CALIFORNIA HEALTH FACILITIES FINANCING AUTHORITY HEALTHCARE EXPANSION LOAN PROGRAM (HELP II) EXECUTIVE SUMMARY

Applicant:	The Carolyn E. Wylie Center for Children, Youth & Families (Wylie Center) 4164 Brockton Avenue Riverside, CA 92501 Riverside County	Refinancing Loan Amount: Refinancing Loan Term: Annual Interest Rate: Renovation Loan Amount: Renovation Loan Term: Annual Interest Rate: Equipment Loan Amount: Equipment Loan Term: Annual Interest Rate: Authority Meeting Date: Resolution No.:	15 years 4% fixed \$500,000 20 years 3% fixed \$200,000 5 years 3% fixed Jan. 30, 2025
Project Site Facility Type Eligibility Prior HELP II			

Background: The Wylie Center is a 501(c)(3) non-profit organization established in 2006 through the merger of the Youth Service Center of Riverside and the Children's Center of the Inland Counties. The Wylie Center now assists over 3,401 children, youth, and families annually, providing educational programs and therapeutic services and focuses on meeting the needs of individuals with special learning, emotional, and developmental challenges.

Use of Proceeds: Loan proceeds will be used to refinance an existing loan, finance renovations, and purchase equipment and furnishings for the Wylie Center's existing property.

Financing Structure:

Refinance Loan

- The refinance loan and the renovation loan will be securitized as the first and second lien position on real property located at 4164 Brockton Avenue Riverside, CA 92501
- 15-year, four percent (4%) fixed interest rate
- 180 equal monthly payments of approximately \$7,397 (annual payments of approximately \$88,763)
- A current appraisal that exhibits a combined loan-to-value ratio not to exceed 95% **<u>Renovation Loan</u>**
- The renovation loan and refinance loan will be securitized as the first and second lien position on real property located at 4164 Brockton Avenue Riverside, CA 92501
- 20-year, three percent (3%) fixed interest rate
- 240 equal monthly payments of approximately \$2,773 (annual payments of approximately \$33,276)
- A current appraisal that exhibits a combined loan-to-value ratio not to exceed 95% **Equipment Loan**
- UCC-1 lien on equipment purchased
- 5-year, three percent (3%) fixed interest rate
- 60 equal monthly payments of approximately \$3,594 (annual payments of approximately \$43,125)

<u>All loans</u>

- Corporate gross revenue pledge
- Verification of borrower funds to close loans

CALIFORNIA HEALTH FACILITIES FINANCING AUTHORITY HEALTHCARE EXPANSION LOAN PROGRAM (HELP II)

EXECUTIVE SUMMARY (Continued)

Financial Overview: The Wylie Center's income statement appears to demonstrate a dynamic financial trajectory over the reviewed fiscal period, marked by both challenges and recovery. The Wylie Center's balance sheet highlights a solid financial position with a fiscal year 2024 pro-forma debt service coverage ratio of 3.1x.

Estimated Sources of Funds: HELP II loans Applicant funds	HELP II loans \$ 1,700,000		Estimated Uses of Funds: Refinancing Renovation Purchase equipment/furnishings Financing costs	\$ 1,000,000 500,000 200,000 27,250
Total Estimated Sources	\$	1,727,250	Total Estimated Uses	\$ 1,727,250

Due Diligence: Staff has confirmed the documentation provided by the Wylie Center satisfies the California Health Facilities Financing Authority's (Authority) eligibility and legal review requirements.

Staff Recommendation: Staff recommends the Authority approve Resolution No. HII-361 in an amount not to exceed \$1,000,000 for refinancing, not to exceed \$500,000 for renovations, and not to exceed \$200,000 for equipment and furnishings for The Carolyn E. Wylie Center for Children, Youth & Families, subject to the terms and conditions in the resolution. TAP International, Inc., the Authority's financial analyst, concurs with the Authority's staff recommendation.

STAFF SUMMARY, ANALYSIS, AND RECOMMENDATION

I. PURPOSE OF FINANCING

The Wylie Center is seeking a HELP II loan to refinance an existing loan, fund renovations, and acquire updated equipment and furnishings. These initiatives are driven by the need to address rising financial obligations from a variable-rate mortgage and to modernize an aging facility. The Wylie Center's existing mortgage loan has a variable interest rate that has increased from an initial rate of 4.75% in 2016 to the current rate of 9.25%. By refinancing the existing loan, the Wylie Center will also eliminate a balloon payment of approximately \$900,000 that is due in June 2026. By improving its infrastructure and service capacity, the Wylie Center aims to enhance its ability to deliver high-quality educational programs and therapeutic services to individuals with special learning, emotional, and developmental challenges. These upgrades will create a more welcoming, accessible, and secure environment for clients and their families, supporting the organization's mission to meet the evolving needs of the community and expand the reach of its comprehensive programs and resources.

