



HOUSING and HEALTH EQUITY

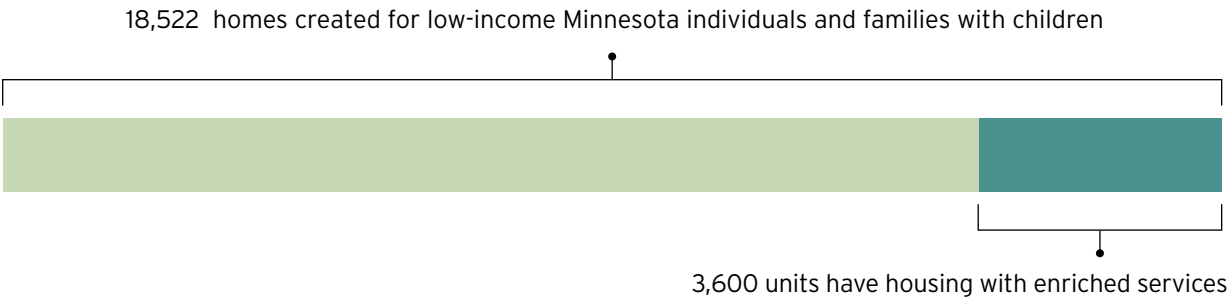


A warm, intimate photograph of a Black family. On the left, a man with a beard and curly hair smiles. In the center, a woman with her hair pulled back smiles broadly, holding a young child. The child, wearing a yellow headband and a yellow top, looks towards the camera. The background is softly blurred, showing a lamp and a shelf. The overall tone is warm and positive.

GREATER MINNESOTA HOUSING FUND

A 25+ year legacy of
Housing & Health Equity

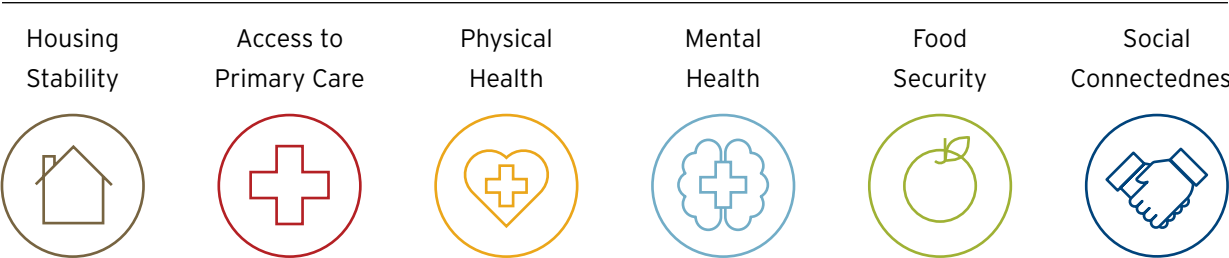
Since 1997, GMHF has worked to improve health outcomes through affordable housing. Foundational as a social determinant of health (SDOH), stable housing helps build stronger and healthier individuals, families, and communities. GMHF knows the key ingredient for well-being starts with a place to call home.



