

The Renew Collaborative, a program of HomeStart



FOUNDED: 1994

CURRENT ANNUAL PROGRAM BUDGET:
\$840,000

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Investment Opportunity

HomeStart seeks to raise \$2.8M over the next two years to grow The Renew Collaborative's work in Boston and to begin operations on the South Shore. The Renew Collaborative will use this funding to prevent evictions, to help clients develop self-sufficiency, and to support further expansion throughout Massachusetts and beyond.

For 24 years, HomeStart has been working to end homelessness in Massachusetts through finding homes for people on the street and in shelters and by preventing evictions for households in poverty.

Each year, almost 1,100 families in subsidized low-income housing in Boston, and thousands more across Massachusetts, are evicted from their homes for non-payment of rent. Most of these non-payment evictions stem from an isolated financial crisis that causes a cascade of insolvency. Eviction initiates a downward spiral — breaking families apart, removing them from the support of a familiar community, and compromising health, education, and employment status.

HomeStart has found many of these non-payment evictions to be preventable and that prevention is as much in the interest of the landlord as it is of the tenant. With support from landlords, HomeStart has developed **The Renew Collaborative**, an economically sustainable program to prevent homelessness due to non-payment eviction.

Two-Year Goals

- Expand The Renew Collaborative program in Boston to work with all property managers that own more than 1,000 units
- Launch first expansion site on the South Shore and ensure its self-sustainability
- Prepare to expand to a third region of Massachusetts

Ways to Invest

FINANCIAL

- \$150,000 funds a three year, The Renew Collaborative pilot in a new region of MA
- \$60,000 funds an advocate and administrative overhead to manage a caseload of 70 households annually
- \$700 enables The Renew Collaborative to pay back rent for and permanently stabilize one family

IN-KIND

- Introductions to property owners and managers who may adopt or advise The Renew Collaborative
- Expertise with licensing, as well as evaluation and data management systems
- Marketing, public relations, and/or communications support

Leadership & Governance

Matt Pritchard, Executive Director of HomeStart, has devoted his career to fighting homelessness. In the late 1990's, while leading training programs in a homeless shelter, he moved into the shelter for a year to better understand the challenges associated with homelessness. Prior to joining HomeStart, Matt served as Vice President and Chief Operating Officer of Victory Programs. He has a B.A. in Philosophy and Business from Wheaton College (IL) and an MBA from Duke University.



“

This program could effectively eliminate family homelessness by eviction for both the country's working poor and families with subsidies. It is novel, efficient, and, most of all, it works.

”

MATTHEW DESMOND
Professor, Princeton University
MacArthur Fellow
Pulitzer Prize Winner



THE MODEL

The Renew Collaborative model for preventing non-payment evictions:

- Identify the root cause for tenant's difficulties and create a sustainable plan for them to return to solvency.
- Advocate for the tenant in negotiation with the landlord and in housing court when necessary.
- Pay a portion of the back rent to enable the tenant to enter into a one-year repayment plan for the rest of it.
- Provide 12 months of support services to stabilize the tenant's finances.

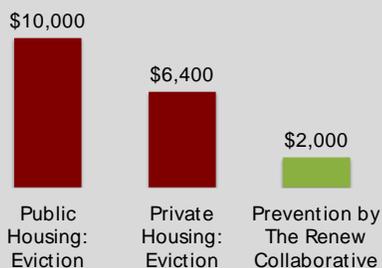
The Renew Collaborative model is both sustainable and replicable, based on a shared financial benefit. Since the eviction cost to the landlords is far greater than the cost of The Renew Collaborative's intervention, a per-intervention reimbursement rate that incentivizes successful outcomes and provides an economically sustainable revenue model was negotiated with both public and private landlords.

PROGRAM REPLICATION TOOLKIT

The Renew Collaborative has developed a methodology and support materials that social service agencies in other Massachusetts cities and towns can use with landlords and tenants to prevent evictions for non-payment of rent.

The Renew Collaborative has developed a data platform to monitor outcomes and to provide a strong case for the value to landlords of this model for eviction prevention.

Cost per Eviction vs. Prevention



Key Investors

- KLARMAN FAMILY FOUNDATION
- OAK FOUNDATION
- PAYNE FOUNDATION
- UNITED WAY OF MASSACHUSETTS

Partners

- BEACON COMMUNITIES
- BOSTON HOUSING AUTHORITY
- CITY OF BOSTON DEPARTMENT OF NEIGHBORHOOD DEVELOPMENT
- GREATER BOSTON LEGAL SERVICES

PER-INTERVENTION REIMBURSEMENT

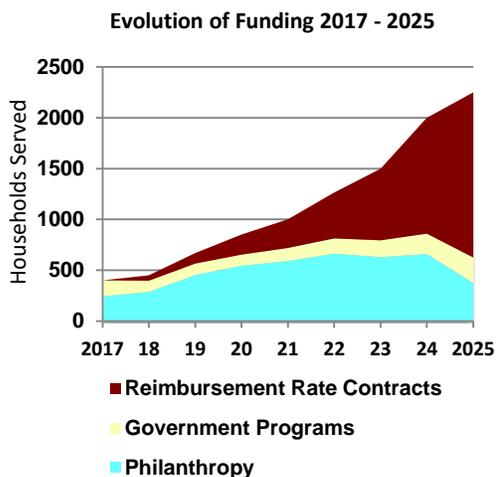
Between 2012-2017, the Boston Housing Authority (BHA) paid HomeStart a flat fee to help tenants avoid eviction due to non-payment of rent. During that time, the BHA reimbursed HomeStart approximately \$300,000 for these services, and estimates that HomeStart generated more than \$3,000,000 in eviction-prevention cost savings.

