St. Louis Housing Funders Group
Joint Informational Community Forum
Location: City Hall, Kennedy Room-208
July 11, 2013
10:30 to 12:30 pm

·Table Display 10:30 to 10:45 am

·Introduction/Opening Remarks 10:45 to 10:50 am

·Affordable Housing Commission (AHC) 10:50 to 11:00 am

·City Community Development Administration (CDA) 11:00 to 11:10 am

·City Department of Human Services (DHS) 11:10 to 11:20 am

·IFF and Corporation for Supportive Housing (CSH) 11:20 to 11:30 am

·Missouri Housing Development Commission (MHDC) 11:30 to 11:40 am

·St. Louis Equity Fund, Inc. (SLEFI) 11:40 to 11:50 pm

·St. Louis Mental Health Board (MHB) 11:50 to 12:00 pm

· VA St. Louis Health Care System 12:00 to 12:10 pm

·Questions 12:10 to 12:25 pm

·Closing Remarks 12:25 to 12:30 pm

·Table Display 12:30 pm to 1:00 pm

St. Louis Housing Funders Group

The St. Louis Housing Funders Group is holding an informational forum regarding nine upcoming funding opportunities.

Date: July 11th, 2013

Location: City Hall, Kennedy Room

Time: 10:30AM

Agencies	POC	Funding Source	Funding Available	Website
Affordable Housing Commission (AHC)	Loretta Hiner (314) 657-3880 hinerl@stlouis-mo.gov	-Affordable Housing Trust Fund (AHTF)	~$1 Million	www.stlouis-mo.gov/government/departments/affordable-housing/ www.affordablehousingcommissionstl.org
Community Development Administration (CDA)	Marian Miller (314) 657-3815 millerm@stlouis-mo.gov	-Community Development Block Grant (CDBG) -HOME	~$5 Million	http://www.stlouis-mo.gov/government/departments/community-development/2014-CDBG-Funding-Cycle.cfm
Department of Human Services (DHS)	Antonio Byrd or Justin Jackson (314) 657-1704 byrdA@stlouis-mo.gov jacksonJu@stlouis-mo.gov	-Continuum of Care (CoC) -Emergency Solutions Grant (ESG)	~$3 Million	http://www.stlouis-mo.gov/government/departments/human-services/homeless-services/index.cfm
IFF	Kirby Burkholder (314) 588-8840 kburkholder@iff.org	-Loan Program	~$1 Million /program	www.iff.org

St. Louis Housing Funders Group

Agencies	POC	Funding Source	Funding Available	Website
Mental Health Board (MHB)	Jama Dodson (314) 535-6964 Ext.16	-Community Mental Health Fund Reserve	~$1 Million	http://www.stlmhb.com/community-investments/about-our-funding/
Missouri Housing Development Commission (MHDC)	Heather Bradley-Geary (816) 759-7201 hgeary@mhdc.com	-Federal/State Low Income - Housing Tax Credits -HOME -CHDO -MHDC -Missouri Housing -Emergency Solutions Grant (ESG) -Housing First -HMIS Program -Affordable Housing Assistance	~$67 Million	www.mhdc.com
St. Louis Equity Fund Inc. (SLEFI)	Colleen Kirby (314) 436-7810 ColleenKirby@slefi.com	Tax Credits	N/A	www.slefi.com
Veteran Administration (VA)	Joanne Joseph (314) 652-4100 Ext.55472 Joanne.joseph@va.gov	Emergency Housing Grant	~$1 Million	www.fbo.gov
Corporation for Supportive Housing (CSH)	Lisa Reyes (312) 332-6690 Ext. 23	Loans	N/A	www.csh.org

The other five members of the St. Louis Housing Funders Group include: Missouri Department of Mental Health, St. Louis Development Corporation, St. Louis Housing Authority, Department of Housing and Urban Development, and United Way of Greater St. Louis.

