



New York Healthy Food & Healthy Communities Fund Overview

“Developing State-Level
Healthy Food Financing Initiatives:
New Examples from California
and New York” Webinar

January 27, 2011

Overview




- **\$30 million fund**
- **Loans and grants**
- **Capital projects**
- **Food markets**
- **Underserved areas**

Mission

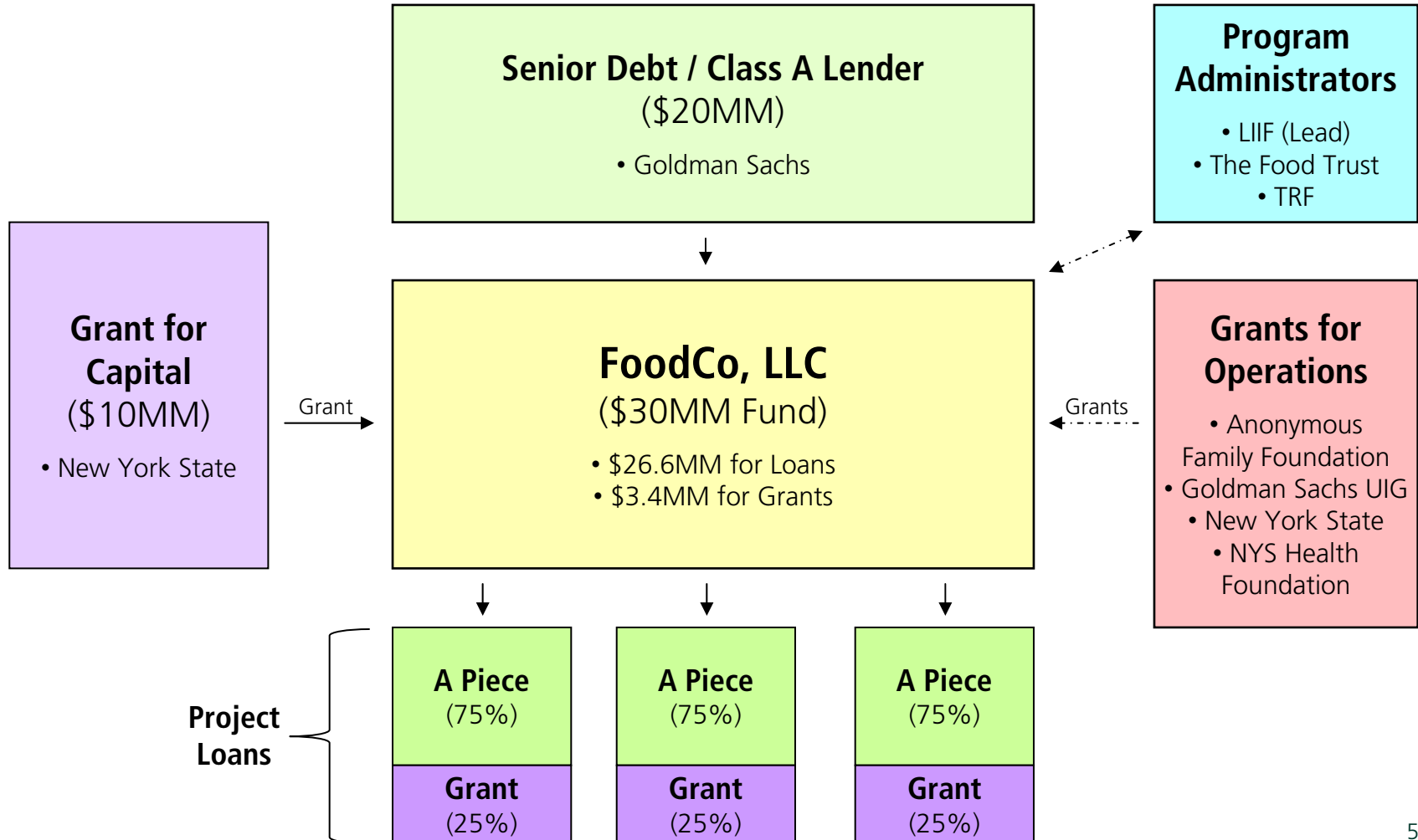


- **Diet-related disease** is increasing nationwide
- **Better access** to a supermarket corresponds with **better health**
- **Low income areas** are generally underserved by supermarkets
- Grocers **bring jobs** to communities

