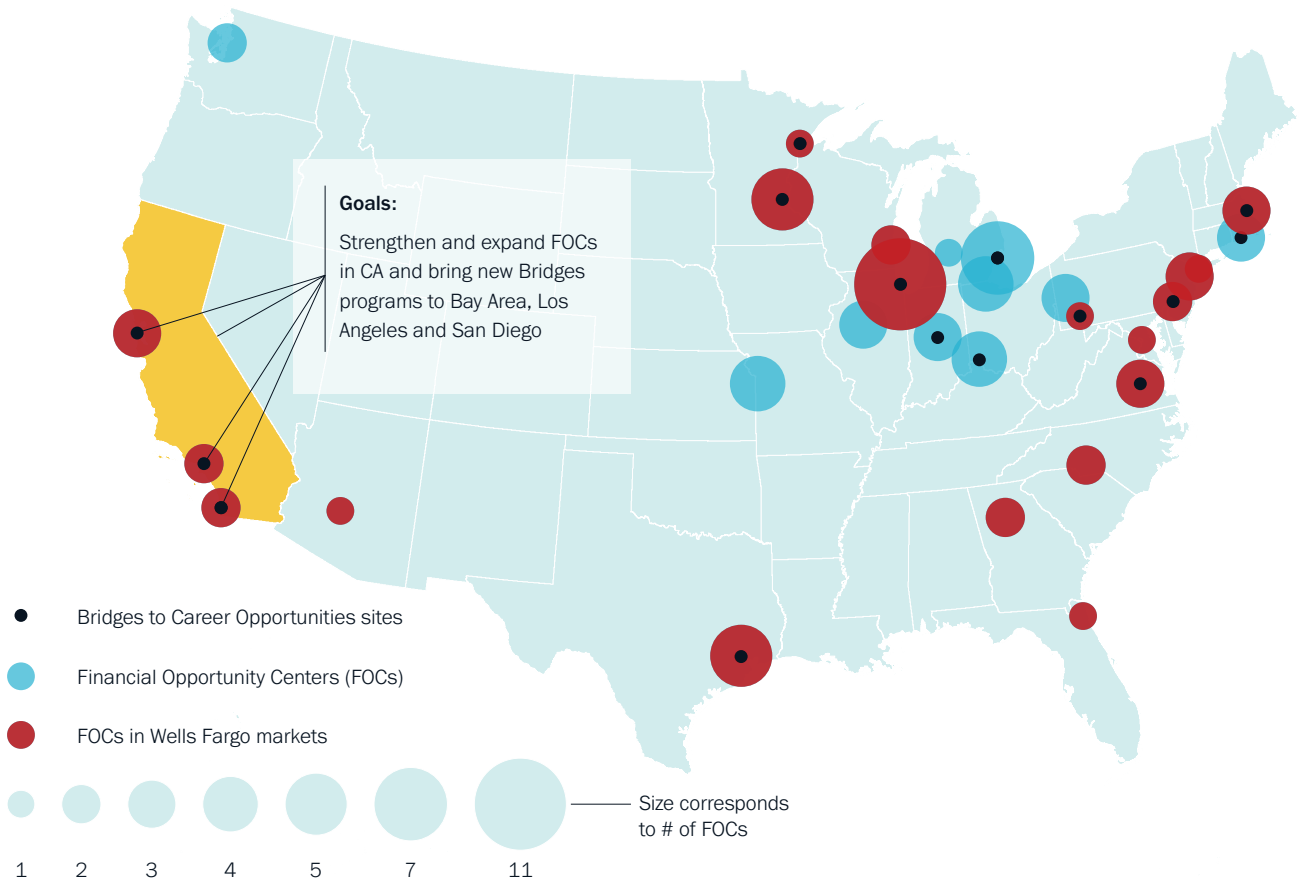


# LISC + Wells Fargo

Forging a pathway to the economic mainstream for tens of thousands



This partnership will support 60 FOCs in 20 Wells Fargo markets

- \* Atlanta
  - Boston
  - \* Charlotte
  - Chicago
  - Duluth
  - Houston
  - Jacksonville
  - Los Angeles
  - Milwaukee
  - Newark
  - New York City
  - Philadelphia
  - Phoenix
  - Rural CA
  - Rural PA
  - San Diego
  - San Francisco
  - Bay Area
  - Twin Cities
  - Virginia
  - Washington DC
- \* LISC is seeking support to expand to these markets

## Outcomes over three years across Wells Fargo markets:

- 60,000** people will access services
- 16,000** people will improve credit scores
- 16,000** people will increase monthly net income
- 19,000** people will increase net worth



# A \$20 million investment over three years from Wells Fargo will:

Sustain and grow 46 current FOCs

Launch 14 new FOCs

Expand Bridges to four new sites

Provide services to 60,000 people over three years

## SUSTAIN and GROW FOCs

A nationally scaled integrated service model that helps people nationwide, most of whom earn less than \$10 an hour in low-skills jobs. **80% of current FOCs are located in LMI communities. In 2016:**

**76 percent of clients increased their net income**

**More than half increased their net worth**

**60 percent either increased their credit score or acquired a credit score.**

## EXPAND the FOC network

Bring the model to Atlanta and Charlotte

Deepen our impact in California with additional FOCs in San Diego, Los Angeles and the Bay Area and rural areas

## INCREASE Bridges to Career Opportunities

Bridges provides people with the basic reading and numerical skills necessary for access to training programs, along with connections to employment opportunities with local, in-demand employers. Typically, Bridges helps clients advance 2-3 grade levels in 16 weeks.

**75% go on to receive an industry-recognized credential**

**70% are placed in jobs earning an average of \$12.20/hour**

Now offered in 11 cities—six in Wells Fargo markets—this grant will bring Bridges to four new sites.