

An investment proposal unlike any other.



Creating: Mental Health Services – Jobs – Housing  
Historic Preservation – Neighborhood Redevelopment



Utilizing: New Market Tax Credits,  
Historic Preservation Tax Credits, and  
Opportunity Zone Investment Funds

# KEYS BEHAVIORAL HEALTH CENTER

New Iberia, Louisiana

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# DEVELOPMENT SUMMARY

Keys Behavioral Health Center is a \$17.1 million rehabilitation project that will provide both inpatient and outpatient mental health services for persons with addiction or substance use problems as well as transitional housing for persons in recovery.

The new complex encompasses four buildings in the downtown, mixed-use historic district of New Iberia that will create a community center for health and wellness and an anchor for neighborhood stability. The project financing is made possible through funding from New Market Tax Credits, Opportunity Zone Investment Funds, and Historic Preservation Tax Credits.

## Summary space program and services:

- 40-bed inpatient residential clinic
- 9,000 sf outpatient clinic
- 4,900 sf transitional housing for 18 men
- 3,000 sf transitional housing for 11 women

# DEVELOPMENT SUMMARY

## Total Jobs Created

20 full-time and 5 part-time new permanent jobs

10 full-time and 2 part-time jobs retained

100 construction jobs

## Sources of Funds:

New Market Tax Credit Equity	\$3,119,688
State Historic Tax Credit Proceeds	\$1,921,481
Bank Leverage Financing	\$7,084,551
Opportunity Zone & Sponsor Equity	\$5,000,000
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TOTAL	\$17,125,720

## Uses of Funds:

Acquisition	\$1,195,000
Construction / Rehab Costs	\$9,113,803
Furniture Fixtures & Equip,	\$1,258,050
Soft Costs	\$5,060,498
Operating Reserves	\$498,368
	-----
TOTAL	\$17,125,720

# FINANCIAL ANALYSIS

Revenues from Inpatient Services	2,810,880
Revenues from Outpatient Services	828,576
Revenues from Transitional Housing	447,120
	-----
TOTAL NET REVENUES	4,086,576
	-----
TOTAL EXPENSES	(2,277,184)
	-----
Gross Earnings	1,809,392
Debt Service	(1,033,846)
	-----
CASH FLOW AFTER DEBT SERVICE	775,545
Preferred Return Payment to OZ Investors 5.00%	(250,000)
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Cash Flow after Preferred Return Payment	525,545
Distribution to OZ Investors (based on Ownership) 50.00%	(262,773)
Distributions to Non-OZ Members 50.00%	262,773



