

Advance Memphis 2018 NEWSLETTER



FROM OUR EXECUTIVE DIRECTOR

Dear Friends:

Another fantastic year is quickly drawing to a close. Let's all slow down enough to enjoy and worship in this Advent season! As we reflect, we are grateful that the Lord has, once again, provided for all our needs through you. You play a crucial role in the work of Advance Memphis. Please join us in praying for the Advance Memphis 2019 focus areas:

1. **Interweaving biblically based trauma care in our relationships, programs and work.** Pray for staff, volunteers, and neighbors as we walk the road together toward health (emotional, physical, spiritual, and economic).
2. **Establishing consistent daily outsourcing work** in our the Advance Memphis Warehouse for at least 15 employees in 2019. [See video from one outsourcing customer here.](#)
3. **Increasing monthly donors.** [Every donor matters, every dollar counts.](#) Advance Memphis needs to keep building our monthly donor base to support healthier cash flow.

Merry Christmas,

Steve Nash

GIVE



Contact Us

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[Watch interview with Donald and Steve here.](#)

To know Donald Jenkins is to admire him. After a life of drugs and homelessness, Donald met the Lord through a local pastor. As his life changed, he also found himself looking for work. At the encouragement of his wife, Jean, Donald enrolled in the Advance Memphis job readiness program, Work Life, in 2010. After graduating, Donald went to work through Advance Memphis Staffing and was identified as a potential team lead candidate. When the opportunity was introduced to Donald (along with a pay increase and potential of permanent work), Donald declined the position! He eventually went permanent and enjoyed his first paid va-

cation. Donald resisted the temptation to quit, not because he was doing anything wrong, but because of his lack of confidence at conquering “work”. However, he kept leaning on the Advance Memphis Staffing team, working, and praying until he believed that he was made in God’s image and could therefore conquer anything.

While working, Donald enrolled in our financial literacy class, Faith & Finances. Upon graduation, Donald opened an IDA (matched savings account) and purchased a truck. Donald and Jean then graduated from LAUNCH in 2014 and began their business, [Jenkins Lawn Care](#). Donald has worked diligently and methodically to grow the business in an organic way and to treat his customers as well as possible. Recently, [Jenkins Lawn Care got the contract to cut fields for Memphis Inner City Rugby](#). In 2016, Advance Memphis purchased our warehouse and hired Donald as the [Warehouse Supervisor](#). He is passionate about encouraging our neighbors to take advantage of the opportunity to work through Advance Memphis and uses his personal testimony as an example of the Lord’s work in his life.

Donald’s relationship with his wife is encouraging and inspiring, and Jean has been there every step of the way. His diligence to reduce debt is an incredible accomplishment and shows a commitment to doing what is right, even while trying to overcome many obstacles to help his family become financially stable. This, along with his commitment to ser-



ve others in the community who struggle with addictions, homelessness, and joblessness, demonstrate his strong desire to work hard now in order to reverse both the wrong actions he committed earlier in his life and the systems that disadvantaged him.

This September, Donald and Jean purchased a home for their family using another matched-savings account through Advance Memphis. Donald has consistently emphasized that his ultimate home is in heaven, and that he is merely working to steward his resources well on this earth. Even though he has reached incredible milestones, he has kept his eyes focused on his ultimate prize, Jesus Christ, while leading others to the cross.

[Art for Jobs 2018](#) featured artists: Chuck Johnson, EMYO, Terry Lynn



Art For Jobs 2018

\$142,000
RAISED

PATRONS **500+**

44 SPONSORS

ARTISTS **104**

70 VOLUNTEERS

WORKS OF
ART SOLD **95**

2018 OUTCOMES



INTRO TO AUTO MECHANICS ELECTIVE

Volunteers often give life to the dreams of our South Memphis neighbors. This year, volunteer Jeremy Brummer approached Steve about beginning an elective involving auto maintenance without even knowing that this had been a desire years in the making. This elective furthers economic stability for our working neighbors by equipping them with knowledge and skills to care for their cars. A reliable care helps our graduates get to work consistently.

How a car donation helps Advance Memphis

Your donated car becomes a “learning car” in the Work Life elective, Intro to Auto Mechanics.

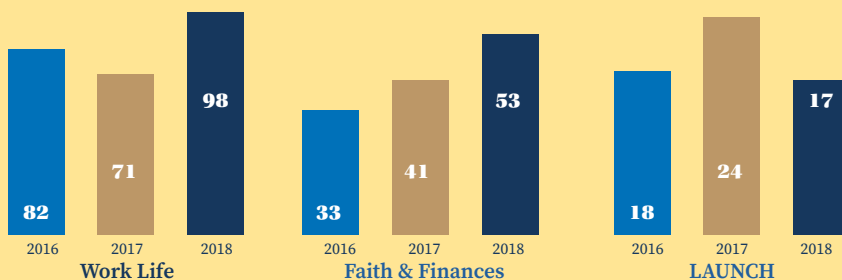
Elective participants and past graduates work on the cars and gain auto mechanic skills.

Cars are sold to Faith & Finances graduates through their IDA savings plan. We match savings at rate of \$2 for every \$1 saved toward an asset.

Money saved by not purchasing through a car dealer is used to fund other IDA accounts.

