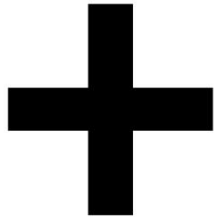


# A NEW STRATEGIC ALLIANCE



**STRONGER  
TOGETHER**

EXPANDING PARTNERSHIPS & OPPORTUNITIES PANEL

HCDNNJ Annual Conference

Wednesday, December 10, 2014



## ABOUT THE ORGANIZATIONS

### Organizational Snapshots

ACHIEVEability, a West Philadelphia-based supportive housing provider for families.

- Founded in 1981
- \$2M budget, 20 employees
- Headquartered in West Philadelphia, with 158 nearby units and offices
- Renowned program

Mission First Housing Group, a Mid-Atlantic non-profit developer and property management organization.

- Founded in 1988
- \$40M budget, 110 employees
- Headquartered in Center City, with over 2800 units from NJ to VA
- Strong financial performance



## ABOUT THE ORGANIZATIONS

### Individual Strengths

#### ACHIEVEability

- Self-sufficiency outcomes and history
- Community service
- Fundraising and events
- Loyal staff, volunteers, donors and community support

#### Mission First Housing Group

- Real estate expertise
- Financial and operational procedures
- Government contracting and compliance
- Management experience



## PROBLEMS TO BE ADDRESSED FOR ACHIEVEability

- Current Scale is inefficient
- Difficult granting environment
- Open positions reduces barriers to integration
- Increased competition for LIHTCs has denied ACHA the regular unrestricted revenue that it historically has relied on



## BENEFITS OF THE STRATEGIC ALLIANCE

### For **ACHIEVE**ability

- Focus on program
- Fundraising will strengthen program versus fill operating holes
- Support of more sophisticated back office operation

### For **Mission First**

- Add 150+ units to portfolio for no cost
- Allows us to add more robust service program for families
- Fundraising—gives Mission First window on their successful event and Individual fundraising apparatus
- Additive to our development pipeline—Preservation projects.



## OVERVIEW OF THE STRATEGIC ALLIANCE

- ACHIEVEability is a nonprofit member of Mission First.
- Integration of property management, real estate, HR and IT functions of ACHIEVEability.
- ACHIEVEability Executive Director to oversee social services and fundraising
- Mission First appoints up to 4 people to ACHIEVEability Board
- Mission First COO, ACHIEVEability ED and Board to set annual budget.
- All substantive strategic decisions regarding programs approved by the ACHIEVEability Board of Directors and Mission First COO



## FACTORS CRITICAL TO THE SUCCESS OF THE ALLIANCE

- Communication Strategy – Stakeholder Message: ACHIEVEability will emerge stronger
- Management and staff buy-in – Needed to retain key staff and board members.
- Clearly delineated benefits to both organizations – Need to answer why?