

PENNSYLVANIA HOUSING FINANCE AGENCY

Health and Housing Summit

April 15th, 2024



Josh Shapiro, Governor

Robin L. Wiessmann, Executive Director & CEO

www.phfa.org

Today's Agenda

- **8:30am – 9:30am** – Registration and Welcome
- **9:30am – 12:00pm** – Session 1: *Affordable Housing Finance and Development Basics for Healthcare Professionals*
- **12:15pm – 1:30pm** – Networking Lunch
- **1:45pm – 4:00pm** – Session 2: *Healthcare System Basics for Affordable Housing Professionals*
- **4:15pm – 4:30pm** – Closing Remarks

Session 1

Affordable Housing Development for Healthcare Professionals

Jacob Fisher, Regional Vice President, Pennrose

Dana Hanchin, President & Chief Executive Officer, HDC
MidAtlantic

George Fernandez, President & CEO, Color & Culture

Panel Moderator: Brian McShane, Associate Director
PA&NJ Metro Region, CSH

Level Setting: Affordable Housing Definition

Generally defined as housing on which the occupant is paying no more than 30 percent of gross income for housing costs including utilities

Typically defined by the income level in relation to the Area Median Income

Extremely Low Income (ELI)

- 30% AMI
- \$20,050

Very Low Income

- 50% AMI
- \$33,400

Low Income

- 80% AMI
- \$53,450

Snapshot of PA Housing

Homelessness

13.5k

People experiencing homelessness
on a given night

Cost Burden

27%

Renter households that are
extremely low-income (ELI)

Housing Quality

69%

PA Housing was built before 1978,
likely to contain lead-based paint

Rental Home Shortage

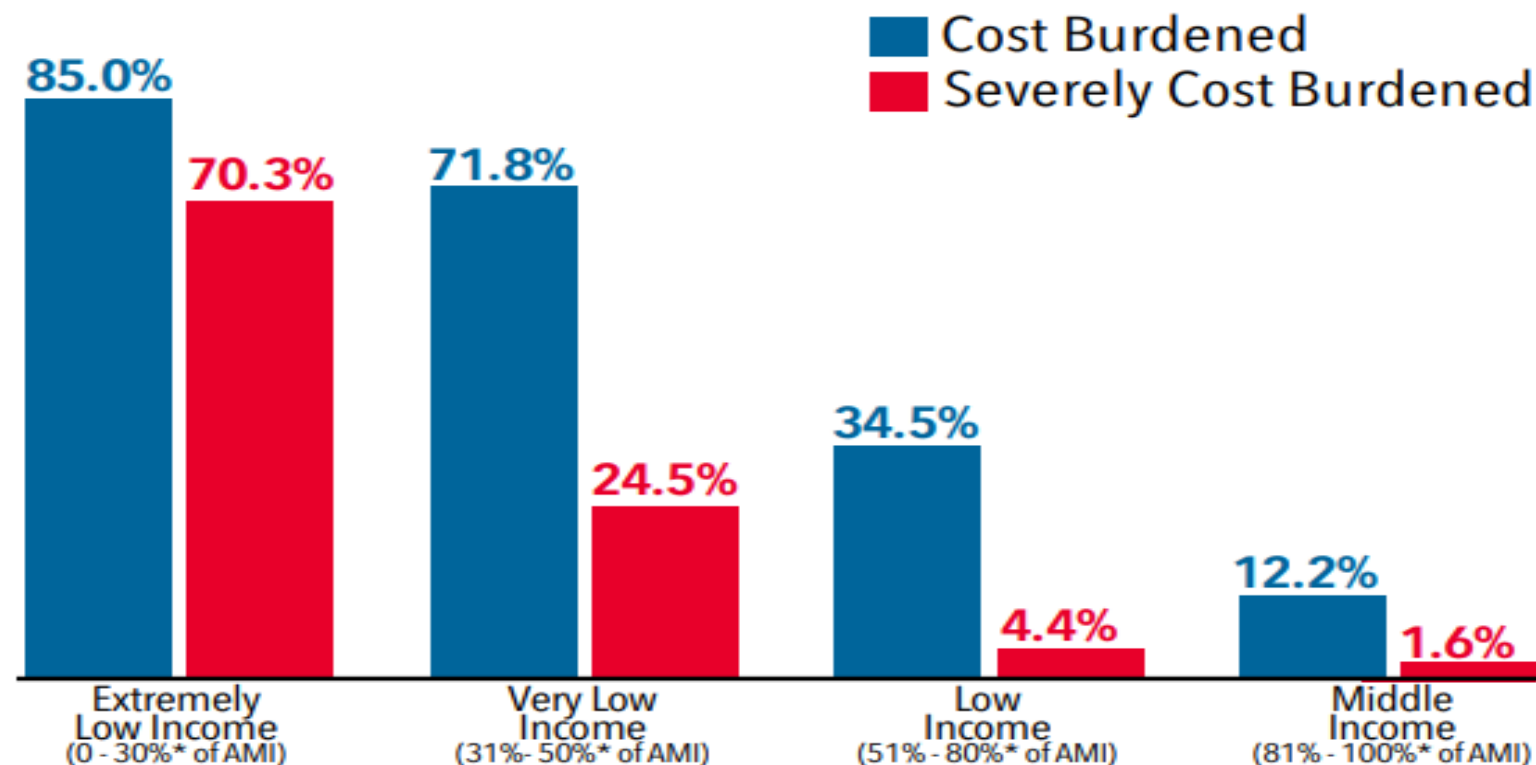
266k

Shortage of rental homes
affordable and available for ELI

Housing Cost Burden in PA

Source: SHP_PA.pdf
(nlihc.org)

HOUSING COST BURDEN BY INCOME GROUP



Note: Renter households spending more than 30% of their income on housing costs and utilities are cost burdened; those spending more than half of their income are severely cost burdened. Source: 2020 5-Year ACS PUMS data.

Health and Housing in PA



In 2013, Pennsylvania reports **over 18,000** inpatient hospitalizations due to asthma, costing the state over \$496 million.



In Pennsylvania, **27% of children** live in households with a high housing cost burden, and **17% of children** live in poverty.



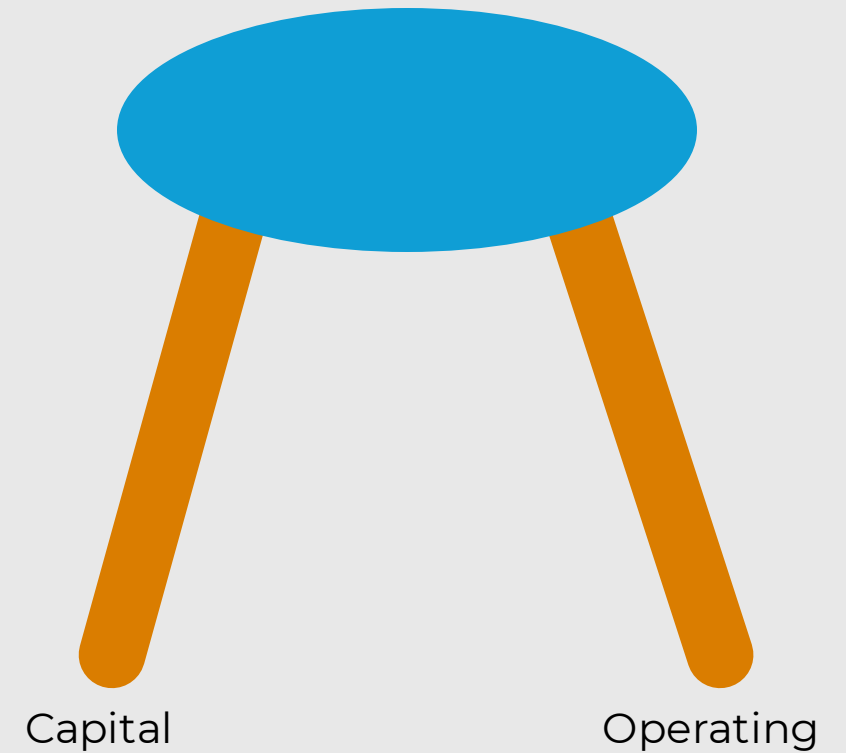
Unintentional falls were responsible for **1,611 deaths** among Pennsylvanians over the age of 65 in 2018.



6,585 Pennsylvania children tested had an elevated blood lead level (5 $\mu\text{g}/\text{dL}$ or more); **1,776** of them had blood lead levels of 10 $\mu\text{g}/\text{dL}$ or more.

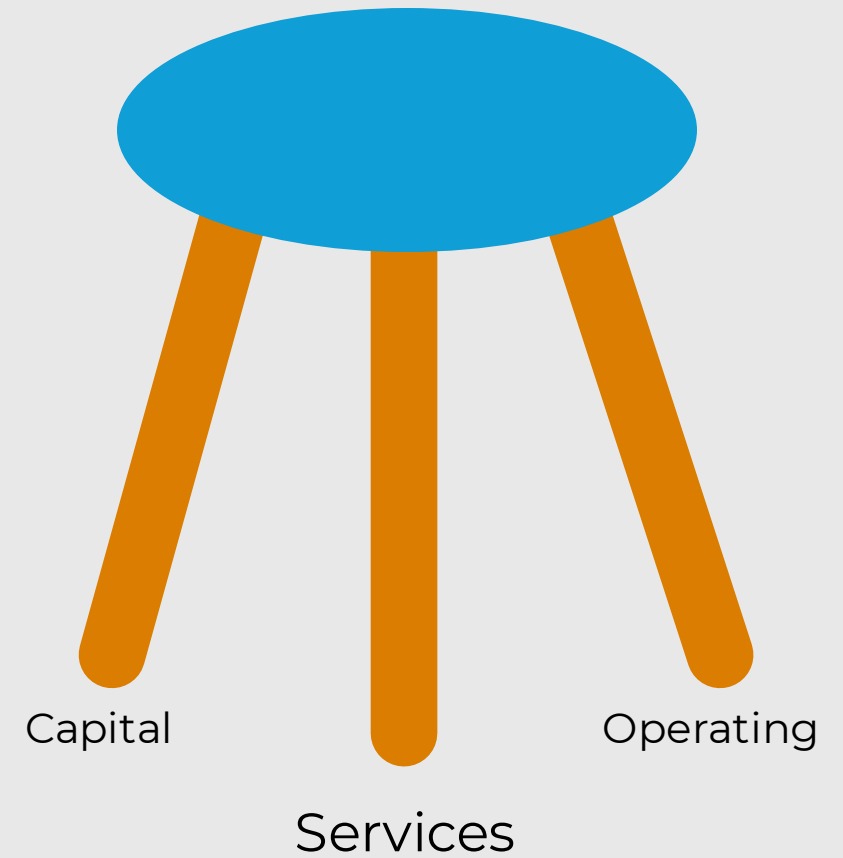
Funding Needs in an Affordable Housing Budget

Affordable Housing



Funding Needs in an Supportive Housing Budget

Supportive Housing



Typical Funding Sources

Capital

- Low Income Housing Tax Credits
- National and Local Housing Trust Fund
- HOME
- Community Development Block Grants
- State and Local Housing Finance Agencies
- Local Community Development Agencies
- FHLB (Gap Funding)
- Capital Campaign (private donations)
- Donated Land and Extended Use Leases
- Conventional Debt

Operating

- HUD McKinney Vento Rental Assistance
- Public Housing Authorities and Vouchering Entities
- Housing Choice Vouchers
- State and Local Rental Assistance Programs
- HOME (configured as rental assistance)
- Capitalized Developers Fee
- Tenant Rent Contribution

Services

- COC Services Grants (limited)
- Medicaid Waiver Services
- Medicaid Billed Services
- Community Service Block Grants
- State and Local Service Programs
- SAMHSA services: Assertive Community Treatment, Intensive Case Management, Health and Behavioral Health Services
- HRSA services: FQHCs, HCH and Full Service
- Justice Reinvestment



Sources & Uses

Uses

Acquisition (land and/or buildings)

+ Construction

+ Soft costs (legal fees, developer fee, architect, etc.)

+ Other capital costs

= Total Development Cost (TDC)

Sources

Bank Loan

+ Public Funding

+ Equity

= Total Sources

Uses and Sources must match!

Challenges to Meeting the Housing Needs in PA



High Construction Costs



Volume: 266K Affordable Units and 38K Supportive Housing Units Needed



High rates of low income and extremely low income households



Aging housing stock – most homes in PA built before 1978



Limited Operating Subsidy

What could partnerships look like?



Developers Can Offer...

- Ability to execute important projects in disinvested or rapidly gentrifying neighborhoods
- Understanding of market forces and what is feasible
- Stabilization of neighborhoods around the medical campus
- Community ties
- Low-risk, high-impact mission investment opportunities
- Platform for improving health outcomes and reducing spending on unneeded health care services such as emergency room visits
- Development of workforce housing



Hospitals and Health Systems Can Offer....

- Land at below-market price
- Support (Financial or in-kind) for resident services, including telemedicine, transport to health care providers, nutrition programs, etc.
- Influential support on policy and regulatory issues
- Anonymized data about local needs
- Financing – predevelopment, equity, guarantee, patient loan capital
- Anchor tenants or master leases for ground-floor spaces in the new mixed-use developments

Health and Housing Financial Instruments

Loans

- **EXAMPLE:** The Boston Medical Center committed a \$600,000 zero-percent loan to support the development of a 60-unit affordable housing development in Roxbury

Equity

- **EXAMPLE:** The health plan UPMC for You made an equity investment of \$20 million of its reserves in a minority-owned real estate fund that invests in gentrifying neighborhoods

Guarantee

- **EXAMPLE:** Leveraging its balance sheet, Nationwide Children's Hospital provided a \$1.5 million guarantee to create a loan loss reserve

CASH DEPOSITS

- **EXAMPLE:** More than \$500,000 of Common Spirit's community investment allocation is invested in community credit unions.

Eastside Campus – Blackburn Center Central City Concern (CCC) Portland Oregon

Organization Type: Private Not-for Profit FQHC, housing and service provider

Role: Owner, Developer, Housing Provider, Service Provider

Uses:

- Health: Primary Health, SUD, MH, Pharmacy
- Housing: 51 Respite, 124 Affordable, PSH and Recovery Units

Primary Financing: New Market Tax Credits, Low Income Housing Tax Credits, \$21.5M Hospital and Health System Investment*



Eastside Campus – Blackburn Center- Central City Concerned, Portland Oregon

HEALTH Component – Separate Ownership/Financing

- Health Clinic: primary and acute care, MH and SUD
- Pharmacy
- Respite Units – 51 – Hospital System support

Ownership: CCC affiliate is QALICB owner

NMTC Condo Financing:

Health Sources:

Permanent Debt	\$	6.3M
Health System Investment*	\$	11.0M
Other Grants	\$.250M
NMTC Net Equity (CDFI allocation)	\$	9.1M
Developer Cash	\$.500M
Total Health Financing	\$	27.15M



HOUSING Component – Separate Ownership/Financing

- Substance Use and Affordable Units – 124; Rent subsidies for 90 units (PHA?)

