



Nonprofit financial and real estate resources

Where nonprofits come first.

Illinois • Indiana • Iowa • Missouri • Wisconsin

Clinic Flipping?

ECHO Community Health Center, Evansville IN

“Flipping” condos may have hurt the housing market, but “flipping” clinics has helped ECHO Community Health Center improve its services to children.

That’s the term ECHO’s board president Kim Reising uses to describe the moving around of clinics during its 2008 construction period. With the help of a 15-year, \$290,000 IFF loan along with grant funding from the Welborn Baptist Foundation, ECHO acquired a space it had been leasing and renovated it to provide prenatal and pediatric services. That meant relocating two clinics to make way for construction, but it was worth it: “The space allows staff to separate sick and well children and to incorporate developmental and preventive care programs to give our youngest and neediest clients a chance at improved outcomes,” explains Executive Director Rosemary Knight.

Located in Evansville and serving three southwest Indiana counties, ECHO provided care for just over 12,000 patients in 2008, most of them uninsured. ECHO Acting Executive Director/CFO Sandee Strader-McMillen says they found several advantages to working with IFF to finance the acquisition: “They were easy to work with. The financing was easy to arrange. We found it beneficial, as a nonprofit, to work with an organization that caters to the needs of nonprofits. And their rate was lower.”

www.echohc.org



“We found it beneficial to work with an organization that caters to the needs of nonprofits. And their rate was lower.”

Sandee Strader-McMillen,
Acting Executive Director/Chief Financial Officer
ECHO



Nonprofit financial and real estate resources
Where nonprofits come first.
Illinois • Indiana • Iowa • Missouri • Wisconsin

One North LaSalle Street
Suite 700
Chicago, IL 60602

920 South Spring Street
Suite 2400
Springfield, IL 62704

911 Washington Avenue
Suite 203
St. Louis, MO 63101

215 North Water Street
Suite 225
Milwaukee, WI 53202

Founded in 1988, IFF is a nonprofit community development financial institution (CDFI) committed to strengthening nonprofits and their communities through affordable financing, real estate consulting, research, and public policy.

It serves nonprofits in Illinois, Indiana, Iowa, Missouri, and Wisconsin.

To learn more about IFF, visit iff.org.