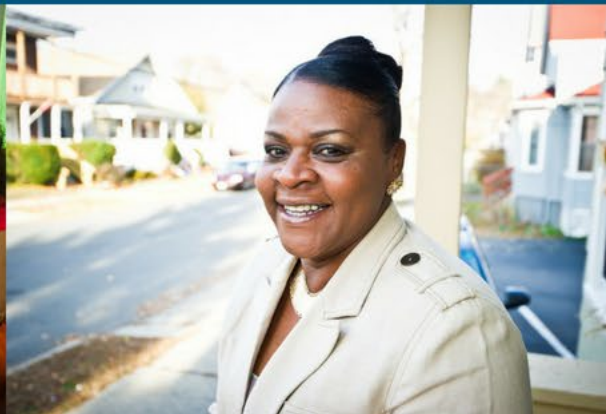


Asset Building for Renters of Subsidized Housing

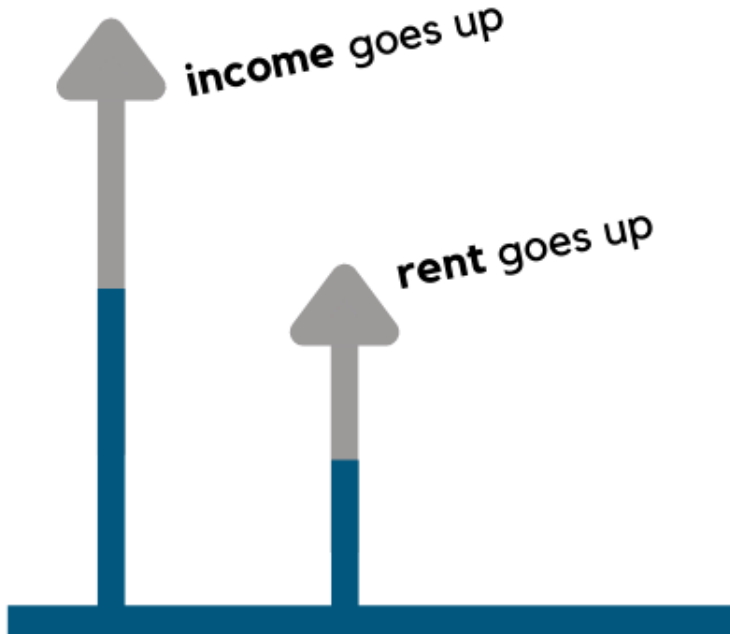


The Family Self-Sufficiency Program

- HUD program created in 1990 to support residents in subsidized housing to build savings
- HUD funded = highly scalable
- Tremendous capacity to support wealth-building for Black and Latinx households and women

