



CAPITAL IMPACT
PARTNERS

Age Strong™ Challenge Grant Informational Webinar

June 28, 2018

Capital Impact Partners



CAPITAL IMPACT
PARTNERS

Vision and Mission

Vision: Our vision is a nation of communities of opportunity built on a foundation of equity, inclusiveness, and cooperation.

Mission: Through capital and commitment, Capital Impact Partners helps people build communities of opportunity that break barriers to success.



HOW WE CREATE IMPACT

What We Do

Mission Driven Lending

- Aggregate & Direct Capital

Policy to Practice

- Fund & Program Incubation
- Partnerships & Convenings
- Cutting Edge Research

Impact Investing

- Investment Notes
- Innovative Investment Portfolio

Public Policy

- Advocate for Federal, State, & Local Programs

Where We Focus



Health Care



Education



Affordable Housing



Healthy Food



Cooperative Development



Dignified Aging



Placed-Based Revitalization

How Communities Benefit



Address Systemic Poverty

Effect system change at scale people have paths out of poverty



Create Equity

Support equitable access to services & opportunity regardless of race, ethnicity, gender, income or geography



Healthy Communities

Foster connections and social supports that strengthen links between health, education, housing and opportunity.



Inclusive Growth

Build diverse, mixed-income communities that promote economic mobility & empower individuals to break the barriers to success.



CAPITAL IMPACT
PARTNERS

AGE [STRONG™]



- Launched in 2015 to increase access to quality services for low-income individuals aged 50+
- Partnership with AARP Foundation, AARP, Calvert Foundation
- Loans up to \$5 Million
- Below market interest rate
- Individuals can invest in the Calvert Foundation Community Investment Note
- \$20 million deployed





CAPITAL IMPACT
PARTNERS

PVM | Thome Rivertown | Detroit



\$4.5 million to support \$9.3 million project that includes 21 residential units and 3700 sq. ft. commercial space.

Serves 21 low-income, Medicare-eligible residents using the Green House model

Transitioning residents to this facility saves PACE of Southeast Michigan \$130K a year over institutional nursing care



**AgeStrong™
Challenge Grant
Initiative**





Grant Initiative Timeline

Launch Initiative

- Open application portal
- Informational webinars
 - June 28th
 - July 11th

Application Process

- Applications due August 15, 2018
- Review of applications

Grant Awards and implementation

- Grant agreements signed September 30, 2018
- Work to be completed by May 2019
- Final grant documents due June 2019





CAPITAL IMPACT
PARTNERS

Grant Initiative Background & Purpose



- Focus on supporting projects in pre-development stage
- Broaden CIP's investment into models of delivery of community based services
- Support low income older adults to age in the community
- Person centered, focus on choice, dignity and independence





CAPITAL IMPACT
PARTNERS

Grant Initiative Background & Purpose



- Focus on supporting projects in pre-development stage
- Models:
 - Affordable housing enriched with services for 50+
 - Affordable senior housing co-located with supportive services
 - Intergenerational models of affordable housing with services
 - Community-based facilities



Grant Initiative Applicant Eligibility



- Have secured 501 (c)3 IRS non profit designation
- Have 5+ years of proven development experience
- If developer, have a dedicated partner who will provide on-site, supportive services for older adults
- If provider, have a dedicated partner who will provide development and construction management





CAPITAL IMPACT
PARTNERS

Grant Initiative Project Eligibility



- Located in CIP target markets: California, District of Columbia, Michigan, New York, New Jersey, Oregon, Texas, and Washington.
- Project must have land secured and currently in pre-development phase
- Project size must be greater than \$1 million in total development costs
- Must commit to serving low income (50% AMI and below) older adults over 50 years of age





Grant Initiative Use of Funds

Qualified Use of Funds

- Financial projections
- Project scope and design
- Feasibility analysis
- Operational improvement plans
- Risk and benefit assessment for board

Professionals that may be engaged using grants funds include, but are not limited to:

- Financial consultants
- Accountants
- Architects
- Project management consultants
- Engineers



Grant Initiative Application Process

Applications will be accepted online only



Online Application Link:

