CHFFA HELP II LOAN PROGRAM EXECUTIVE SUMMARY

Applicant:	Interim, Inc. ("Interim")	Amount Requested: \$1,000,000			
	604 Pearl Street	Requested Loan Term: 20-year fixed			
	Monterey, CA 93942	Authority Meeting Date: Sept. 22, 2016			
	Monterey County	Resolution Number: HII-305			
Project Sites:	601, 603, & 613 Bayonet Circle, N	Marina, CA 93933			
Facility Type:	Residential Treatment Program				
Eligibility:	Government Code section 15432(d)(13)			
Prior HELP II Borrower: Yes – Interim has an outstanding amount of \$331,710.68 as of 8/24/16.					
Payments are timely.					

Background: Interim, Inc. is a 501(c)(3) non-profit organization established in 1975 in order to provide services and affordable housing supporting members of the community with mental illness in building productive and satisfying lives. Interim works in partnership with Monterey County Department of Mental Health Bureau to provide a continuum of residential treatment, affordable housing, employment and educational services, dual recovery services for individuals with mental illness and substance abuse disorders, and consumer-operated mental health, wellness, and recovery services for adults with psychiatric disabilities residing in Monterey County. In FY 2015, Interim served 51 clients in the Monterey County area.

Use of Loan Proceeds: Loan proceeds will be used to demolish and construct multiple buildings on one site at 601, 603, and 613 Bayonet Circle, Marina, CA 93933.

Financing Structure:

- Second lien on real property located at 601, 603, & 613 Bayonet Circle, Marina, CA 93933
- 20-year, two percent (2%) fixed rate loan
- 240 equal monthly payments of approximately \$5,058 (annual payments of approximately \$60,706)
- A current appraisal that is acceptable to the Authority
- Corporate gross revenue pledge
- Loan to value ratio not to exceed 95% (estimated loan to value ratio is approximately 17%)
- Verification of borrower funds to close escrow
- Verification of additional source of funding to complete project

Financial Overview: Interim's income statement appears to exhibit strong operating results over the review period, and its balance sheet appears steady with a pro-forma debt service coverage ratio of 3.38x.

Estimated Sources of Funds:		Estimated Uses of Funds:	
HELP II loan	\$ 1,000,000	Construction	\$ 3,484,528
Borrower funds	12,028	Financing costs	27,500
Medi-Cal Capacity Grant	2,500,000		
Total Estimated Sources	\$ 3,512,028	Total Estimated Uses	\$ 3,512,028

Due Diligence: Staff has received and reviewed the Eligibility, Legal Review, Religious Due Diligence, Savings Pass Through and Community Service Requirement documentation. All documentation satisfies the Authority's requirements.

Parties of Interest: Chicago Title Company

Staff Recommendation: Staff recommends approval of Resolution Number HII-305 for Interim, Inc. in an amount not to exceed \$1,000,000 for a term not to exceed 20 years, and contingent upon financing terms acceptable to the Authority. Macias Gini & O'Connell LLP, the Authority's financial analyst, concurs with the Authority's staff recommendation.

I. PURPOSE OF FINANCING:

As part of Interim's plan to increase services to meet its growing demand for day services, Interim is requesting a HELP II loan to be used to demolish an existing building and construct two facilities, which will help serve more clients involved in the "Bridge House" program. The program provides residential treatment for clients with mental illness and substance abuse disorders. In addition to the \$1 million requested from the HELP II Loan Program, \$12,028 is from Interim funds, and \$2.5 million will be provided through a Medi-Cal Capacity grant from the Central California Alliance for Health.

Construction \$3,484,528

HELP II loan proceeds will fund construction for Interim's "Bridge House" program, which will relocate from its current address to the project address once construction is complete. Interim expects the existing housing at the site will be both demolished and rebuilt, and new construction of an add-on to an existing building will be built to suit the program's needs, which will begin in February 2017.

The HELP II loan will help Interim expand the program from 13 beds for residential clients to 14 beds upon completion of the 6,514-square-foot two-story facility and provide services for up to 25 day program participants at the new location. The building will have four offices, one medication room, a dining room, kitchen and two meeting rooms. The add-on building, a 2,565-square-foot two-story facility, will include six offices, two meeting rooms, a file room, a kitchenette and a large multi-purpose room. Currently, clients must be residents to participate in the "Bridge House" program due to restrictions imposed by California Department of Social Services Community Care Licensing because of the small size of the current site and the facility does not serve clients through a day program.