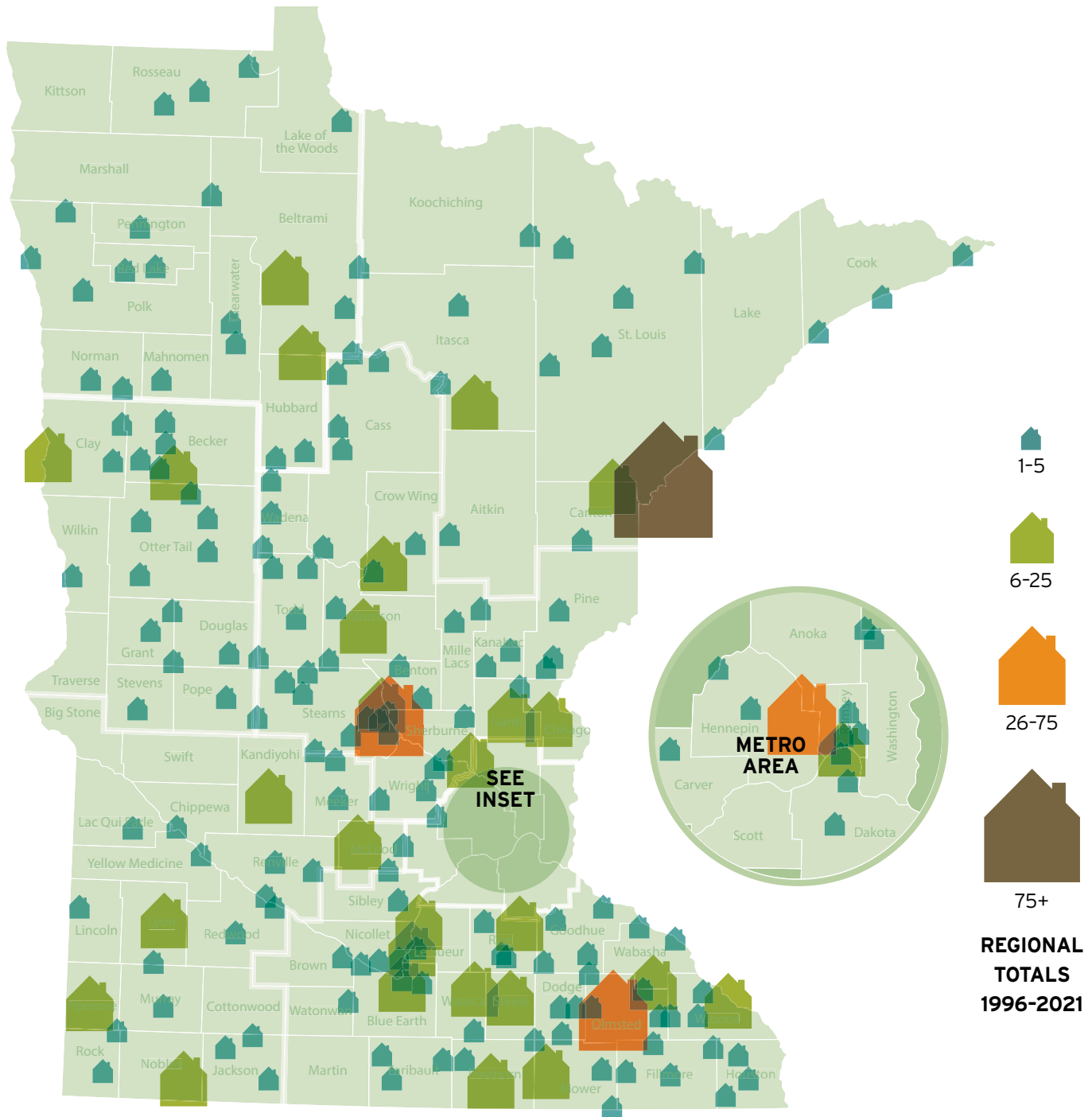
Of all units preserved or created annually through GMHF financing, approximately 20% of units provide permanent supportive housing or housing with services (such as case management, addiction recovery, employment assistance, parenting training, and independent living skills.) GMHF has partnered with hospitals, clinics, and healthcare companies across Minnesota, including Sanford, Mayo Clinic and United Health, to improve community health through the production of housing.

MEASURING HEALTH OUTCOMES

GMHF is working to measure resident health outcomes as they move into safe and stable housing financed by GMHF. This data collection effort’s findings reinforce existing research that indicates housing stability improves health outcomes and may help attract more impact investors and leverage new sources of capital to create affordable housing.



Since 1997, GMHF has **invested \$736.8M** in the Twin Cities and across the state, creating **18,522 homes** for families, children, and individuals with low incomes, of which approximately **3,600 units** have combined **housing with services**.



HOUSING + HEALTH EQUITY

GMHF: YOUR CHOICE AS INTERMEDIARY



Proven Track Record

Since its founding, GMHF has become the largest non-profit affordable financing intermediary in the state, in terms of volume of lending activity and geographic expanse, serving all 87 counties.



Health & Housing Leadership

GMHF is the only intermediary with a dedicated statewide housing & health equity initiative.



Strong Management

GMHF is a Certified CDFI with a high Aerie rating of ★★★★★ **AA+**, Policy Plus, due to its strong operating systems, underwriting & asset management.



Impact Investing Track Record

GMHF provides proven fund management expertise for multiple impact funds.



Range of Impact Investor Partners

GMHF has a strong, diverse base of financial support which includes family and philanthropic foundations, banks, government agencies, and healthcare institutions. The variety of partners provides structure and mitigates risk.



Investment Diversification

GMHF has extensive market expertise and works with a wide range of for-profit and nonprofit developers in small-, mid-sized, and metropolitan cities.



