Lead Safe Cleveland Coalition

OPERATIONALIZING & FUNDING THE SOLUTION

June 21, 2019
• Non-profit organization established in 1981.

• CHN’s mission is to leverage the power of affordable, stable housing to change lives and improve communities.

• A focus on the “Power of a Permanent Address”.

• Partner to sister-non-profits, government entities, financial institutions and other like-minded institutions that seek to improve housing stability.

• Primary geographic focus is Northeast Ohio, but undertakes real estate development and consulting services within adjacent states.
Bricks, Mortar and People

We deliver comprehensive, vertically integrated housing solutions to achieve substantial, meaningful outcomes.
Distilling the Data: What’s the Need?

• Number and type of potential customers
• Potential target customers and housing stock
• Potential average cost per job
• Potential size of fund
• Types of money sources needed for fund
• Types of investors needed for fund
Cleveland Market Dynamics

• Low rents and thin margins for many landlords
• Many landlords are “mom and pop shops” -
  a. Owner occupant in one of two-unit building
  b. Owns one or two rental properties
• Home values haven’t recovered in many areas, particularly many of the most impacted in Cleveland.
Low-income families are particularly vulnerable to lead exposure in homes at lower rental rates with significant deferred maintenance.
Key Characteristics of a Fund

- Available to ALL property owners.
- Manager must have ability to lend or make grants to landlords & homeowners.
- Must include:
  - Grants
  - Loans
  - Grant/loan mixes

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<tr>
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<th>Grant</th>
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<tbody>
<tr>
<td><strong>Landlord</strong></td>
<td>X</td>
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<tr>
<td><strong>Homeowner</strong></td>
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Key Characteristics of a Fund

• Flexible credit and grant terms to meet the needs of tenants and homeowners living in homes.
• A system that is dynamic, scalable and high closure.
• Work closely with organizations that can leverage other resources such as weatherization and home repair services to address other capital needs of home outside of lead.
Types of Capital Needed

• Inspection Incentives
• Interim Control Grants
• First Tier Lending Capital
• Second Tier Mission-Driven Capital
• Private Capital
• Loans and Grants Administration
Questions
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