# FINANCIAL ANALYSIS

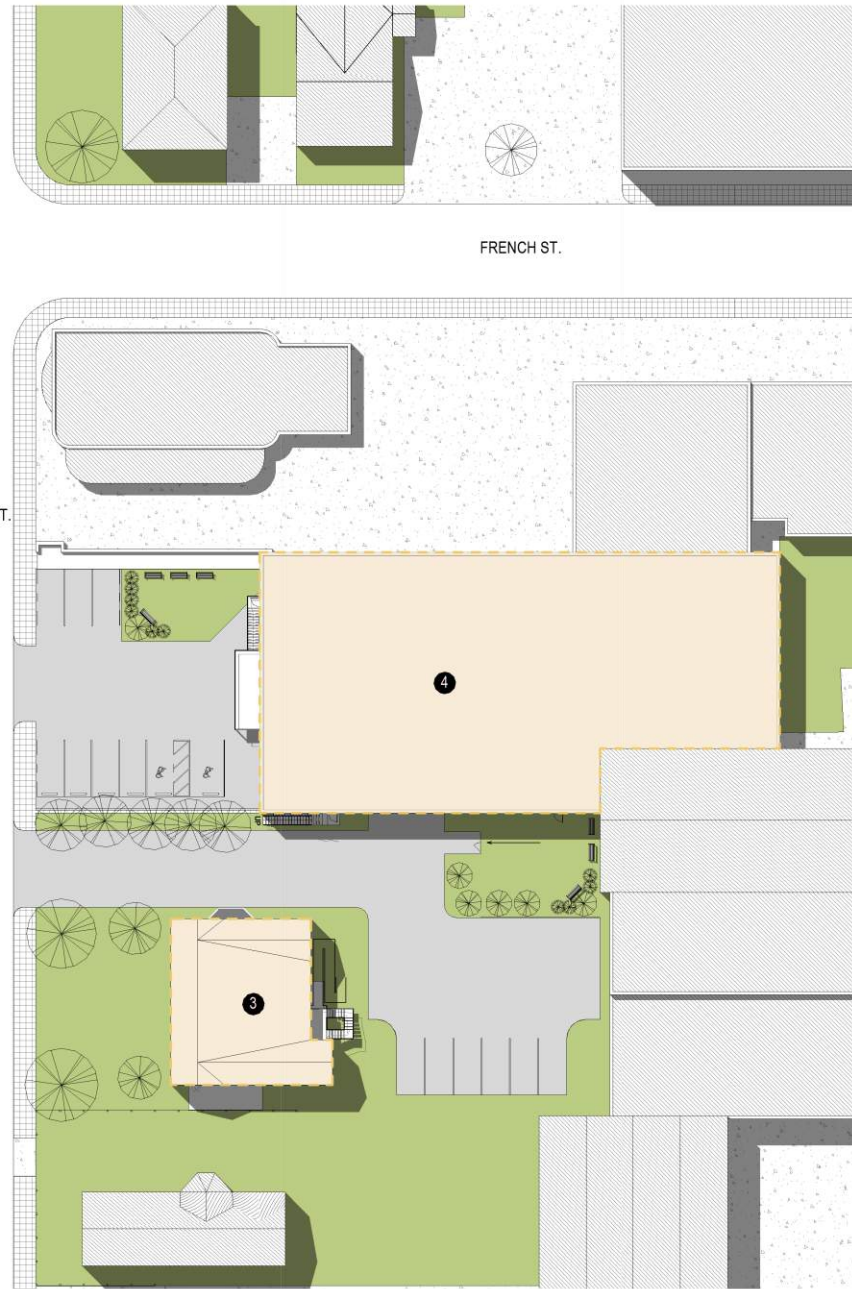
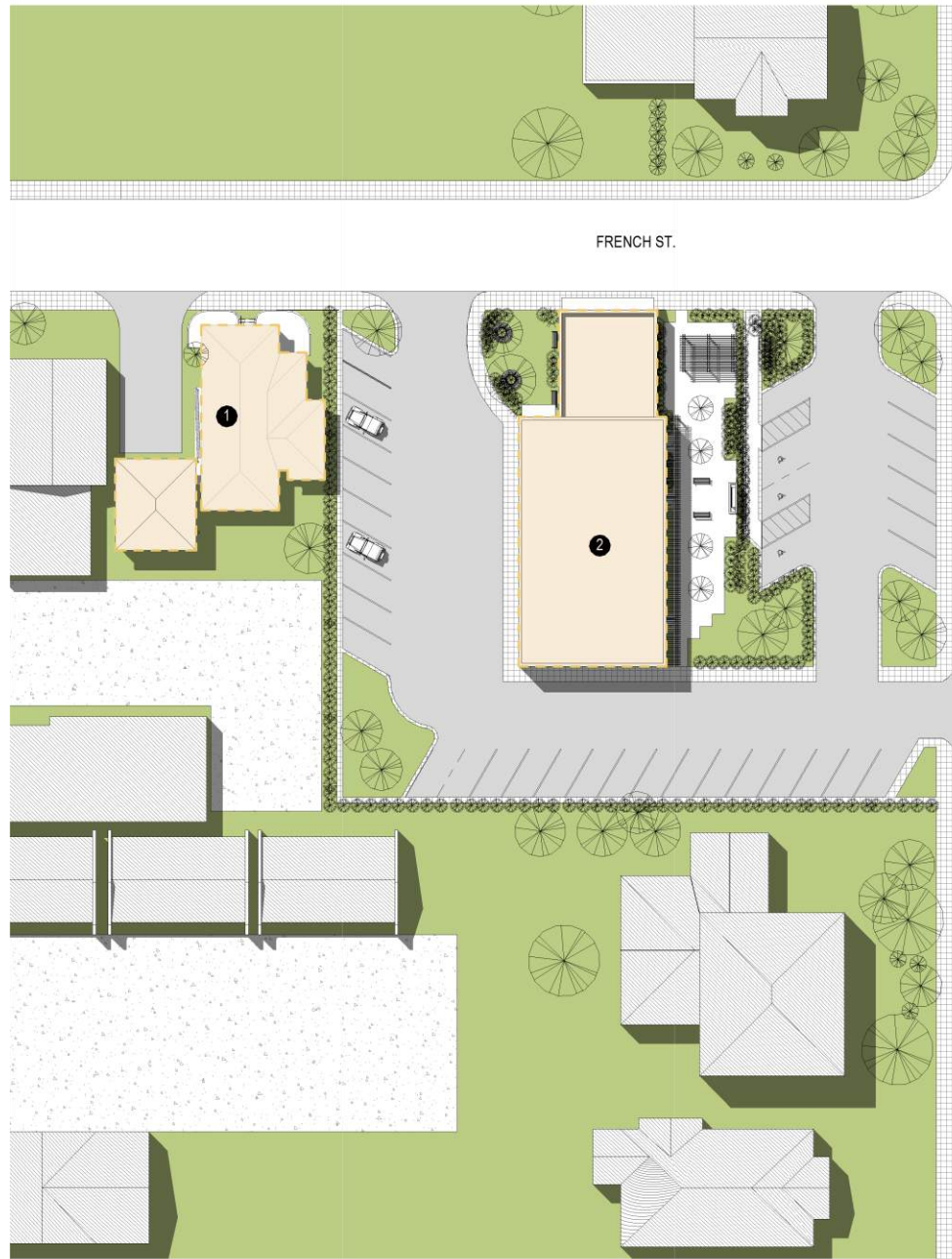
## Annual Returns to Opportunity Zone Investors