Refinancing \$1,000,000

Loan proceeds will be used to refinance the existing loan on the property located at 4164 Brockton Avenue in Riverside. In May 2016, the Wylie Center obtained a loan from Pacific Premier Bank for nearly \$1.2 million that was used to purchase the building, which serves as the company's primary business location.

Depending on which loan will close first, the refinance or the renovation loan, CHFFA will have the first and second lien position on the property located at 4164 Brockton Avenue in Riverside. Additionally, the Wylie Center will have to provide an appraisal for the real property, exhibiting a combined loan-to-value ratio not to exceed 95% before the time of closing as well as an assurance of meeting the other security terms and conditions set forth in the resolution.

Funds will be utilized to address infrastructure needs within the facility, including resurfacing the aging roof to prevent structural damage and replacing worn carpets on the first and second floors to enhance safety and aesthetics. This project will also involve the removal and reinstallation of cubicles to accommodate new carpeting, upgrading the HVAC system for improved air quality and energy efficiency, and repairing bathrooms to ensure functional and sanitary facilities. Additional funds will cover the replacement of rotting wood frames, reconfiguration of office spaces to maximize usability, as well as exterior painting and weatherproofing of windows and doors to protect the building from environmental wear.

Depending on which loan will close first, the refinance or the renovation loan, CHFFA will have the first and second lien position on the property located at 4164 Brockton Avenue in Riverside. Additionally, the Wylie Center will have to provide an appraisal for the real property, exhibiting a combined loan-to-value ratio not to exceed 95% before the time of closing as well as an assurance of meeting the other security terms and conditions set forth in the resolution.

The HELP II loan will also finance the purchase of equipment, including desktops, laptops, monitors, and a network firewall to replace outdated systems and enhance cybersecurity. Security upgrades will feature perimeter lighting with motion sensors and a comprehensive camera system for the facility and parking areas. Additional investment includes an upgraded phone system for seamless communication, audiovisual tools for hybrid conference rooms, and ergonomic office furniture to improve comfort and productivity for staff.

The HELP II loan will be secured by a UCC-1 Financing Statement filed against the equipment and furnishings purchased.

Financing Costs		27,250
Authority Fees Estimated Escrow/Title Fees	,	
Total Estimated Uses of Funds		<u>\$1,727,250</u>

II. FINANCIAL STATEMENTS AND ANALYSIS

The Carolyn E. Wylie Center For Children, Youth & Families Statement of Activites (Income Statement)

	For the	e 30,	
	2024	2023	2022
Revenues			
Contracts and grants	\$ 5,002,528	\$ 2,731,755	\$ 3,086,659
Contributions	4,258	4,017	31,317
Client service fees	91,116	111,651	119,691
Gain on PPP loan forgiveness	, _	-	405,000
Rental income	152,876	170,228	184,466
Other income	8,932	8,700	26,135
Total revenues without donor restrictions	5,259,710	3,026,351	3,853,268
Net assets released from restrictions	51,359	30,513	47,042
Total revenues and other support without donor restricitons	5,311,069	3,056,864	3,900,310
Expenses			
Salaries and wages	3,342,279	2,336,624	2,516,716
Contracted services	58,826	75,397	51,121
Employee benefits	160,981	141,783	144,807
Payroll taxes	248,644	175,401	189,343
Travel expenses	91,214	47,153	47,062
Interest expense	135,180	86,434	62,524
Utilities and telephone	94,210	87,132	89,241
Depreciation and amortization	63,312	63,031	61,055
Program supplies	140,436	65,266	90,011
Professional fees	43,895	46,655	38,063
Insurance	44,897	62,989	36,151
Janitorial	68,866	58,321	54,629
Repairs and maintenance	49,210	61,204	29,751
Office supplies	41,221	32,208	32,470
Professional development	25,404	9,648	8,512
Taxes, licenses and fees	9,448	20,942	17,417
Computer expense	150,947	101,858	75,846
Board expenses	545	255	54
-	4,769,515	3,472,301	3,544,773
Total expenses Increase (decrease) in net assets without donor restrictions	541,554		355,537
increase (decrease) in net assets without donor restrictions		(415,437)	
Changes in net assets with donor restrictions			
Contributions	28,106	14,588	2,431
Net assets released from restricitions	(51,359)	(30,513)	(47,042)
Increase (decrease) in net asset with donor restrictions	(23,253)	(15,925)	(44,611)
Increase (decrease) in net assets	518,301	(431,362)	310,926
Net assets			
Balance, beginning of year	664,321	1,095,683	784,757
Balance, end of year	\$ 1,182,622	\$ 664,321	\$ 1,095,683

