

# JUSTINE PETERSEN

St. Louis, MO



## OVERVIEW

Justine Petersen Housing and Reinvestment Corporation (JP) is named after the late Justine M. Petersen who helped hundreds of low- to moderate-income families in the St. Louis area purchase their own homes. She believed owning a home promoted one's building of assets and contributed to individual growth and to neighborhood development and stabilization.

Justine PETERSEN's (JP) affiliated CDFI is Great Rivers Community Capital, which originates consumer, housing and micro-enterprise loans to low-income families who lack access to safe and affordable capital. Great Rivers is the country's largest SBA microlender.

JP knows that Credit Building and Financial Education is the building block for all of its programs. JP's approach emphasizes new active lines of credit to positively impact a client's credit score. JP counselors meet one-on-one with clients to assess income, debt, credit history and financial goals and create a Credit Action Plan to overcome barriers to accessing affordable capital. A Credit Action Plan may include disputing erroneous information, establishing new active lines of credit, making monthly payments on-time, reducing consumer debt and completing financial education classes. A high credit score can save an individual thousands of dollars over a lifetime and is a great way to optimize a household budget.

As a HUD certified housing counseling organization, JP provides pre-and-post-purchase housing counseling, including reverse mortgage assistance. During the pandemic, JP took a proactive approach, expanding services to those affected by COVID19 and obtaining rental assistance grants to support those in danger of losing their homes.

## GARCIA FAMILY MEDICINE

Imagine...a doctor who takes the time to build a relationship with her patients, get to their root issues and develops a plan to help them get well again — no insurance required. That's the promise behind Garcia Family Medicine, a Direct Primary Care practice in Blue Springs, Missouri. Led by founder Dr. Tess Garcia (or Dr. Tess, as her patients call her) and office manager Gigi Garcia, the practice specializes in providing a level of personal, customized care, all for an affordable monthly fee. With no insurance company to come between patient and physician, Dr. Tess is free to steward her clients' health and well-being: spirit, body and soul.

"I went into medicine to serve my patients, especially the underserved. As a direct primary care practice unhindered by insurance companies, I am free to spend as much time as I need with each patient as I see fit," said Dr. Tess. This enables Garcia Family Medicine to provide a personal level of care and healing at an affordable price.

Dr. Tess Garcia came to Justine PETERSEN in 2020 and received a loan to expand into a full primary care practice for patients of all ages with a focus on working with whole families, providing them with more affordable health care than they will find in a traditional fee-for-service practice. The loan helped Dr. Garcia procure the necessary supplies and equipment, cover operating costs, and provide wages for employees.

Since then, Dr. Garcia has received two more loans from Justine PETERSEN, including a PPP, in efforts to grow the business, allowing increased marketing efforts and enabling the retention of employees. The practice serves patients in Eastern Jackson County, including Blue Springs, Grain Valley, Oak Grove, Independence and beyond.

## THREE-YEAR IMPACT

- ▶ \$2.5 million in consumer loans
- ▶ \$34.7 million for non-real estate microenterprise loans
- ▶ 266 total businesses financed (266 minority-owned, 266 women-owned)
- ▶ 814 jobs created at businesses

### Green Financing Example:

- ▶ Through our partnership with the Opportunity Finance Network, we will be able to expand our financial assistance to businesses who practice green energy.