FOC Model Implementation Academy
Information Session

October 8, 2019 & October 15, 2019
Housekeeping

- This webinar is being recorded
- Copy of the slide deck will be available on our website
- All lines have been muted to reduce background noise
- We will take questions at the end but please write your questions into the chat box throughout the webinar
- Send any unanswered questions to Caroline at ctrendon@lisc.org
Agenda

I. Who is LISC Chicago?

II. What is the Financial Opportunity Center® Model?

III. Why this model?

IV. What is the Academy?
Agenda

I. **Who is LISC Chicago?**

II. **What is the Financial Opportunity Center® Model?**

III. **Why this model?**

IV. **What is the Academy?**

Financial Opportunity Center is a registered trademark ("Trademark") of LISC.
Meet our team

Jennifer D. McClain  
Director, Financial Opportunities

Sarai Garza  
Program Officer, Financial Opportunities

Caroline Rendon  
Program Officer

Monita Blunt-Daniel  
Program Officer
About LISC

With residents and partners, LISC forges resilient and inclusive communities of opportunity across America – great places to live, work, visit, do business and raise families.

OUR APPORACH IS COMPREHENSIVE
A vibrant community has many interrelated facets

AFFORDABLE HOUSING
QUALITY SCHOOLS
SAFE PUBLIC SPACES
JOBS
AND MORE...
THRIVING LOCAL BUSINESS
RELIABLE TRANSPORTATION
Agenda

I. Who is LISC Chicago?

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Financial Opportunity Center is a registered trademark (“Trademark”) of LISC.
History of Chicago’s FOC Network

1998
- LISC New Communities Program – Quality of Life Planning

2002
- LISC New Communities Program – Quality of Life Planning
- Neighborhood-based employment centers are established

2005
- Centers for Working Families (CWF) Network established with 4 centers

2010
- LISC AmeriCorps program is integrated

2016
- LISC receives first SIF award to expand the network
- Digital literacy training is integrated

2018
- LISC receives 2nd SIF award to implement Bridges to Career Opportunities (BCO)
- Multiple funding awards received to deepen impact

Looking forward...
- Long-term client engagement
- Deeper employer engagement
- Policy work
- Network expansion
The FOC model recognizes that jobs alone are not enough

**EMPLOYMENT PLUS FINANCIAL COACHING IS KEY. LISC IS PROMOTING THIS APPROACH SYSTEM-WIDE.**

FOCs provide clients with the tools and 1-1 coaching they need to become not only employed, but also financially stable.

**Employment alone cannot tip the scales when income < expenses**
- Most FOC clients have negative income
- Most jobs programs do not examine clients’ expenses

**Clients need tools/strategies to help mitigate unforeseen roadblocks**
- Financial coaching helps clients plan for the future so their success is less easily derailed by unforeseen circumstances

**A comprehensive approach is necessary to eliminate the racial wealth gap.**
- Income helps families get by, but savings and investments build wealth that can impact generations.
FOCs provide *integrated* services, one-on-one support, and long-term follow-up.

**FOCs EQUIP CLIENTS WITH THE TOOLS, MOTIVATION, AND KNOW-HOW TO MAKE SOUND FINANCIAL DECISIONS THAT:**

- Increase earnings
- Build credit
- Reduce expenses
- Boost assets
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<table>
<thead>
<tr>
<th>Jones Family, example</th>
<th>Before</th>
<th>Workforce Development</th>
<th>Access to Benefits</th>
<th>Accessing Affordable Financial Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wage</td>
<td>$ 19,008</td>
<td>$ 25,344</td>
<td>$ 25,344</td>
<td>$ 25,344</td>
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<tr>
<td>Child Support</td>
<td>$ 2,436</td>
<td>$ 2,436</td>
<td>$ 2,436</td>
<td>$ 2,436</td>
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<tr>
<td>Interest Income from Savings (avg. $1500 at 1.5%)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>23</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$ 21,444</td>
<td>$ 27,780</td>
<td>$ 27,780</td>
<td>$ 27,803</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing/Utilities</td>
<td>$ 8,808</td>
<td>$ 8,808</td>
<td>$ 7,603</td>
<td>$ 7,603</td>
</tr>
<tr>
<td>Child Care</td>
<td>$ 8,988</td>
<td>$ 8,988</td>
<td>$ 5,842</td>
<td>$ 5,842</td>
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<tr>
<td>Food</td>
<td>$ 4,752</td>
<td>$ 4,752</td>
<td>$ 4,752</td>
<td>$ 4,752</td>
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<tr>
<td>Transportation</td>
<td>$ 3,444</td>
<td>$ 3,444</td>
<td>$ 3,444</td>
<td>$ 3,444</td>
</tr>
<tr>
<td>Health Care</td>
<td>$ 3,108</td>
<td>$ 3,108</td>
<td>$ 1,942</td>
<td>$ 1,942</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$ 2,880</td>
<td>$ 2,880</td>
<td>$ 2,880</td>
<td>$ 2,880</td>
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<tr>
<td><strong>Total Household Expenses</strong></td>
<td>$ 31,980</td>
<td>$ 31,980</td>
<td>$ 26,463</td>
<td>$ 26,463</td>
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<tr>
<td>Check-cashing</td>
<td>$ 380</td>
<td>$ 507</td>
<td>$ 507</td>
<td>60</td>
</tr>
<tr>
<td>Furniture Finance Charges (valued at $2000)</td>
<td>$ 1,809</td>
<td>$ 1,809</td>
<td>$ 1,809</td>
<td>70</td>
</tr>
<tr>
<td>Emergency Loans (or pay-day)</td>
<td>$ 596</td>
<td>$ 596</td>
<td>$ 596</td>
<td>85</td>
</tr>
<tr>
<td><strong>Total Finance Charges</strong></td>
<td>$ 2,785</td>
<td>$ 2,912</td>
<td>$ 2,912</td>
<td>$ 215</td>
</tr>
<tr>
<td>Earned Income Tax Credit (federal)</td>
<td></td>
<td>(518)</td>
<td>(518)</td>
<td></td>
</tr>
<tr>
<td>Child Care Tax Credit</td>
<td></td>
<td>(960)</td>
<td>(960)</td>
<td></td>
</tr>
<tr>
<td>Child Tax Credit</td>
<td></td>
<td>(2,000)</td>
<td>(2,000)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$ 34,765</td>
<td>$ 34,892</td>
<td>$ 25,897</td>
<td>$ 23,200</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$ (13,321)</td>
<td>$ (7,112)</td>
<td>$ 1,883</td>
<td>$ 4,602</td>
</tr>
</tbody>
</table>
Our innovative approach yields better client outcomes