<https://capitalimpact.submittable.com/submit/118170/aging-in-community-challenge-grant>

Applicants will be able to upload documents including:

- 501(c) 3 designation letter
- Board of Directors
- Budget use of grant funds
- Financial Audit





CAPITAL IMPACT
PARTNERS

Grant Initiative Timeline

Launch Initiative

- Open application portal
- Informational webinars
 - June 28th
 - July 11th

Application Process

- Applications due August 15, 2018
- Review of applications

Grant Awards and implementation

- Grant agreements signed September 30, 2018
- **Work to be completed by May 2019**
- **Final grant documents due June 2019**



Grant Initiative

More Information



Online Application Link

<https://capitalimpact.submittable.com/submit/118170/aging-in-community-challenge-grant>

Informational Webinars

- June 28, 2018
- July 11, 2018

Capital Impact Website (*live as of July 15, 2018*)

- <https://www.capitalimpact.org/what/strategic-financing/age-strong/>
- FAQs –generated from webinars
- Application link





CAPITAL IMPACT
PARTNERS

Stay in Touch!



"This Clinic Saved My Life"



Former nurse Susan Gouveia found herself homeless and without medical insurance. Fortunately, the South of Market Health Center provided her with the care she needed. This experience brought stability to her life and brings hope to many like Susan. And now she even serves on the Center's board as a patient representative.

► Meet Susan & the other SMHC patients



A Medical Safety Net for San Francisco's Vulnerable Residents

South of Market Health Center – San Francisco, CA

Step inside this innovative community health center and hear patients and staff describe how their lives have been transformed.

[Read More](#)



Comprehensive Financing for California's Community Clinics & Health Centers

Healthier California Fund

Capital Impact Partners is supporting its partnership with the California State Board of Health to offer a new financial product designed to support the growth and expansion of California's community clinics and health centers.

Key Features

- Flexible terms and custom market rates
- Finance support for technical assistance
- First-in-kind for innovation
- Streamlined loan application process

As the leading nonprofit leader in California, we have pioneered the construction and operation of healthcare facilities throughout the state. In addition to financing existing facilities, we have financed more than 1000 or community clinics and health centers in the state to help hundreds of thousands of patients to live healthier lives by:

- ① Increasing access to quality care and health outcomes in underserved communities
- ② Spurring economic development that improves healthy communities
- ③ Encouraging innovation in the way care is organized and delivered

We invite you to apply for a loan through Capital Impact Partners.

Sample Terms

Loan Amount	\$500,000 to \$4,000,000+
Term	Up to 10 years with longer amortizations based on loan product
Payment	Monthly installments or interest a principal based on loan type
Interest Rate	4.5-9%, flexible rate reduction for innovative projects
Fees	1.25% origination fee
Loan Purpose	Financing of projects that increase health care access for underserved populations including: <ul style="list-style-type: none"> ► Real estate acquisition ► Construction & property improvement ► Medical & office equipment purchase ► Working capital for daily projects
Collateral	Up to 90% LTV on real estate, business assets collateral based on loan type

Strategic Financing + Program Incubation + Capacity Building

To learn more about how we can help you, contact Ian Wessner at 310.220.1116 or iwessner@capitalimpact.org

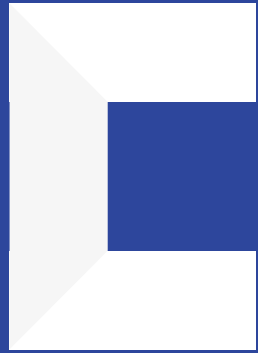
eNewsletter

Stories & Blog

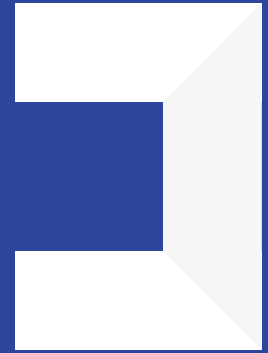
Fact Sheets

www.capitalimpact.org





Questions & Comments





CAPITAL IMPACT
PARTNERS



Candace Robinson
Director of Strategic Aging Initiatives
cbrobinson@capitalimpact.org
(703) 647-2352

THANK YOU.