Ownership: CCC is general partner in housing joint venture

LIHTC Condo Financing:

Housing Sources:

County/State/Foundation Funding	\$	5.0M
Health System Investment*	\$	10.6M
LIHTC 4% Equity	\$	8.0M
Federal Solar Tax Credit Equity	\$.61M
<u>Deferred Developer Fee</u>	<u>\$</u>	<u>.815M</u>
Total Housing Financing	\$	24.6M

**\$21.5 million investment from coalition of health organizations
Adventist Health Portland, CareOregon, Kaiser Permanente
Northwest, Legacy Health, Oregon Health & Science University, and
Providence Health & Services-Oregon*

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Denver Health and Hospital Authority/Denver Housing Authority

3 Developments: Vida@Sloan Lake & 665 Broadway & Outpatient Medical Center

Organization Type/ Role:

DHA: Quasi Public Housing Provider: Owner, developer, housing provider (set up affiliate entity)

DHHA Affiliate health entities: Safety net hospital, clinics and in-jail, Denver Health Medical Plan, public health and education. Various roles: Primary tenant, owner and service provider

Uses:

- **New construction of 2 buildings, and renovation of DHHA administration for housing**
- **Health: Primary & Acute Care, Elderly services, community services**
- **Housing: 272 Affordable & elderly housing units & 14 SRO units (DHHA pays operating costs)**

Primary Financing: New Market Tax Credits, Low Income Housing Tax Credits, State Tax Credits, Tax-exempt bonds, D3 Bond and other City flexible loan programs, and private debt.



Denver Housing Authority and Denver Health and Hospital System Co-located Developments



Vida@Sloan Lake

- New Construction
- Senior activity center
- 176 housing units for elderly and/or individuals with disability challenges
- DHHA Health Clinic: primary and acute care

**Health Financing: \$4.1M NMTC Equity (CDFI);
\$7.9M Leveraged Loan; \$1M**



665 Broadway

- Rehabilitation of building on DHHA campus (**DHA purchase from DHHA**)
- 14 SRO units for medical fragile; with DHHA rent support
- 96 affordable senior apartments
- Community services, business center & physical therapy



DHHA Outpatient Medical Center:

- Medical Center: primary, dental, BH, physical therapy, pharmacy and medical specialties

Health Financing: \$8.0M NMTC Equity (CDFI); \$17M Leverage loan; \$73M City Bond; \$17M Capital Campaign; \$48M FF&E/IT Sponsor Purchase

Barclay Place – St. Joseph's Health in Patterson NJ

- 56 New Safe High-Quality Toxin Free Affordable Units
- Ten Permanent Units for Individuals with Special Needs
- One unit reserved for on-site Super.
- On-site Social Services to address Social Determinants of Health



St. Joseph's Health

Project Costs & Financing



Uses	
Acquisition Costs	\$350,000
Construction	\$17,095,012
Dev Fee	\$3,258,000
Prof Services	\$1,298,949
Pre-Operational Expenses	\$164,675
Carrying, Financing, and Escrows	\$4,301,065
Total	\$26,467,701
Sources	
NJHMFA Tax Exempt Bond	\$3,846,362
HMFA Hospital Subsidy PILOT Program	\$4,500,000
St Joseph Health Project Contribution/Loan	\$4,500,000
NJHMFA Special Needs Housing Trust Fund	\$1,000,000
Professional Fees	\$1,500,000

Session 1

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HDC
MidAtlantic

The Intersection of Health & Housing: A Case Study

**PHFA Health and Housing Summit
Monday, April 15, 2024**

50 years.

**50,000
people
with a
place to
call
home.**





HDC

MidAtlantic

NeighborWorks®
CHARTERED MEMBER

Over 5,200 Residents

72 Communities
3,418 Apartments
PA, DE, & MD

Urban, Rural and
Suburban

Seniors, Families,
Special Needs

Affordable Housing,
Property
Management
Resident Services

- ❖ We are trusted resident advocates, developers, property managers, community partners, and collaborators.
- ❖ Our ***mission*** is to build hope and opportunity for all residents to reach their full potential by creating, preserving, and strengthening affordable housing communities.
- ❖ Our ***vision*** is for a world where a safe, welcoming affordable place to call home is open to everyone.
- ❖ We believe that ***housing is a human right*** and the cornerstone of growth and stability for individuals and families.



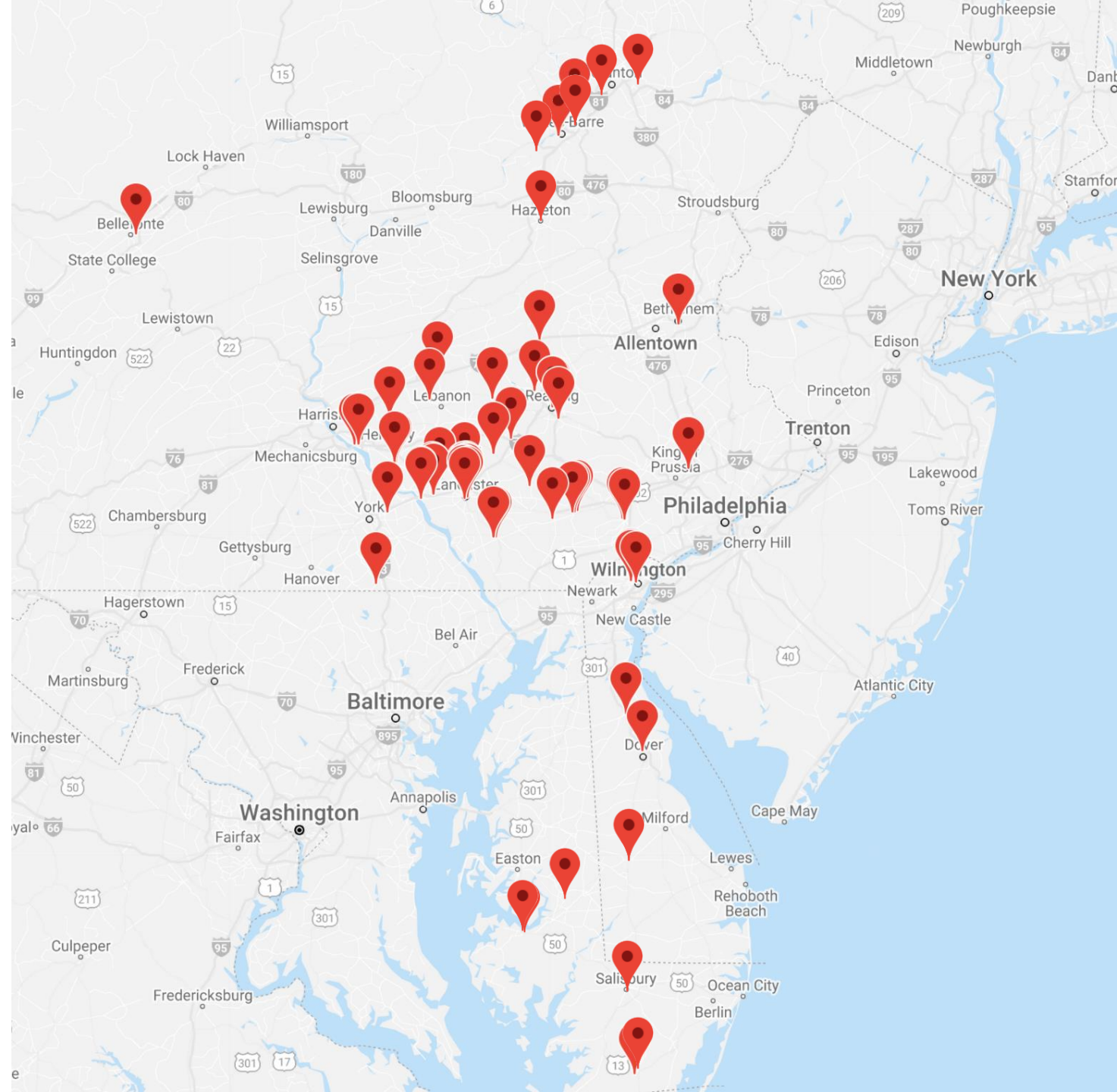
HDC
MidAtlantic



**HOUSING
PARTNERSHIP
NETWORK**



CORES



Theory of Change

Empowered residents achieving personal success in vibrant, thriving affordable housing communities that are equitable, accessible, and affordable for generations to come.

EXISTING CONDITIONS

Market failure to adequately supply affordable housing and racially biased housing policies and discriminatory practices that have excluded and limited access to affordable housing based on race and ethnicity.



HOUSING

We develop and provide high-quality, well-designed affordable housing through new construction and preservation using green building design and sustainable materials. We offer on-site resident services and an eviction prevention program to support housing stability and build community.



VOICE

We amplify resident voices and stories through resident engagement initiatives, leadership development training, and public policy advocacy at the local, state, and federal levels.



ACCESS

We serve lower-income individuals and families and strive to meet the needs of the most vulnerable and marginalized. We provide access to services and benefits through trusted providers and seek local and diverse businesses in our purchasing and contracting opportunities.

Outcomes

- Increased affordable housing supply
- Increased discretionary income for residents
- Increased resident safety and security
- Increased resources for affordable housing
- Increased access to services and supports for residents
- Increased costs savings to residents
- Increased amenities and accessibility
- Increased social connectedness
- Increased local and diverse supplier spend

Long-term Impact

- Expands Housing Access
- Increases Housing Stability
- Promotes Economic Mobility
- Strengthens Personal Agency
- Advances Community Investment
- Improves Health & Well-Being
- Supports Environmental Sustainability

2024 Pipeline

**18
Active
Projects**

**1,112
Apartments**

231

**Apartments under
Construction or
Renovation**

83

**Apartments
in Acquisition**

201

597

**Apartments in
Predevelopment**



WHO NEEDS AFFORDABLE HOUSING



Q: Why does the need exist?

A: It's complicated.



- ☐ Rising Housing Costs
- ☐ Income Inequality
- ☐ Limited Housing Supply
- ☐ Gentrification
- ☐ Underinvestment
- ☐ Economic Factors
- ☐ Systemic Issues

Low Income Housing Tax Credit Program (LIHTC)

HOW WE MAKE IT HAPPEN

- LIHTC Program administered by the IRS is an indirect federal subsidy to incentivize the private market to develop affordable rental housing.
- The program awards developers (non-profit and for profits) federal tax credits to offset construction costs in exchange for providing units that are rent-restricted and dedicated for lower-income households.
- The nation's primary tool for affordable housing production



LIHTC Development Timeline: The Fast Track





UPMC Pinnacle Lancaster is the oldest of the four general hospitals in Lancaster County, founded by The Sisters of St. Francis of Philadelphia in 1883. The hospital was a faith-based nonprofit called St. Joseph Hospital but in 2000, it became a for-profit called Lancaster Regional Medical Center. In September 2017, it again became nonprofit as UPMC Pinnacle.

December 11, 2018, LNP

UPMC Pinnacle Lancaster Hospital officially closes, services transitioned to UPMC Pinnacle Lititz

After more than 130 years, the facility holding UPMC Pinnacle Lancaster Hospital is officially closed, as of 7 a.m. Thursday morning.

February 28, 2019, Fox News

City asks residents: Tell us what you hope to see at closed UPMC Pinnacle hospital site

Mayor Danene Sorace had a simple **request** for those attending Monday's meeting on the future of the shuttered **UPMC Pinnacle Lancaster** ...

May 20, 2019, LNP

UPMC reaches agreement to sell former Lancaster Hospital building on 250 College Ave.

The City of Lancaster said the developer plans to turn the building into a mixed-use, mixed-income site, with 30 percent of the housing units deemed 'affordable'

Fox News, July 23, 2020

HDC's Multiphase Affordable Housing



A Mixed-Use Mixed Income Development @ West End

- **Phase 1: 64 Units – General Occupancy, United Disabilities Services partnership**
- **Phase 2: 75 Units – General Occupancy, Milagro House partnership**
 - **Delp Wing Rehabilitation New Construction at 838 Marietta Ave.**
- **913 Wheatland Ave: Habitat for Humanity Affordable Home Ownership**



Lancaster City

The Apartments at College Avenue Phase 1

64 units for general occupancy (48 1-BR and 16 2-BR)

12 ADA unit set aside

Construction started Spring 2024, completing Spring 2025

\$23 Million – TDC
15+ Funding Sources



Groundbreaking, February 2024



HDC's Lessons Learned

LEADERSHIP MATTERS

RESOURCES MATTER

PERSERVANCE MATTERS



Thank You

Dana Hanchin
President & CEO
dhanchin@hdcweb.org

Learn more at
www.hdcweb.org

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Healthcare and Housing Summit

April 15, 2024

Who We Are

BRICKS & MORTAR

PENNROSE

HEART & SOUL

- Nationally acclaimed multifamily real estate developer and manager.
- Reputation for quality, a commitment to diversity, and a broad vision that allows us to consistently produce great communities.
- Enthusiastic and skilled collaborators.
- Specialists in multi-family, mixed-use, and homeownership development.
- Recognized experts in complex, multi-phase, mixed-finance, urban and suburban development.



By the Numbers



Housing & Healthcare

Regional
healthcare
outcomes

Frequency of
repeat users

Workforce housing
– proximity
solution

Neighborhood
redevelopment –
campus edge

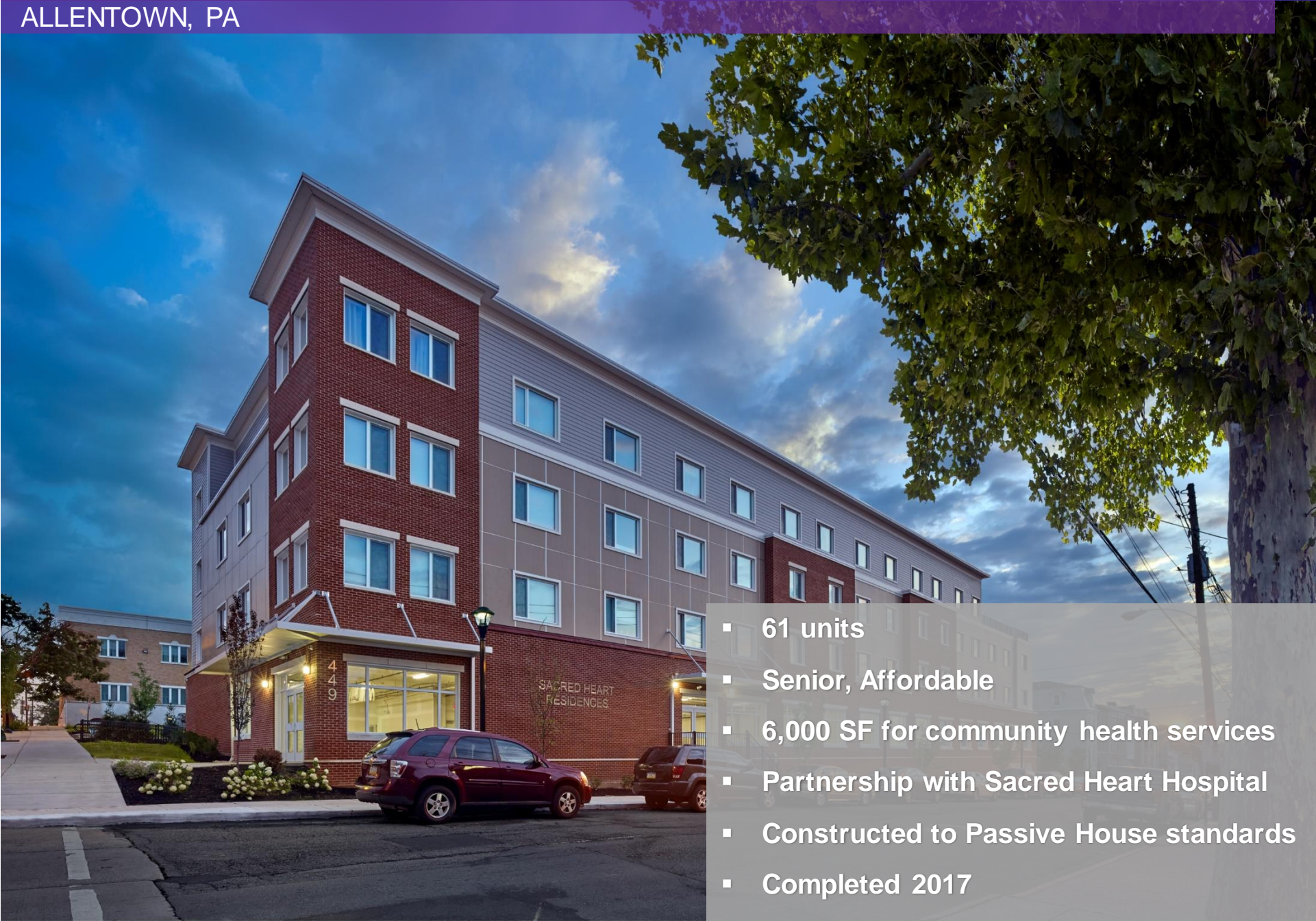
Outpatient or
clinical care
opportunity

Respite units



WEST TURNER RESIDENCES

ALLENTOWN, PA



- 61 units
- Senior, Affordable
- 6,000 SF for community health services
- Partnership with Sacred Heart Hospital
- Constructed to Passive House standards
- Completed 2017