The Carolyn E. Wylie Center For Children, Youth & Families Statement of Financial Position (Balance Sheet)

		As of June 30,					
			2024		2023		2022
Assets							
Current assets							
Cash and cash equivalents		\$	272,650	\$	265,585	\$	413,712
Accounts receivable			1,741,297		819,344		720,369
Prepaid expenses			42,860		30,276		32,460
Total current assets			2,056,807		1,115,205		1,166,541
Property and equipment, net			1,220,198		1,272,181		1,320,874
Other assets							
Deposits			35,318		25,207		33,428
Total other assets			35,318		25,207		33,428
Total assets		\$	3,312,323	\$	2,412,593	\$	2,520,843
Liabilities and net assets							
Current liabilities							
Accounts payable		\$	116,671	\$	51,627	\$	31,445
Accrued payroll		·	278,139		191,418		192,151
Accrued expenses			34,911		26,769		19,736
Line of credit			81,500		130,000		-
Notes payable, current, net of loan fees			28,448		30,031		37,587
Finance leases payable, current			1,390		2,354		2,232
Total current liabilities			541,059		432,199		283,151
Noncurrent liabilities							
Related party notes payable, noncurrent			500,000		200,000		-
Notes payable, noncurrent, net of loan fees			1,084,803		1,110,724		1,134,305
Finance leases payable, noncurrent			3,839		5,349		7,704
Total noncurrent liabilities			1,588,642		1,316,073		1,142,009
Total liabilities			2,129,701		1,748,272		1,425,160
Net Assets							
Without donor restrictions			1,062,346		520,792		936,229
With donor restrictions			120,276		143,529		159,454
Total net assets			1,182,622		664,321		1,095,683
Total Liabilities and Net Assets		\$	3,312,323	\$	2,412,593	\$	2,520,843
	Proforma						
	FYE June 30, 2024 ^(a)		2024		2023		2022
Debt Service Coverage - Net (x)	3.1		4.1		(2.4)		4.1
Debt to Unrestricted Net Assets (x)	2.2		1.5		2.6		1.3
Margin (%)			9.2		(14.9)		7.3
1,101 Bil (/0)			1.4		(17.7)		1.5

^(a) Recalculates FY 2024 audited results to include the impact of this proposed financing.

Financial Discussion

The Wylie Center's income statement appears to demonstrate a dynamic financial trajectory over the reviewed fiscal period, marked by both challenges and recovery.

The Wylie Center's income statement highlights a strong recovery and growth period, driven primarily by a substantial increase in contracts and grants, which climbed from approximately \$2.7 million in fiscal year (FY) 2023 to approximately \$5 million in FY 2024, representing a roughly 83.1% increase. This growth was driven by Riverside County's increased reimbursement rates for mental health services and a streamlined referral process that significantly increased the Wylie Center's number of service hours. Additionally, the Wylie Center's management stated that demand for mental health services, which are categorized under contracts and grants, after COVID-19 increased threefold from nearly \$952,000 in FY 2023 to over \$2.8 million in FY 2024, which is a trend the organization anticipates will continue in FY 2025, with projected revenues for mental health services of approximately \$3.6 million.

Challenges encountered by the organization during this period included declining client service fees from approximately \$120,000 in FY 2022 to approximately \$91,000 in FY 2024. According to the Wylie Center's management, these fees are revenues generated from private insurance companies that have specific staffing requirements. Staffing shortages limited the Wylie Center's capacity to deliver one-on-one therapy sessions, resulting in fewer service hours billed to these insurers. The organization is actively hiring new staff to address this issue Additionally, rental income also decreased from over \$184,000 in FY 2022 to approximately \$153,000 in FY 2024. This decline was attributed to lower occupancy rates as some leases expired. The Wylie Center, which owns the property and had previously leased space to other organizations, opted to utilize the vacated space for program expansion rather than re-leasing it to external tenants. Despite these challenges, the organization demonstrated resilience. Its strategic pivot to telehealth services during the COVID-19 pandemic not only sustained operations but also eliminated the need for layoffs. This adaptability set the stage for recovery, culminating in total revenues without donor restrictions rising from approximately \$3.9 million in FY 2022 to approximately \$5.3 million in FY 2024.