Quick Strike Effectiveness

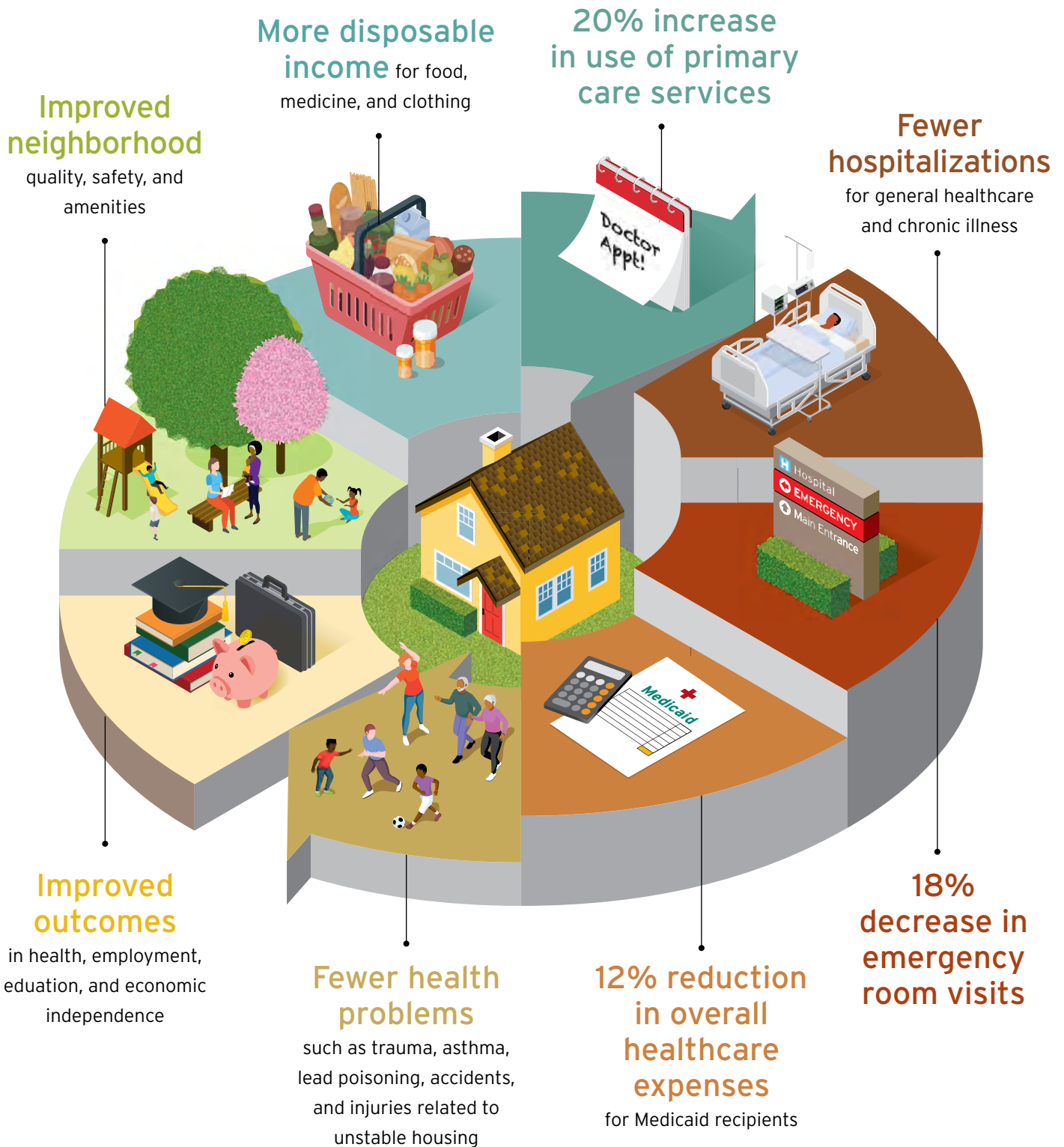
GMHF is nimble and can mobilize assets at market speed.



National research proves
the critical link between
stable and affordable
housing and positive
health outcomes.