EASTERN WOODS SENIOR

FINDLAY, OH



- Two phases, total of 98 units
- Affordable, work-force
- Senior and family populations
- Partnership with Blanchard Valley Health System (BVHS)
- Will provide housing on a 59-acre medical campus developed by BVHS to serve users of hospital services as well as employees
- Opened in 2021

KINDER PARK IV

RIDLEY TOWNSHIP, PA



- 96 units
- Senior, Affordable
- Partnership with Delaware County Housing Authority and Mercy Health System
- Fourth and final phase of a 250-unit redevelopment with the DCHA
- 16,000 sf PACE Center + 3,700 sf kitchen
- Operated by Mercy Health via commercial lease
- Opened in 2022

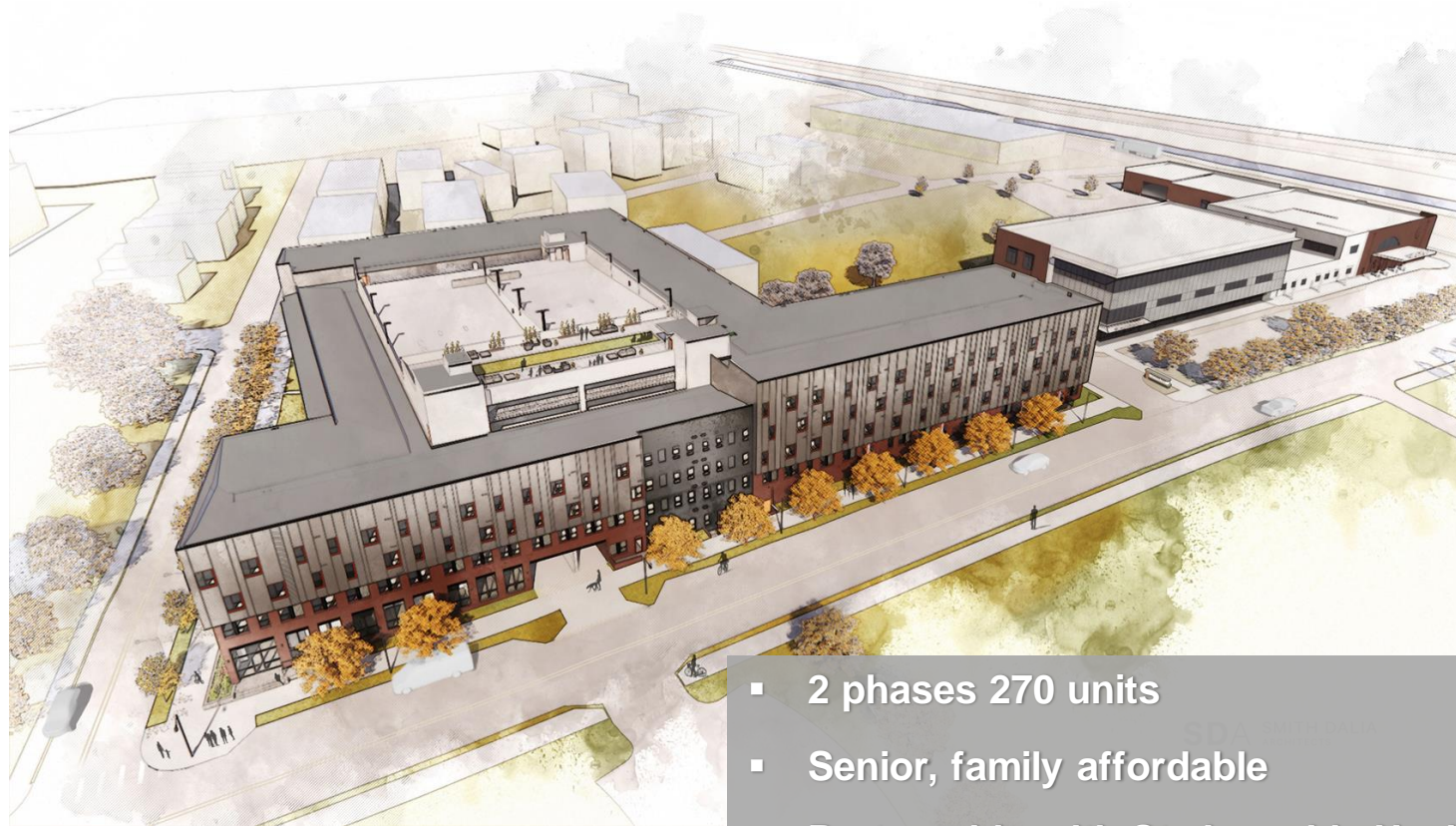
KINDER PARK IV

RIDLEY TOWNSHIP, PA



MCAULEY PARK

ATLANTA, GA



- 2 phases 270 units
- Senior, family affordable
- Partnership with St. Joseph's Health System & Mercy Care
- Income tiering includes 30, 60 & 80% AMI
- 10 respite units, master leased



MCAULEY PARK

Senior Housing

100 units of independent living affordable housing for residents age 62 and above

Family Housing

171 units, 30 of which are permanent supportive housing and 10 of which are respite housing for Mercy Care patients

Clinic (The Project)

Consists of the addition of a 3-story building as well as the renovation of the existing, 2-story Decatur Street Clinic





SDA SMITH DALIA
ARCHITECTS

Phase I

- 170 Multifamily Units
- Partnership between Pennrose LLC, and Saint Joseph's Health System, Inc. / Mercy Care
- Closed April 2022/Construction Start May 2022
- Financing Partners
 - DCA
 - 4% LIHTCs, HOME Perm Loan & NHT Funding
 - Invest Atlanta
 - TE Bonds Issuer & TAD Funds
 - Trinity Health
 - Truist Bank
 - Construction Lender & LIHTC Investor
 - Partners for HOME Grant
 - Atlanta Housing – HOMEFlex (PBRA)



1 NORTHWEST CORNER - OVERALL 3D VIEW
SCALE

SJHS Costs / Obligations

Type	Amount	When
Parking Deck + Elevator Costs	\$4.37m	During Construction
Prorata Share of Parking Deck Costs	50/50 with adjustments	Quarterly
10 - Respite Units	\$300 per month + utilities	Monthly

SJHS Parking	Residential Parking	Total
175	136	311

Phase II

- 78 units of Affordable Senior Housing
- 9% LIHTC Application
 - Conventional construction / perm financing
- Mix of 1 & 2 Bedroom units
- Age Restricted to 55-years or Older
- 60% of Area Median Income Limit
- Interior Amenities to include but not limited to community room, fitness room, activity centers
- Will pursue favorable gap financing sources similar to Phase I
 - Invest Atlanta Eastside TAD Funding
 - Trinity Health













OPPORTUNITIES

- Healthcare institutions may have:
 - Particular (housing-insecure) population w/ high health needs
 - Interest in investing in housing to save money and create better health outcomes for vulnerable subset of patients
 - Land / Resources
 - Openness to partnership instead learning housing development
- Developers bring:
 - Expertise in housing development
 - Understanding of financing programs
 - Ability to lead a development process
 - Flexibility to partner

CHALLENGES

- Helping hospitals make the leap from “this is a good idea” to convincing them to invest
 - Community health team will “get it”
 - CFO’s will question the ROI to hospital
- Hospitals have complex governance decision making processes
 - Getting the right people in the room within large hospital systems
 - Local decision making (at hospital level) vs. parent company decision making
- Competing priorities (e.g. Covid)
- Time is not your friend

DEVELOPMENT PARTNERSHIP STRUCTURE

HOSPITAL	DEVELOPER
Leadership and strategic direction	Plan, design, execute the vision
Determine what population to serve, what services to provide, and how best to measure impact	Take on financing, construction, lease up and operating risk, and manage the completed property
May provide ongoing services to special needs population in the building	Collaborate with hospital to structure transaction, ownership in way in which all are comfortable
Provide land and/or financing	Secure all needed funding sources
Input into building design elements to successfully serve target population	Ensure that construction meets/exceeds goals for local hiring and contractor participation



PENNROSE
Bricks & Mortar | Heart & Soul

Thank you



Fernandez Realty Group



**Mission-Driven to Improve
Housing in Pennsylvania.**



FERNANDEZ REALTY GROUP

.....

Where opportunity calls HOME

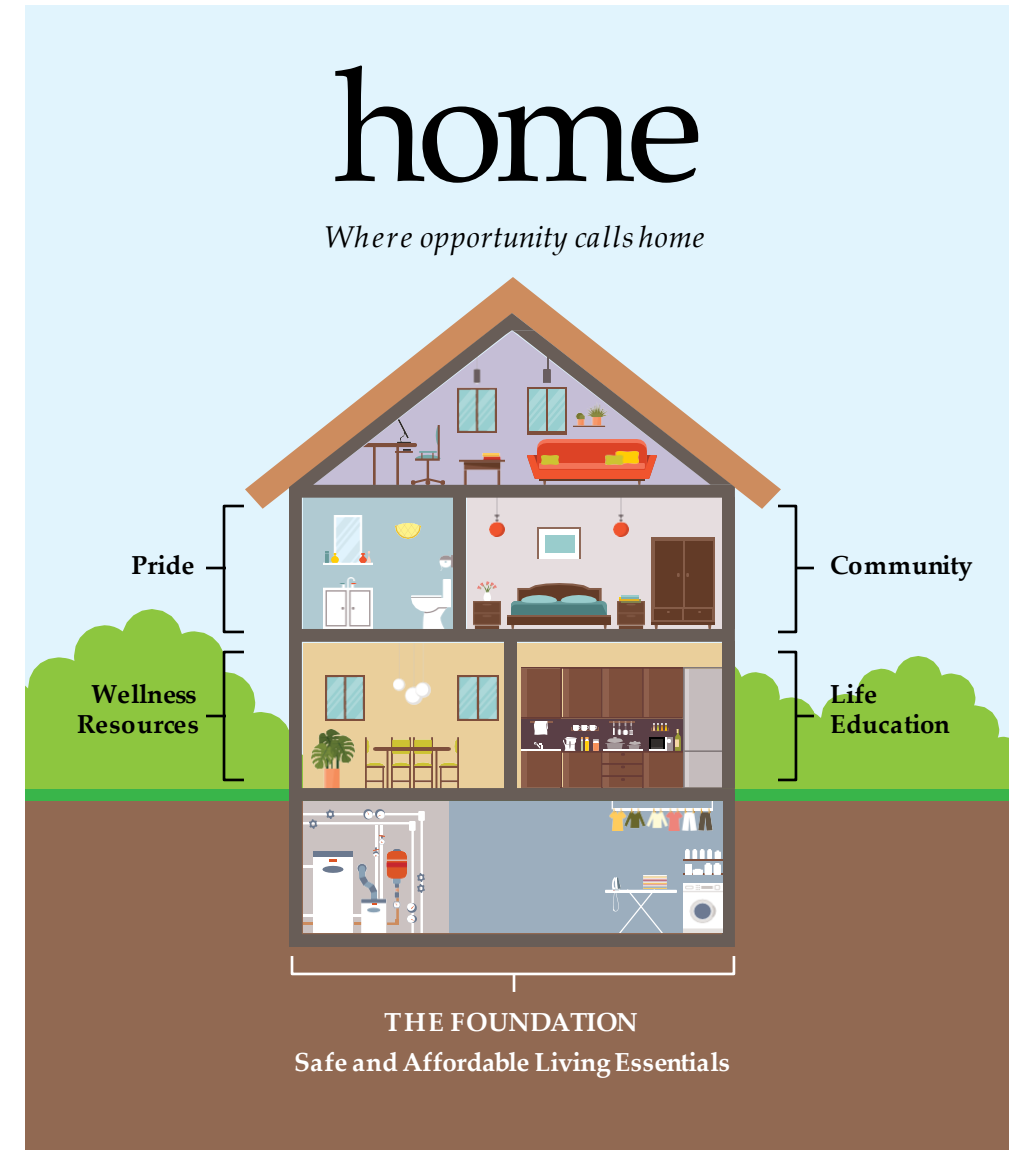
Fernandez Realty Group (FRG) has a heart for meeting the needs of the community. Our low-income housing projects take a holistic approach to directly address the major social, economic, and health disparities among our minority communities. Every project aims to break down barriers and create safe spaces where people can live, work, and play.

Founder and CEO of FRG, George Fernandez is passionate about creating safe, affordable, and uplifting living environments for those in need because of his personal experience growing up in low-income housing. No matter who our projects serve, the building blocks of our mission can be found in the name of what we hope to create for others — and that's HOME.



FERNANDEZ REALTY LLC

4211 Elmerton Ave. | Harrisburg, PA 17109 | (717) 963-7218



home

Where opportunity calls home

the 717 affordable housing movement

home's vision is much bigger than any one building, city, or person. It is key that unlocks opportunity, pride, and a sense of belonging.

an initiative of



h

housing

that provides safe and affordable living essentials where communities grow stronger and healthier together. **home** goes beyond the base basics to provide housing that upholds human dignity, instills pride, and fosters a sense of belonging.

o

opportunity

made available fully and equally to every person regardless of race, status, or income level. Success is a common and collaborative goal where everyone is given an important role to play.

m

mentorship

that models healthy personal relations to combat addiction, disease, and abuse. Through proactive measures, communities grow healthier starting at the roots.

e

education

and resources that support the complete picture of physical, mental, and financial wellness. **home** is a community that builds bridges, mends fences, and uplifts our brothers and sisters in need.

MEET GEORGE FERNANDEZ



“

My unrelenting goal is to help people who look like me, and speak my language, and to help give them every opportunity to access resources and education that elevate their quality of life.”