FOC CLIENTS ARE MORE LIKELY TO:

- be employed year-around*
- reduce non asset-related debt*
- build a positive credit history*
- be employed longer**

*In comparison to clients receiving only employment services at City workforce centers.
**When client receives digital skills training as part of FOC experience.

Report Date September 2016
LISC-supported FOCs address structural inequities in our city

Increased financial stability is a top priority in the neighborhoods LISC serves

High unemployment, underemployment
The unemployment rate of workers of color in Chicago is three times more than the rate for white workers

High rates of financial insecurity and liquid asset poverty
65% of households of color are in liquid asset poverty

Increasing racial wealth gap
The racial wealth gap between black and white households has tripled in the past 25 years

Source: CFED’s *Racial Wealth Divide in Chicago* report (January 2017)
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Financial Opportunity Center is a registered trademark (“Trademark”) of LISC.
Applicant Requirements

• Eligibility Criteria:
  • Services to Chicago residents through a location in Chicago
  • Capacity and interest to integrate
  • Organization

• Commitment:
  • Participate in sessions
  • Communication
  • Executive Leadership Support
  • Implement the learning
# Application Timeline

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>Release of Application</td>
<td>Tuesday, October 1</td>
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<tr>
<td>Pre-Submission Informational Webinar</td>
<td>Tuesday, October 8, 10-11am</td>
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<td>Tuesday, October 15, 1-2pm</td>
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<tr>
<td>Application Due Date</td>
<td>Friday, November 8, 5pm</td>
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<tr>
<td>Initial Application Review</td>
<td>Monday, November 11 - Friday, December 6</td>
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<tr>
<td>Site Visits for finalists**</td>
<td>Wednesday, December 4</td>
</tr>
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<td></td>
<td>Thursday, December 5</td>
</tr>
<tr>
<td>Cohort Members Notified</td>
<td>Week of December 16th</td>
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</tbody>
</table>
Selected Organizations will receive the following:

- Customized technical assistance, offered with LISC staff and focused on supporting the organization’s work plan to integrate the FOC model internally.
- Access to LISC trainings and support locally, nationally, and web-based.
- Peer Network trainings and learning opportunities to strengthen the integrated services of your organization.
- Access to LISC’s network of organizations implementing the model in Chicago and nationally.

These is no funding that will accompany this opportunity, but organizations should be prepared to identify additional resources, whether current or possible new ones to support this transition.
How will it work?

Over a 12 month period participating organizations learn about the FOC model and how to implement the model at their site.

Attend sessions

Staff leading the work & Frontline staff

Check In meetings with LISC

Completion of tasks in between sessions
<table>
<thead>
<tr>
<th>Session</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Intro Webinar</td>
</tr>
<tr>
<td>2</td>
<td>Opening Session</td>
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<tr>
<td>3</td>
<td>Client Flow</td>
</tr>
<tr>
<td>4</td>
<td>Target Population</td>
</tr>
<tr>
<td>5</td>
<td>Staffing</td>
</tr>
<tr>
<td>6</td>
<td>Data Management</td>
</tr>
<tr>
<td>7</td>
<td>Long Term Client Relationships &amp; Employer Engagement</td>
</tr>
<tr>
<td>8</td>
<td>Conversations with the Field</td>
</tr>
<tr>
<td>9</td>
<td>Closing Session</td>
</tr>
</tbody>
</table>
Hear from Current Cohort Members

Breakthrough

**Mission**

Breakthrough partners with those affected by poverty to build connections, develop skills and open doors of opportunity.

*Our Mission*

SUCCESS FOR YOUNG PEOPLE, IN THE WORKPLACE AND IN LIFE.
Thank you!

For additional questions please contact:
Caroline Rendon
Program Officer
crendon@lisc.org