HOUSING + HEALTH EQUITY

HOUSING IMPROVES COMMUNITY HEALTH OUTCOMES

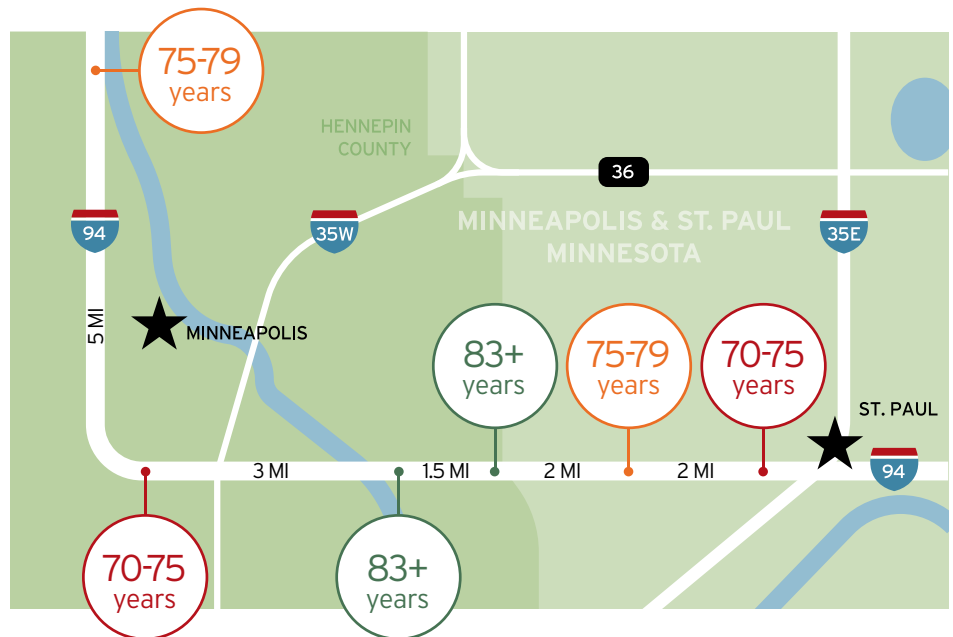


HOUSING + HEALTH EQUITY

HOUSING ADVANCES HEALTH EQUITY

Health Equity means all people—regardless of race, income, or ZIP code—have opportunities to live their healthiest life possible.

3 miles could equal up to a 13 year life span difference.¹



4th

Minnesota ranked in the 4th (worst) quartile across the US for disparities in quality of care by race.²

17x

MN American Indians and Blacks experience homelessness at 17X the rate of Whites.²

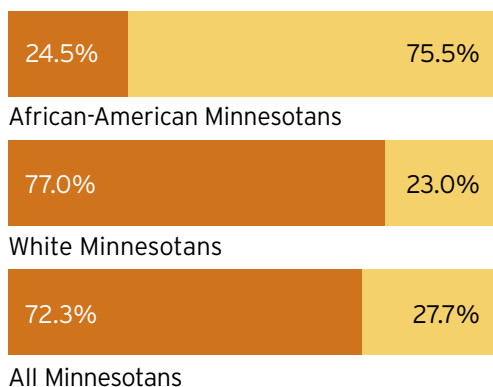
15/17

MN African Americans experience disparities in 15 of 17 health indicators.³

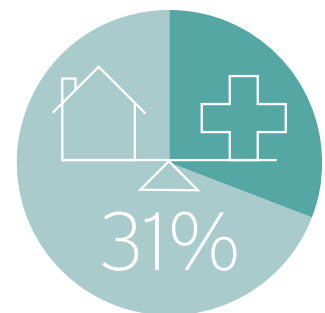
5x

Cost burdened households spend 5X less of their resources on healthcare.⁴

Owners | Renters⁵



Nearly half of all renter households spend more than 30% of their income on rent.



31% of cost-burdened households in Minnesota must choose between housing & healthcare.

1. Blue Cross and Blue Shield of Minnesota "Reshaping Health & Communities Through Equity"

2. America's Health Rankings UnitedHealth Foundation 2021 Annual Report. www.americashealthrankings.org/explore/annual/state/MN

3. America's Health Rankings UnitedHealth Foundation 2021 Annual Report. www.americashealthrankings.org/explore/annual/measure/healthstatus_disparity/state/MN