Hope Is Moving In

ST. LOUIS CITY Continuum of Care

CITY OF ST. LOUIS
DEPARTMENT OF HUMAN SERVICES
HOMELESS SERVICES DIVISION
REQUEST FOR PROPOSALS

The City of St. Louis, Department of Human Services is issuing a Request For Proposals (RFP) for the following U. S. Department of Housing and Urban Development (HUD) programs:

2009 Supportive Housing Program (SHP) – Permanent Supportive Housing
2011 Supportive Housing Program (SHP) – Permanent Supportive Housing
2012 Continuum of Care (COC) – Permanent Supportive Housing
2013 Continuum of Care (COC) – Permanent Supportive Housing
2014 Emergency Solutions Grant (ESG) – Emergency Shelter (Winter Overflow)

CoC (formerly SHP): ALL current sub-recipients must complete an application to apply for renewal funding. Anyone seeking funding for a new program must also submit an application. DHS will also accept applications for 3 existing Permanent Supportive Housing (PSH) programs that are currently being operated by local non-profit organizations:

1. St. Vincent DePaul's Project MORE (35 Units) Award Amount - $289,872
2. St. Vincent DePaul's Project PLUS (35 Units) Award Amount - $406,699
3. Catholic Family Services' Places for Fathers PLUS (27 Units) Award Amount - $336,951

ESG: Current ESG sub-recipients are not required to complete an application for 2014 funding. Your agency will be contacted by a staff person from DHS to discuss the renewal process and the required contract amendment for 2013. DHS received a significant decrease in ESG funding for 2013; therefore, contract amendments are required. DHS has taken action to minimize the impact on the sub-recipients. All sub-recipients can expect a decrease in funding for 2014 ESG funds.

Beginning Monday, July 8, 2013, RFP packets will be available via pick-up at the Homeless Services Division or at the following website:

http://www.stlouis-mo.gov/government/departments/human-services/homeless-services/index.cfm

All questions should be referred to:

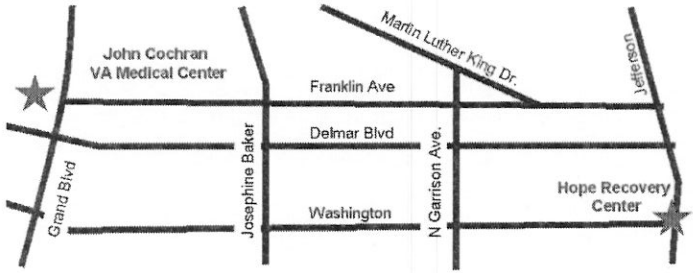
Antoinette D. Triplett, MA
Homeless Services Division
1520 Market Street, Suite 4062
St. Louis MO 63103
Voice: 314-657-1704
Fax: 314-612-5939
tripletta@stlouis-mo.gov

Proposals must be returned to the above address by 4:00 p.m. Friday, August 9, 2013. Proposals received after the aforementioned date and time will not be accepted.

The City of St. Louis reserves the right to reject and/or negotiate any and all proposals. Funding for this program is subject to appropriations from federal and state agencies.

HCHV Mission

Honoring the dignity and worth of veterans who have served in the military, the Health Care for Homeless Veterans (HCHV) Team provides treatment and partners with the community to assist veterans in accessing supportive services to achieve their personal goals and break the cycle of homelessness.



HCHV at
Hope Recovery Center
515 N. Jefferson Ave.
St. Louis, MO 63103
(314) 652-4100 x 55460

Shuttle services are available from John Cochran and Jefferson Barracks VA Medical Centers

Hours of operation are:
Monday-Wed, Friday
8:00 a.m. to 4:30 p.m.
Thursday
8:00 a.m. - 7:30 p.m.

Healthcare for Homeless Veterans

Emergency Housing Contracts

Health Care for Heroes
VA St. Louis Health Care System

Department of Veterans Affairs

HCHV Emergency Housing Contracts

What is HCHV?

Health Care for Homeless Veterans is the official name of what is often referred to as "The Homeless Program."