At eight years old, George Fernandez emigrated from the Dominican Republic to Harrisburg, Pennsylvania with his single mother, a survivor of domestic violence who spoke no English. George had to quickly adapt to American language and culture to help his family navigate and survive this life-changing and future-shaping transition. At the age when most kids can live a carefree life, George was the male leader in his family, learning how to break through the societal barriers that made daily living a constant struggle. He had to translate and communicate for his family to advocate for their basic needs, all while facing the culminating challenges of a broken “system” where his family never qualified for social assistance programs.

Fortunately for George, his family, and those who continue to be impacted by his good work, this was only the beginning of his story. Today, George M. Fernandez is a highly accomplished and respected visionary and leader in the multicultural

community. He is the President & CEO of Color & Culture which is an integrated family of brands and changemakers that provide culturally relevant, human-centered strategies to solve ever-evolving challenges. As the brainpower and visionary within Color & Culture, George is focused on helping organizations transform lives and communities by embracing all cultural identities.

“

My personal and professional passion is to ensure marginalized populations never experience what my family did and always have adequate access to social assistance programs, education, and resources which are the backbone of the services we offer today.”

—George Fernandez

To this day, George has never forgotten his roots and the community that shaped his drive, dedication, and passion to become the servant leader he is today. In addition to representing the Latino community, George proudly represents LGBTQ communities, where he not only recognizes the unique challenges the members of these communities face, but proactively seeks ways to elevate their voices so they are heard, included, and given a seat at the table.

BREAKING DOWN BARRIERS THROUGH OUTREACH AND EDUCATION

FRG understands that addressing the problem of affordable housing must be a community-wide transformation. But stigmas, stereotypes, and discrimination remain the biggest hurdles. FRG has invested in educational campaigns to spread new perspectives, testimonials, and truths that aim to unite communities through the foundational belief that everyone deserves safe, affordable housing. Through social media campaigns, digital advertising, and community events, FRG is leading the grassroots movement to welcome growth, revitalization, and new residents with open arms. The outcomes of these efforts span beyond any single project or city and leave a positive, lasting impact far beyond what we can measure.





#AetnaCares

Hus
PAV

BioMeasure
3
4
5







Welcome to
Highmark
Wholecare.



HighmarkWholecare.com

HighmarkWholecare.com

Highmark
WHOLECARE

HighmarkWholecare.com

Health care
that sees the
whole picture.



Highmark
WHOLECARE

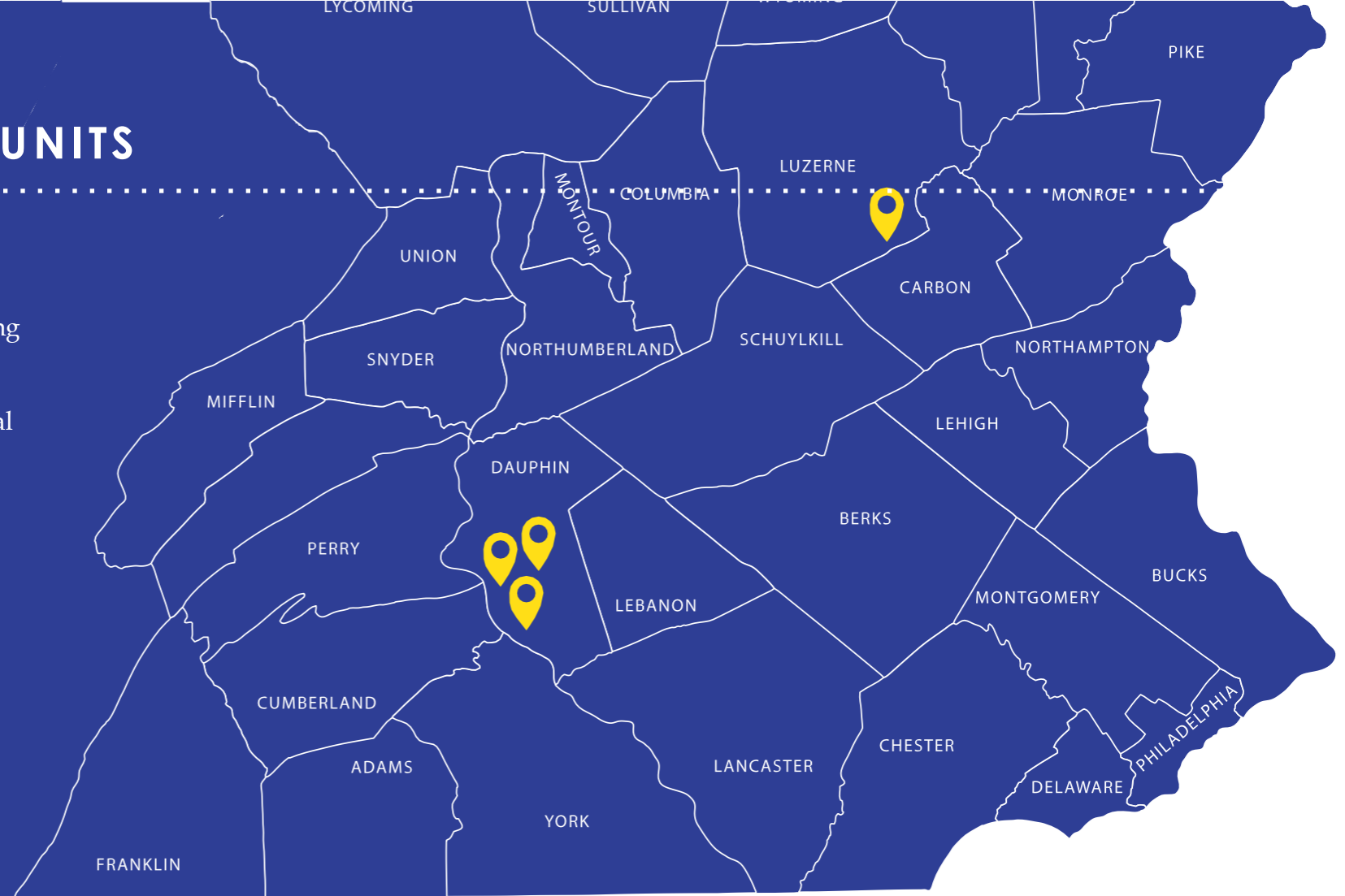
Highmark
WHOLECARE

Highmark
WHOLECARE

REGULAR MARKET RATE UNITS

FRG owns over 30 regular market rate rent units, mostly townhomes and condos. All fully leased, mostly to young professionals and working families located throughout South Central Pennsylvania. With prime locations, spacious layouts, and luxury finishes, these spaces are ideal for professionals and small families.

Portfolio Size: \$3M



A glimpse of our growth in Pennsylvania



AFFORDABLE HOUSING PORTFOLIO



SYCAMORE HOMES

Timeline:

Construction started January 2023.
Completion estimated for
December 2023

Size:

0.30 acre

Investment Value:

\$4M

The Sycamore Homes project is an affordable, mixed-income housing development in South Harrisburg. This approximately \$4 million project has been thoughtfully designed with a heart for creating safe, affordable, and efficient housing within a community that provides opportunities for education, growth, and mentorship.



WOODWARD LOFTS

Timeline:

Closing July 2023

Size:

1 acre lot

Investment Value:

\$17M

Woodward Lofts is an affordable, loft-style housing development located on the property of the former Woodward Elementary School. This approximately \$17 million project is designed to revitalize a critical part of Harrisburg's neighborhood with residential and retail/commercial spaces. The 61,000-square-foot building will feature 48 one-bedroom loft apartments with on-site amenities including a daycare, retail and office spaces, and shared community resources including a produce garden.





WOODWARD
LOFTS

1001 N. 18TH Street

14TH ST

FLATS

14TH STREET FLATS

Timeline: August 1, 2023 ownership

Size: 48 units, 14 parcels

Investment Value: \$10M

Formerly Mt Pleasant Apartments will become the 14th Street Flats, a 48-unit affordable housing community in the City of Harrisburg. This project includes a community room and several parking lots to provide convenience while encouraging community engagement. Units range in sizes from 1, 2, 3, and 4 bedrooms which provides flexibility to accommodate the growing family and multi-generational living.

SWATARA STREET

TOWNHOMES

SWATARA STREET HOMES

Timeline: Estimated Construction Q4

Size: 0.3 acre

Investment Value: \$750K

Swatara Street Homes is a build of three-family lifestyle townhomes located in Swatara Township, Harrisburg. Each unit offers 3 bedrooms and 2,100 square feet of living space to give the look and feel of a single-family home, while providing the convenience and community of an urban, close-knit neighborhood.



COMMERCIAL

WHERE CULTURE IS CELEBRATED AND COMMUNITY IS UPLIFTED

.....

FRG has thoughtfully and intentionally built its commercial portfolio with buildings that represent and sustain jobs within the community while fostering talent and passion for those who work in their spaces. These buildings are primarily occupied by FRG, Color & Culture, Latino Connection, and PPO&S, a family of brands envisioned and led by George Fernandez. Leveraging the unique strengths of each organization, these entities are transforming how we meet the needs of Pennsylvania’s fastest-growing markets by placing culture and community first.

Beyond the physical structures alone, FRG is intentional about using each space to facilitate a wide variety of community-based services that establishes sustainable community economic development. Our projects create and house a diverse array of employment opportunities both in the development phase of the project and in the long-term sustaining of the properties. The presence of FRG and its properties within a community build a strong tax base at both the city and state levels. Plus, our development team aims to have a 20% inclusion goal for local MBE/WBE businesses in the immediate region to help stimulate the local economy by putting citizens of the region back to work.

4211 ELMERTON AVENUE, HARRISBURG

Timeline: Owned since 2020
Size: 5600 square feet
Investment Value: \$750K

513 N 2ND STREET, HARRISBURG

Timeline: Owned since 2023
Size: 3500 square feet
Investment Value: \$350K

205 STATE STREET, HARRISBURG

Timeline: Owned since 2023
Size: 3500 square feet
Investment: \$750K

940 E PARK DRIVE, HARRISBURG

Timeline: Owned since 2023
Size: 20,000 square feet
Investment: \$1,700,000M

A strong foundation for tomorrow!



Fernandez Realty Group is proud to bring
THE NEXT BIG THING to your neighborhood.



Visit our website
to learn more
about our mission
and projects.