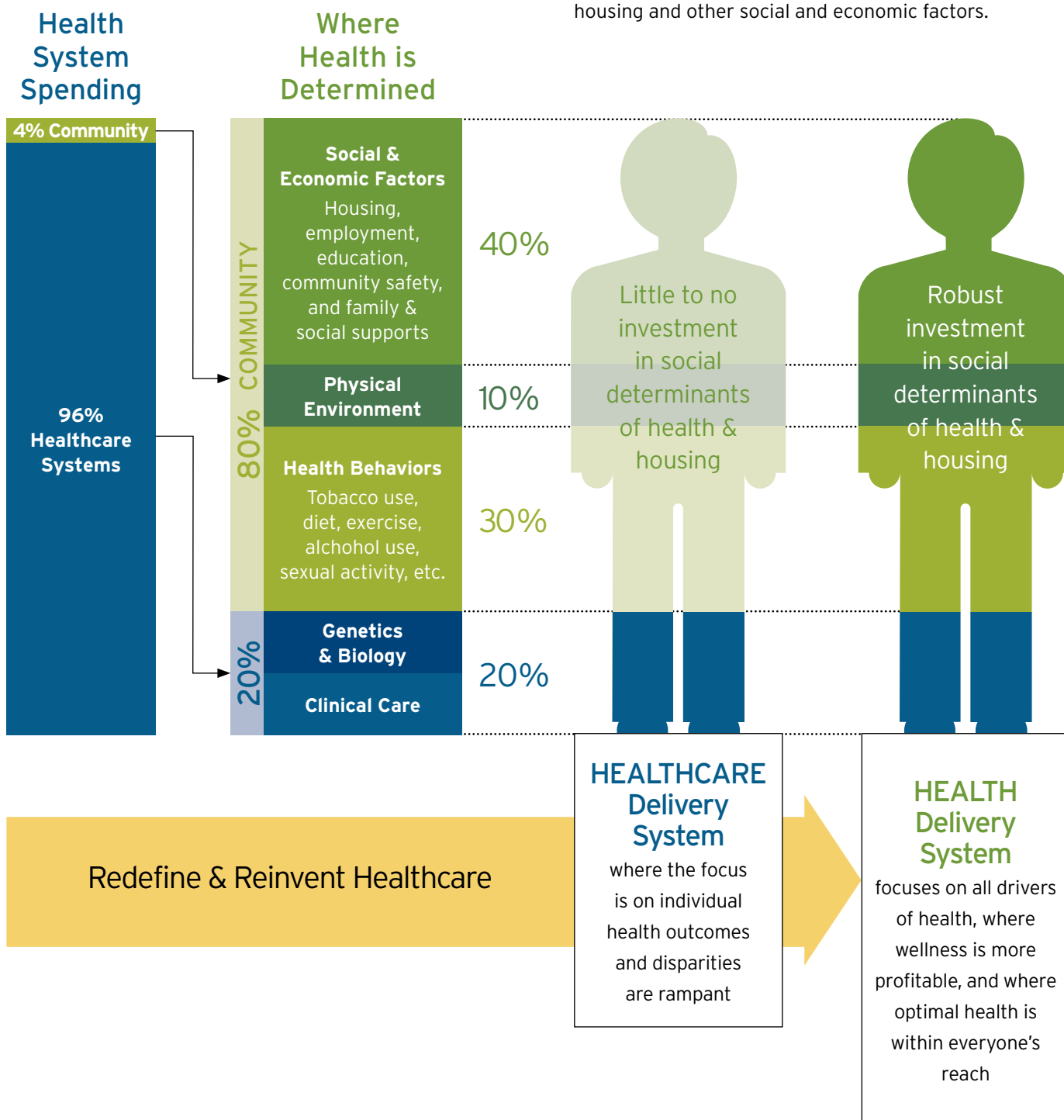
4. Federal Reserve Bank of San Francisco, 2018. Housing Stability and Family Health: An Issue Brief.

5. Minnesota State Demographic Center

HOUSING + HEALTH EQUITY

SHIFTING INVESTMENTS TO UPSTREAM SOLUTIONS

Research shows 80% of health happens in the community, outside of a doctor's office or hospital. Yet only 4% of healthcare resources in the healthcare system are used to address those areas of health that include housing and other social and economic factors.





Affordable housing
improves health,
supports school success,
stabilizes employment,
and builds healthy
families & communities.

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HEALTHCARE ASSETS FOR HEALTHIER COMMUNITIES

Upstream solutions to community health can be created using a variety of healthcare assets. Multiple investment types, targets, and strategies all offer opportunities to meet mission impact goals and GMHF is advancing double bottom-line outcomes for its partners.

Types of Health Institution Assets for Community Health Solutions



Forms of Community Investment

Type of Investment

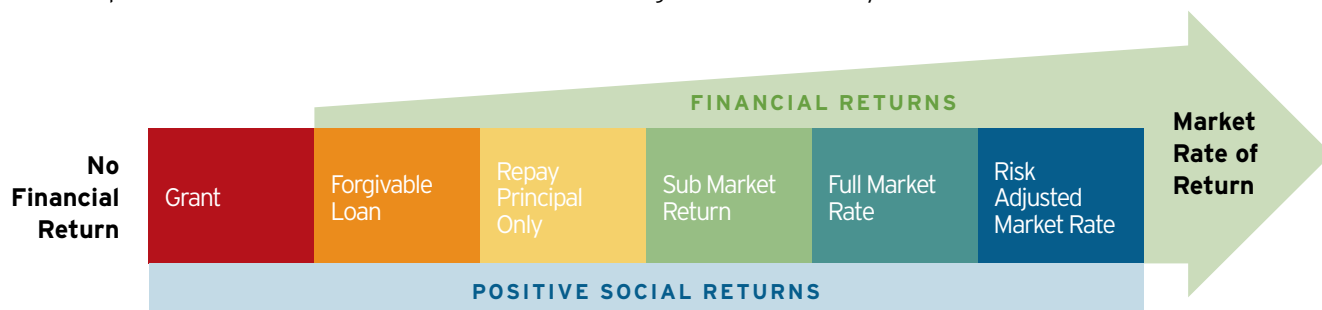
- Loans
- Bonds
- Equity (e.g. venture capital)
- Tax credits
- Pay for success deals
- Guarantees
- Cash deposits in credit unions or mission-driven banks

Investment Target

- Project
- For-profit or not-for-profit enterprise
- Intermediary (e.g. CDFI)
- Fund or other structured vehicle

Spectrum of Financial Return

GMHF can help achieve double bottom-line returns in financial gain and community health outcomes.



