

REDF

An investment that works.

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Community Housing Partnership

www.chp-sf.org | San Francisco, CA

At a Glance

Mission

Community Housing Partnership (CHP) develops and manages high-quality supportive housing and provides services to homeless individuals, seniors, and families to help them rebuild their lives and break the cycle of homelessness. With safe, stable housing as the platform to deliver services including employment preparation, job training, a transitional social enterprise, and community organizing activities, CHP is able to provide a direct pathway from homelessness to self-sufficiency.

Social Enterprise

CHP partnered with REDF in 2007 to design and launch **Solutions SF**, a social enterprise that places individuals in transitional lobby staff jobs and is dedicated to workforce development and job placement for graduates of our training programs.

Track Record

CHP provides services at **16** buildings with over **1,100** units and **303** more in development, housing more than **1,500** formerly homeless individuals.

REDF - San Francisco

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REDF - Los Angeles

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REDF - Chicago

220 North Green Street
Chicago, IL 60607
(312) 585-7629

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Portfolio Partner Profile



Founded: 1990

Location: San Francisco, CA

Social Enterprises: Solutions SF (lobby staffing)

Target Population:
Individuals who were formerly homeless

Joined REDF Portfolio: 2007

REDF Investment & Advisory Services

REDF's early **\$2m** capital investment and advisory services have helped CHP launch and grow its social enterprise, increase the number of jobs created, and improve the lives of more people.

Highlights of this partnership include:

- Became CHP's first investor in 2007, funding the launch of a property management services business that provided connections to key customers;
- Provided ongoing technical assistance and funding that have enabled Solutions SF to grow substantially. Solutions SF earned more than \$2.7m in revenue in 2016 compared with \$2.1m in 2015 and is on track to hit more than \$3m in sales for 2017.
- Assisted in the design and rollout of an employee group-based support system, developing comprehensive training materials including a handbook, incentives, and exit packages with letters of recommendation; and
- Assisted in the development of a revised pricing strategy, which has contributed to record high revenues for Solutions SF.

An Investment That Works



Personal Success Story

Embracing the Future



Three years ago, Felicia was in a rocky relationship and facing an unstable future. She and her partner fought all the time and neither of them had a job. After a physical altercation resulted in Felicia receiving nine stitches, she decided it was time to start changing her life. She was able to secure a 90-day bed at a shelter and received services at a center that helps women get their GED, counseling, and employment assistance. Shortly thereafter Felicia moved into supportive housing and started saving money. Her roommate told her about CHP's Solutions SF and she began the program. "The staff is so willing to help you," says Felicia. "They really want to see you succeed and move forward, both emotionally and financially. They give you all the tools, but you have to put in the work. You have to take a good look at yourself and be willing to change and embrace the future."



Solutions SF is an extremely responsive and reliable partner. They worked closely with us to understand the needs of our building, and we are pleased to be using their lobby staffing solution.

— James Valva, Vice President of Property Management, BRIDGE Housing