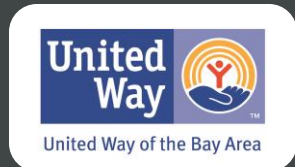


SparkPoint at Skyline College

April 10th, 2013



SPARKPOINT

Grow and Prosper.

What is a SparkPoint Center?



A SparkPoint Center integrates best-in-class services provided by multiple organizations in order to create financial stability for low- and moderate-income clients.

What is a SparkPoint Center?



The SparkPoint Center is a one-stop service center that students and the community access to achieve financial self-sufficiency by improving credit, increasing income, and building assets.

What does financial stability mean?



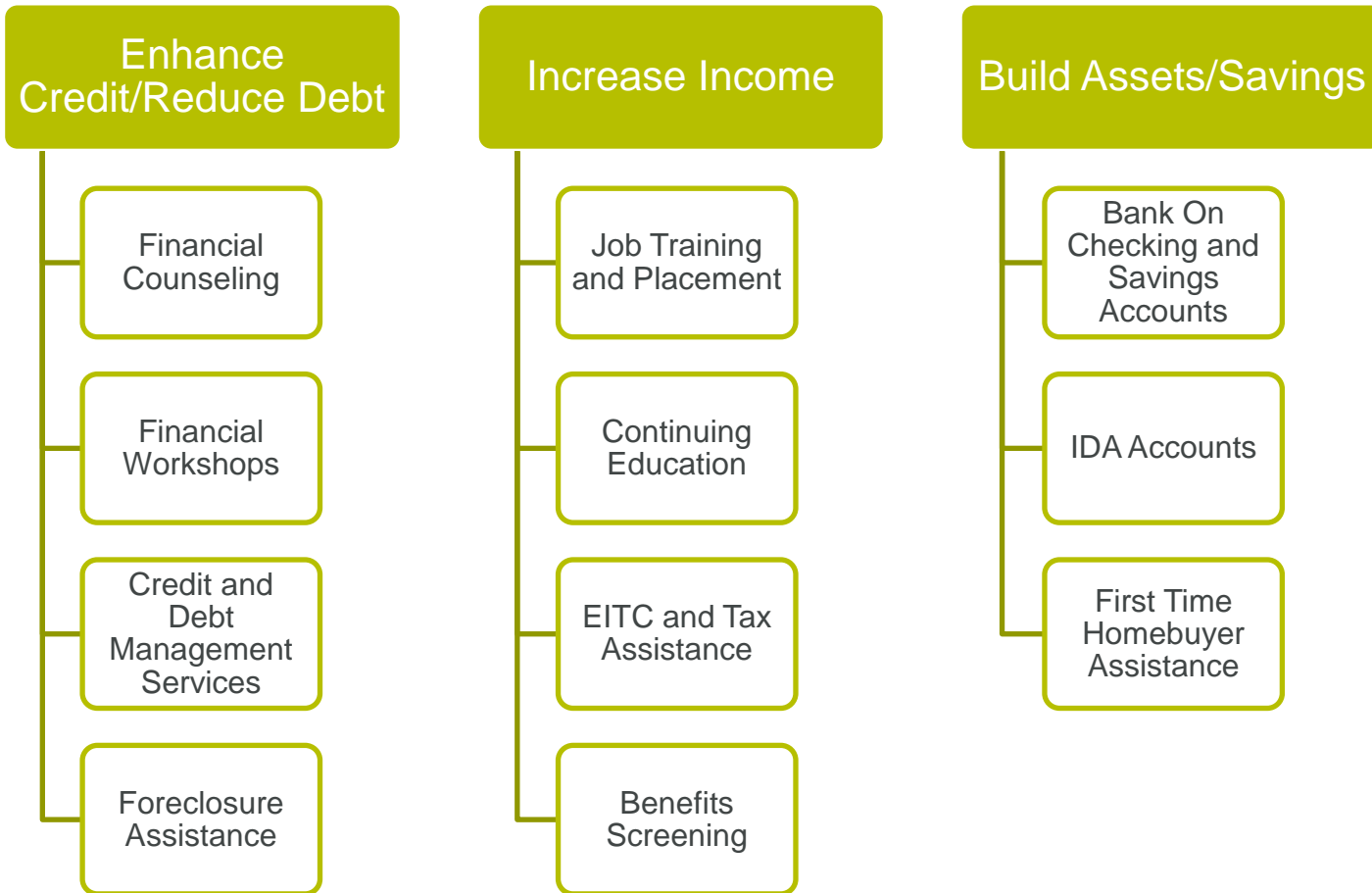
MEASURING OUTCOMES

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.