Timeline

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- 2008 / 2009** — NY Supermarket Commission convened
 - July 2009** — NY State issued RFP for NY Healthy Food & Healthy Communities (HFHC) Fund: \$10MM capital grant and \$600k administrative grant
 - December 2009** — LIIF named lead administrator with partners The Food Trust and TRF
 - July 2010** — Executed grant contracts with NY State
 - August 2010** — Closed \$40MM loan commitment from Goldman Sachs (\$20MM available and \$20MM contingent)
 - September 2010** — Announced \$30MM fund
 - Oct / Nov 2010** — Hosted launch event and webinar
 - December 2010** — Awarded first grant

Fund Structure



Partners



Low Income Investment Fund (LIIF)	LIIF is the lead administrator of the New York Healthy Food & Healthy Communities Fund and will manage all aspects of program execution, including program design, capital raising, marketing, origination, underwriting, servicing, and asset management.
The Reinvestment Fund (TRF)	TRF, the partnering program administrator, assisted with the design of the program and will provide ongoing best practices and technical assistance. TRF will also take the lead on underwriting loans in the first year of the program.
The Food Trust	As the “food access organization,” The Food Trust will lead marketing and outreach efforts and conduct market analyses and eligibility verification.
Empire State Development (ESD)	ESD provided the initial \$10 million of State capital to the fund, provided a \$600,000 operating grant, and will oversee program administration.
Goldman Sachs	Goldman Sachs committed to lend \$40 million to the fund, with \$20 million available immediately and \$20 million contingent on additional fundraising. Goldman Sachs also made a grant to support the program and a community outreach initiative.
New York State Health Foundation	NYS Health Foundation awarded a large grant for technical assistance and program administration.

Program Eligibility

1) TYPE OF FOOD MARKET

- For profit or nonprofit business; or
- Food cooperative open to public without membership fee; or
- Year-round farmers' market with permanent infrastructure

2) LOCATION IN NEW YORK STATE

- LMI census tract or $\geq 50\%$ of patrons living in low-income tracts; and
- Below average food market density

Map: www.liifund.org/healthyfood

3) ELIGIBLE EXPENSES

- Capital and real estate expenses
- Equipment
- Planning and design expenses
- NOT ELIGIBLE: Working capital, inventory, job training

4) FOOD RETAIL AREA

- $\geq 66\%$ of retail floor area devoted to general line of food products
 - $\geq 50\%$ of such space devoted to non-prepared foods
 - $\geq 30\%$ of such space devoted to perishable goods

Program Eligibility (Cont.)

5) NUTRITION ASSISTANCE PROGRAMS

- Must accept federal and state benefits (e.g. SNAP)

6) ADDITIONAL GOALS (MUST MEET 3)

- Local economic development
- Increased tax revenues
- Sound land use principles
- Community development
- Energy efficiency and green building
- Sustainable agricultural practices
- Pride of New York program

7) INCREASED CONSIDERATION

- Wages and benefits comparable to industry and region
- Targeted hiring program
- Location efficiency (close to public transit stop, accessible to pedestrians and bicyclers)

Projected Loan & Grant Volumes

Use	Funds Available	Min. No. Of Projects	Minimum Size	Maximum Size
Grants	\$3.4MM	20	\$5,000	\$500,000
Loans	\$26.6MM	6	\$250,000	\$5.0MM
		1	\$5.0MM for NMTC transactions	\$15.0MM for NMTC Transactions
Total	\$30.0MM	27		

Progress to Date



- **1 Grant Awarded**
Conklin Reliable Market
- **31 Applications Received;**
6 are full financing packages
- **Eligibility Confirmed for 23 Projects**
- **4 Projects Declined** for eligibility or financial considerations
- **\$9.6 Million in Grant Requests**
- **\$18 Million in Loan Requests**

Contact



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