The new HELP II loan will be secured by a second (2nd) lien position on one property located at 601, 603, 613 Bayonet Circle Marina, CA. CHFFA will be in the second lien position due to an outstanding loan on this property with the County of Monterey. Interim's management estimates the property value at \$5.9 million, leading to a loan-to-value of approximately 17%. An appraisal acceptable to the Authority will need to be completed prior to closing to reflect a loan-to-value ratio of less than 95%. As of June 30, 2015, there is one outstanding loan amount of \$82,951 on the property located at 613 Bayonet Circle Marina, CA.

Financing Costs	 27,500
Authority Fees	
Title and Escrow Fees	
Total Uses of Funds	 <u>,512,028</u>

FINANCIAL STATEMENTS AND ANALYSIS:

Interim, Inc. Statement of Financial Position (Unrestricted)

(cm)		iereu)	As of June 30,	
		2015	2014	2013
Revenue and Other Support			. <u></u>	
Contract fees:				
Monterey County Contract	\$	8,018,839	\$ 7,159,318	\$ 6,639,870
Government grants		916,365	1,381,772	1,172,846
Management fees		534,973	487,295	456,587
Rents		432,204	433,258	443,529
Contributions		89,504	365,037	68,759
Developer fee		50,000		
Forgiveness of debt		-	-	-
Program income		192,023	189,791	247,534
Special events		-	-	-
Realized gain on investment		9,713	164,486	1,625
Unrealized gain (loss) on investments		(37,056)	(27,430)	88,495
Interest and dividends		112,225	65,825	57,150
Gain on disposal property and equipment		15,781	2,000	5,941
Miscellaneous		171	3,848	455
Total revenues and support		10,334,742	10,225,200	9,182,791
Net assets released from restrictions - Satisfaction of program restrictions		147,853	324,840	1,912,619
Total unrestricted support, revenues and other income		10,482,595	10,550,040	11,095,410
Expenses				
Salaries and wages		5,959,765	5,434,983	5,053,681
Employee benefits		1,232,951	1,154,188	1,179,494
Payroll taxes		448,741	403,113	374,483
Professional services		298,117	324,398	265,691
Supplies and equipment		206,853	183,617	183,560
Rent		187,593	258,968	220,436
Utilities		182,464	168,129	159,078
Repairs and maintenance		242,657	232,494	200,947
Food		128,094	130,411	133,819
Interest		106,409	68,289	83,203
Insurance		115,887	122,912	123,451
Telephone		93,537	82,106	83,244
Client services		219,124	157,614	122,362
Meetings and trainings		71,794	61,830	43,504
Printing and publications		35,537	35,748	29,593
Payroll processing fees		46,343	42,513	41,804
Travel and vehicle		20,032	15,234	11,896
Tax and licenses		34,932	20,759	19,910
Fundraising expenses		9,518	29,028	10,487
Miscellaneous		22,313	15,452	20,248
Membership dues		15,279	13,161	15,688
Advertising		11,636	11,946	4,446
Postage		11,283	10,017	6,921
Marketing		20,733	9,942	7,279
Board expenses		14,589	3,011	3,505
Depreciation expense		539,354	482,136	459,949
Total Expenses		10,275,535	9,471,999	8,858,679
Contribute to (from) Affiliate		188,011	(449,999)	
Changes in Net Assets		395,071	628,042	2,236,731
Net assets, beginning of year		12,621,059	12,435,598	10,198,867
Net assets at end of year	5	\$13,016,130	\$13,063,640	\$ 12,435,598

Revenue and Other Support for FTE June 30, 2015					
Payor Source	Amount	Percent			
Grants:					
Monterey County Contract	\$8,018,839	84.7			
Department of Rehabilitation	476,733	5.0			
HUD	374,878	4.0			
City of Salinas	50,754	0.5			
City of Monterey	14,000	0.2			
Management Fees	534,973	5.6			
Total	\$9,470,177	100.00			

*Revenue and Other Support for FYE June 30, 2015

Interim, Inc. Statement of Financial Position (Unrestricted)