Anticipated IRR to Opportunity Zone Investors for 10-year Investment = **12.14%**

Year	5.00% Preferred Return	50.00% Cash Flow	Distributions	Cash on Cash Return
1	--	--	(5,000,000)	0
2	250,000	262,773	512,773	10.26%
3	250,000	289,914	539,914	10.80%
4	250,000	317,869	567,869	11.36%
5	250,000	346,662	596,662	11.93%
6	250,000	376,320	626,320	12.53%
7	250,000	406,867	656,867	13.14%
8	250,000	438,331	688,331	13.77%
9	250,000	470,739	720,739	14.41%
10	250,000	504,119	5,754,119	115.08%
Total	----- \$2,250,000	----- \$3,413,593	----- \$5,663,593	



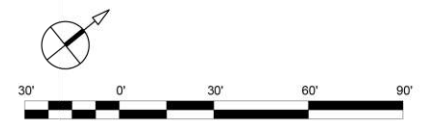
# SITE PLAN



## SITE PLAN LEGEND

- 1 PROPOSED WOMEN'S TRANSITIONAL HOUSING (217 FRENCH ST.)
- 2 PROPOSED OUTPATIENT FACILITY (209 FRENCH ST.)
- 3 PROPOSED MEN'S TRANSITIONAL HOUSING (126 W. ST. PETER ST.)
- 4 PROPOSED INPATIENT FACILITY (132 W. ST. PETER ST.)

- PROPOSED BUILDINGS
- CONTEXT BUILDINGS
- EXISTING HARDSCAPE
- PROPOSED HARDSCAPE
- GREEN SPACE



AERIAL VIEW



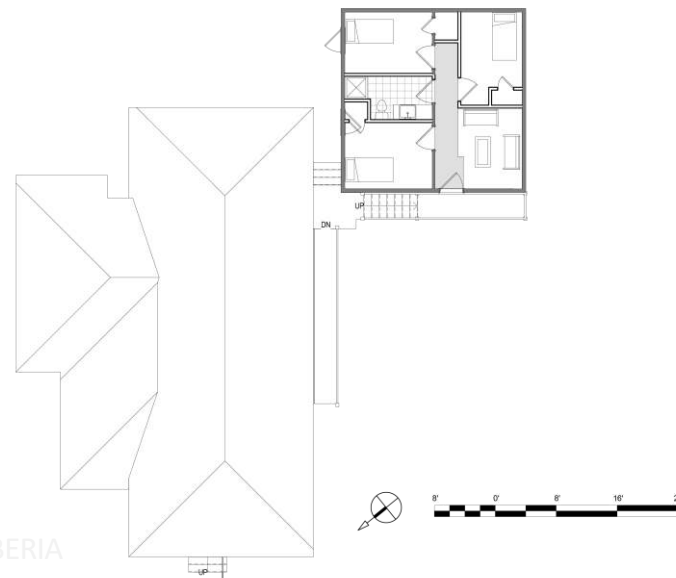
KEYS FOR SOBER LIVING dba KEYS BEHAVIORAL HEALTH CENTER