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BENEFITS OF UPSTREAM INVESTMENT

Healthcare institutions receive a variety of benefits when investing in upstream solutions to social determinants of health:



Achieving Mission



Building Relational Capital/Goodwill



Exceeding Compliance Expectations

Enhancing Competitiveness



Cutting-edge Strategy



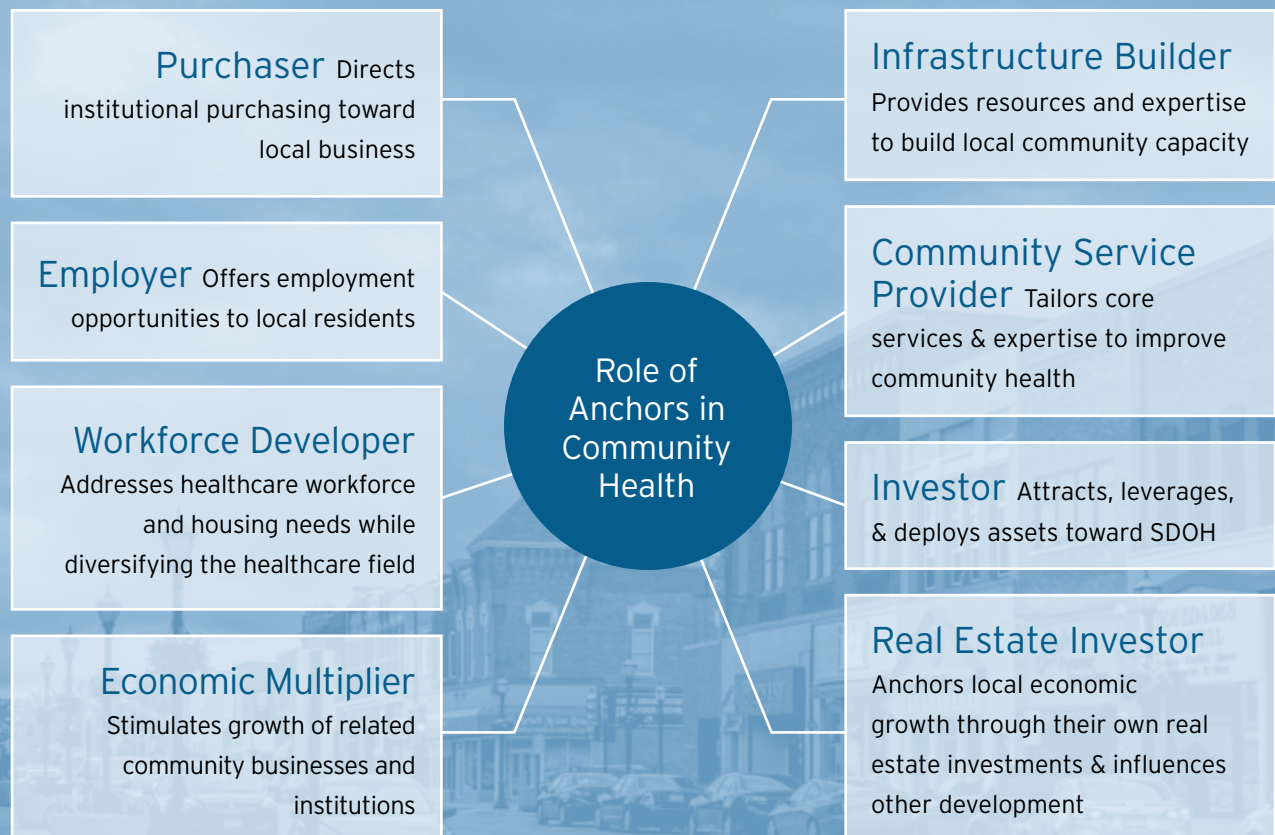
Strengthening Reputation



Rewarding Financial & Community Health Returns

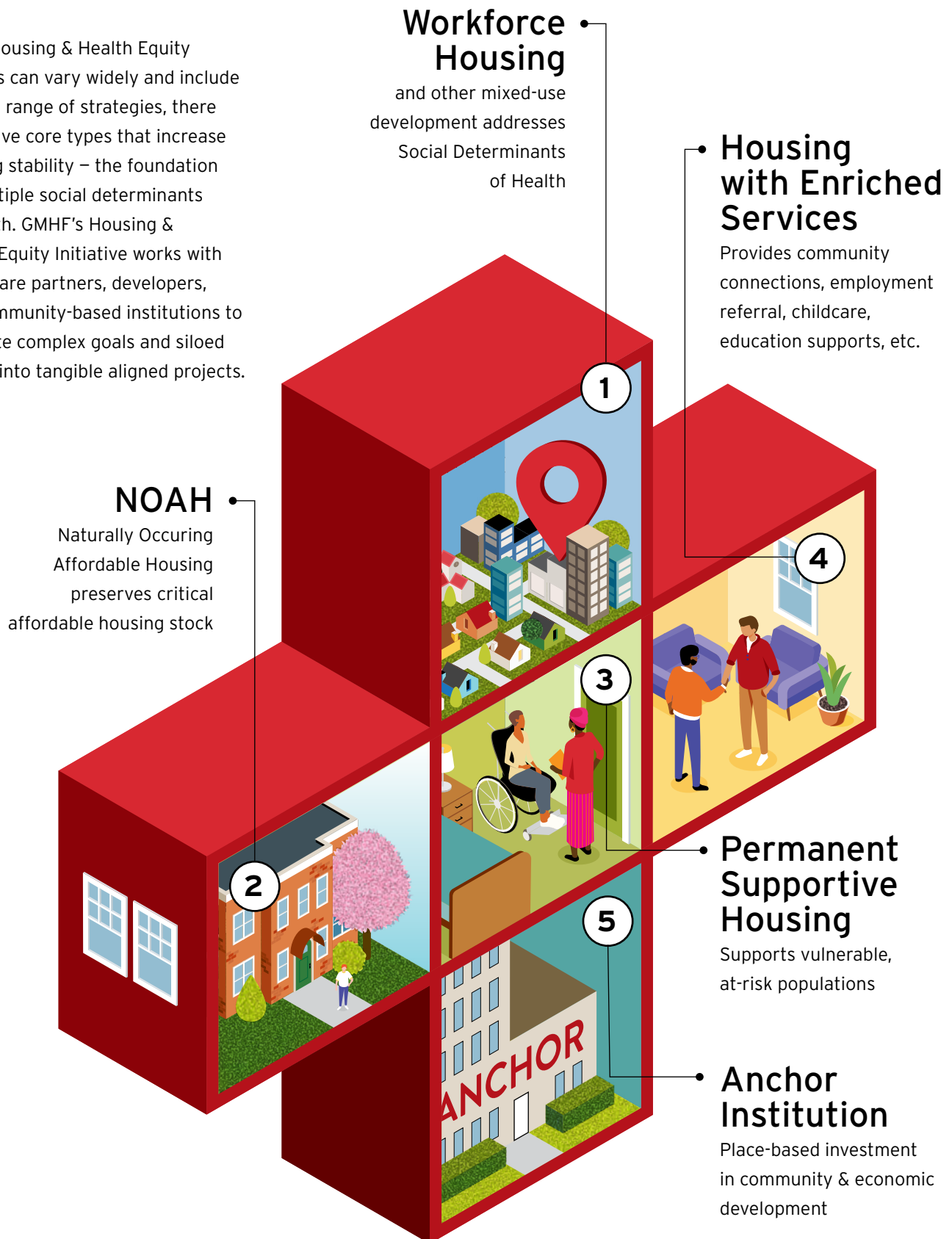


Multiple Roles for Healthcare as Anchor Institutions



HOUSING + HEALTH EQUITY PROJECT TYPES

While Housing & Health Equity projects can vary widely and include a broad range of strategies, there exists five core types that increase housing stability – the foundation for multiple social determinants of health. GMHF's Housing & Health Equity Initiative works with healthcare partners, developers, and community-based institutions to translate complex goals and siloed efforts into tangible aligned projects.



A photograph of a woman with long blonde hair, wearing a light-colored cable-knit sweater, sitting and looking towards another person whose back is to the camera. The scene is indoors, with a window visible in the background. The entire image is covered with a semi-transparent red overlay.

GMHF HOUSING + HEALTH EQUITY Projects

HEALTH EQUITY OUTCOMES FOR RESIDENTS IN RECOVERY

AVIVO

Minneapolis-based nonprofit, Avivo, serves individuals who face complex barriers to housing stability including unemployment, substance abuse, mental illness, or disabilities. In 2020, Avivo partnered with the City of Minneapolis and GMHF to acquire Naturally Occurring Affordable Housing (NOAH) in order to expand services, own and manage its own units (rather than leasing, and add office space to its site.

NOAH Preservation is a key community housing strategy because preserving existing affordable properties is more affordable than new construction.

Best Practice

- On-site services paired with stable housing improve health outcomes for vulnerable residents.
- Direct ownership of property improves the quality of management and integration of service provision.
- Developmental services focused on economic self-sufficiency address job stability and income for an individual while addressing other SDOH to enhance community well-being.