fernandezrealtygroup.com

Panel Discussions

PENNSYLVANIA HOUSING FINANCE AGENCY

Health for Housing Investments Program

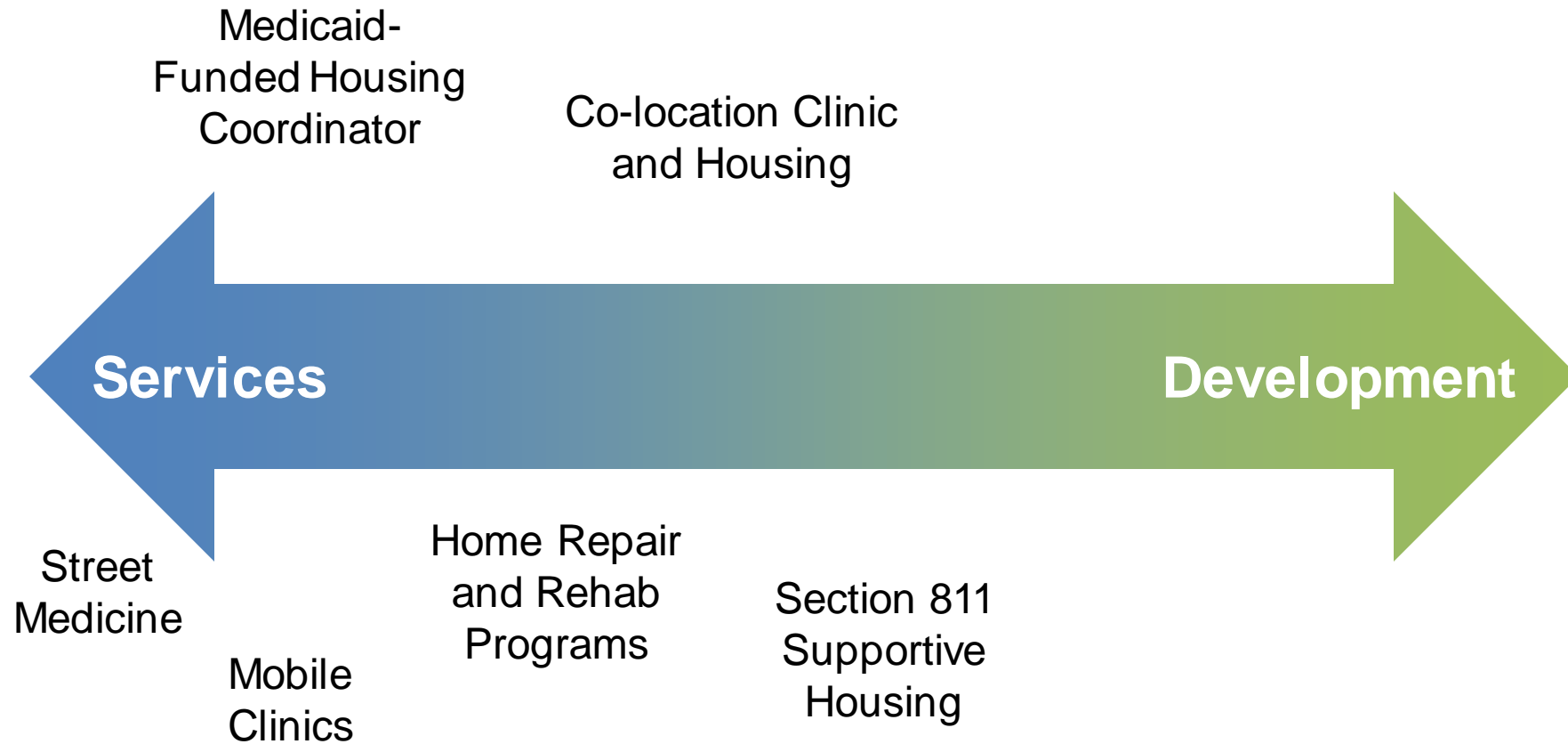


Josh Shapiro, Governor

Robin L. Wiessmann, Executive Director & CEO

www.phfa.org

Health and Housing Continuum Examples



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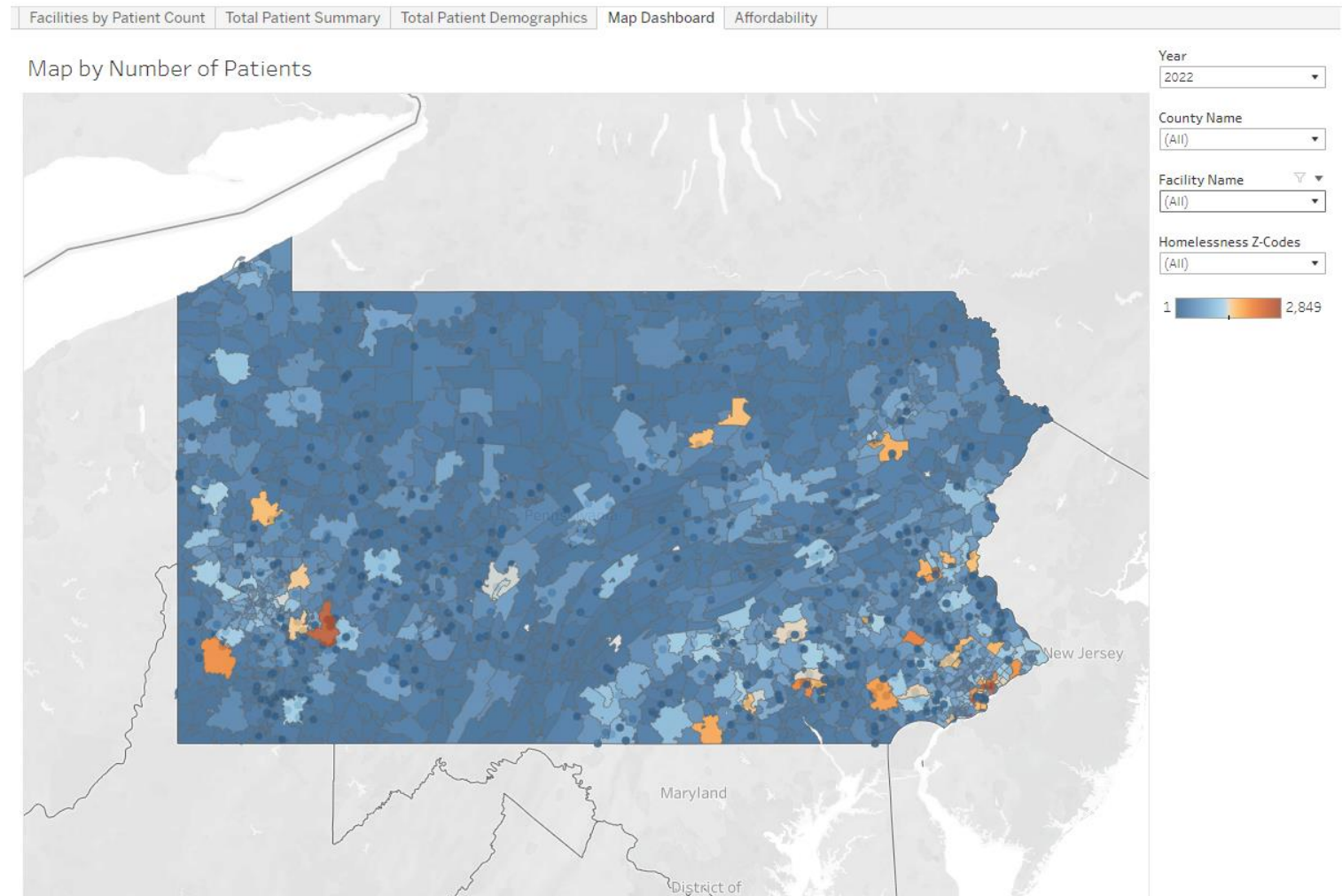


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QUESTIONS?

PENNSYLVANIA HOUSING FINANCE AGENCY

Health and Housing Summit

April 15th, 2024



Josh Shapiro, Governor

Robin L. Wiessmann, Executive Director & CEO

www.phfa.org

Lunch Discussion and Activity

- Each table will have printed questions and three colors of sticky notes (Green, Yellow, and Red)
- All participants will be asked to answer the printed questions on the provided the sticky notes.
- Participants will use the different colored notes to indicate the level of priority they would associate with their answer.
- Spaces will be dedicated on the walls around the convening space correlating with each of the printed questions.
- Participants will place sticky notes in correlating spaces
- PHFA will collect and analyze feedback that will be provided to all participants after the event.

Short Term: in
the next 3-6
months

Medium Term:
over the
coming year

Long term

Lunch Discussion and Activity

1. What information, training or technical assistance do you need to make HHI programs something your organization will participate in?
2. What role would you like PHFA to play in facilitating your organization's ability to participate in health and housing projects like Health for Housing Investment (HHI)?
3. What do you need from a partner to be able to participate in a housing project like HHI?
4. What gaps or challenges prevent your organization from engaging in health and housing partnerships?

Short Term: in
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Session 2

Healthcare Systems Basics for Affordable Housing Professionals

Kevin Progar, Initiative Director, Center for Community Investment

Daria Devlin, Director of Social Impact, Hamot Health

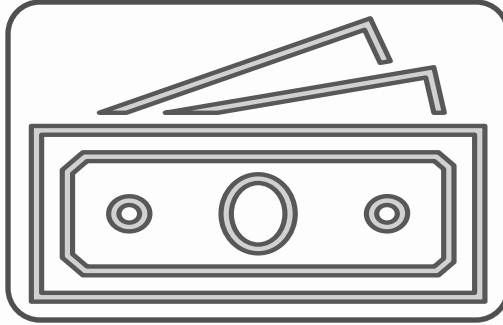
Kathleen Mullin, Director of Housing Initiatives, AmeriHealth Caritas

Panel Moderator: Patricia Hernandez, Director Metro Region, CSH

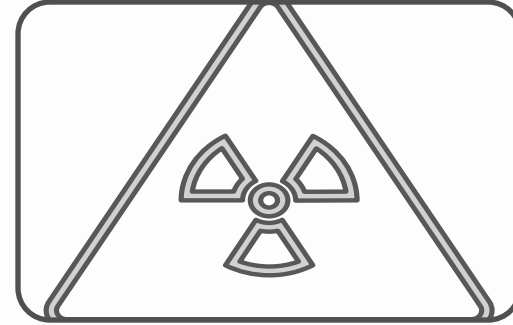
Housing as a Social Determinant of Health



Lack of
Housing



Lack of
Affordable
Housing



Poor
Housing
Conditions

Health as a Social Determinant of Housing

- Behavioral health
- Chronic medical conditions and disabilities
- Hospitalization and shelter
- Lack of medical accommodation in shelters
- Increased demand on families

What Can Healthcare Institutions Offer to Housing Developers?



Land at below-market rate



Support (financial or in-kind)



Influential support on policy or regulation

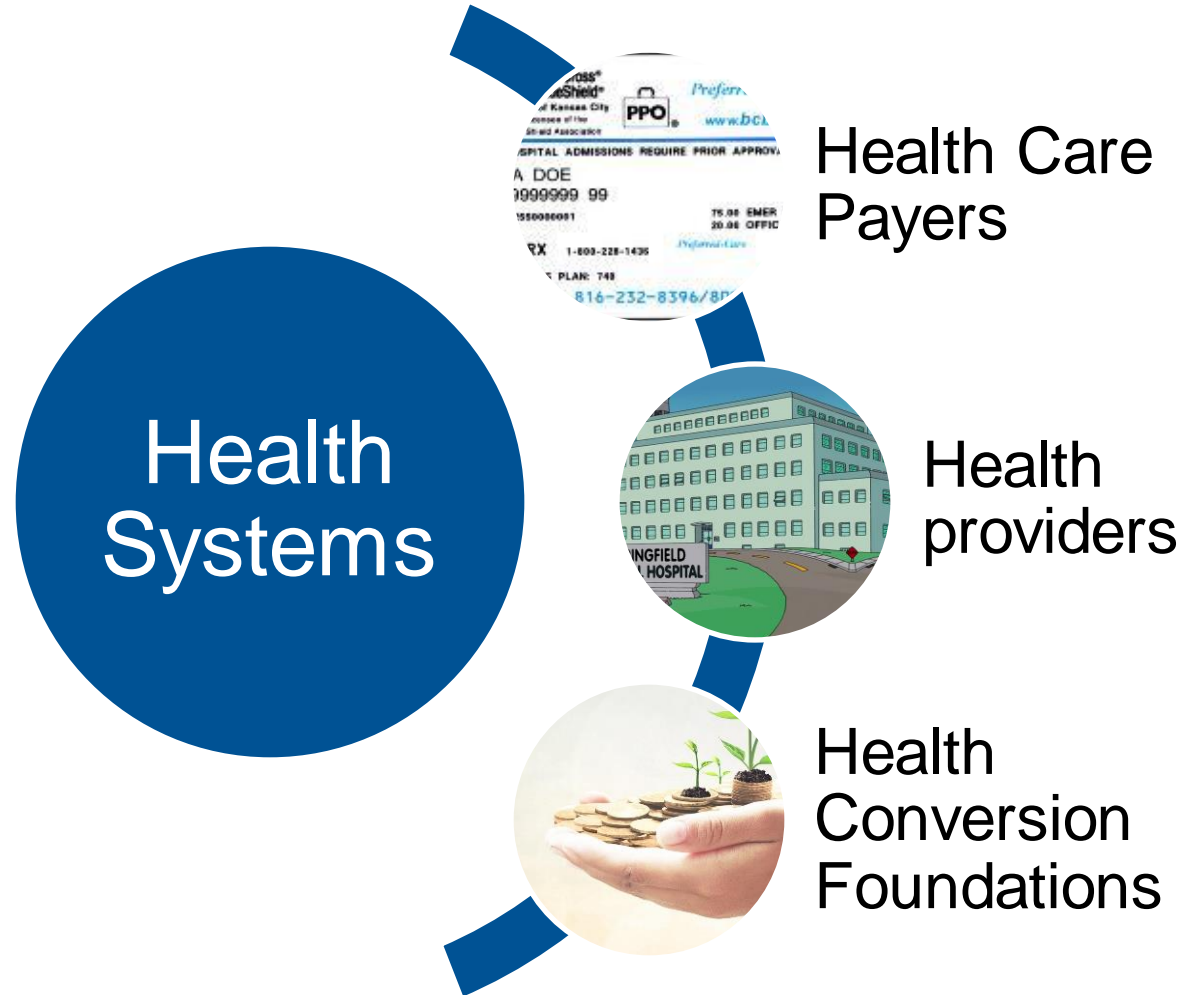


Data on local needs



Financing – predevelopment, equity, guarantee, loan capital

Who is in the Healthcare System?



Hospital Investment in Housing



Financial
Investment/Donation



Donating Underutilized
Hospital Assets



Hospital Community
Benefit

Managed Care Investment in Housing



Capital Investment of
Low-Income Tax
Credits



Pilot projects with
housing and
homeless sector
partners.



1115 Waivers - NOT
WITHOUT state
support FIRST



Value Based Payment
Arrangements



Funding
Subsidies/Subsidy
Pools to sustain
operating/affordability

Why invest in Housing?

Important Healthcare Metrics



Avoidable
Emergency Room
Visits



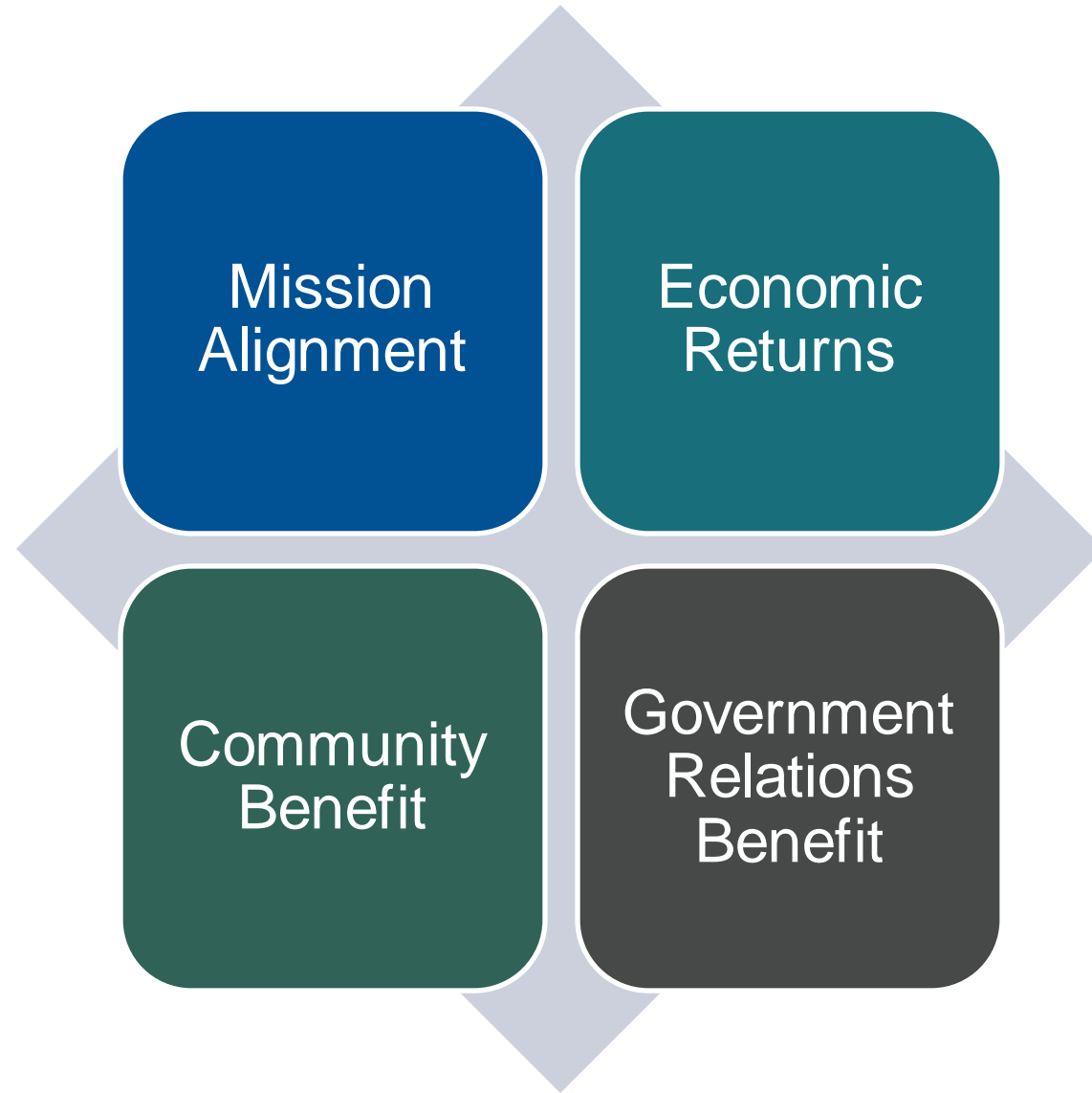
Inpatient
Readmissions



Length of Stay

Why invest in Housing?

ANCHOR Mission



Examples of Financial Investments

Loans

- The Boston Medical Center committed a \$600,000 zero-percent loan to support the development of a 60-unit affordable housing development in Roxbury

Equity

- The health plan UPMC for You made an equity investment of \$20 million of its reserves in a minority-owned real estate fund that invests in gentrifying neighborhoods

Guarantee

- Leveraging its balance sheet, Nationwide Children's Hospital provided a \$1.5 million guarantee to create a loan loss reserve

CASH DEPOSITS

- More than \$500,000 of Common Spirit's community investment allocation is invested in community credit unions.