# WOMEN'S TRANSITIONAL HOUSING

## FLOOR PLANS



FIRST FLOOR



SECOND FLOOR

## STREET VIEWS

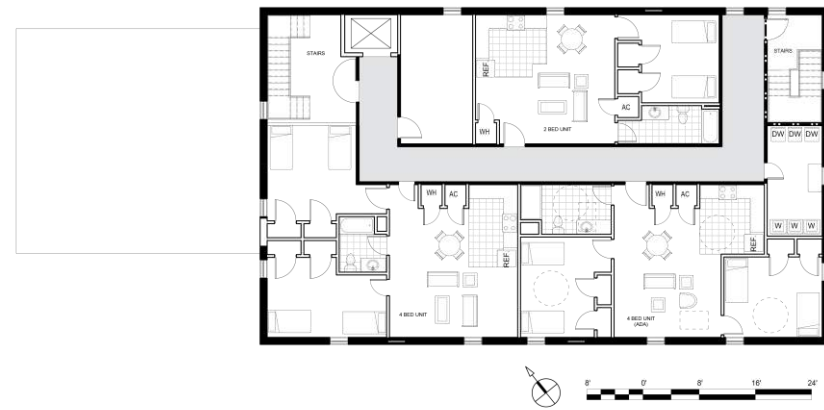


# OUTPATIENT FACILITY

## FLOOR PLANS



FIRST FLOOR



SECOND FLOOR

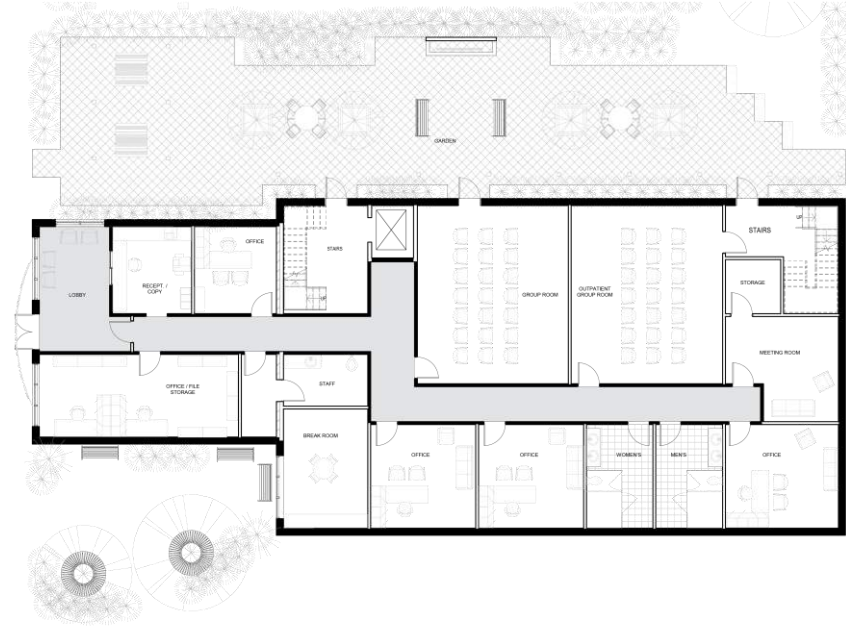
NEW IBERIA

## STREET VIEWS

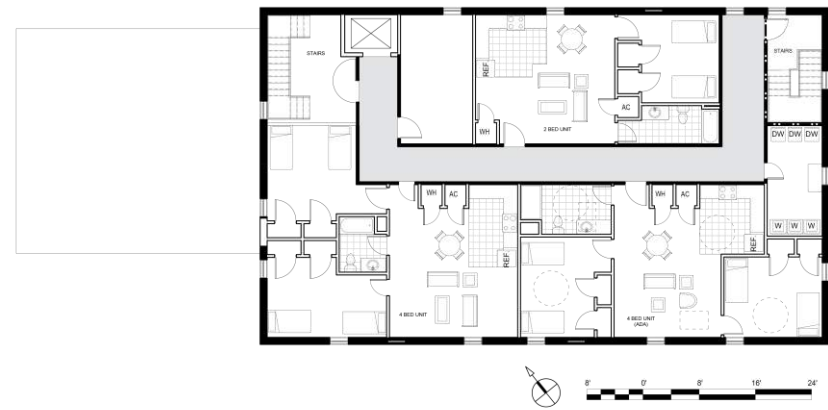


# MEN'S TRANSITIONAL HOUSING

## FLOOR PLANS



FIRST FLOOR



SECOND FLOOR

NEW IBERIA

## STREET VIEWS

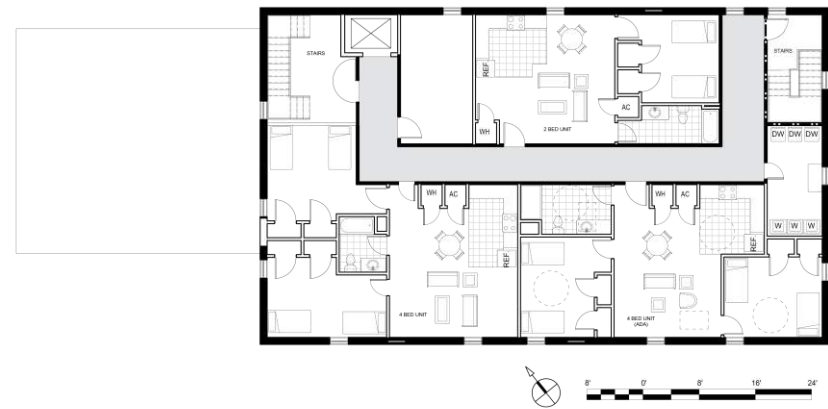


# INPATIENT FACILITY

## FLOOR PLANS



FIRST FLOOR



SECOND FLOOR

NEW IBERIA

## STREET VIEWS





# DEVELOPMENT TEAMS CONSULTANTS



Perez is leading the KBHC development team. Since 1940 the firm has been engaged in real estate development, architecture, construction, planning, landscape architecture and interior design. Perez is 100% women- and minority-owned and is proud to be initiating this project in its home state of Louisiana.

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AMCREF is a specialty finance firm supporting innovative businesses that create quality jobs, environmental benefits, and economic opportunities. AMCREF has invested more than \$500 million of federal and state NMTC enhanced-capital. These funds are used to finance environmentally-beneficial businesses based in low-income communities primarily in the Southern U.S. with a particular emphasis on rural communities.

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# DEVELOPMENT TEAMS CONSULTANTS



Coats Rose provides legal services focused on development: the development of real estate, affordable housing, special purpose districts, and economic development. For over 30 years, services have included real estate law and contracts, community development, public finance, construction/surety law.