Location Minneapolis, MN

Units 52 total at 3 properties

GMHF Financing

\$4.45M First Mortgage

\$427K Mezzanine Loan

Total Cost \$6.29M

Partners Avivo and the City of Minneapolis

TRANSIT ORIENTED WORKFORCE HOUSING WITH HEALTH & WELLNESS COMMONS AT PENN

Commons at Penn, developed by Minneapolis native, BIPOC developer, and former NBA player Devean George through his Building Blocks organization provides one, two, and three bedroom homes for working families with children, serving households at or below 60% of area median income.

Minority developers offer valuable insights and a commitment for how best to meet their community's needs. Cross-sector working partnerships helped attract public and private capital for this local affordable housing effort.

Best Practice

- Community health is improved with the inclusion of a satellite office of **Northpoint Health & Wellness Center** with two flexible exam rooms.
- Healthy Design techniques are used in the development including a fitness center, outdoor play and open space area, and community room space for social connections.
- The project location is on a Bus Rapid Transit (BRT) line that links housing, employment, and service connections. This transit-oriented design expands community health and offers positive health and cost savings benefits to residents.



Location Minneapolis, MN

Units 47

GMHF Financing

\$3.99M Equity Syndication through Minnesota Equity Fund (MEF)

Total Cost \$11M

Partners Building Blocks, City of Minneapolis, Hennepin County, Minnesota Housing, Real Estate Equities

SUPPORTIVE HOUSING FOR SINGLE MOTHERS AND THEIR CHILDREN

JEREMIAH PROGRAM

Jeremiah Program is a Minnesota-based non-profit that provides affordable housing paired with services designed to help single mothers excel in the workforce, prepare their children to succeed in school, and reduce generational dependence on public assistance.

The campus provides a holistic set of services for two generations – mothers and children. Mothers can acquire the education and skills for a sustaining career pathway while safe space and developmental supports are provided for their children. Jeremiah Program is one of the nation's most successful strategies for transforming families from poverty to prosperity, two generations at a time.



Best Practice

- Affordable housing (capped at 30% of income) paired with on-site childcare provides a save, affordable means to care for children while providing mothers with the peace of mind to focus on their education and vocational goals.
- A shared community space and campus setting encourages peer interaction and support, enhancing social connections and well-being.

- On-site staff provide wrap around services which address SDOH through referral or leveraged supports directly on campus.
- The focus on education and economic stability establishes a career pathway for financial independence and long-term housing success for mother and child.

Location Rochester, MN

Units 40

GMHF Financing

\$8.3M Construction Loan

\$450K Gap Loan

Total Cost \$14.27M

Partners Jeremiah Program, Olmstead County, the Rochester community, and several philanthropies

TRIBAL PARTNERSHIPS FOR PERMANENT SUPPORTIVE HOUSING

PARK PLACE

Park Place opened in 2017, providing 60 permanent homes with nursing care to chronically homeless individuals who have struggled with substance abuse and experienced life-threatening homelessness.

Officials from Bemidji and Beltrami Counties, Red Lake and Leech Lake Ojibwe Tribes, and other civic leaders, came together to define the Health Equity need and build public will for solutions in housing.

Best Practice

- Direct involvement from Red Lake and Leech Lake housing authorities brought forward insights and an approach for achieving success with the chronically homeless recipients of service.
- **Sanford Health System** partnered by providing nursing services on-site, also known as shifting resources upstream to a community health model, reducing costs in the ER. Research shows that Permanent Supportive Housing strategies reduce costs by decreasing ER visits, shortening hospital stays, and fostering successful preventive care.
- A Housing First strategy is known to increase recovery success and long-term stability for people with chemical dependency.



Photo by Dustin Stensland, © Dustin Stensland Photography

Location Bemidji, MN

Units 60

Total Cost \$11M

GMHF Financing \$3.3M

Partners Beltrami County HRA, Center City Housing Corp., Cinnaire, City of Bemidji, Federal Home Loan Bank of Des Moines, First National Bank of Bemidji, Leech Lake Band of Ojibwe, LHB Architects, Minnesota Dept. of Human Services, Minnesota Housing, Northwest Minnesota Foundation, Red Lake Reservation Housing Authority, Sanford Health, and United Way

A photograph of a young Black man and an older Black woman looking out a window. The man is in the foreground, looking off to the side. The woman is behind him, also looking out the window. The image has a teal overlay.

Advance upstream investment in community health today. Contact GMHF to build your own pipeline of Housing & Health Equity projects.

[GMHF.com/H&HE](https://gmhf.com/H&HE) | Eric Muschler, Director, emuschler@gmhf.com

The mission of Greater Minnesota Housing Fund is to **support the creation of strong communities and affordable homes** by making strategic investments and forming effective partnerships.



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