(emesticed	As of June 30,		
	2015	2014	2013
Assets			
Current Assets			
Cash and cash equivalents	\$ 303,354	\$ 724,928	\$ 1,080,430
Investments	1,022,631	1,592,668	3,151,997
Accounts receiveable			
Grants receivable	1,726,222	876,050	466,206
Pledges receivable	-	-	42,377
Related parties	160,063	565,065	331,003
Bequest receivable		72,853	
Other	2,808	6,191	2,038
Prepaid expenses	227,411	254,168	287,754
Deposits	11,033	18,624	18,624
Total Current Assets	3,453,522	4,110,547	5,380,429
Noncurrent Assets			
Investments	3,609,422	3,406,584	1,204,587
Security Deposits - held in trust	28,883	27,310	31,182
Assets held as required reserves	910,068	885,700	744,125
Property and equipment - net	9,570,341	9,737,276	8,992,802
Total Noncurrent Assets	14,118,714	14,056,870	10,972,696
Total Assets	\$ 17,572,236	\$18,167,417	\$ 16,353,125
Liabilities and Net Assets			
Current Liabilities			
Accounts payable	\$ 124,497	\$ 355,253	\$ 131,941
Accrued liabilities	1,025,521	¢ 992,697	920,363
Deferred revenue		85,000	-
Prepaid rent	2,296	921	3,368
Interest payable	73,961	23,773	38,580
Current portion of long-term debt	140,762	131,359	109,203
Total Current Liabilities	1,367,037	1,589,003	1,203,455
Long-Term Liabilities			
Interest payable	378,335	401,898	360,205
Security deposits - held in trust	28,883	27,310	31,182
Long-term debt	2,781,851	3,085,566	2,322,685
Total Noncurrent Liabilities	3,189,069	3,514,774	2,714,072
Total Liabilities	4,556,106	5,103,777	3,917,527
Net Assets			
Unrestricted:			
Undesignated	9,634,874	9,915,056	9,848,121
Designated	3,381,256	3,148,584	2,587,477
Temporarily Restricted			439,018
Total Net Assets	13,016,130	13,063,640	12,435,598
Total Liabilities & Net Assets	\$ 17,572,236	\$ 18,167,417	\$ 16,353,125

	Proforma (a)			
	FYE June 30, 2015	2015	2014	2013
Debt Service Coverage - Net (x)	3.38	4.38	6.64	15.33
Debt to Unrestricted Net Assets (x)	0.30	0.22	0.25	0.20
Margin (%)		0.57	7.37	3.53
Current Ratio (x)		2.53	2.59	4.47

Financial Discussion – Statement of Activities (Income Statement)

Interim's income statement displays strong financials, with total revenue and support increasing each year, and positive net assets over the review period.

Interim displays a continued increase in operating revenue and support from FY 2013 to FY 2015, moving from approximately \$9.1 million to \$10.3 million, an increase of 12.5%. However, expenses for total program services nearly mirrored that growth, moving from approximately \$8.8 million 2013 to \$10.2 million in 2015, an increase of 16%. According to Interim's management, one-time donations inflate the operating revenue and support and don't accurately reflect the financial health of the organization. For instance, in FY 2013, Interim received a one-time contribution of \$1.4 million, which inflated its support. Aside from fluctuating donations, Interim has a contract with Monterey County Behavioral Health and program expenses increased based on county needs and increases in the contract. Overall, Interim showed an increase of net assets at the end of year from \$12.4 million in FY 2013 to \$13 million in FY 2013, an increase of 4.7%.

Particular Facts to Note:

- Contribution revenue fluctuated greatly, increasing 30.2% over the duration of the time period, increasing 430.9% from FY 2013 to FY 2014, but subsequently dipping 75.5% from \$365,037 in FY 2014 to \$89,504 in FY 2015. According to Interim's management, the focus of fundraising campaigns changes based on the needs of the organization, which affects the amount of contributions raised. In FY 2013 and FY 2015, fundraising campaigns were focused on raising money for construction projects (restricted donations), while in FY 2014, the campaign was focused on unspecific donations (unrestricted).
- Government contracts display a 33.7% loss in a year-over-year basis in FY 2015. The grant amount of \$916,365 only accounts for 8.9% of the total revenues and support in FY 2015, down from 13.5% in FY 2014. According to Interim's management, the discrepancy in the amount of government contracts is due to receiving a one-time grant from the City of Salinas in the amount of \$453,456 to help pay for a new wellness center building.
- Program income decreased 22.4% from \$247,534 in FY 2013 to \$192,023 in FY 2015. According to Interim's management, some necessary program changes were made to accommodate for this decrease in program income, which included Bridge House collecting all unpaid past due program fees in FY 2013 and Shelter Cover suspended providing dinner services to clients and stopped billing clients for dinner fees. Interim does not consider the decrease significant to the organization's operating goals due to the small amount which has decreased.
- Salaries and wages, which make up approximately 58.1% of Interim's total expenses, increased from approximately \$5 million in FY 2013 to approximately \$5.9 million in FY 2015. According to Interim's management, staffing has increased due to the addition of a new intensive day treatment program, cost of living adjustments and scheduled step increases for Interim's staff.

Financial Discussion – Statement of Financial Position (Balance Sheet)

Interim's balance sheet appears strong with a pro-forma debt service coverage ratio of 3.38x.

