



REQUEST FOR PROPOSALS FOR HPN'S INNOVATION AND VENTURE FUND PLANNING

The Consultant will assist HPN in the research and scoping of an affordable housing innovation venture fund. Innovation through venture investment approaches has become a powerful tool for companies and non-profits alike to identify entrepreneurial ideas early and to support and nurture those in a way that maximizes impact on a particular issue or sector. HPN is considering an investment fund model as a tool to accelerate and amplify a storied track-record of investing in and creating collaborative social enterprises and mobilizing capital for the affordable housing and services work that our members do in their communities.

[Introduction](#)

Housing Partnership Network (HPN) is a national nonprofit that supports affordable housing efforts throughout America. HPN is an award-winning business collaborative of 100+ of the nation's leading housing and community development organizations. Though we are a member driven network at our core, HPN is not a typical trade organization. We're inventors, doers, and social entrepreneurs.

HPN facilitates peer-to-peer learning and promotes policy and practice that is based on the proven experience of some of the nation's most successful nonprofits. Through our unique networked approach, organizations and leaders accelerate and scale innovation to more rapidly respond to changing market challenges and opportunities. Together, we have created and operate a family of social enterprises that strengthen the business performance and social impact of our members.

HPN works across multiple areas to support our members and their communities, including:

[Lending](#)

Both Housing Partnership Fund (HPF) and HPN are Community Development Financial Institutions (CDFIs). Our goal is to provide capital resources to our members, particularly where we can fill capital gaps or overcome perceived risks to support our members in growth and moving projects forward. HPF has supported hundreds of projects across our members over the past decade.

[Housing Partnership Fund | Housing Partnership Network](#)

[Peer Exchange](#)

Peer Exchange is at the heart of everything we do at HPN, so the work in the Membership, Peer Exchange, and Governance area supports all our strategic priorities. Peer Exchange includes semi-annual member meetings that bring our members together and advance our work and goals, regular virtual meetings, and the specialized peer exchange with our international colleagues and among our financial management leaders.

[Peer Exchange | Housing Partnership Network](#)

Policy

HPN's unique network of mission driven affordable housing developers, owners and lenders sets our policy work apart. Our approach to public policy is driven by direct experience working in communities around the country. We have proven success using business savvy combined with both public and private resources to drive real change, and through that experience recognize the important role the federal government plays in establishing long-term solutions for our affordable housing and community development challenges. A Washington, DC based Policy team works with Congress and federal agencies to improve the effectiveness of housing and community development programs and ultimately the outcomes for our communities.

[Policy | Housing Partnership Network](#)

Social Enterprises

Our portfolio of social enterprises solves for market gaps to enhance the work of member organizations, allowing them access to new revenue streams, products, and capital that they could not access alone. These member-driven social enterprises also provide HPN with a diversified revenue stream to strengthen the long-term sustainability of the collaborative. Xx enterprises to date

[Social Enterprises | Housing Partnership Network](#)

Programs

HPN runs several programs to support our members' work and to enhance their residents' lives. These include:

- Homeownership Partnership Integration initiative
- [Green and Healthy Communities](#)
- Housing Counseling

- Family Self-Sufficiency Program/Asset Building
- Renter Advantage

Through collaborative work across its divisions, HPN has a high impact network:

- One million families counseled in homeownership and financial literacy
- 327,000 rental units owned by HPN members
- 25,000 people employed by HPN Members
- 165 billion+ value of housing and community facilities developed and financed
- 110 Member Organizations

Scope of Work

- Research and Analysis
 - Conduct an updated analysis of the social innovation landscape, identifying key trends, challenges, and opportunities for non-profit owned/operated affordable housing and the services that support this work and the people who live in these homes.
 - Evaluate existing/relevant social innovation venture capital funds to understand best practices, success factors, and lessons learned/ pitfalls. *Would this meet HPN and members' needs? What tweaks to this model could work for us strategically?*
 - Interview key informants on potential investments they have experienced or know about currently and what their needs would be. What do innovative technologies need most – *capital, mentorship, access to industry leaders? (and in what mix?)*
 - Begin to support HPN's narrowing of a target set of technologies/sub-sectors for investment that align with our social impact and return objectives. Anticipated problems include: Decarbonizing and efficient housing, housing production, property management technology, resident services, etc. *Are there viable and sufficient prospective companies in these respective categories?*
 - Conduct market research to a sample pipeline of potential investee companies and assess their viability, scalability, and housing social impact potential.
 - Research deal books/CrunchBase for past VC investments that could align with an affordable housing investment thesis (is this a viable enough sector to justify a venture-like capital fund?)

- Prepare an assessment of existing competition/competitive landscape. *Who is competition/ partner potential for such an endeavor?*
- Prepare an assessment of the investor landscape for potential interest in affordable housing and venture/early-stage capital.
- Support development of an investment thesis - framing and the pros/cons of those choices by HPN based on conversations with HPN members.
- Build a fund financial model and an early draft of budget/revenue contributions to HPN.
- Identify models of user-driven investment identification and investment decision-making. Help identify lessons and pitfalls to consider in design and structuring with a mind towards HPN's track record and lessons.
- Support VP of Capital Solutions to on developing a pitch deck.
- Develop investor landscape analysis.

Interested? Please send us a proposal!

We appreciate the time and effort it takes to prepare a proposal. If you are interested in working with HPN on this project, please provide the following no later than December 10.

- Organization name, website, telephone, and contact information of an individual who will serve as the primary consultant/contact.
- Description of you/your organization and your history of working with non-profit organizations (particularly in the affordable housing space) and with innovations and venture capital.
- A detailed explanation of your approach to the process outlined above (we invite creativity and innovative approaches)
- Short biographies/backgrounds of key consultants, including information about diversity of staff and leadership.
- Commitment to DEI initiatives, such as DEI pledge/commitment
- Examples of past work relevant to HPN's aims. Related examples to the following are preferred:
 - Affordable Housing Actors
 - Underserved Communities
 - Social Impact Organizations



- Estimated costs and anticipated expenses
- A schedule and timeline for completion of work in Q1 2025

HPN reviews proposals, hires consultants, and employs staff with a deep commitment to diversity, equity and providing opportunity for those of us from communities that have been underserved on the basis of race, color, ethnicity, gender, national origin, age, religion, sexual orientation, disability, marital or familial status, ancestry, or status as a veteran. Businesses owned and run by people of those communities are strongly encouraged to apply.

Please email your proposal or questions to: pkelley@housingpartnership.net

All Proposals are Due by December 10, 2024