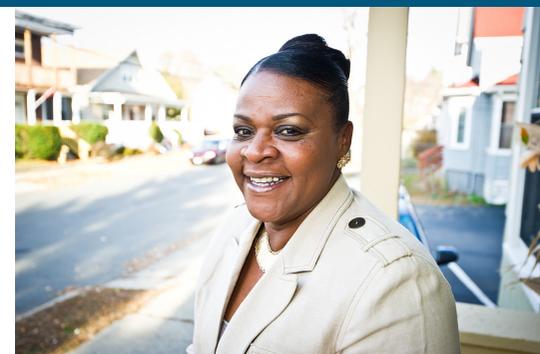




COMPASS
WORKING CAPITAL



Expanding the Scope and Impact of HUD's Family Self-Sufficiency (FSS) Program

About Compass

Compass provides financial coaching and savings programs that support families with low incomes to build assets, achieve their financial goals, and become financially secure.

Client Story



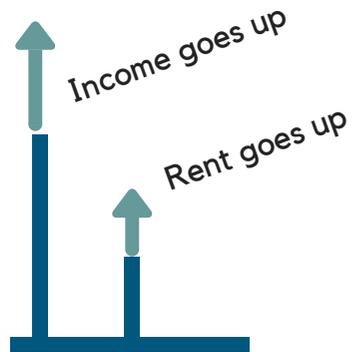
"Now that I own my own house, I feel like I can breathe. I feel free. I feel like myself. When I see my house, I laugh. I feel so good when I come home and turn the key."

-Rosa Paulino, Graduate of Compass FSS Program operated in partnership with Lynn Housing Authority & Neighborhood Development, Lynn, MA

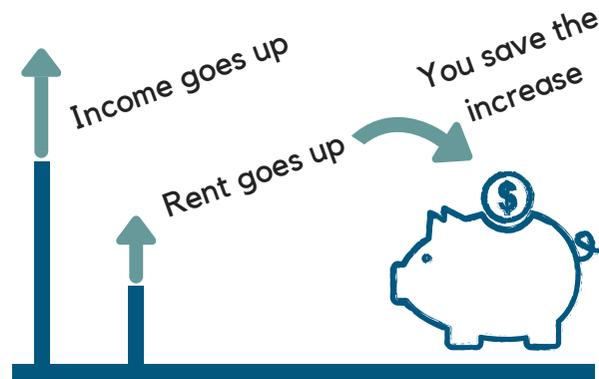
HUD's Family Self-Sufficiency (FSS) Program

Anti-poverty programs focus on income supports to help families meet basic consumption needs, but inadvertently create disincentives for families to move forward.

Without FSS:



With FSS:



The FSS Program allows families to capture a portion of their rent payment as savings when they increase their income.

The Compass FSS Model

In 2010, Compass developed and launched a new, asset building and financial capability model to expand the scope and impact of the FSS program.

Compass FSS approach: Wealth Building model

- ✓ Aspiration-focused marketing in "surround sound"
- ✓ Client-driven financial coaching, counseling, and education
- ✓ Strategic use of FSS savings account to achieve goals and promote economic mobility
- ✓ Public-private model – philanthropic investment leverages additional public funds
- ✓ Rigorous evaluation and analysis to drive stronger outcomes

Program Outcomes

Rigorous, multi-year evaluation:



