Improving Household Financial Stability
A SparkPoint perspective

September 18, 2012
What is SparkPoint?

SparkPoint integrates best-in-class services at one-stop financial centers designed to help create pathways out of poverty for low- and moderate-income clients.
What is the goal of SparkPoint?

We’re testing a model …

Service integration increases bundling

+ 

Bundling increases client outcomes

Shared outcomes increase integration

…with a goal of moving as many individuals to financial stability as possible.
What does financial stability mean?

MEASURING OUTCOMES

All Centers share a primary goal of helping individuals achieve a goal of financial stability, as defined by

1. **Livable income** that reaches the Self-Sufficiency Standard (i.e., $65,000 for a family of four in San Francisco)
2. **Good credit** score of 650 or above
3. **Savings** equal to three months of living expenses
4. **Debt less than 40%** of monthly income

Shared outcomes support service integration. Partners decide which services will lead to these outcomes for their clients.
How do people reach financial stability?

**Enhance Credit/Reduce Debt**
- Financial Counseling
- Financial Workshops
- Credit and Debt Management Services
- Foreclosure Assistance

**Increase Income**
- Job Training and Placement
- Continuing Education
- EITC and Tax Assistance
- Benefits Screening

**Build Assets/Savings**
- Bank On Checking and Savings Accounts
- IDA Accounts
- First Time Homebuyer Assistance
Research from the field shows great promise for the model.

Clients who achieved major economic outcomes
Percent

Central New Mexico Community College

Bon Secours, Baltimore

Research from the field shows great promise for the model.
Elements of Service Integration

- Streamlined intake
- Shared mission and vision
- Co-location
- Cross-partner operational plan
- Cross-trained staff
- Shared "culture"
- Shared database
What do we know so far?
Bundling matters.

### Long-Term Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>Single Service</th>
<th>2+ Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-sufficient income</td>
<td>25%</td>
<td>75%</td>
</tr>
<tr>
<td>Credit score 650+</td>
<td>34%</td>
<td>66%</td>
</tr>
<tr>
<td>40% or better DTI</td>
<td>34%</td>
<td>66%</td>
</tr>
<tr>
<td>3 months of savings</td>
<td>25%</td>
<td>75%</td>
</tr>
</tbody>
</table>

- **73%** of measurable clients who made progress were bundlers.
- **65-75%** of measurable clients who achieve any long-term outcome were bundlers.
- Bundlers made up **60-80%** of the clients who increased their vocational skills, obtained post-secondary education, obtained or maintained employment, obtained or maintained public benefits, and improved their budgeting skills.
For partners

- It creates greater impact for the client
- It helps organizations deliver on their missions
- It leverages existing resources in new ways
- It brings new resources and knowledge to the table
- It’s a chance to build something together
- It’s an effective way to work together differently
- Partners talk about the work differently
Recipe for success

It’s about the client

Champions make the difference

Shared measurable goals are essential

A learning culture is important

Transparency and good communication are critical
Looking Ahead

- Growing learning community
- Push policy towards institutionalization, sustainability, and systems change
THANK YOU