The Wylie Center experienced a parallel increase in operating expenses to support its expanding programs and services. Total expenses grew from approximately \$3.5 million in FY 2022 to approximately \$4.8 million in FY 2024. Salaries and wages represented the largest expenditure, rising from approximately \$2.5 million in FY 2022 to approximately \$3.3 million in FY 2024. This increase was driven by new hires and wage adjustments necessitated by program expansion, as the Wylie Center actively worked to address staffing shortages and support the growing demand for services. Payroll taxes also increased sharply from approximately \$175,000 in FY 2023 to approximately \$249,000 in FY 2024 as a result of the increase in staff. Additionally, interest expense experienced substantial increases and rose from approximately \$63,000 in FY 2022 to approximately \$135,000 in FY 2024, a roughly 116.2% increase. This was due to the significantly increased interest rate on the variable rate loan as well as the Wylie Center obtaining loans from an officer of the Wylie Center in 2023 and 2024, totaling \$200,000 and \$300,000, respectively. The two loans were eventually refinanced into one single loan amount of \$500,000 later in 2024. The officer loans were used to support the Wylie Center's cash flows.

The Wylie Center's balance sheet highlights a solid financial position with a pro-forma debt service coverage ratio of 3.1x.

Total assets increased from approximately \$2.5 million in FY 2022 to approximately \$3.3 million in FY 2024, which was driven by a significant rise in accounts receivable that went from approximately \$720,000 in FY 2022 to approximately \$1.7 million in FY 2024. Cash and cash equivalents, on the other hand, experienced a sharp decline from approximately \$414,000 in FY 2022 to approximately \$273,000 in FY 2024, primarily due to increased payroll expenses and funds tied up in accounts receivable. Total liabilities grew from approximately \$1.4 million in FY 2022 to approximately \$2.1 million in FY 2024. One of the driving factors behind this increase was accounts payable, which rose from approximately \$31,000 in FY 2022 to approximately \$117,000 in FY 2024. Similarly, accrued payroll rose from approximately \$192,000 in FY 2022 to approximately \$278,000 in FY 2024. Despite these increases, the organization maintains a current ratio of 3.8x in FY 2024, indicating a strong liquidity position with ample current assets to cover short-term liabilities.

The debt service coverage ratio (DSCR) further highlights the organization's ability to meet its debt obligations over time. In FY 2022, the DSCR was 4.1x, indicating solid debt service coverage, but it dropped to negative 2.4x in FY 2023 due to new debt obligations and COVID.19 related challenges. However, the DSCR recovered significantly back to 4.1x in FY 2024. Accounting for the HELP II loans, the Wylie Center's DSCR is projected to remain solid with a pro-forma FY 2024 DSCR of 3.1x. Similarly, the debt-to-unrestricted net assets reflects the organization's changing financial leverage, increasing from 1.3x in FY 2022 to 2.6x in FY 2023 as new loans were incurred, before improving to 1.5x in FY 2024. With the added \$700,000 in new debt from the renovation and equipment loans, the Wylie Center's pro-forma FY 2024 debt-to-unrestricted net assets ratio increases back to 2.2x, which is still a manageable debt load for the Wylie Center and does not appear to impact the organization's ability to repay its debts.

III. UTILIZATION STATISTICS

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

	2024	2023	2022
Totals	635 / (14,545)	375 / (6,800)	385 / (8,250)

IV. OUTSTANDING DEBT

		Original Amount		Amount Outstanding as of June 30, 2024		Estimated Amount Outstanding after Proposed Financing	
EXISTING LONG-TERM DEBT							
Pacific Premier Bank loan (2016)	\$	1,199,199	\$	970,052	\$	-	
Economic Injury Disaster loan (2021)		150,000		143,199		143,199	
Officer loan (2024)		500,000		500,000		500,000	
PROPOSED NEW DEBT							
HELP II loan (2025)						1,700,000	
TOTAL DEBT				\$1,613,251		\$2,343,199	