\$6,305

AVERAGE INCREASE
IN HOUSEHOLD EARNINGS



\$764

AVERAGE DECREASE
IN DEROGATORY DEBT



23 POINT

AVERAGE INCREASE
IN CREDIT SCORE

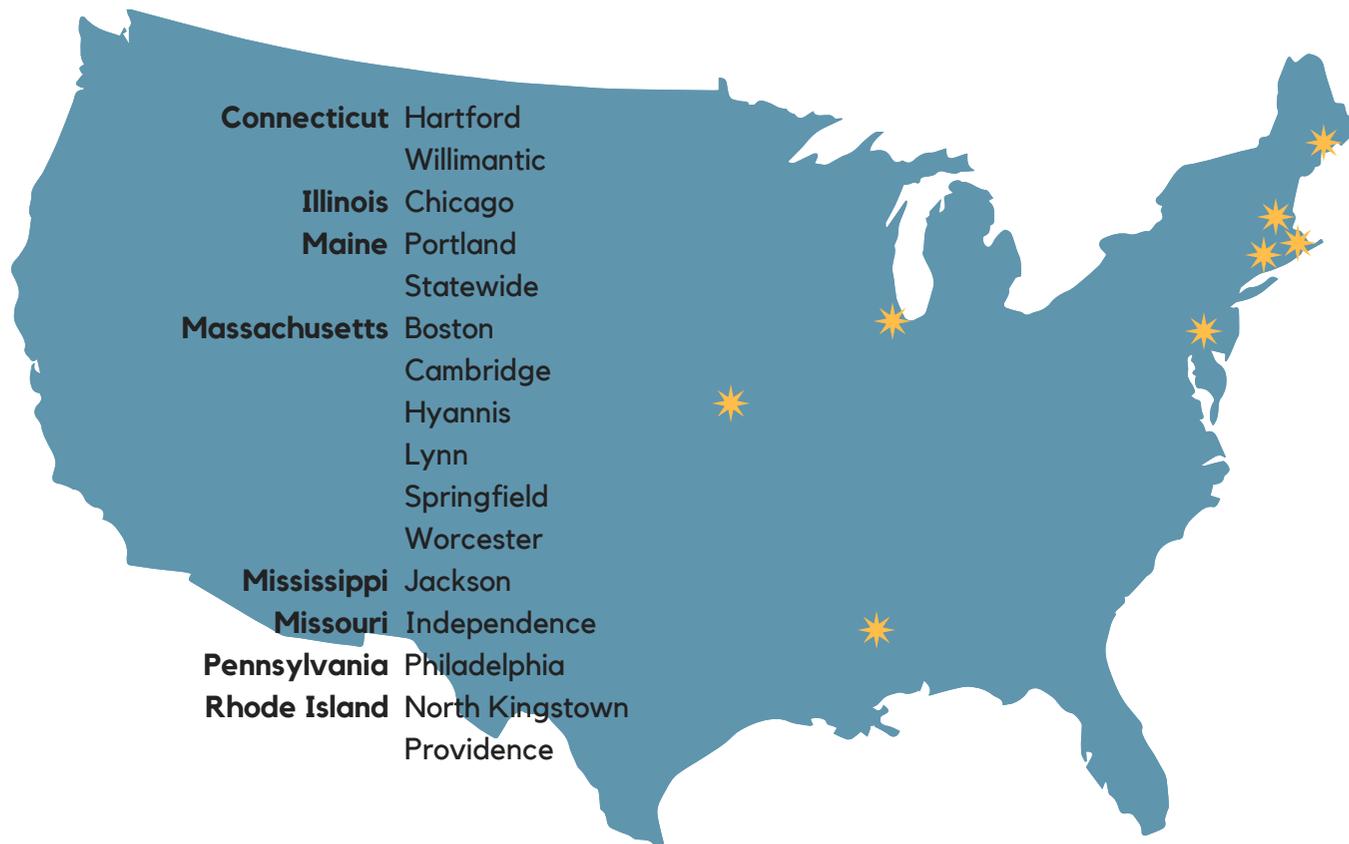
Interim cost-benefit study:

Participants gained more than **\$10,000** in increased income over a five-year period as a result of participation in the program, at a net cost to the government of only **\$276** per participant

For more on both studies, visit: abtassociates.com/CompassFSS

National Network

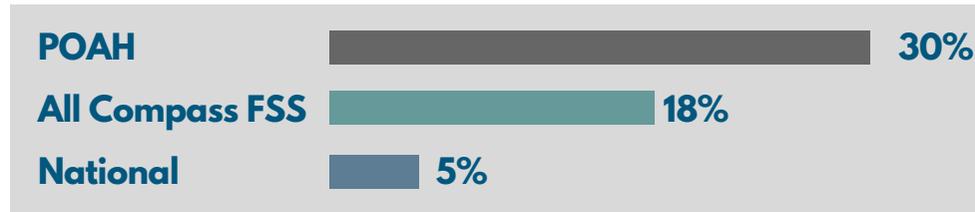
Compass now serves 1,200 families each year in our local FSS programs, at nine sites in MA, CT, and RI. In 2016, we launched a National FSS Network to support local partners to implement core aspects of our program in their communities. Partners include public housing authorities, private owners, and other community-based organizations.



Early Results in Multifamily Housing

In 2015, Preservation of Affordable Housing (POAH) partnered with Compass to begin to implement FSS at several sites within its portfolio.

High participation rates



Strong initial participant progress toward greater financial security

Increased household income



\$5,511

increase in average annual earned income

Reduced unemployment



12 point

reduction in percentage of participants who are unemployed

Increased credit score



29 points

increase in average FICO score

Full report available at: www.poah.org/fss-report

Learn More

- To learn more about the Compass National FSS Network and initiate a conversation with our team, visit: www.compassworkingcapital.org/national
- Spring 2018: release of **Multifamily FSS Launch Course**

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