The core mission of HCHV is to perform outreach, to identify homeless veterans who are eligible for VA services and assist these veterans in accessing appropriate healthcare and benefits. HCHV clinical staff are available to assist veterans with accessing VA and community resources in an effort to support recovery. Currently, VA Homeless program includes outreach and education, transitional housing, supported housing and justice programs.

Where is HCHV?

HCHV is now located at the Hope Recovery Center, at the corner of Jefferson and Washington, 1 mile from John Cochran Medical Center.

What is the need?

In 2012, HCHV programs served over 2,000 Veterans and maintained waiting lists for available transitional and permanent housing programs.

HCHV staff are available to answer questions and assess eligibility for all HCHV programs, as needed.

HCHV Emergency Housing

The purpose of this program is to provide emergency housing and supportive services for veterans who are struggling with the affects of homelessness. The contracted program will provide 90 days of shelter and supportive services for veterans, with an option of extending program participation up to six months. The VA will pay a per diem rate for shelter/services. This rate is negotiated with the contracting officer.

What is the purpose of this program?

To provide a safe and supportive services for Veterans who are transitioning from homelessness to housing. The VA, in partnership with the Emergency Housing contractor, will work to identify needed resources to assist the Veteran with transitioning to a more permanent housing situation.

Solicitation

VA anticipates issuing a solicitation on or about July 3rd, 2013, with a closing date on or about August 9th, 2013.

Basic Eligibility Requirements:

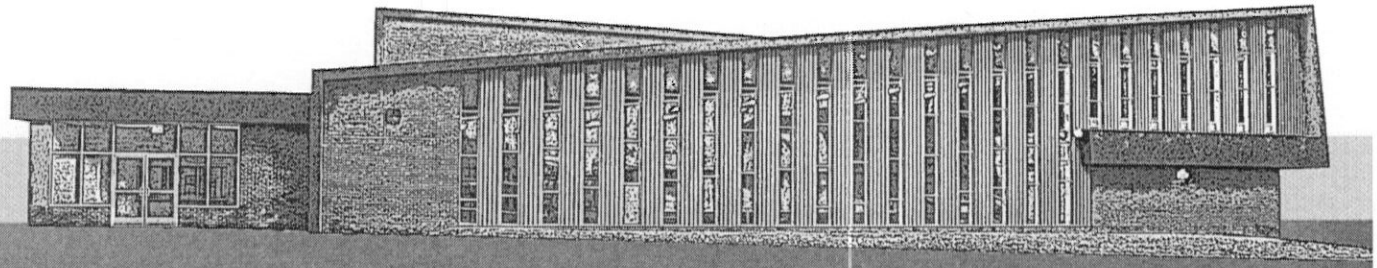
- Registered in SAM
- Have a current DUNS number
- Have a current state license or certification
- Current professional liability policy
- Must pass a VA safety inspection
- Demonstrate ability to provide supportive services and shelter for homeless Veterans.

Steps to take:

- If you are not registered, at SAM, register at **https://www.sam.gov**
- If you do not have a DUNS number, register at: http://fedgov.dnb.com/webform
- Register interest in the solicitation on the FBO website so you are notified for the issuance of the solicitation. https://www.fbo.gov
- Have potential property assessed by VA safety inspector. Please contact Homeless Program Supervisor for additional information.

VA Contacts:

- Dennis Putman, Contracting Officer (913) 946-1115.
- Joanne Joseph, VA Homeless Program Supervisor (314) 652-4100 ext 55472



Nonprofit financial and real estate resources
Where nonprofits come first.
Illinois • Indiana • Iowa • Missouri • Wisconsin

Supporting affordable housing developers through low-cost, flexible financing for real estate projects.

IFF helps nonprofits serving low-income or special needs populations with below-market rate loans. Nonprofit development organizations and their for-profit partners can borrow up to $1.5 million for construction or permanent financing (or up to $500,000 for predevelopment financing) for acquisition, construction or rehabilitation of multi-family or single-family developments. IFF can draft a letter of interest on your development, partner with your construction lender, and provide permanent long-term debt for your development.