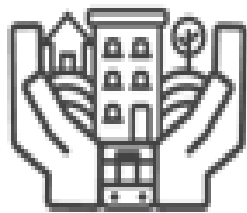
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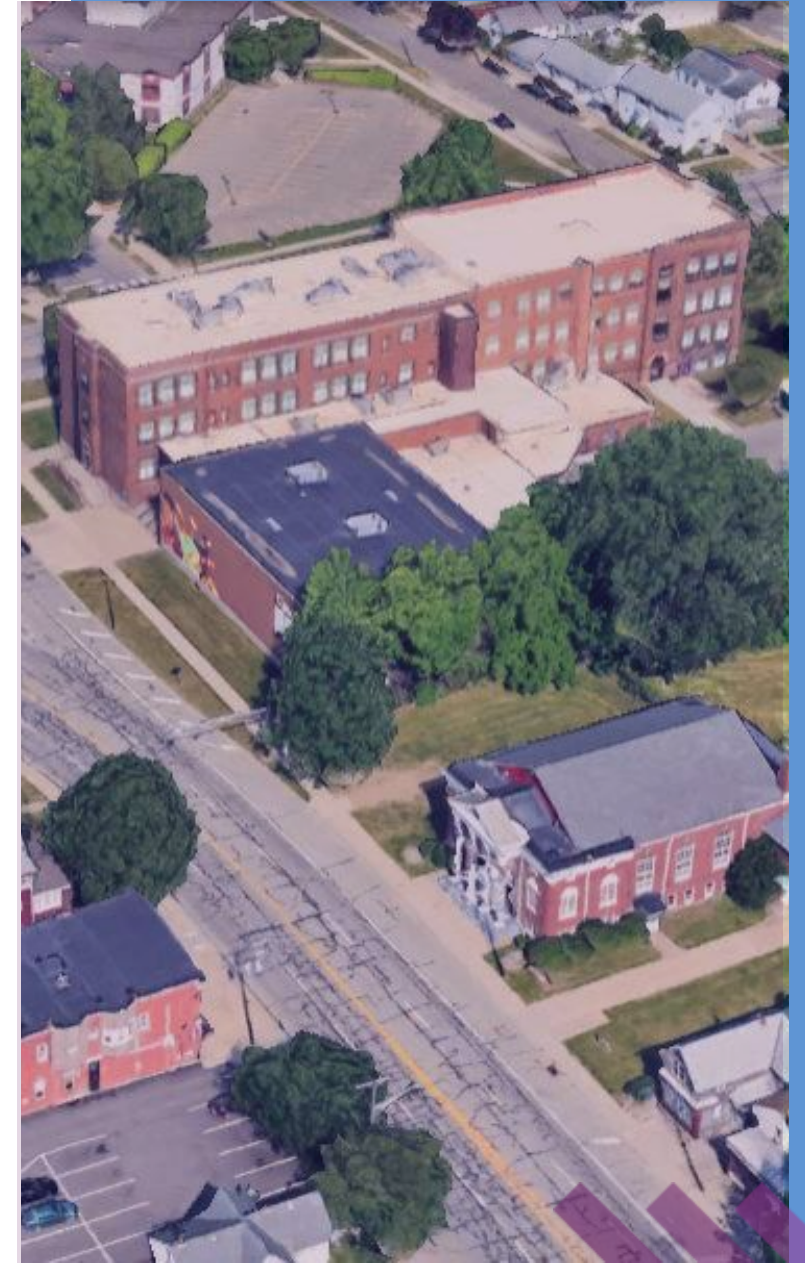
Investing in Community Health



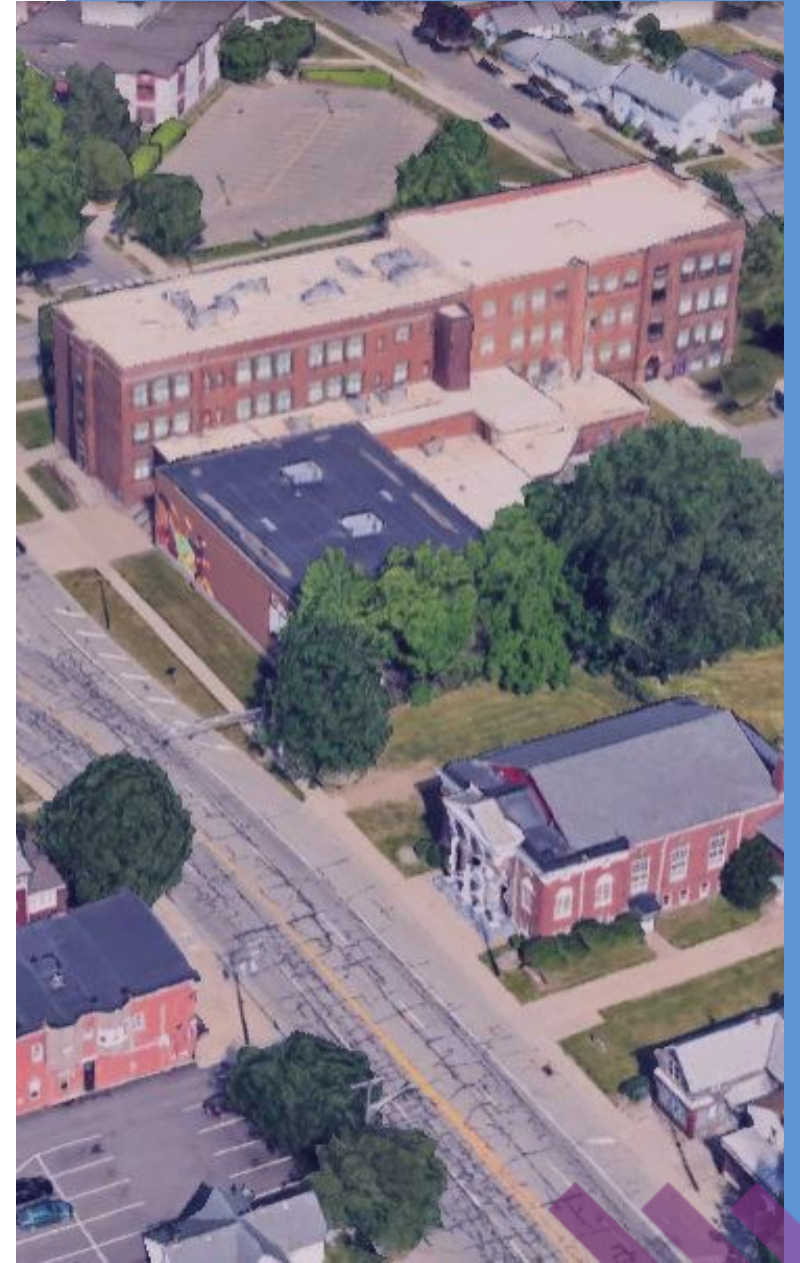
Center for
Community
Investment



Building a Healthier



Building a Healthier



HHF Mission & Vision

Mission: Hamot Health Foundation will lead our community to better health.

Vision: Hamot Health Foundation will transform the health and well-being of our community with an unwavering commitment to our 4 C's:

Clinical
Excellence

Cutting-Edge
Research

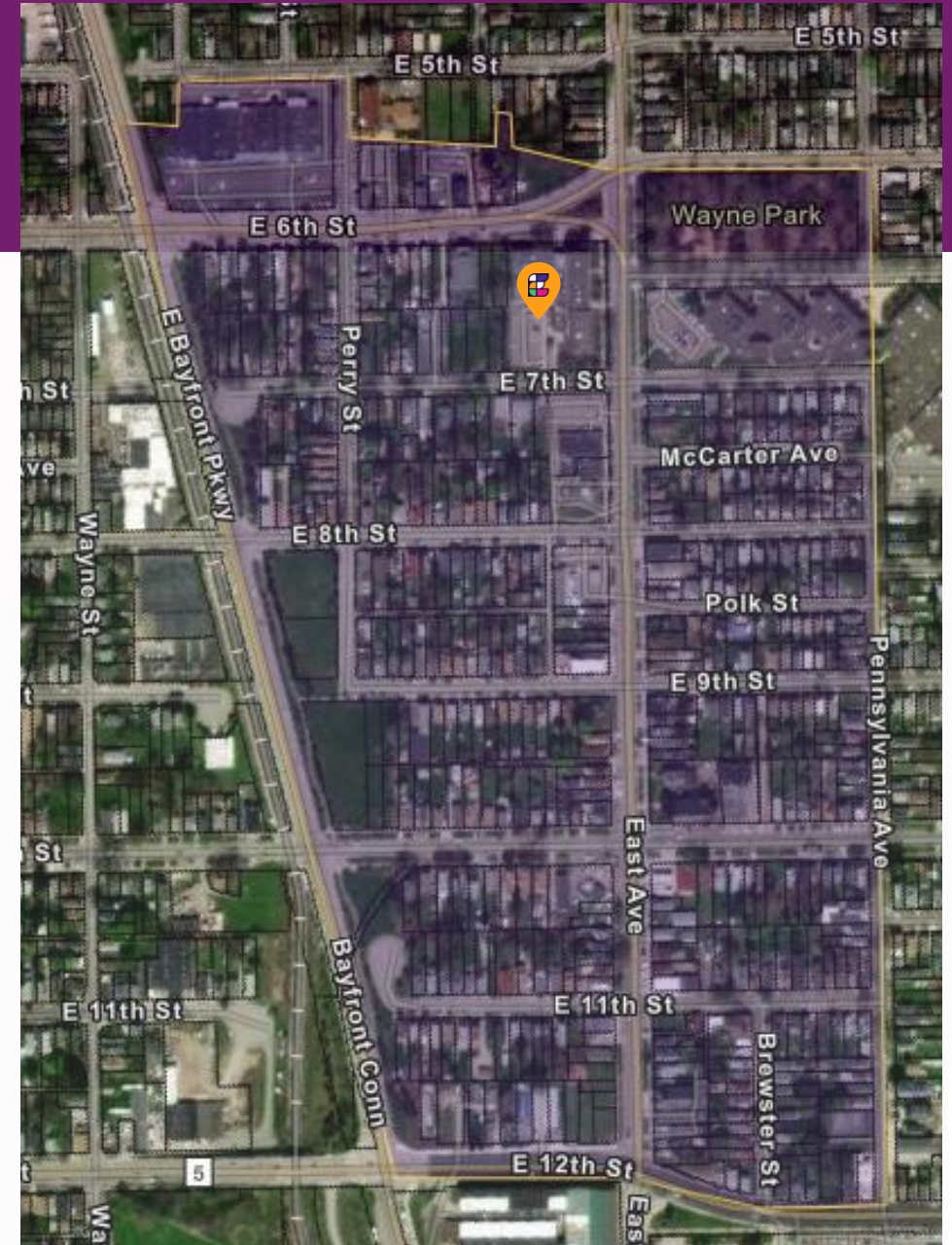
Community
Health

Career
Development

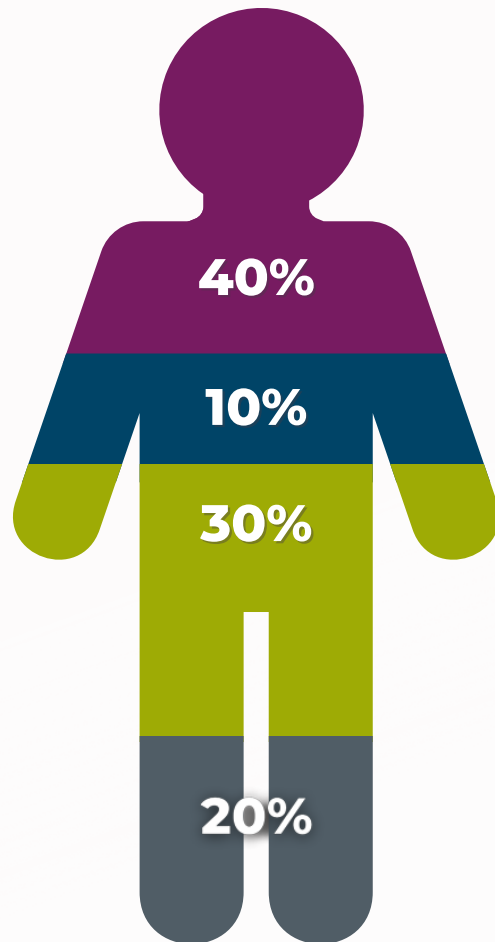
A Place to Start: ECAT and the Wayne Health & Wealth Equity District



In 2021, HHF was the initial funder for ECAT's \$12M Wayne School Reimagined Project to create an 80,000sq ft multipurpose community center in the heart of Erie's most unhealthy neighborhood.



Social Drivers of Health



Socioeconomic Factors



EDUCATION



JOB STATUS



FAMILY SOCIAL
SUPPORT



INCOME



COMMUNITY
SAFETY

Physical Environment



Health Behaviors



TOBACCO
USE



EXERCISE



DIET



ALCOHOL
USE



SEXUAL
ACTIVITY

Health Care

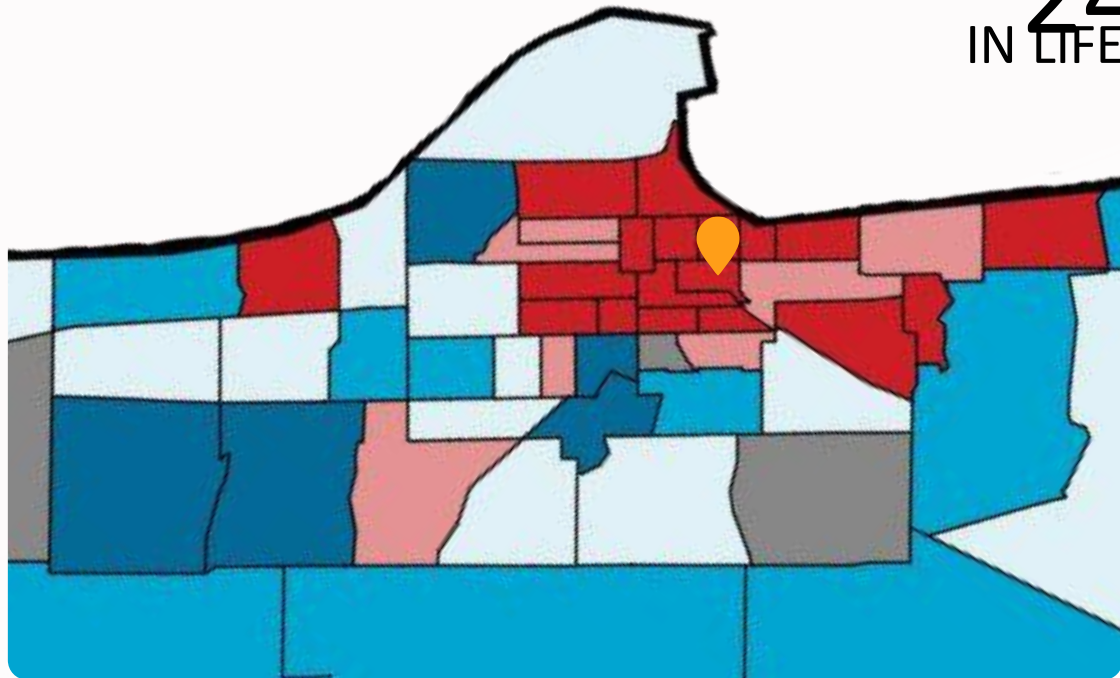


Only 20% occur in a health care environment.

50% can
be traced
back to
your zip
code.

Our “Why”

24 YR GAP
IN LIFE EXPECTANCY



Life Expectancy at birth (Quintiles)

56.9 - 75.1	75.2 - 77.5	77.6 - 79.5	79.6 - 81.6	81.7 - 97.5
-------------	-------------	-------------	-------------	-------------

62.3 years



Resides in underserved areas of Erie County

Resides in more affluent areas of Erie County

86.3 years



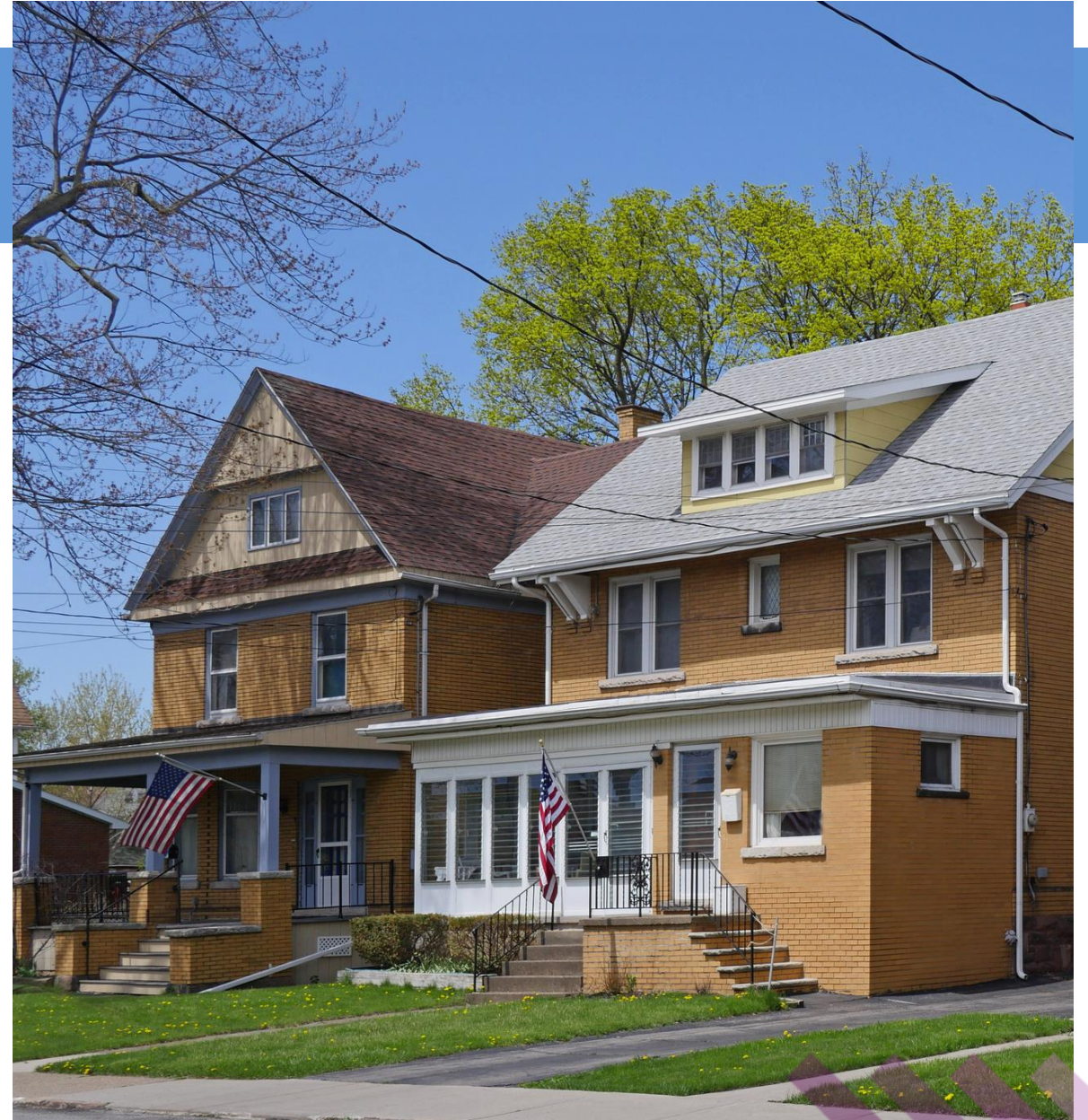
An entire generation.

Phase 1 Projects



HOUSING PILOT

To increase the stability of Erie's housing sector, we will utilize workforce training programs to provide opportunities for residents to attain safe, healthy homes.



THANK YOU

Daria Devlin



Director of Social Impact,

Hamot Health Foundation
Executive Director, BUILD



devlinds@upmc.edu



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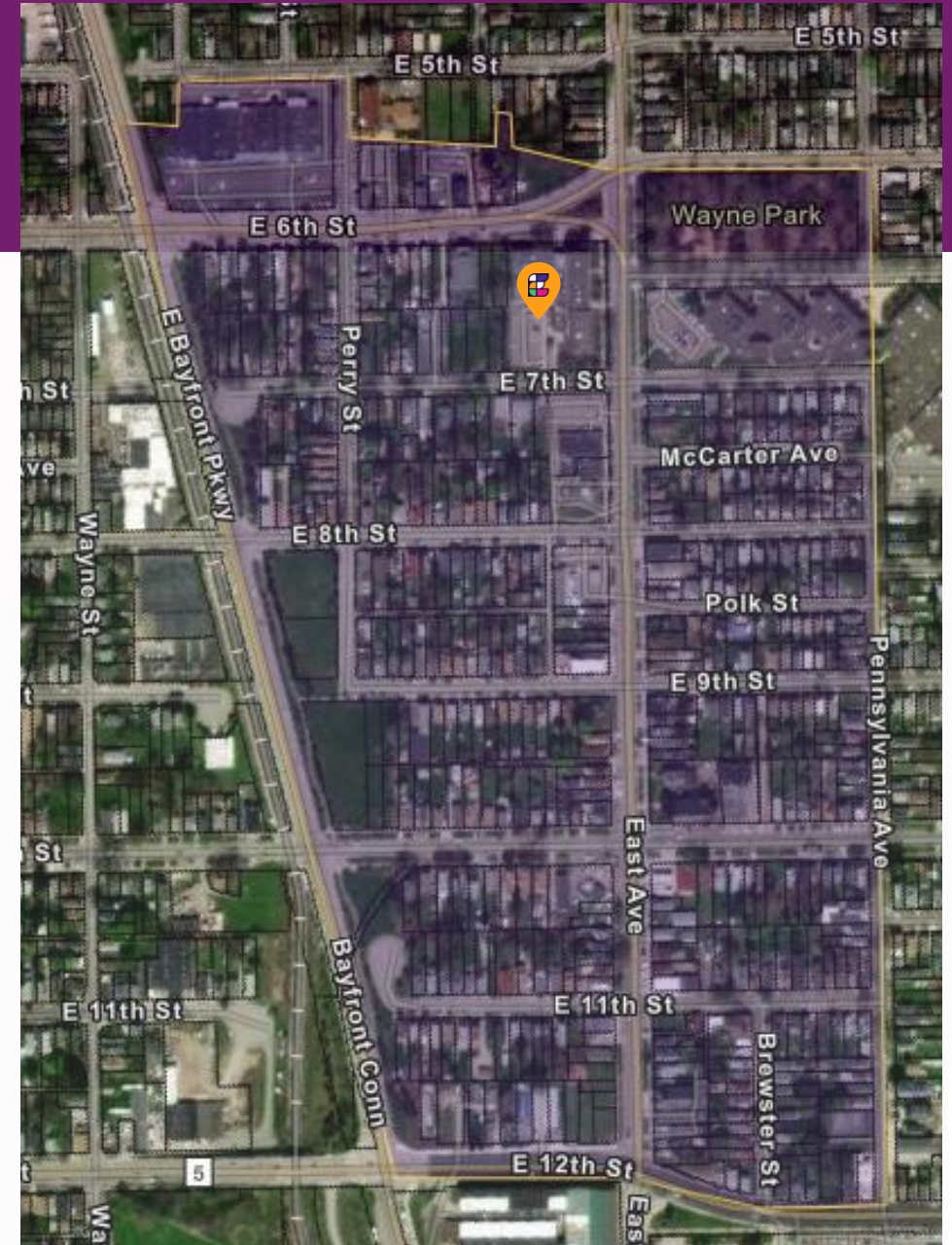
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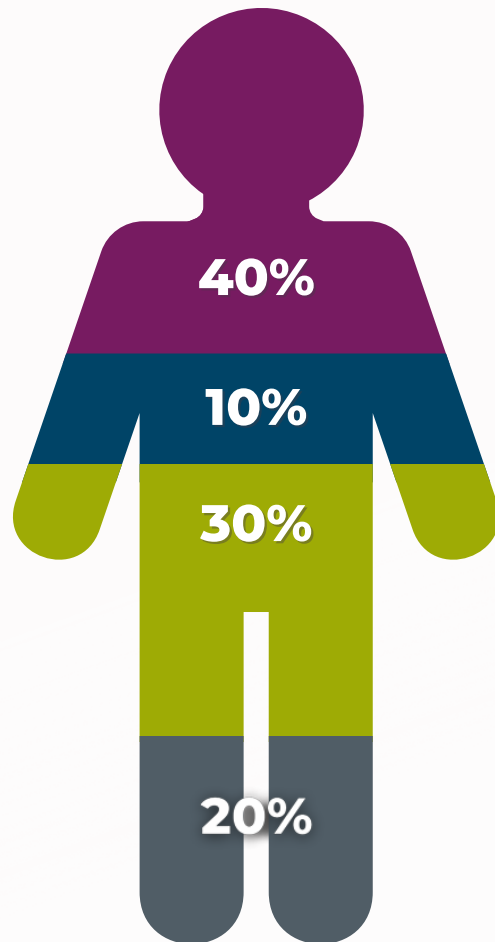
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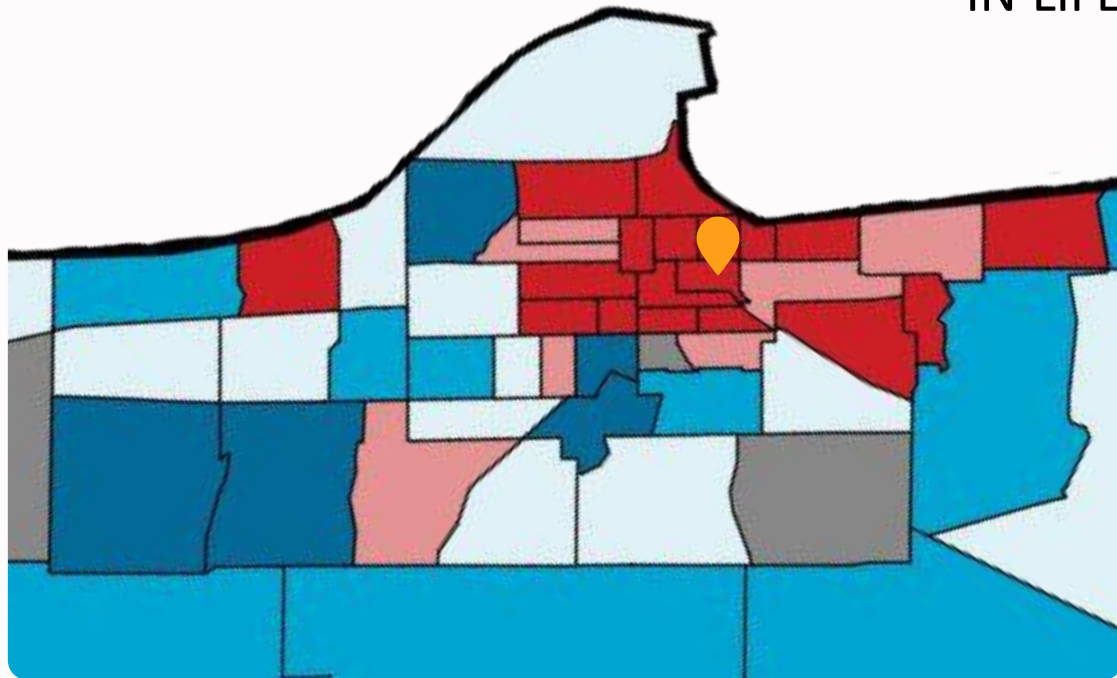


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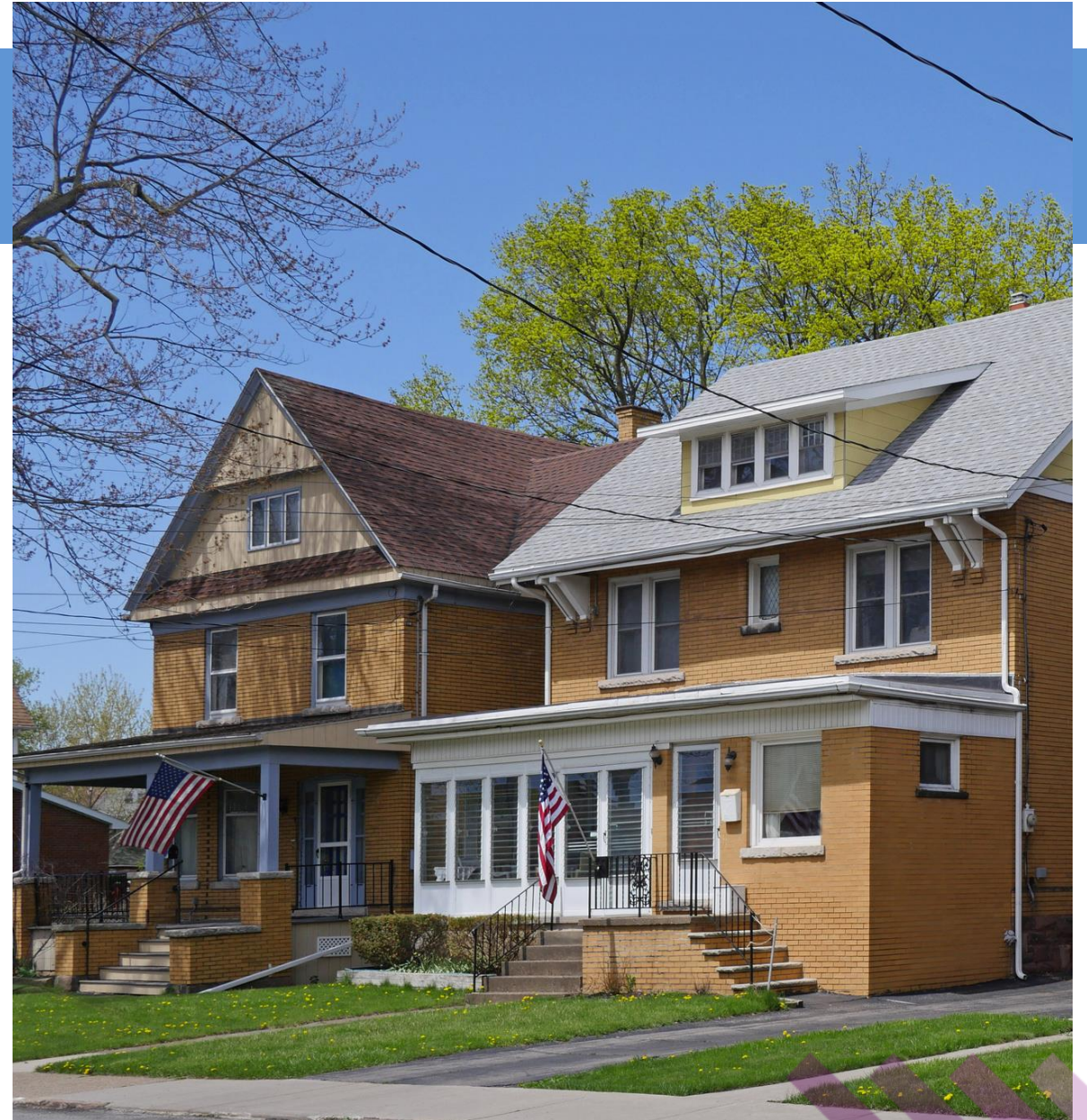
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Pennsylvania Housing Finance Agency (PHFA)