Based on the success of this program, HomeStart was able to negotiate an agreement for compensation for each successful intervention and formed The Renew Collaborative to replicate its model with other housing authorities and with private property owners. In 2018, The Renew Collaborative signed a contract with a private landlord that manages thousands of subsidized apartment units in Boston. This first collaboration with a private landlord opens the way for The Renew Collaborative to reach hundreds of additional families each year.

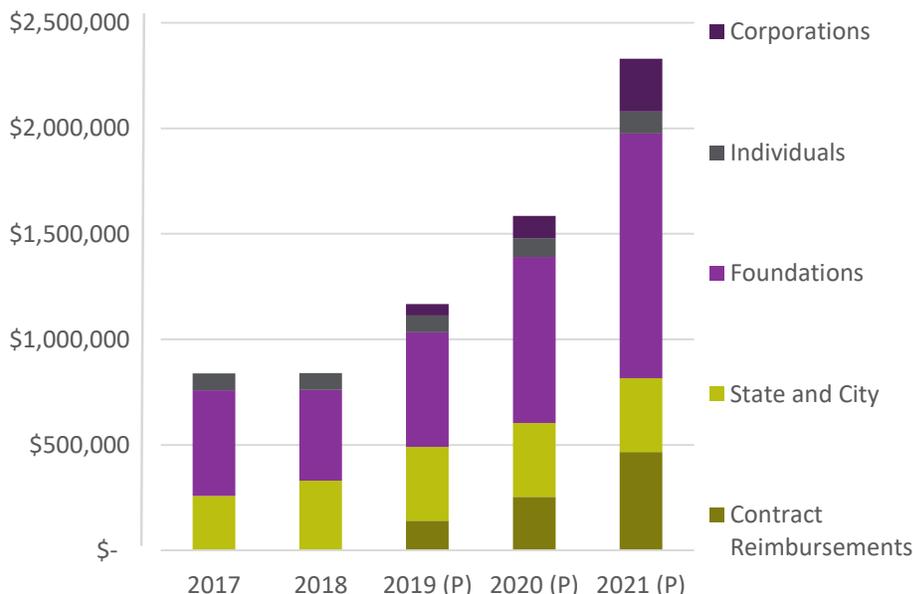
With a proof of concept in both the public and private sectors, The Renew Collaborative expects to be able to replicate its model throughout Massachusetts over the next seven years.

FINANCIAL SUSTAINABILITY

As The Renew Collaborative scales up its per-intervention agreement program to housing authorities and property owners throughout the state, an increasing portion of its budget will be supported by reimbursement fees, and the reliance on philanthropy will gradually decrease. The initial three years in a new location will require significant philanthropic support, but after 2025, The Renew Collaborative will rely primarily on landlord reimbursement contracts.



Revenue by Source



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Any property manager would jump at an opportunity to reduce non-payment evictions.

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GILBERT WINN, CEO
WinnCompanies

Success Story: Aishia

Aishia lost two jobs and fell behind on rent while fleeing a domestic violence situation. She could not feed her children and considered taking her life when her landlord issued her an eviction notice.

HomeStart preserved Aishia’s housing and worked with Aishia for 12 months as she got back on her feet. Aishia is now stable, working full-time, thriving with her girls, and no longer in danger of eviction.



PROGRAM PERFORMANCE AND ORGANIZATIONAL HEALTH

Over the next five years **The Renew Collaborative** will focus on expansion throughout Massachusetts, primarily by negotiating reimbursement rate contracts with public and private landlords. After three years of start-up costs in each locale, landlord fees will grow to supplant philanthropy as the primary source of revenue.

	FY 2018	FY 2019 (P)	FY 2020 (P)
PROGRAM PERFORMANCE			
Evictions prevented	450	675	1,000
Contracts with large property managers	1	4	10
Contracts with housing authorities	1	2	6
ORGANIZATIONAL HEALTH/CAPACITY-BUILDING			
Number of advocates in Boston	7	8	9
Number of advocates outside of Boston area	0	2	6
Percent of total program revenue funded by reimbursement rate contracts	12%	16%	20%
Total Revenue	\$840,000	\$1,170,000	\$1,580,000

SOCIAL IMPACT

The Renew Collaborative is a socially disruptive innovation that addresses one of the most urgent and pressing issues facing America today. It benefits not just tenants and landlords, but it also reduces costs for state and city social services (housing, education, and healthcare). Beyond immediate cost savings, stability in housing strengthens communities, supports educational achievement, fosters the opportunity for more productive lives, and protects families from a poverty spiral that leaves a dramatic scar on our next generation.

IMPACT INDICATORS TO BE MAINTAINED	MEASUREMENT
Percent of households served still in unit after one year	97%
Percent of households served still in unit after four years	87%
Percent of households evicted for non-payment after four years	5%

