



Advance Memphis Newsletter 2nd Quarter 2018

Advance at a Glance

- **Art for Jobs 2018** happens September 27th. Click the link to learn more about [sponsorships](#), [contributing art](#), attending and volunteering.
- **August 1st Join us at the Redbirds game!** A portion of tickets sales will be donated to Advance through [purchasing them here](#).
- **49 Work Life** graduates so far in 2018!
- **43,000+ hours worked** through [Advance Staffing](#) already in 2018
- **\$82,039 in wages earned** in the [Advance Warehouse](#) with 4000 hours worked
- **13 new IDAs** opened & 4 successfully year to date
- **15 hours per person** of paid work now offered during [Work Life](#)
- **11 LAUNCH** participants in our first 2018 class
- **20 Work Life Lunch** providers needed for our July- August class
- **22 adults** regularly attend [GED](#) classes at Advance each week.



**Versant Supply Chain
outsourcing work at Advance
warehouse video (click logo to
view)**

Warehouse Work

WOW! *Aslan* is ALWAYS on the move and it's clear to us at Advance. We are thankful for those who have joined us in praying that God would provide businesses for the [Advance Memphis Warehouse](#) so our neighbors could work in their community. In the last few weeks the Warehouse has had up to 30 Staffing employees working on multiple projects with several more projects on the schedule through October. Our strategy for the Warehouse called for the operation to be self-sustaining within the third year after purchase. To Advance, "self-sustaining" means that the Warehouse generates revenue to pay for wages, staff and other expenses for its operation. From June 2017 to June 2018, we have reduced our operating deficit by 61% to \$16,656. I am grateful for the progress! I want to tell you how these last few months have made a difference in the bottom line.

Earlier this year, Kevin Wilkins of Easley Transportation brought his friend Frank Lee, Interim President of [Versant Supply Chain](#), to visit our warehouse. On May 7th, 2018, Frank gave Advance an opportunity to **employ 26 of our Work Life graduates through our Advance staffing agency in the Advance Warehouse**. The assignment was projected to last three weeks. Not only did the assignment get completed, but it finished early due to the strong work ethic of our graduates. Because of that positive experience, Advance is able to employ 7 Work Life graduates for Versant at least through October! As you can see *Aslan* is on move and, despite work ebbs and flows, the Advance Warehouse is moving toward our timeline of profitability in 2018. Look for updates in the 3rd and 4th quarter newsletters.

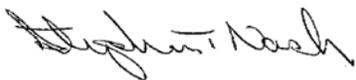
Please pray for more work for our neighbors here in our neighborhood! This is a profitable solution for Versant Supply Chain and its bringing more wages to our neighbors and their neighborhood. Please read excerpts from a recent email sent from the onsite Operations Supervisor of Versant Supply Chain, Fredrick Phillips:

We will continue to reach out and try and get as much work as we can to help build on Advance Memphis' objectives to keep the community together and help make it strong. In the 8 weeks I have been here I have seen tremendous changes when it comes to the third-party logistics (3PL) perspective and understanding.

FISKARS is so excited that they have not missed one Wal-Mart order. Thank you for having me and I look forward to a long positive working relationship with you all.

Please watch out for *Aslan*! He is mighty! He does not stand still! If you have a project we can complete for your business, please [call or email me](#) for a quote.

Grateful to be at work!



Steve



Before getting to know Advance, I had no idea of what generational poverty really means. We all know about homeless people (and I work with them, too, through the Hospitality Hub, but theirs is a different kind of hardship) because we see them on the streets, but most of us don't know about generational poverty. Once you know, it really just boggles your mind!

Volunteers Add Value

Suzanne retired in 2012 from teaching and wanted to volunteer. Advance Memphis is thankful for the six years she has spent building into our neighbors with encouragement and meals. After reading this interview with her, you'll want to join us also. Contact [Kelsey](#) to learn more about volunteer opportunities with Advance or [click here](#).

Can you briefly tell me the story of how the ladies from Independent Presbyterian Church (IPC) began providing meals for our Work/Life Class a few years ago? How many years have you all been serving in this way?