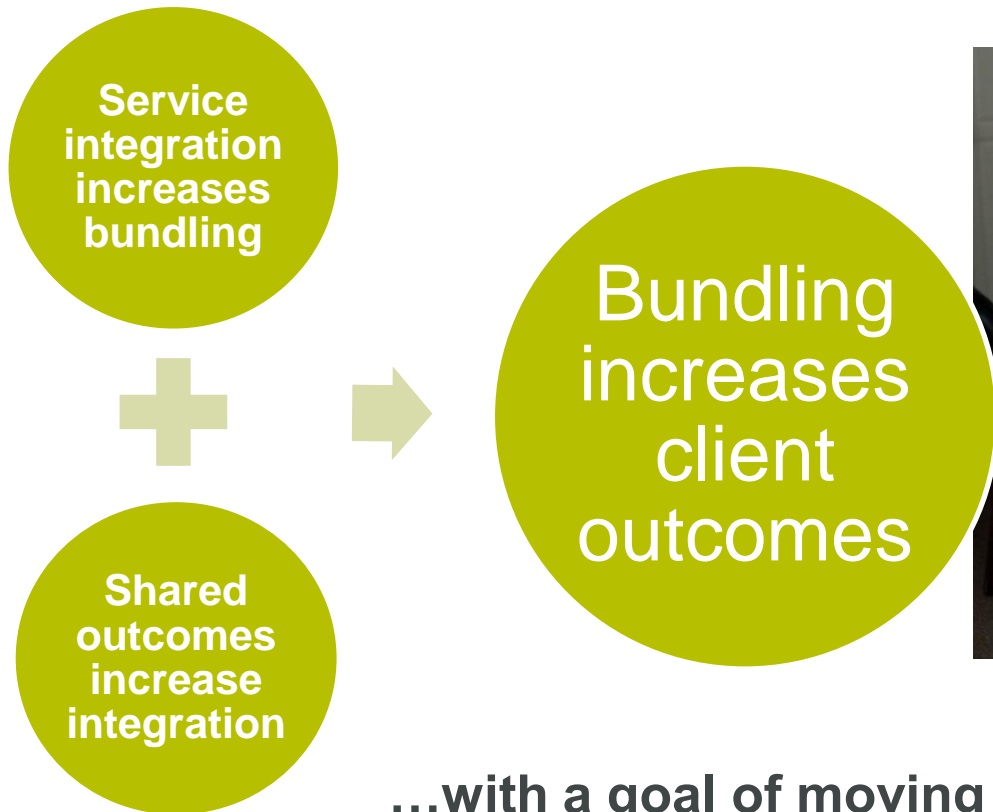
Which services help someone achieve financial stability?



What is the goal of SparkPoint?

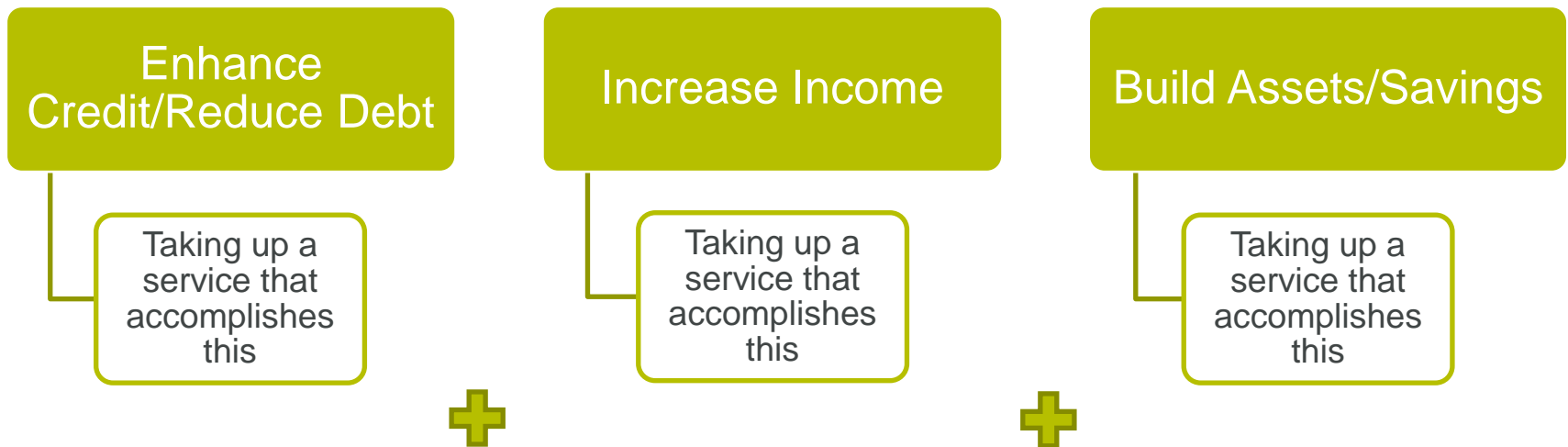


We're testing a model ...



...with a goal of moving as many individuals to financial stability as possible.

What does bundling mean?



- **Bundling = taking up services across two or more “program areas”**
- **Long-term goal is to have 75% of SparkPoint clients “bundle”**

How is bundling defined for SparkPoint?



Workforce/Education	Finances	Benefits Access
Acquire vocational skills	Access banking/financial products	Advocate for benefits
Develop microenterprise	Decrease debt	Child care, drop in
Increase education level	Foreclosure prevention	Food pantry
Obtain employment	IDA	Obtain academic/financial aid
	Increase credit score	Obtain affordable housing
	Manage finances	Obtain benefits
	Peer lending circle	Tax preparation

What does bundling mean for clients?



Long-Term Outcomes

Outcome	Single Service	2+ Services
Self-sufficient income	25%	75%
Credit score 650+	34%	66%
40% or better DTI	34%	66%
3 months of savings	25%	75%

- **73%** of measurable clients who have progressed so far are bundlers
- Bundlers make up **60-80%** of the clients who have increased their vocational skills, obtained post-secondary education, obtained or maintained employment, obtained or maintained public benefits, and improved their budgeting skills