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The Novogradac organization provides certified public accounting, valuation and consulting. Novogradac has advised clients in closing billions of dollars of NMTC transactions and works extensively in the fields of affordable housing, community development, historic preservation, opportunity zones and renewable energy, providing tax, accounting, audit and valuation services to affordable housing developments.

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# CLINICAL OPERATIONS STAFF



## **Joseph Wilson, MSW, PhD**

Owner, Managing Member, and Clinical Director of Keys Behavioral Health Center, Joseph founded Keys for Sober Living in 2006. He has 37 years of experience in counseling and social work and he is responsible for all aspects of clinical services for mental health and addiction recovery at Keys, in addition to the oversight of complex financial administration. He also teaches and supervises health clinicians and engages in community liaison to local and state agencies, judges, probation officers, schools, and local employers.



## **Victor Jackson, MD**

Dr. Jackson graduated from the Meharry Medical College School of Medicine in 1974. He has 47 years experience in Internal Medicine and he also specializes in addiction treatment. Dr. Jackson is affiliated with Iberia Medical Center.

# CLINICAL OPERATIONS STAFF

## **Corrine Stoewsand, PhD**

Clinical Administrator, Corrine worked in real estate development, operations management, affordable housing, and community planning in the New York City for 20 years. In 2005 she moved to changed professions and moved abroad, studying and working for the next 15 years in psychology in South America, providing clinical services to multi-problematic individuals. She has been intensively trained in treating borderline personality disorder and has counseled families of persons with BPD since 2005. She also teaches meditation and leadership skills for individuals, organizations and businesses.