While Interim appears to display the ability to repay its debt multiple times, the organization shows a decreasing debt service coverage ratio, dropping from 15.33x in FY 2013 to 6.64x in FY 2014, before falling again in FY 2015 to 4.38x. The drop in debt service coverage ratio from FY 2013 to FY 2015 is primarily due to the decrease in operating income, specifically net assets released from restrictions, according to Interim's management. Additionally, FY 2013 included \$1.4 million in debt forgiveness, which affected operating income. With the proposed new loan, Interim's pro-forma debt service coverage appears to decrease to 3.38x. According to Interim's management, the organization has renewed a three-year contract with Monterey County Behavioral Health and expects to have paid down \$1.2 million in loans with funds from the operating budget by the end of FY 2020.

Particular Facts to Note:

- Cash and cash equivalents greatly decreased by 71.9% from approximately \$1,080,430 in FY 2013 to \$303,354 in FY 2015. According to Interim's management, the drop in cash is due to an increase in receivables. Grant receivables increased by \$1.2 million between FY 2013 and FY 2015, which was partially due to receivables being overdue. According to Interim's management, the organization does not expect the increase to be a permanent change and it has been addressed with Monterey County.
- Total liabilities grew at a rate of 16.3% during the review period, while total assets trailed by comparison, increasing at a pace of only 7.5%. According to Interim's management, as of the end of FY 2013, Interim held \$653,288 in assets as construction was in progress for its affiliate Rockrose Housing, Inc. After the Rockrose Housing, Inc. construction was completed, Interim transferred the asset and liability to another corporation. As of the end of FY 2015, Interim is not holding assets for any of its affiliates.
- Investments under current assets fell substantially from \$3.1 million in FY 2013 to \$1 million in FY 2015, a decrease of 67.7%, while investments in noncurrent assets increased sharply from \$1.2 million in FY 2013 to \$3.6 million in FY 2015, an increase of 199.6%. According to Interim's management, the Board of Directors manages investment funds based on market conditions, which can fluctuate greatly from one fiscal year to the next. Additionally, Interim's management acknowledged the lack of need for the amount of investments under current assets and moved assets into noncurrent assets with the expectation of higher returns.
- According to Interm's management, none of the organization's outstanding debt is forgivable. Depending on the terms of the loan, Interim accrues the interest payable and the liability is set up to pay the loan and the interest when the loan matures.

EXHIBIT 1

Interim, Inc. UTILIZATION STATISTICS

Clients Served / (Patient Visits) for Fiscal Year Ending June 30,

Year	2015	2014	2013
Totals	51 / (n/a)	46 / (n/a)	46 / (n/a)

According to Interim's management, maximum program capacity is 13 clients at any given time. Clients typically graduate from the program in six months; however, the Monterey County Behavioral Health Director or his/her designee may extend a client's stay beyond the six months. The number of clients served each fiscal year takes into account the number of clients carried over from the previous fiscal year (as of July 1st), and the new number of clients admitted throughout the fiscal year. Over the past decade, this number has ranged from 42 to 54 clients. There is no specific reason that the same number of clients was served in FY 2014 and FY2013.

EXHIBIT 2

OUTSTANDING DEBT

	Original	Amount Outstanding ^(a) As of	Estimated Amount Outstanding after
Date Issued -EXISTING LONG-TERM DEBT:	Amount	June 30, 2015	Proposed Financing
-EXISTING LONG-TERM DEDT.			
California Department of Housing & Community Development (2004)	\$ 708,792	\$ 708,792	\$ 708,792
California Department of Housing & Community Development (2002)	150,938	150,938	150,938
California Department of Housing & Community Development (1991)	109,980	109,980	109,980
California Department of Housing & Community Development (1990)	67,520	67,520	67,520
California Department of Housing & Community Development (1989)	140,000	140,000	140,000
City of Monterey (1994)	104,550	104,550	104,550
City of Monterey (1989)	150,000	150,000	150,000
County of Monterey (2005)	100,000	82,951	82,951
County of Monterey (2002)	100,000	100,000	100,000
County of Monterey (1996)	50,000	22,641	22,641
County of Monterey Redevelopment Agency (2007)	150,000	116,550	116,550
Financing Authority (CHFFA) (2012)	750,000	456,488	456,488
Rabobank, N.A. (2014)	900,000	712,203	712,203
- PROPOSED NEW DEBT:			
CHFFA HELP II Loan (2016)		-	1,000,000
- TOTAL DEBT		\$ 2,922,613	\$ 3,922,613

EXHIBIT 3

BACKGROUND AND LICENSURE

Background

Interim, Inc., is a 501(c)(3) non-profit organization established in 1975 in order to provide services and affordable housing supporting members of the community with mental illness in building productive and satisfying lives. Interim works in partnership with Monterey County Department of Mental Health Bureau to provide a continuum of residential treatment, affordable housing, employment and educational services, dual recovery services for individuals with mental illness and substance abuse disorders, and consumer-operated mental health, wellness, and recovery services for adults with psychiatric disabilities residing in Monterey County.

