

## CASE STUDY | WOMENSAFE, INC.

WomenSafe, Inc. had been running its Geauga County domestic violence shelter out of a single-family home for years. Increased demand, costly maintenance and a generous donation from a local philanthropist sparked the idea for a new, larger, all-inclusive domestic violence shelter and resource center. With 5 acres of land donated to the project, WomenSafe broke ground in June of 2005 for their new dream building, The Green House.

The initial donation received covered less than half the total project's multi-million dollar budget. WomenSafe began a formal capital campaign but found that many people wanted to make pledges payable incrementally over the next few years. Executive Director Shayna Jackson enlisted the help of Your CFO Resource to help achieve their dream. Over a cup of coffee at a local restaurant, Shayna and Your CFO Resource founder Betsy Figgie sketched out a request for bridge loan financing. Using the pledge receivables as collateral, their detailed request was sent to multiple banks in the greater Cleveland area. Five banks replied, expressing interest in financing The Green House with very attractive terms and pricing. Shayna Jackson remarked, "The competitive bidding process identified tens of thousands of dollars in fee and interest expense savings. The whole process couldn't have been easier - Your CFO Resource handled all the details from start to finish and let our Board of Directors select the winning bank."

"As President of WomenSafe's Board of Directors," said Todd Donnelly, "I feel we fulfilled our responsibility to get WomenSafe the most competitive financing available. We are now able to help more victims of domestic violence without having to wait for all of the pledges to materialize."

***If your 501(c)(3) organization is considering purchasing real estate or expanding its existing location, please contact Your CFO Resource founder Betsy Figgie at 440-338-6671 or [betsy@yourCFOresource.com](mailto:betsy@yourCFOresource.com) so you, too, can talk over a cup of coffee.***