V. BACKGROUND AND LICENSURE

Background

The Wylie Center was established in 2006 through the merger of two-long standing non-profit agencies, the Youth Service Center of Riverside and the Children's Center of the Inland Counties. With over 50 years of combined experience, these organizations came together to better serve the unique needs of families in Southern California. The Wylie Center was named in honor of Carolyn E. Wylie, a dedicated advocate for children and youth in Riverside County. As a 501(c)(3) non-profit organization, the Wylie Center provides a wide range of services aimed at improving the well-being of children, youth, and their families, with a focus on strengthening family relationships and enhancing the quality of life. The Wylie Center particularly focuses on those with special learning, emotional, and developmental needs. The Wylie Center's programs or services include the Autism Intervention Program, Early Intervention Services, Housing Counseling Services, Mental Health Treatment, Outreach Counseling, and Parent Education. Serving the Inland Empire, the Wylie Center reaches over 3,401 individuals annually through its educational programs and therapeutic services.

The Wylie Center's mission is to offer compassionate and committed programs that support children and families across Southern California. The Wylie Center receives funding for these programs through the Inland Regional Center, Medi-Cal, United Way of the Inland Valleys, Riverside County Department of Mental Health, and local public-school districts, as well as private insurance companies. These partnerships enable the Wylie Center to continue delivering programs to the families and communities it serves, ensuring that its services remain accessible and impactful.

Licensure, Certification and Accreditation

The Wylie Center is licensed by the State Department of Public Health to operate and maintain its community clinic.

VI. STAFF RECOMMENDATION

Staff recommends the Authority approve Resolution No. HII-361 in an amount not to exceed \$1,000,000 for refinancing, not to exceed \$500,000 for renovations, and not to exceed \$200,000 for equipment and furnishings, respectively for The Carolyn E. Wylie Center for Children, Youth & Families, subject to the terms and conditions in the resolution. TAP International, Inc., the Authority's financial analyst, concurs with the Authority's staff recommendation.

CALIFORNIA HEALTH FACILITIES FINANCING AUTHORITY HEALTHCARE EXPANSION LOAN PROGRAM II (HELP II)

Resolution No. HII-361

RESOLUTION APPROVING EXECUTION AND DELIVERY OF HELP II 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 (Gov. Code, §15430 et seq.) (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; and

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

WHEREAS, **The Carolyn E. Wylie Center for Children, Youth and Families** (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:

Section 1. Pursuant to the Act, the Authority approves a loan to the Borrower, for a total amount not to exceed \$1,700,000, consisting of a refinance loan in an amount not to exceed \$1,000,000 for a term not to exceed 15 years, a renovation loan in an amount not to exceed \$500,000 for a term not to exceed 20 years, and an equipment loan in an amount not exceed \$200,000 for a term not to exceed 5 years, for the purposes described in Exhibit A of this resolution (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:

Refinance Loan

- 1. The refinance loan and the renovation loan will be securitized as the first and second lien position on real property located at 4164 Brockton Avenue Riverside, CA 92501.
- 2. 15-year, four percent (4%) fixed interest rate.
- 3. A current appraisal that exhibits a combined loan-to-value ratio not to exceed 95%.

Renovation Loan

- 1. The refinance loan and the renovation loan will be securitized as the first and second lien position on real property located at 4164 Brockton Avenue Riverside, CA 92501.
- 2. 20-year, three percent (3%) fixed interest rate.
- 3. A current appraisal that exhibits a combined loan-to-value ratio not to exceed 95%.

Equipment Loan

- 1. UCC-1 lien on equipment purchased.
- 2. 5-year, three percent (3%) fixed interest rate.

All loans Referenced Herein

- 1. Corporate gross revenue pledge
- 2. Verification of borrower funds to close loans

<u>Section 2.</u> The Executive Director and the Deputy Executive Director are 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 that officer shall deem appropriate and authorized under the Act, provided that the amount of the loan shall not be increased above the amount approved by the Authority and provided further that the loan continues to meet the Authority's guidelines for HELP II loans. This resolution shall not 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 and the Deputy Executive Director are 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 and the Deputy Executive Director are 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 those amounts.

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

Section 5. This resolution is repealed on July 31, 2025

Date of Approval:

EXHIBIT A

USE OF HELP II LOAN PROCEEDS FOR RESOLUTION NO. HII-361

- Refinance existing loan with Pacific Premier Bank in the approximate amount of \$970,000.
- Renovation of the facility located at 4164 Brockton Avenue, Riverside, CA 92501.
- Purchase equipment, furnishings, and information technology to be used at 4164 Brockton Avenue, Riverside, CA 92501.