Interim has successfully developed 16 housing projects, two treatment-facility projects, and a wellness center. It provides 284 beds including 186 units of permanent affordable housing, transitional housing for 38 individuals who are homeless or at-risk of homelessness, and 28 treatment beds in two separate programs, as well as support services to numerous additional programs.

Interim provides 14 support programs throughout Monterey County and serves more than 1,700 adults who have mental illnesses and their family members each year. Interim is the only agency in Monterey County that provides these services for adults with serious mental illness. Interim's programs provide clients with a bridge from institutionalization or homelessness to independent living and self-sufficiency.

Licensure, Certification and Accreditation

Interim's Bridge House program is certified by the California Department of Healthcare Services to operate and maintain a transitional residential program and social rehabilitation facility licensed by the California Department of Social Services.

CALIFORNIA HEALTH FACILITIES FINANCING AUTHORITY

The HELP II Loan Program

Resolution Number HII-305

RESOLUTION APPROVING EXECUTION AND DELIVERY OF HELP II LOAN PROGRAM AGREEMENTS WITH CERTAIN PARTICIPATING HEALTH INSTITUTIONS

WHEREAS, the California Health Facilities Financing Authority (the "Authority"), a public instrumentality of the State of California, is authorized by the provisions of the California Health Facilities Financing Authority Act (the "Act") to provide secured or unsecured loans to participating health institutions to refinance existing debt and finance the acquisition, construction, expansion, remodeling, renovation, improvement, furnishing, or equipping of a health facility;

WHEREAS, the Authority established the HELP II Loan Program (the "Program") to provide loans to participating health institutions as authorized by the Act;

WHEREAS, **Interim**, **Inc.** (the "Borrower"), a California participating health institution, has applied to the Authority for a loan through the Program, and the application has been reviewed by the staff of the Authority; and

WHEREAS, approval of the loan by the Authority is now sought;

NOW THEREFORE BE IT RESOLVED by the California Health Facilities Financing Authority, as follows:

<u>Section 1.</u> Pursuant to the Act, the Authority approves a loan to the Borrower in an amount not to exceed **\$1,000,000** for a term not to exceed **20 years** for the purpose described in the application filed with the Authority (the "Project"), but solely to the extent there are available proceeds of the Program, as determined pursuant and subject to Section 2 hereof. This approval is further contingent upon the following conditions:

- 1. 20-year, two percent (2%) fixed rate loan;
- 2. Second lien position on real property located at 601, 603, and 613 Bayonet Circle, Marina, CA 93933
- 3. Corporate gross revenue pledge;
- 4. A current appraisal that is acceptable to Authority staff;
- 5. Loan to value ratio not to exceed 95%;
- 6. Verification of Borrower's funds to close escrow; and
- 7. Verification of additional source of funding to complete project.

Section 2. The Executive Director is hereby authorized, for and on behalf of the Authority, to determine the final amount, terms and conditions of the loan, and to approve any changes in the Project described in the application submitted to the Authority, as said officer shall deem appropriate and authorized under the Act (provided that the amount of the loans may not be increased above the amount approved by the Authority and provided further that the loans continue to meet the Authority's guidelines for HELP II loans). Nothing in this resolution shall be construed to require the Authority to obtain any additional funding, even if more loans are approved than there is available funding. Any notice to the Borrower shall indicate that the Authority shall not be liable to the Borrower in any manner whatsoever should such funding not be completed for any reason whatsoever.

<u>Section 3.</u> The Executive Director is hereby authorized and directed, for and on behalf of the Authority, to draw money from the Program fund not to exceed those amounts approved by the Authority for the Borrower. The Executive Director is further authorized and directed, for and on behalf of the Authority, to execute and deliver to the Borrower any and all documents necessary to complete the transfer of funds.

<u>Section 4.</u> The Executive Director of the Authority is hereby authorized and directed to do any and all things and to execute and deliver any and all documents which the Executive Director deems necessary or advisable in order to effectuate the purposes of this resolution and the transactions contemplated hereby, and which have heretofore been approved as to form by the Authority.

<u>Section 5.</u> This resolution expires 6 months from the date of approval.

Date of Approval: