

TENNESSEE ALLIANCE FOR ECONOMIC MOBILITY



WHEN TAEM Provides...

Strength-Based Family Coaching

Wrap-Around Resource Navigation

Rapid Education & Training

Families Increase Self-Sufficiency and Upward Mobility



A Transitional Benefit





1,177 **FAMILIES ENROLLED**

7,247 Coaching Sessions

1,458 Employment Sessions

1,804 Resource Navigator Sessions





IMPACT

YEARS 1 AND 2

64% of families increased family stability

38% demonstrated income growth

\$19,267 average annual increase in income per household





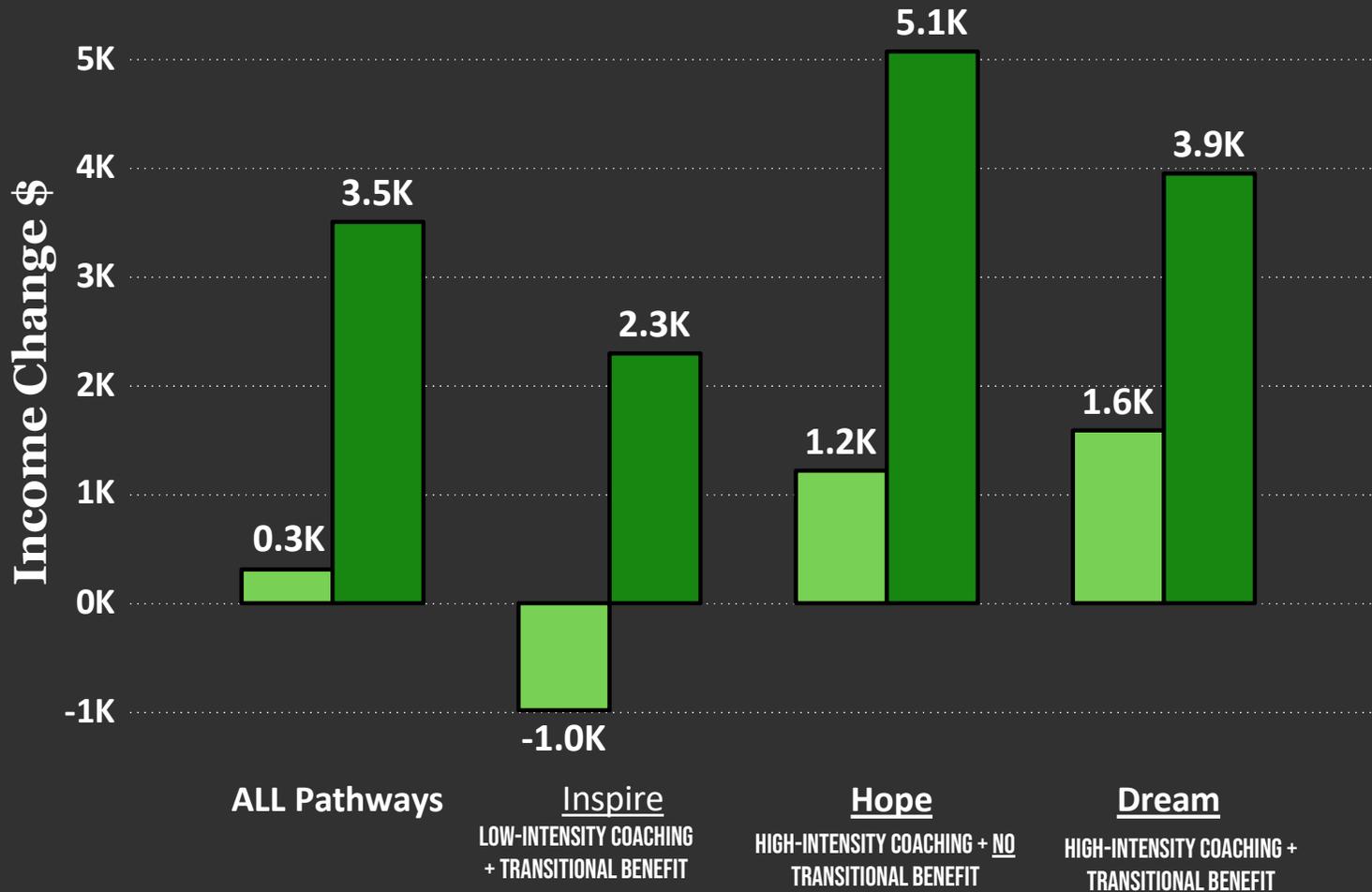
EARLY LESSONS LEARNED

- Obstacles needs to be removed early and often
- The more intense and comprehensive the support, the greater the impact
- Short-term investments demonstrate long-term returns