Available Financing

- Predevelopment (up to $500,000)
- Construction (up to $1.5 million)
- Permanent (up to $1.5 million)

Rates and Terms

- Rates based on a spread over comparable U.S. Treasury
- 1% origination fee
- No application fee

Eligible Developments

- Multi-family and single-family developments
- Affordable assisted living
- Independent senior housing
- Supportive housing

Typical Uses

- Acquisition
- Construction
- Renovation/Rehabilitation

IFF is a member of the Federal Home Loan Bank of Chicago.

iff.org/iff-housing

"Without IFF's participation and contribution, this project [Crystal View Townhomes] would not have happened."
Linda Fulkerson, Brinshore Development, Sr. VP
Crystal View Townhomes, LP, Urbana, Illinois

"Affordable housing projects are complex transactions with many layers of financing. The loan process with IFF was straightforward and smooth."
Gen. Robert Cocroft, CEO
Center for Veterans Issues, Inc., Milwaukee

Contact IFF to discuss a project, learn about IFF's affordable housing loan program, or compare rates and terms.

Dawni Freeman
Senior Loan Officer—Housing
One North LaSalle Street, Suite 700
Chicago, Illinois 60602
866 629 0060
dfreeman@iff.org

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202 E. Market Street
The Platform
Indianapolis, IN 46204

101 W. 2nd Street
Suite 502
Davenport, IA 52801

911 Washington Ave.
Suite 203
St. Louis, MO 63101

215 N. Water Street
Suite 225
Milwaukee, WI 53202

IFF Loan Program Impact [1]
as of December 31, 2012

Total number of loans	1,009
Total loan volume	$398.9 million
Total project costs	$1.2 billion
Renovated/constructed space (sq ft)	13.3 million
Cost savings for borrowers [2]	$22.7 million
Jobs created/maintained (FTE)	49,160
Community Impact [3]	
Housing [4]	
Number of loans	204 loans
Loan volume	$74.4 million
Units created	3,451
Beds created	1,090
Renovated/constructed space (sq ft)	2.1 million

(1) Cumulative since 1990
(2) Transaction fees and first year interest
(3) Impact based on created units
(4) Includes both affordable and supportive/special needs housing

One of America's leading community development financial institutions, IFF strengthens nonprofits and their communities through lending and real estate consulting.

We work with nonprofits in Illinois, Indiana, Iowa, Missouri, and Wisconsin, with a focus on those that serve low-income communities and special needs populations.

To learn more about IFF, visit iff.org.

IFF is familiar with the issues faced by affordable housing developers having helped finance developments across IFF's five-state region. Some of the organizations IFF hasprovided financing to include:

Illinois:
- Blue Sky Meadows
- Breaking Ground, Inc.
- Crystal View Townhomes
- Emerson Square
- Franciscan Tertiary Province of the Sacred Heart
- Hamilton on the Park
- Heartland Housing, Inc.
- Hispanic Housing Development Corporation
- Karcher Artspace Lofts
- Lathrop Community Partners
- Mercy Housing Lakefront
- Oakwood Shores
- Safer Housing Assistance
- South Chicago Senior Apartments

Iowa
- Elsie Mason Manor
- Greenway of Burlington

Indiana:
- Brookside Apartments
- The Villages at Mill Crossing
- Northtown Village Senior

Missouri:
- Argentine Neighborhood Development Association
- Bancroft School Apartments
- DeSales Community Housing Corporation
- Habitat for Humanity St. Louis
- Habitat for Humanity St. Charles
- Justine Petersen Housing and Reinvestment Corporation
- Regional Housing and Community Development Alliance
- Riverview West Florissant Development Corporation

Wisconsin:
- Brewery Point Apartments
- Center for Veterans Issues, Inc.
- Fond du Lac Townhomes
- Lisbon Terrace
- Northside Homeownership Initiative
- River to Valley Initiatives
- St. Catherine Residence
- UMCS Townhomes
- Villard Square Grandfamily
- William Passavant RCAC

Additional project partners IFF has worked with on affordable housing developments include:

- Brinshore Development
- Cardinal Capital
- Commonwealth Development
- The Community Builders
- Neighborhood Housing Services
- Pathway Senior Living

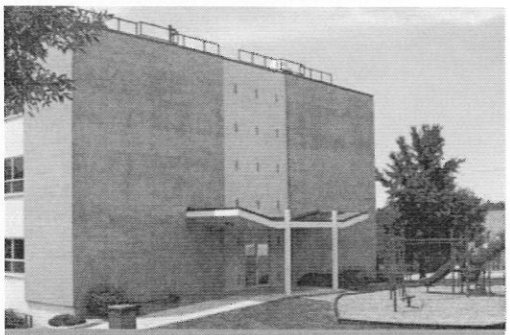
Nonprofit financial and real estate resources
Where nonprofits come first.
Illinois • Indiana • Iowa • Missouri • Wisconsin

Supporting Missouri-area nonprofits through affordable, flexible financing for real estate and equipment needs.

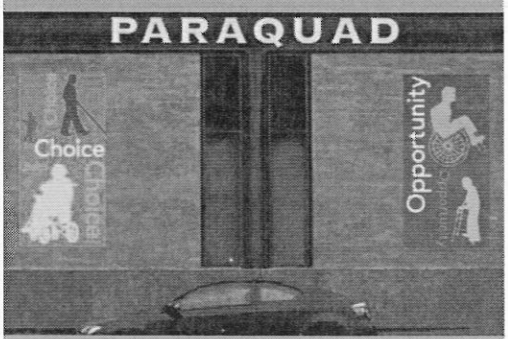
IFF helps nonprofits serving low-income or special needs populations with below-market rate loans. IFF's standard loan is a 15-year mortgage for up to $1.5 million. Second position loans with local banks, leasehold mortgages, and loans as small as $10,000 for equipment, vehicles, or facility repairs are also available.

IFF has worked with agencies across Missouri and the metropolitan Kansas City and St. Louis areas, including:

- Academie Lafayette Charter School
- ArtsTech
- Assistance League of St. Louis
- Beacon Health Center
- Beyond Housing
- Boys and Girls Club of Greater Kansas City
- Boys and Girls Club of Greater St. Louis
- Brookside Day School (BSDS, Inc.)
- Childgarden Child Development Center
- CHWC, Inc.
- City Garden Montessori Charter School
- Della Lamb Community Services
- Fordland Clinic
- Gateway 180
- Gateway Greening, Inc.
- Good Shepherd School for Children
- Grace Hill Settlement House, Inc.
- Grand Center, Inc.
- Great Circle
- Greater St. Louis Arts and Education Council
- Guadalupe Centers, Inc.
- Habitat for Humanity of St. Charles
- Habitat for Humanity St. Louis
- Hope Academy
- JobOne
- KIPP St. Louis
- Meet the Need Development Corporation
- Neighborhood Houses
- Nonprofit Connect
- Paraquad, Inc.
- Plumbers' and Pipefitters' Local 101
- reStart, Inc.
- Riverview West Florissant Development Corporation
- Saint Louis ConnectCare
- St. Louis Language Immersion Schools
- St. Martin's Child Center
- South City Preparatory Academy
- South Grand Community Improvement District
- Synergy Services
- Touchette Regional Hospital
- Urban Strategies, Inc.
- Valley Industries
- Wyman Center, Inc.



"The IFF philosophy got us a building we can afford and that will provide us with the program space we need."
Millie Krna, Executive Director
Brookside Day School, Kansas City, Missouri



"IFF made it easy…they understand what they're looking at when they see your financials—they know who you are."
Jeff Lee, Chief Financial Officer
Paraquad, St. Louis

Contact IFF to discuss a project, learn more about IFF's affordable loan program, or compare rates and terms.