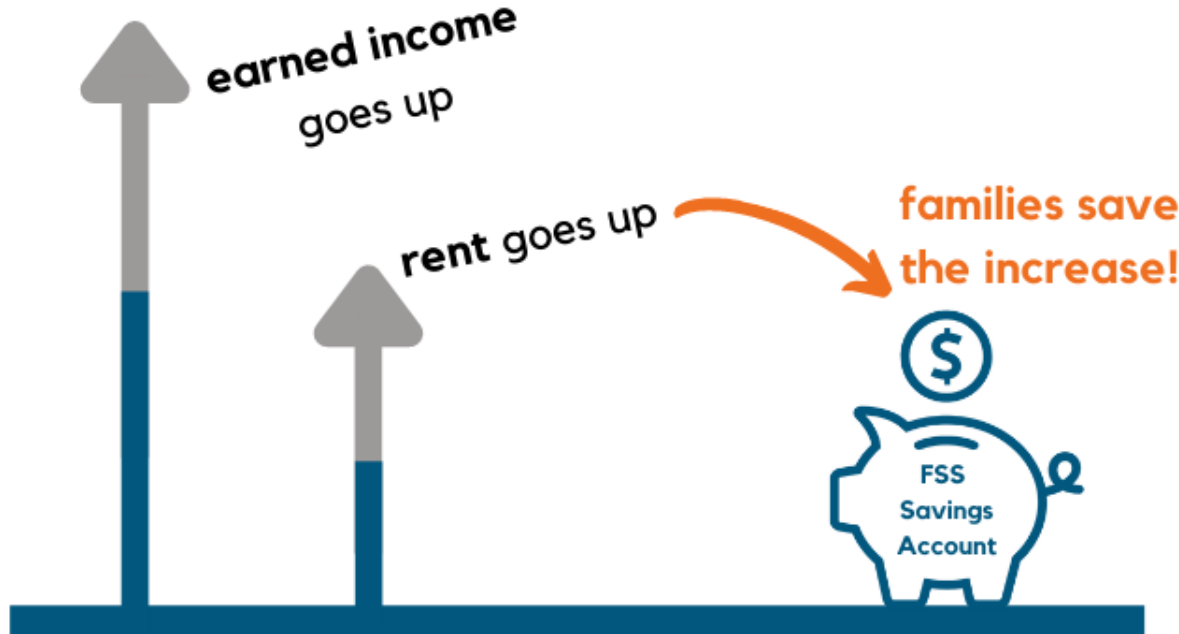
How FSS Escrow Works

In subsidized housing, your rent is typically about 30% of your income.



Without FSS

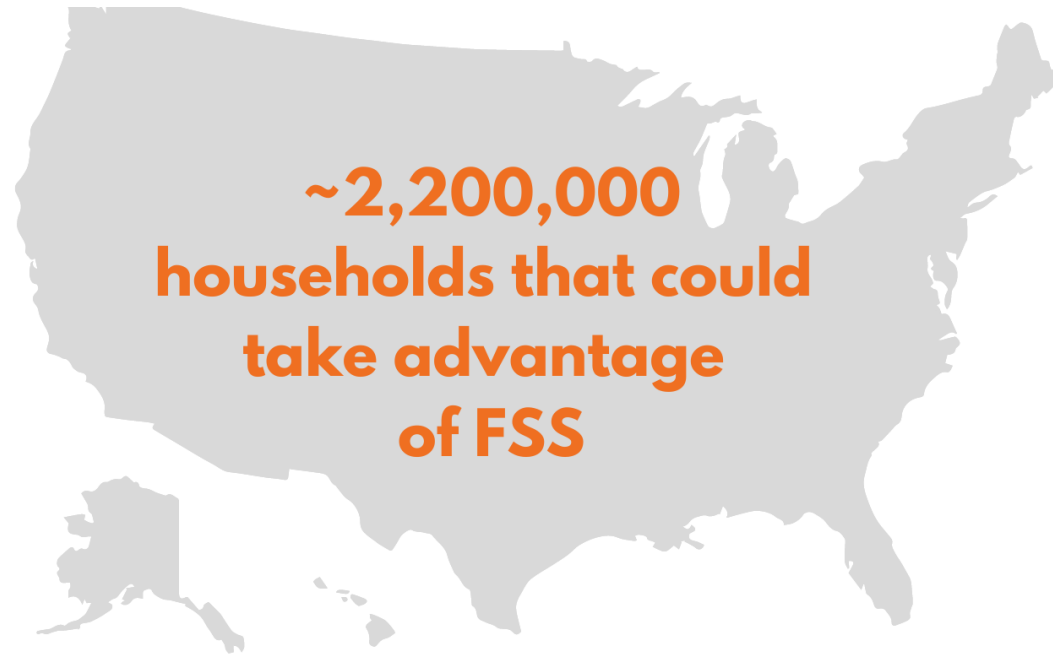
But when families enroll in the FSS program...



With FSS

The Landscape

The FSS "Market":



Current FSS Participation:



Total FSS participation reported by HUD is 65,000 households

Compass FSS Program



FSS
Savings
Account

Culturally-
Competent
Financial Coaching

Financial Education,
Information, &
Resources

STANDARD ENROLLMENT

OUTREACH

- ✗ Most effective in multiple mediums and languages
Labor and resource intensive

UNDERSTANDING

- ✗ Resident has to understand program, overcome concerns about benefits and subsidies

TAKE ACTION

- ✗ Requires paperwork, tech access, multistep app

APPLICATION PROCESSING

- ✗ Potentially long review from provider, HUD

ENROLLMENT CAN TAKE MONTHS+

OPT-OUT

OPT-OUT OPTION AT MOVE IN

- ✓ Automatically gives families the opportunity to build assets
- ✓ Doesn't require time or resources for resident
- ✓ Improves accessibility
- ✓ Providers can focus on financial coaching and programming
- ✓ Unlocks opportunity to scale FSS

AUTOMATIC ENROLLMENT