When I retired from teaching and wanted to volunteer, I joined a Bible class at Independent Presbyterian Church. At my first meeting, the leader said the church wanted every Bible study to get involved with a Mercy ministry. I knew that Advance Memphis would get my vote because I've known Steve Nash for years and my daughter had volunteered at Advance from its beginning. That was 6 years ago. The main goal was to take the [Work Life](#) students home-cooked meals. We later came up with the idea of buying party-sized lasagnas, making a big salad with home-made ranch dressing, along with providing lots of desserts, drinks, and paper goods. We now have it down to a science and know exactly what we need, along with a minimum of three people to serve. "You are really missing a blessing if you haven't gotten to serve personally," say all the ladies who have served!

When you see what Advance does, you get hooked and want to be involved in other ways. A lot of our ladies have helped with Art for Jobs or at least have attended, because they have seen the impact that Advance is having. A few have also been [Champions](#). Bringing lunches is just an easy thing we can do. From time to time people in the Work Life classes see us coming in and say “the ‘lasagna ladies’ are back.” What we do is really not a big deal compared to what Advance does! Even though the Bible study breaks for the summer, a couple of us still coordinate meals with whoever is in town and can help. We truly love Advance.

What impact has working with our neighbors in South Memphis had on your life and what you've seen/heard possibly, in the other women?

Having taught in Memphis City Schools for 33 years, I am used to being with people from a variety of backgrounds and working with people where I am the minority race. For many people, however, going to the 700 block of Vance Ave. is far outside their comfort zone. I am convinced that the only hope for the many problems in Memphis is that we all learn to look for the image of God in every person we see and remember that God loves each of us. This is not going to happen until and unless we actually see our South Memphis neighbors and interact with them. All I can say about other women who have served at Advance is that they've caught the vision and really love what Advance is doing. They always contribute generously, whether it's food for Work Life lunches or the annual supply drive.

What would you say to someone who is interested in getting involved with Advance Memphis, but isn't quite sure yet?

Before getting to know Advance, I had no idea of what generational poverty really means. We all know about homeless people (and I work with them, too, through the Hospitality Hub, but theirs is a different kind of hardship) because we see them on the streets, but most of us don't know about generational poverty. Once you know, it really just boggles your mind! When I was a Champion and got to know people in 38126, I saw that they really do want to get out of those cycles of poverty. The beautiful thing about Advance is that it is never condescending; Advance makes us see that we're all broken and are in this business of life together. The people attending programs at Advance have just as much to show me as I do them.

Tucker Family Thrives



Family relationships are extremely strong in our neighborhood and in neighborhoods similar to South Memphis. The Tucker family has lived in South Memphis for generations and exemplifies the benefits of strong families. Brenda Tucker's family has long struggled with unemployment and poverty, but Brenda wanted to turn over a new leaf. Brenda joined and graduated from our [Work Life](#) soft-skills job training class in November 2009. After graduating, Brenda worked through Advance Staffing and has worked consistently ever since. Her three daughters subsequently graduated from Work Life, in 2010, and have worked permanent jobs for 8 years.

After Brenda and her daughters found support, encouragement and skills at Advance and success in the work place, the rest of the family began to get involved. Brenda's son graduated from Work Life and has worked through [Advance Staffing](#) on and off over the last eight years. He is currently working a temporary assignment in our warehouse, along with his cousin. His cousin works through Advance Staffing with more hands-on supervision and training in the warehouse.

In her wisdom, Brenda continued to encourage family members to participate in Advance programs. Brenda's niece, graduated Work Life in 2014 and was immediately hired through Advance Staffing. Unfortunately, transportation issues prevented her from keeping a permanent job. Currently she works through Advance Staffing and will soon again be hired in a permanent position. She also enrolled in [Faith & Finances](#) to maximize her hard-earned money through learning sound financial practices. Additionally, Brenda's mother graduated from Work Life in 2016. She then began working through Advance Staffing and now works in a permanent position in a local company.

Even as encouraging as these stories are, there actually are more Tuckers that could be mentioned. The Tuckers are just one example of a family that has particularly seen the benefit of Advance's holistic approach to help people find success at work and benefitted from it. We are thankful for Brenda and her family. The next time you visit the office, please be sure to hear the latest Tucker family success story. Don't forget to share this newsletter with family and friends so they can be part of the story at Advance.