Kirby Burkholder
Executive Director, Missouri
kburkholder@iff.org

Kate Reese
Loan Officer
kreese@iff.org

911 Washington Avenue, Suite 203
St. Louis, Missouri 63101
314 588 8840

iff.org/missouri

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Community Impact [3]

Child Care	
Number of loans	139 loans
Loan volume	$37.6 million
Child care slots created	4,617
Renovated/constructed space (sq ft)	828,407

Charter Schools	
Number of loans	126 loans
Loan volume	$78.3 million
Student seats created	27,329
Renovated/constructed space (sq ft)	3.1 million
Total credit enhancement grants	$13.9 million
Total credit enhancement amount leveraged	$237 million

Health Care	
Number of loans	80 loans
Loan volume	$36.2 million
New patients/visits	179,684
Renovated/constructed space (sq ft)	895,267

Housing [4]	
Number of loans	204 loans
Loan volume	$74.4 million
Units created	3,451
Beds created	1,090
Renovated/constructed space (sq ft)	2.1 million

(1) Cumulative since 1990
(2) Transaction fees and first year interest
(3) Impact based on created units
(4) Includes both affordable and supportive/special needs housing

Loan Features and Benefits

- Financing from $10,000 to $1.5 million per project
- Terms to 15 years
- Below-market rates, with no rate variance based on risk
- No points and no application, processing, or prepayment fees on most loan products
- Financing for up to 95% of total project costs (not appraised value)
- Financing for leasehold improvements
- Second position loans

Types of Financing

- Land or building acquisition
- Renovation and new construction
- Facility maintenance or repairs (leased or owned)
- Equipment, furnishings, service-oriented vehicles
- Affordable housing*

* Loan features and benefits for affordable housing loans may differ from those described above.

Sectors Served

- Multi-service agencies
- Early childhood care and education
- Education (charter, choice, and private schools)
- Health care (FQHCs, CHCs)
- Youth, adult, senior services
- Affordable and supportive housing
- Special needs providers
- Community development
- Arts and culture

One of America's leading community development financial institutions, IFF strengthens nonprofits and their communities through lending and real estate consulting.

We work with nonprofits in Illinois, Indiana, Iowa, Missouri, and Wisconsin, with a focus on those that serve low-income communities and special needs populations.

To learn more about IFF, visit iff.org.

SAINT LOUIS MHB MENTAL HEALTH BOARD

LETTER OF INTENT TO SUBMIT AN APPLICATION

Permanent Supportive Housing Development Initiative

Name of Applicant (Not for Profit Corporation)					
Mailing Address					
Agency Executive Authorizing Submission					
Signature of Executive					
Primary Contact				Title	
Telephone		x	E-mail		

Please complete each section below, leaving the question intact, and return via email to Celestina Zavala, czavala@stlmhb.com, with "Supportive Housing Development Letter of Intent" in the subject line anytime from now June 10, 2013 until close of business on Monday, September 30, 2013. Feel free to include attachments to this Letter of Intent; however, keep the complete LOI package to no more than 10 pages.

1. Project Summary Description – Provide a basic description of your proposed housing development (property location, status of site control, number and size of units, etc.) and the proposed behavioral health services.

2. Target Population - Briefly describe the expected target population for the proposed housing development and explain how the proposed supportive housing will address their needs.

3. Behavioral Health Services – Identify and provide a brief description of the behavioral health services provided for adults with serious mental illness and/or substance use disorders who will be tenants in the supportive housing project.

4. Consumer Involvement – Briefly describe how behavioral health service consumers will be engaged or have been engaged in the planning process for the proposed housing development.

5. Project Team – Identify and provide brief descriptions of the development team members (e.g., co-developer, architects, contractors, property manager, etc.) and explain why your organization or team is well qualified to undertake the proposed supportive housing project.

6. Project Financing – Attach a preliminary budget showing sources and uses of funds for your proposed housing development. Describe below the status of any applications for, or commitments of, funding sources that are identified in your sources and uses of funds statement.

7. Project Operations - Briefly describe what financial resources your organization has or expects to obtain to ensure day-to-day operations and behavioral health services for the long-term sustainability of the project over the 10-year term of the agreement.

Saint Louis Mental Health Board

INVESTING IN PROGRAMS THAT WORK

SAINT LOUIS MENTAL HEALTH BOARD
PERMANENT SUPPORTIVE HOUSING DEVELOPMENT INITIATIVE
APPLICATION FOR FUNDING INSTRUCTIONS

To be considered to funding through the Permanent Supportive Housing Initiative program, applicants must submit:

1. A cover letter signed by an individual authorized to enter into contractual agreements on behalf of the organization. The cover letter must include:
    a. A request for funding; and
    b. The amount of funding requested; and
    c. The number of permanent supportive housing units expected to be produced through this application.
2. A completed application packet including:
    a. The typed "Application for Funding" completed in full with the applicant's name entered in the footer; and
    b. Additional typed pages as required, with the appropriate question number noted and the applicant's name entered in the footer; and
    c. The attachments requested on page 6 of the Application for Funding.
3. 7 copies of the typed Application for Funding and additional questions (items 2a. and 2b. above), *without* the attachments listed on page 6.

The cover letter and application packet must be physically received at MHB's office, to the attention of "PSH Application", anytime between June 2013 and COB on Monday, September 30, 2013.

Permanent Supportive Housing is defined as, "A cost-effective combination of permanent, affordable housing with services that help people live more stable, productive lives." For more information about PSH in St. Louis, you may download the Corporation for Supportive Housing's recently published *Report to the St. Louis Partnership for Mental Health and Housing Transformation Grant: Permanent Supportive Housing Unit Goal* report here:
http://www.stlmhb.com/wp-content/uploads/2012/11/stlouis_cshmodel_report_final.pdf

SAINT LOUIS MHB MENTAL HEALTH BOARD

NOTICE OF FUNDING AVAILABILITY

Permanent Supportive Housing Development Initiative

June 2013

A study released in September 2012 by the national Corporation for Supportive Housing verified that there is still a shortage of **safe, sanitary, permanent housing** for persons suffering from behavioral health disorders, including drug and alcohol addiction, in the City of St. Louis. The St. Louis Mental Health Board (MHB) hereby notifies interested parties of the availability of funds for the development of **permanent** supportive housing for adults living with serious mental illness and/or substance use disorders. MHB's basic investment criteria for the Initiative are as follows:

- Total funding for the Initiative is approximately $750,000.
- Maximum funding per project is the lesser of $250,000 or 80% of project capital costs
- Behavioral health services must be provided as an integral part of any proposed project and provided on an on-going basis for a 10-year period
- Eligible projects must have no more than 15 units per site and must be located within the City of St. Louis.
- MHB prefers projects that contemplate the rehabilitation of existing buildings.
- MHB funds should leverage other funding sources to the greatest extent possible.
- MHB funds may be directed only to not for profit corporations
- MHB encourages partnering with experienced developers to facilitate development and operation

MHB intends to select proposed projects through a two-step competitive process. Interested parties are invited to submit a Letter of Intent to Submit an Application (LOI). The LOI will provide basic information about the proposed project and will be used by the MHB to determine whether the interested parties will be invited to submit a full proposal for their project. LOIs in response to this Notice must be submitted to the MHB anytime before October 31, 2013. Copies of the LOI form are available on the MHB website.

It is the goal of MHB to utilize minority- and women-owned businesses in the development of this housing. Recipients should strive for 25% certified minority business enterprise participation and 5% certified women's business enterprise participation. Recipients will be required to keep records of participation.

MHB anticipates that decisions on **invitations to submit full applications will be made within 60 days of submission** and that **full applications will be due within 30 days of the invitation** by MHB to successful LOI requestors.