## **Bryant K. Blanchard**

Bryant K. Blanchard is a Counselor-In-Training and he is currently enrolled at Grand Canyon University in the Master of Science in Addiction Counseling program. His life, his goal and passion has been to be of service to helping others. He has served as an Ordained Baptist Deacon.

# CLINICAL OPERATIONS ADVISORY BOARD

## Angela O'Byrne, FAIA



Angela has served as an Advisory Board member of Keys for 10 years. She is owner and President of Perez. Angela manages large-scale planning, design and development projects. She has over 30 years of experience in development, design, and management of diverse project types including multi-unit housing, hospitality, recreation, master planning, historic renovations, education, government buildings, LEED certified projects, military construction, and more. Since taking the helm at Perez, she has expanded the firm into nine new offices in the US, won federal contracts in Germany, Afghanistan, Iraq, and West Africa, and added construction, procurement, and real estate development to the firm's service offerings.

## Bernard M. Wilson



Mr. Wilson has lead strategy and implementation of nationally scalable financial services solutions for major banking service providers. He has assisted low to moderate income families access affordable banking solutions and developed strategies for State Health and Human Services agencies that have allowed for the more effective distribution of food stamp/SNAP and other benefits. Mr. Wilson lends his specific expertise in finance and economic development to assist Keys in positioning itself for long-term growth.

# PROJECT BACKGROUND

In 2006, Keys for Sober Living was opened as a private clinic for addiction treatment by Joseph Wilson and his partners. Dr. Wilson later bought out his partners and remains sole owner and executive director. Keys has helped thousands of persons recover from addiction and build valued and productive lives over the past 15 years.

Keys is a private clinic that serves primarily low income persons in a community with a 50% minority population. Most substance use clients are multi-problematic with co-occurring mental health disorders. In the past few years nearly half of Keys patients are young women, many with babies who test positive for drugs or alcohol, an alarming and growing trend in many regions of the U.S. that must be urgently addressed.

Keys accepts all types of health insurance as well as private pay, although 90% of Key's billings are through Medicaid. The principal catchment area of Keys includes the parishes of Iberia, Lafayette, St. Martin, Acadia, Vermilion, and St. Mary.

Keys is highly regarded throughout the Acadiana region for effectiveness and compassion in addiction recovery and relapse prevention. Keys strives to cultivate a sense of belonging and hope in every client and foster a community of supportive friends and peers. Counselors and staff members are trained and committed to the Keys philosophy as they help each client move toward freedom from substance use.

# PROJECT BACKGROUND

Ten years ago Angela O'Byrne, FAIA, joined the board of Keys. She has nurtured and supported the organization through tough years with her business expertise as well as her financial support. Angela is the sole owner of Perez, a development and architecture firm with projects on every continent in the world and 15 offices in the U.S. Angela will be capping years of unwavering support for Keys and its mission by leading this project to its completion.

This project will expand Key's services to include short-term residential treatment with a detox program and related medical services, inpatient therapy, psychoeducation, and sober-life skills training. This will enhance referrals and attendance at outpatient services. In addition, the level of insurance payments for existing outpatient services will increase when residential services are provided by the same organization.

Often clients have no place to turn after treatment ends or relapse of substance abuse and other problem behaviors often reoccurs if the client returns to his or her environment. This project includes transitional housing for people who need long-term support during and after intensive outpatient treatment.

Starting a sober life, ending relationships based on substance use and other problem behaviors, finding and maintaining a job, and building a life based on one's values and goals are achieved with hard work and within the context of a mutually supportive community. This project will strengthen and expand that community.

# MARKET DATA

**Addiction** is increasing **10%**  
in Louisiana since 2016

Impacts of addiction are felt on:



