica National Social Determinants of Health Institute

Vision: Equitable and affordable health outcomes for all.

National Mission: Scale proven social determinants of health strategies that eliminate barriers for affordable and equitable health outcomes.



About the ProMedica-LISC Health Impact Fund

Purpose: To catalyze community development that improves individual and community health and well-being in Toledo and its surrounding region, by addressing a broad spectrum of social determinants of health

Established: Spring 2018

Scale: \$25 million

Innovation: By offering competitive financing coupled with technical assistance and health impact measurement, the Loan Pool incentivizes real estate developers, business owners, and other borrowers to pursue projects that help people live healthier lives, and that revitalize communities

Fund Parameters

Capital sources: \$10 million from ProMedica + \$15 million from LISC

Rate: ProMedica capital to LISC at low interest rate

Term: 10 years

Uses: Flexible on type of lending (predevelopment, acquisition, working capital, etc.) and project (housing, commercial real estate, community facilities, small business)

Geography: Target 80% to Toledo and 20% to surrounding areas in Northwest Ohio and Southeast Michigan around ProMedica facilities

Roles: LISC manages deployment of capital. ProMedica and external Loan Committee advise on project selection and health impact potential.

Health Impact Strategy

Three layers of decisions by LISC and ProMedica guide deployment of the Loan Pool with a goal of supporting healthy families and communities.



High Level Strategy

Geography
Intensity
Timeline
Balance
Type



Thematic Priorities:

Quality housing
Economic activity
Safe, connected, & vibrant
neighborhoods



Project-level health impact:

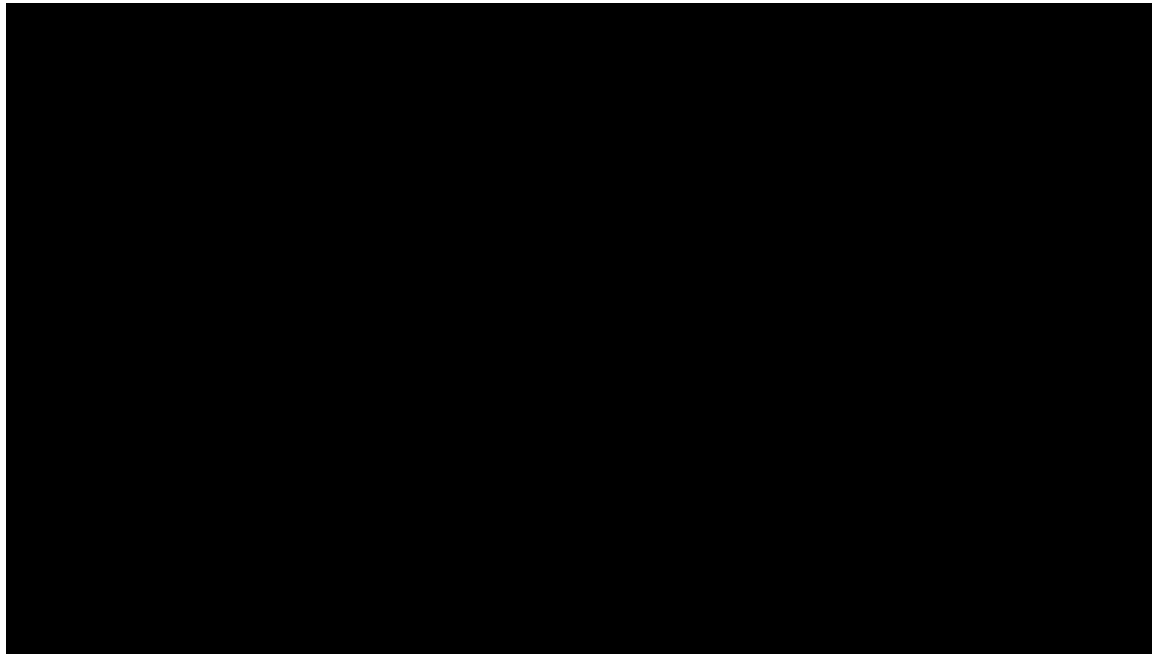
Environmental
Economic
Social
Community
Health behaviors & access to care

Assessing Project Health Impact

To augment the impact of the Fund on the health of people and places, LISC developed an assessment tool to score projects' anticipated effect on the various facets of health.

<u>Environmental</u>	<u>Economic</u>	<u>Social</u>	<u>Health</u>	<u>Community</u>
<ul style="list-style-type: none">- Energy Efficiency and Building Performance- Non-Toxic/Hazardous Interiors- Water and Waste Reduction/Runoff Prevention- Brownfield Remediation	<ul style="list-style-type: none">- Financial Opportunity- Education- Housing Affordability- Neighborhood Stability	<ul style="list-style-type: none">- Placemaking/Community Building- Safety- Cultural relevance	<ul style="list-style-type: none">- Physical Activity- Health Care Access- Nutrition and Healthy Food Access- Mental and Social Services	<ul style="list-style-type: none">- Partnership and Connectivity- Responsiveness

Implementation: the ProMedica-LISC Health Impact Fund

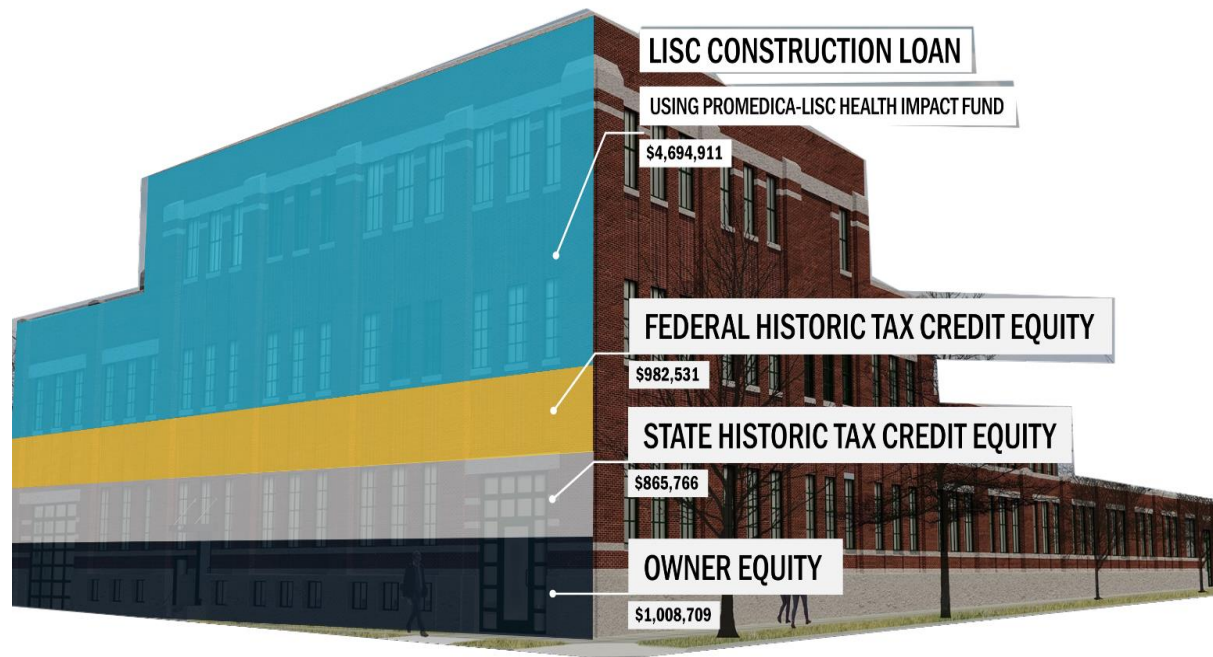


Investing in People & Places



Purchase, Develop, Construct, and Manage Distressed Properties in Underserved Neighborhoods.
Restore-Innovate-Build

Questions/Discussion



Submit your questions to the panel now by using the Zoom control panel.

Unlocking Capital for BIPOC-owned Businesses

August 17, 2021

2:00 PM Eastern

CDFA Virtual Summer School

August 2-12, 2021

12:00 – 5:00 PM Eastern

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**CDFA Federal Financing Webinar Series:
Investing In Critical Community Facilities**

August 24, 2021
2:00 PM Eastern

Intro Infrastructure Finance Course

August 9-10, 2021
12:00 – 5:00 PM Eastern

**CDFA Rural Development Finance Webinar Series:
Best Practices for Rural Development Finance
Agencies**

August 31, 2021
2:00 PM Eastern

**CDFA Food Systems Finance Webinar Series:
Debunking Risk In Food System Finance**

October 12, 2021
2:00 PM Eastern

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