



NMTC **CASE STUDY** **Bethany House Services** **Cincinnati, Ohio**

A NEW COMPREHENSIVE CENTER FOR CINCINNATI'S
LEADING SERVICE PROVIDER FOR PEOPLE
EXPERIENCING HOMELESSNESS

BETHANY HOUSE SERVICES

A new comprehensive homeless service center in Cincinnati

Serving the Cincinnati Community for over 36 years, Bethany House Services (Bethany) empowers homeless and at-risk families with the solutions to achieve housing stability and long-term self-sufficiency. As the service provider for over 50 percent of homeless families and 62 percent of homeless children in the region, Bethany provides prevention assistance, shelter and housing, and aftercare services to more than 2,000 people per year.

As family homelessness grew in the Cincinnati region, Bethany's facilities were holding the organization back. Families were scattered among five facilities in the South Fairmount, Westwood, College Hill, and Bond Hill neighborhoods, and three of those facilities were apartment buildings. Families and staff were forced to travel among the buildings for services, which was costly and time-consuming, and the scattered sites meant unequal access to programs.

To streamline its operations and expand its physical capacities, in 2015, Bethany embarked on a Capital campaign to raise funds for the construction of a new, comprehensive homeless services center and shelter facility in the Bond Hill neighborhood.

“Our vision to consolidate into one location began in 2015, and thanks to more than 200 generous donors, it became a reality today,” says Susan Schiller, CEO of Bethany House, at a groundbreaking ceremony.

Bethany's successful Capital campaign leveraged philanthropic and community grants. Financing for the project included \$11 million in private donations and \$4.5 million from the City of Cincinnati. Donors of \$1 million or more were Day 1 Families Fund, The Farmer Family Foundation, The Heidt Family Foundation, Carol Ann & Ralph V. Haile, Jr. Foundation, and an anonymous donor.

Despite all of this, there was still a gap to fully fund construction, especially with construction costs and the cost of building materials rising due to COVID-19. Meanwhile, the need for Bethany's services was also increasing significantly. In addition, the project's net cash flow was insufficient to support conventional equity or mezzanine financing.

Thankfully, the project attracted the attention of several CDEs, who used the NMTC to fill the \$18.6 million project's financial gap. NMTC financing came from the Local Initiatives Support Corporation, the Cincinnati Development Fund, and PNC Community Partners, Inc. PNC also served as the investor for the NMTC transaction.

Project financing supported the acquisition of land and construction of the new 222-bed, 58,842 sq. ft. building.

FINANCING

- NMTC allocation from PNC Community Partners, Inc. (\$4M), Cincinnati Development Fund, Inc. (\$8M), and Local Initiatives Support Corporation (\$5M).
- NMTC equity investor: PNC
- Donors of \$1 million or more: Day 1 Families Fund, The Farmer Family Foundation, The Heidt Family Foundation, Carol Ann & Ralph V. Haile, Jr. Foundation and an anonymous donor. Also, \$4.5 million from the City.



Toddler play room



Elementary play room



Dining room



Shelter room

After consolidating five shelters into one new facility, Bethany can now provide the best quality shelter accommodations and improve access to a full range of support services for every family served. The project allows Bethany to serve 100 additional families, increasing its capacity to serve homeless families by over 30 percent.

The new space also allows the organization to expand its on-site services, including medical and mental healthcare, employment services, counseling, interactive, age-based indoor enrichment areas and outdoor children's play spaces, classrooms for life skills and job readiness programs, and educational programs. In addition to increasing Bethany's beds from 170 to 222 and it also houses Bethany's administrative offices.

"What we want to be able to do is get people into housing by providing all the services," Schiller said. "By providing all the services, all of those partners will be right in our building. We'll be able to help get families out quicker."

Construction of the facility generated 100 temporary, full-time-equivalent (FTE) construction jobs, and 53 percent of the work was done by minority contractors. The project also created or maintained 55.4 FTE jobs.

IMPACT

55.4 FTE jobs created or retained and 100 temporary FTE construction jobs created, 53 percent of which were filled by minority contractors.

222 beds, increasing Bethany House's capacity by more than thirty-percent.

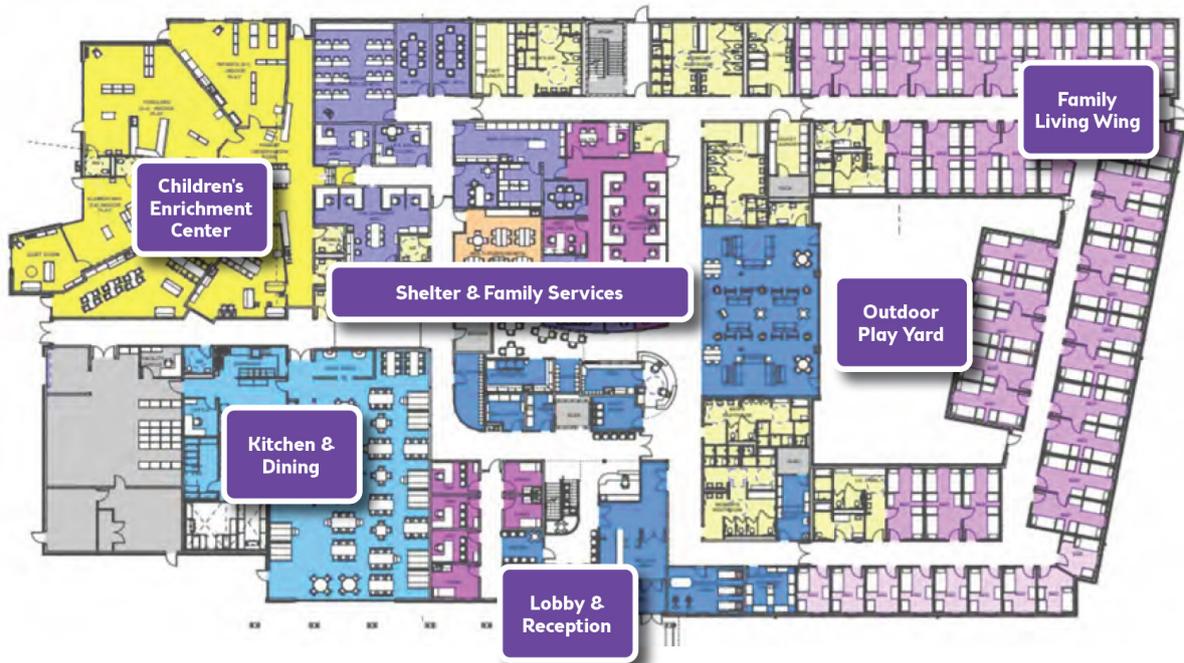
Consolidates five deficient homeless shelters into one comprehensive, 58,842 sq. ft. facility.

Annually, 780 individuals will receive healthcare services, 300 individuals will receive education/employment services and a total of 1,900 individuals will be served through rapid rehousing, permanent supportive housing, and shelter diversion and prevention services.

"Sept. 14, 2021 was a day I felt extra proud to be part of this community. At a ceremony on a beautiful sunny day, more than 100 community members gathered to break ground on Bethany House Services' new shelter and comprehensive services center. It was the culmination of seven years of effort to bring together such a variety of people to accelerate our ability to better serve and break the cycle of generational poverty for thousands of homeless children and their moms. It was a reminder of how powerful it can be when we work together, and it was a boost of confidence in the work still to do."

-Bethany House Board Chair Carolyn Washburn, in an Op-Ed in the Cincinnati Enquirer on September 26, 2021.

FIRST FLOOR PLAN



SECOND FLOOR PLAN