INDIVIDUALS



FAMILIES



COMMUNITIES



COMPANIES

CRIME

HEALTHCARE  
COSTS

UNEMPLOYMENT



# MARKET DATA

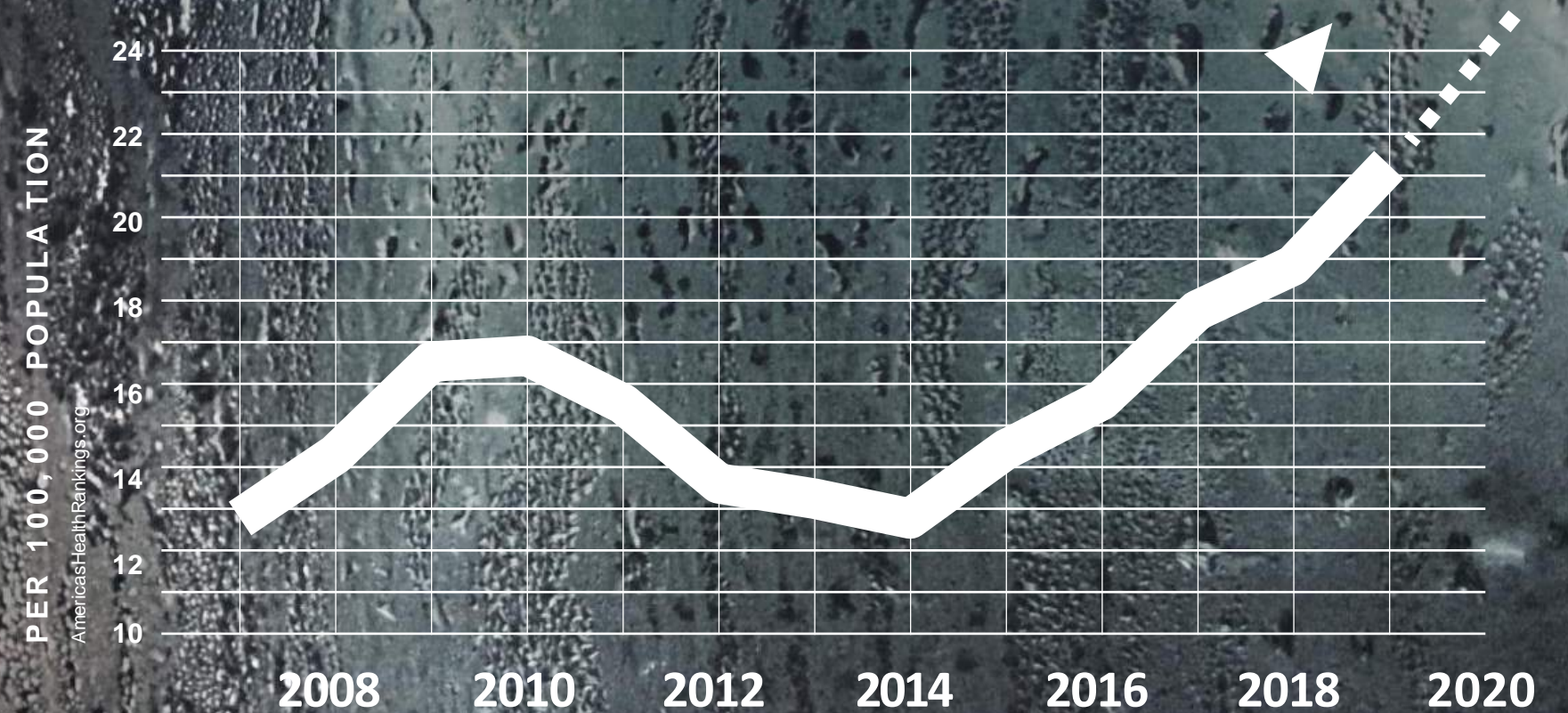
## Nationwide Stats

- ✓ 1999 to 2017: drug deaths up more than 3 times;
- ✓ 70,000 drug overdoses in 2017, 47,000 are opioids;
- ✓ Men 2 times more deaths than women;
- ✓ 25-54 year olds are highest death rates.

## Louisiana Stats

Louisiana Drug Deaths

OVERDOSE + SUICIDE + HOMICIDE +



# MARKET DATA

## **Profile** of clients/patients

- ✓ **90% low income** residents/addicts
- ✓ Minimum 1 additional
  - ✓ **mental health condition**
- ✓ 90% receive Medicaid
- ✓ **50% young women with children**
  - ✓ *this is new, in the last 5 years*

## **Referrals** come from

- ✓ **LA Dept of Children**
  - ✓ and Family Services
- ✓ **Parish Offices of Probation and Parole**
- ✓ **Courts/Judges**
- ✓ **Physicians and Nurses**
- ✓ **Networking at**
  - ✓ mental health conferences
- ✓ **Radio ads**
- ✓ **Word of mouth**



Keys Behavioral Health Center  
Contact Info

# KEYS BEHAVIORAL HEALTH CENTER

New Iberia, Louisiana

Real Estate Developer

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Clinical Operator

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