



Non-profit core organizations are often under-resourced.


HousingFirst Lab engages new private sector resources to **solve organizational barriers**, **expand agency impact**, and ultimately **reduce the number of people experiencing homelessness**.

HOUSING FIRST IS EFFECTIVE, BUT SUPPORT CAN EXPAND IMPACT

**LACK OF RESOURCES**

AT 30% AREA MEDIAN INCOME...
For every **100 families**
There are an available **35 units**

ONLY...
1% of philanthropic donations go to homelessness

**ORGANIZATIONAL EFFECTIVENESS**

10% Avg. grant allowance for indirect costs (vs. 35% standard for private business)

“30%” of funds are wasted due to inefficient processes”

EFFECTIVE ORGANIZATIONS DELIVER BETTER RESULTS AND BROADER IMPACT

“Organizational inefficiencies... come with a high cost: lower potential for making progress toward the important societal challenges and opportunities nonprofits seek to address”

The Bridgespan Group


Organizational effectiveness impacts financial performance in the private sector

Percent of respondents rating their company as “highly effective” on Bain survey

100%	
80%	
60%	
40%	
20%	
0%	
	Strongest financial performers
	All companies

IMPROVED CORE ORGANIZATIONS CAN HELP EXISTING RESOURCES GO FURTHER

CASE STUDY
CAROLE ROBERTSON CENTER FOR LEARNING





- Chicago non-profit that upgraded accounting software and **updated financial processes**
- Saved hours of staff time, used to **serve clients instead**, and ended inaccurate financial reporting
- Faster reporting and data accuracy led to opening of **new early childhood program**


*“How resources are used is often a critical factor... In rapidly changing environments, **upgrading skills and revamping established procedures** can help stretch limited resources.”*


The Urban Institute


HFL PROVIDES SUPPORT ACROSS FIVE DIMENSIONS

**Strategic Planning**

**Process Standardizing & Efficiency**

**Unlock Data's Value**

**Program Innovation**

**Simplify & Expand Funding Streams**

ADDITIONAL READING

- [National Low Income Housing Coalition](#)
- [Stanford Social Innovation Review](#)
- [The Bridgespan Group: The Effective Organization](#)
- [The Urban Institute: Building Capacity in Nonprofit Organizations](#)
- [FMA Institute: Fiscal Strength for Nonprofits](#)
- [TED Talks: The Way We Think About Charity is Dead Wrong](#)