Health and Housing Summit

Healthcare Motivation for Housing Partnerships

Kathleen Mullin: Director of Housing Initiatives, LTSS

APRIL 15, 2024



**CARE IS THE HEART
OF OUR WORKSM**

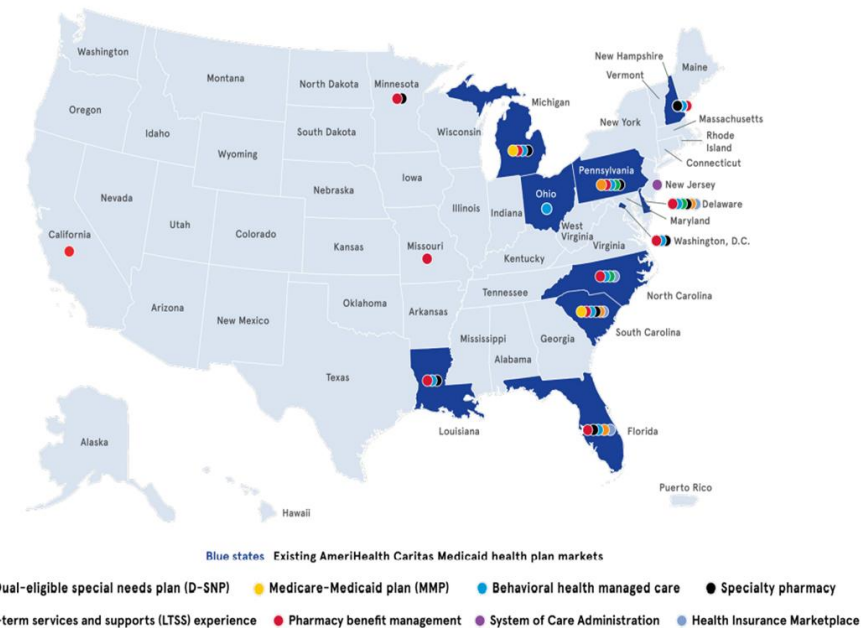
Delivering the Next
Generation
of Health Care

AmeriHealth Caritas: Company Profile



AmeriHealth Caritas is one of the nation's leaders in health care solutions for those most in need. Operating in 13 states and the District of Columbia, AmeriHealth Caritas serves approximately 5 million Medicaid, Medicare, Children's Health Insurance Program (CHIP), and Health Insurance Marketplace members through its integrated managed care products, pharmaceutical benefit management and specialty pharmacy services, and behavioral health services.

Headquartered in Pennsylvania, AmeriHealth Caritas is a mission-driven organization with more than 40 years of experience serving low-income and chronically ill.



<https://www.amerhealthcaritas.com/assets/pdf/corporate-fact-sheet.pdf>

Membership for the Plans we are Discussing Today

Pennsylvania Membership Totals:

- HealthChoices: Keystone First and AmeriHealth Caritas Pennsylvania (PA) HealthChoices = 1.2M+
- Community HealthChoices (CHC): Keystone First CHC and AmeriHealth Caritas PA CHC = 175,000+
- Medicare Dual Special Needs (DSNP): Keystone First VIP Choice and AmeriHealth Caritas VIP Care = 16,000+

District of Columbia (DC) Membership:

- Medicaid: AmeriHealth Caritas District of Columbia = 117,000+

Sample of Housing/Health Partnerships



Housing Stability Initiative with SeniorLAW Center

Legal services for older Participants, with housing insecurity needs
Community HealthChoices · PA (statewide)

Housing Smart

Cross-sector collaboration to address unmet health & social needs
of unhoused Members
Keystone First (HealthChoices) · Philadelphia County only

Ounce of Care

Targeted outreach to enrollees in affordable housing developments
utilizing Community Health Workers (CHWs)
AmeriHealth Caritas DC · Washington, DC

Housing Stability Initiative (PA Community HealthChoices)

Housing Insecurity is a persistent challenge among older adults.

- 33% of AmeriHealth Caritas PA CHC and Keystone First CHC Participants reported: *I have housing but am worried about losing it.*
- 34% of extremely low-income households across PA are headed by seniors.




Goal: Help residents navigate housing barriers that may impact their ability to live independently in the community, including but not limited to:

- Education (tenant-landlord rights, lease/mortgage obligations, violations, etc.)
- Advocacy (improve poor conditions, increase access)
- Limited representation of SeniorLAW Center (representing client with third parties)

SeniorLAW Center:

- Has dedicated staff and a phone line for PA plans CHC Participants, over age 60.
- Trains Service Coordinators on identifying housing-related needs.
- Does a warm transfer to other legal agencies; integrated care model.

Housing Stability Initiative: Referral Criteria

Renters		Homeowners
	<i>Risk of Losing Home</i> <ul style="list-style-type: none"> • Eviction Notice (Court Date) • Threat of Eviction • Tenant-Landlord Matters • Non-Payment of Rent 	<i>Risk of losing home</i> <ul style="list-style-type: none"> • Mortgage / tax foreclosure risk • Property/tangled titles • Deed transfers • Real estate and inheritance taxes issues
	<i>Unsafe Housing or Repair Needs</i> <ul style="list-style-type: none"> • Pest or rodent issues • Concerns about lead • Other habitability matter (safety, exposure hazard, etc.) - <i>no action by landlord</i> • Mobility Needs / Request for Reasonable Accommodation 	<i>Unsafe Housing or Repair Needs</i> <ul style="list-style-type: none"> • Home Contractor fraud • Property damage / unable to repair • Code violations by local jurisdiction
	<i>Utilities</i> <ul style="list-style-type: none"> • Unlawful disconnection • Dispute with landlord / agency over charges • Shut-off 	<i>Utilities</i> <ul style="list-style-type: none"> • Unlawful disconnection • Dispute with agency over bill / repairs • Shut-off

Housing Smart: Improving Health Outcomes for Unhoused Members (Keystone First)

Cross-sector Collaboration:

Temple Health, 2 PA HealthChoices MCOs (Keystone First and Jefferson Health Plans), and a service provider (Resources for Human Development), with “Housing First” expertise

Goals:

- Reduce Emergency Department (ED) visits and Hospital admissions.
- Stabilize living conditions.
- Engage/re-connect with medical neighborhood (Medicaid benefits, treatment, etc.).



Solution: “Whole Person” Care Model

- Medicaid dollars (pay for services)
- Housing funding (grants, Temple Health)
- Integration of physical/behavioral health information to coordinate care, in stable housing
- Collaboration draws upon expertise of each entity

Preliminary Outcomes (after one year of stable housing):

- 75% **decrease** in ED visits
- 79% **decrease** in inpatient admissions
- 50% **increase** in outpatient appointments

Housing Smart: Improving Health Outcomes for Unhoused Members

	Challenges	Opportunities
Housing	<ul style="list-style-type: none">• Housing funding was limited• Transitioning Housing Smart participants into long-term housing options	<ul style="list-style-type: none">• Program was not constrained by U.S. Department of Housing and Urban Development (HUD) homelessness criteria• Full-time equivalent (FTE) funding allowed service provider to give sole focus to care
Health	<ul style="list-style-type: none">• Years of instability delayed medical care• Difficult to engage Housing Smart participants in health care needs	<ul style="list-style-type: none">• Data access to service provider was unique• Collaborative model embraced “Whole Person” Care

Ounce of Care: Outreaching to Enrollees Residing in Affordable Housing (AmeriHealth Caritas DC)



- AmeriHealth Caritas DC is partnering with Ounce of Care to provide care coordination and support to residents of affordable housing properties.
- Ounce's team of Community Health Leads works with property owners across Washington, DC.
- All services are at no cost.

Thank you



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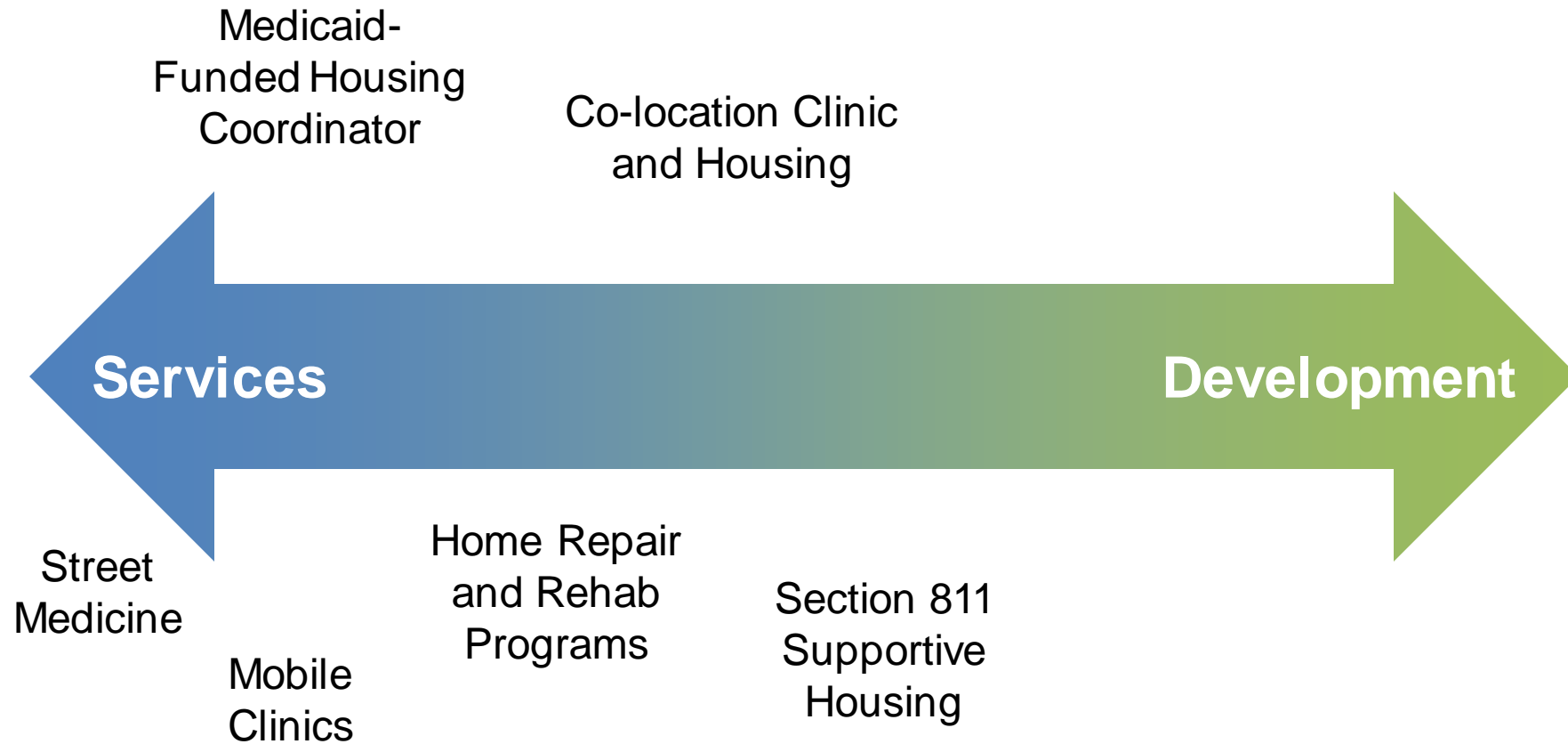


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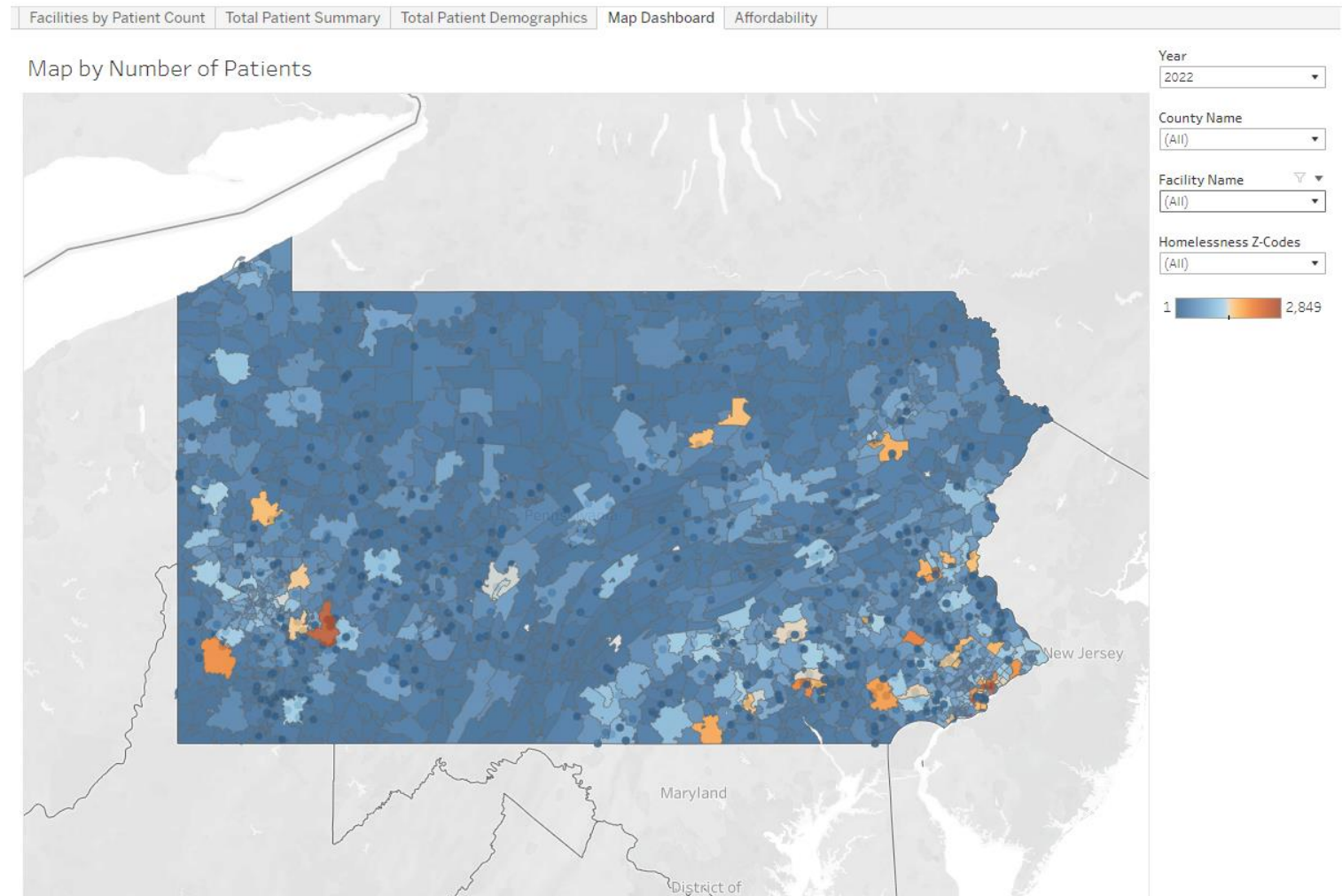


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