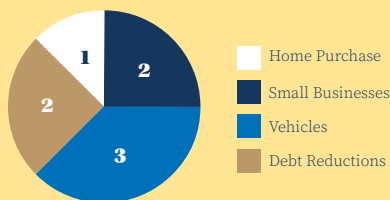
Graduates who purchase a car solve their transportation issue, which supports consistent employment and overall economic stability.

CLASS GRADUATES

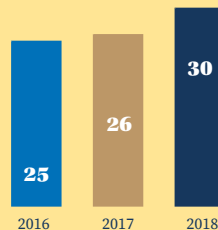


IDAS

An IDA is a matched savings account for an asset. We match \$2 to every \$1.

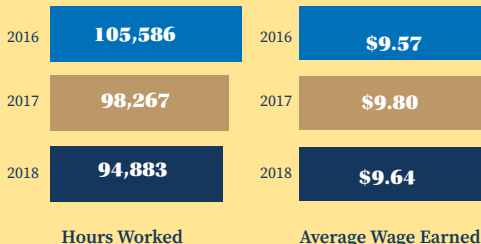


IDA Purchases Made in 2018



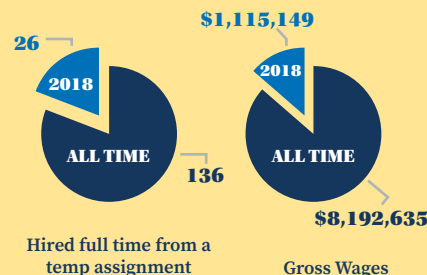
IDAs Open and Active

STAFFING



Hours Worked

Average Wage Earned

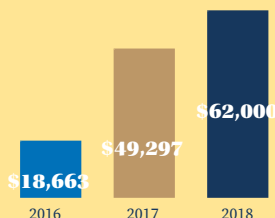


Hired full time from a temp assignment

Gross Wages

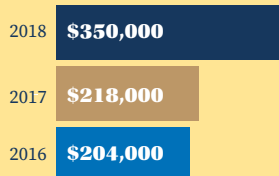
WAREHOUSE

Advance Memphis Warehouse Outsourcing Income



LAUNCH

Revenue by Top 10 LAUNCH Businesses in 2018



New LAUNCH Businesses

OVERALL 44
2018 9

VOLUNTEERS



882 ACTIVITIES
2,506 HOURS



Advance Memphis is honored to be one of the inaugural four local Investee Partners that Slingshot Memphis chose in 2017. Please enjoy reading

the report on our website. The report presents, “Advance Memphis earns an ‘at least strong’ rating on three of the four dimensions” analyzed in the assessment: Benefit-cost ratio, use of best practices, and measurement infrastructure.

VOLUNTEERS

Kelsey Martin joined our team as our Community Engagement Manager this year. Kelsey is focused on volunteer recruitment, community partnerships, and donor care. Ebony Henderson also joined us as the Community Outreach Coordinator, planning special events and assisting in the support of our valued volunteers. "On behalf of the Community Engagement team at Advance Memphis, Ebony and I look forward to getting to know more of our incredible volunteers, and to grow together in loving and supporting our neighbors in South Memphis well."

ELECTIVES ADD STABILITY

Advance Memphis is about work. Advance Memphis is about economic stability. All we endeavor points to work and the economic stability it brings. As we strive to equip our neighbors to find and keep work, Advance Memphis supports every step of the process. New in 2018, Advance now offers 15 hours of paid work for each student in our Work Life class. This new initiative provides relief from financial stress while providing soft job coaching and a way to serve our South Memphis community. In addition, the electives offered in the afternoon and evenings remove other obstacles to work, many taught in collaboration with other nonprofits. Be en-

If you have a skill to share with our South Memphis friends, please contact [Mike Shaw](mailto:mshaw@advancememphis.org) @ 901-543-8525. We look forward to dreaming with you.



Taught in our Advance Memphis Warehouse, forklift certification offers increased skills, marketability and income. This year Advance graduated 21 students.



UPCOMING DATES

Supply Drive February 2019
Art for Jobs/20th- September 26th
Advance Memphis Community Feasts
February 8th Love Feast
May 10th
August 9th
Thanksgiving Feast
Supply Drive

couraged as you review this list:

- »Anger Management
- »Biblically based addiction recovery support
- »Counseling through licensed therapist
- »Forklift Certification
- »Garden Kitchen elective- in collaboration with Memphis Tilth
- »GED/HiSET- in collaboration with HopeWorks
- »Intro to Auto Maintenance
- »Raising Highly Capable Kids- in collaboration with Families Matter
- »ServSafe Food Certification- in collaboration with Memphis Tilth



We celebrated our TENTH graduating class of entrepreneurs through LAUNCH in November of this year. Pictured here are graduates working on their websites at the Epicenter.

VOLUNTEER OPPORTUNITIES

Work Life Champion
Faith & Finances Ally
LAUNCH Business Mentor
Meal Provider
Prayer Partner
GED Tutor
Mock Interviews

Visit the website for more details or email Kelsey at kmartin@advancememphis.org



We have collected 356 surveys over the past 15 months as we continue our longitudinal study of the relationship between IDAs and long-term savings habits.