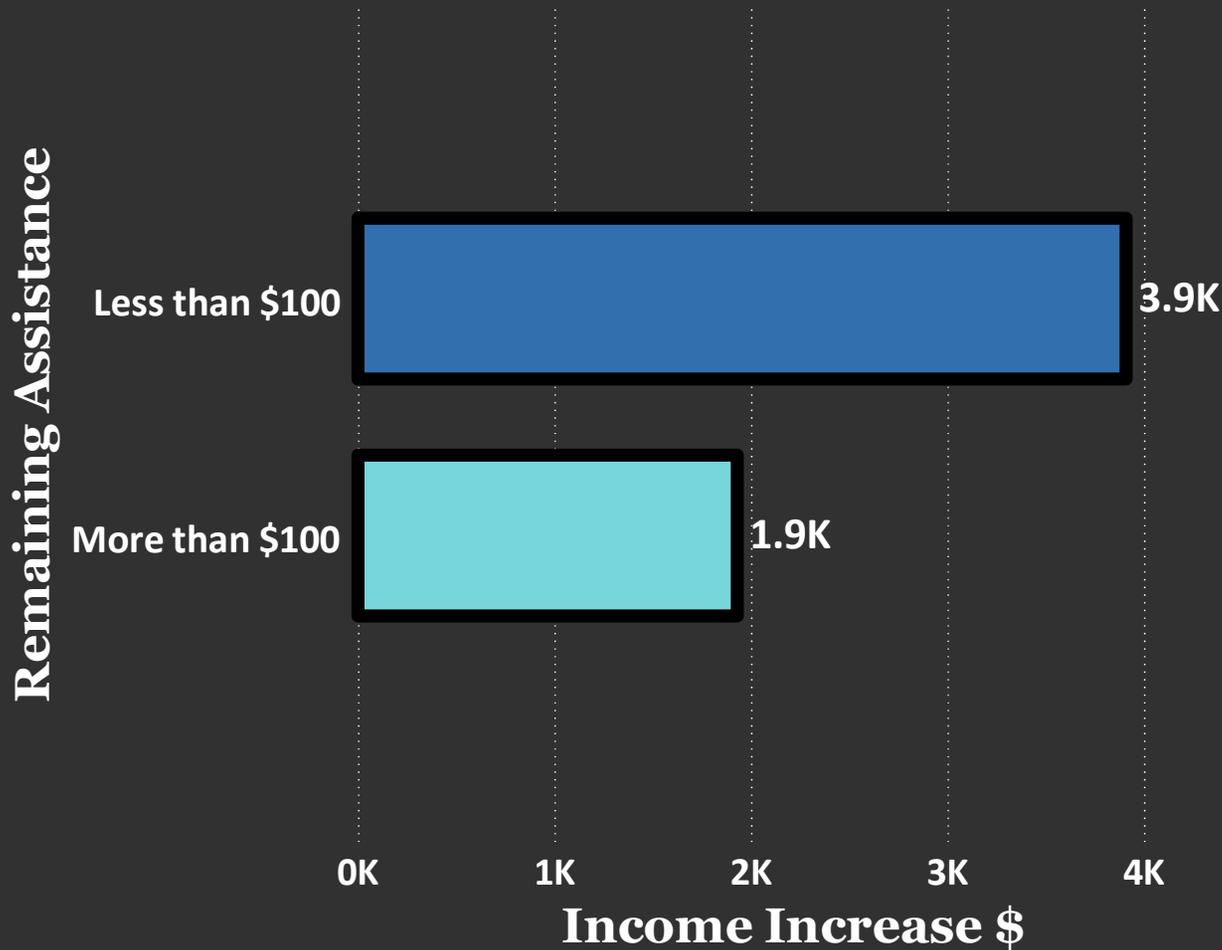
Income Change from Baseline to Latest Intake

● No Client Assistance ● Used Client Assistance



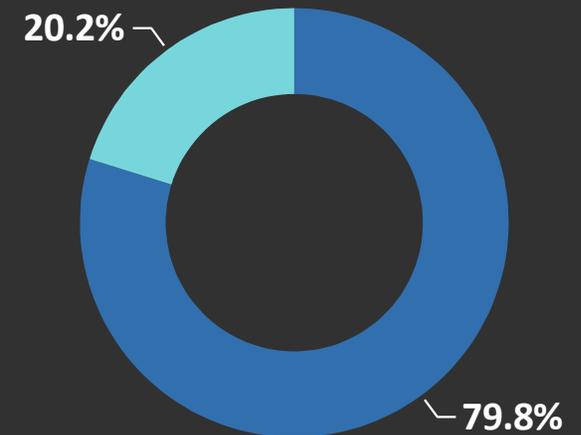
Difference with
Client Assistance

Income Increase based on Remaining Client Assistance

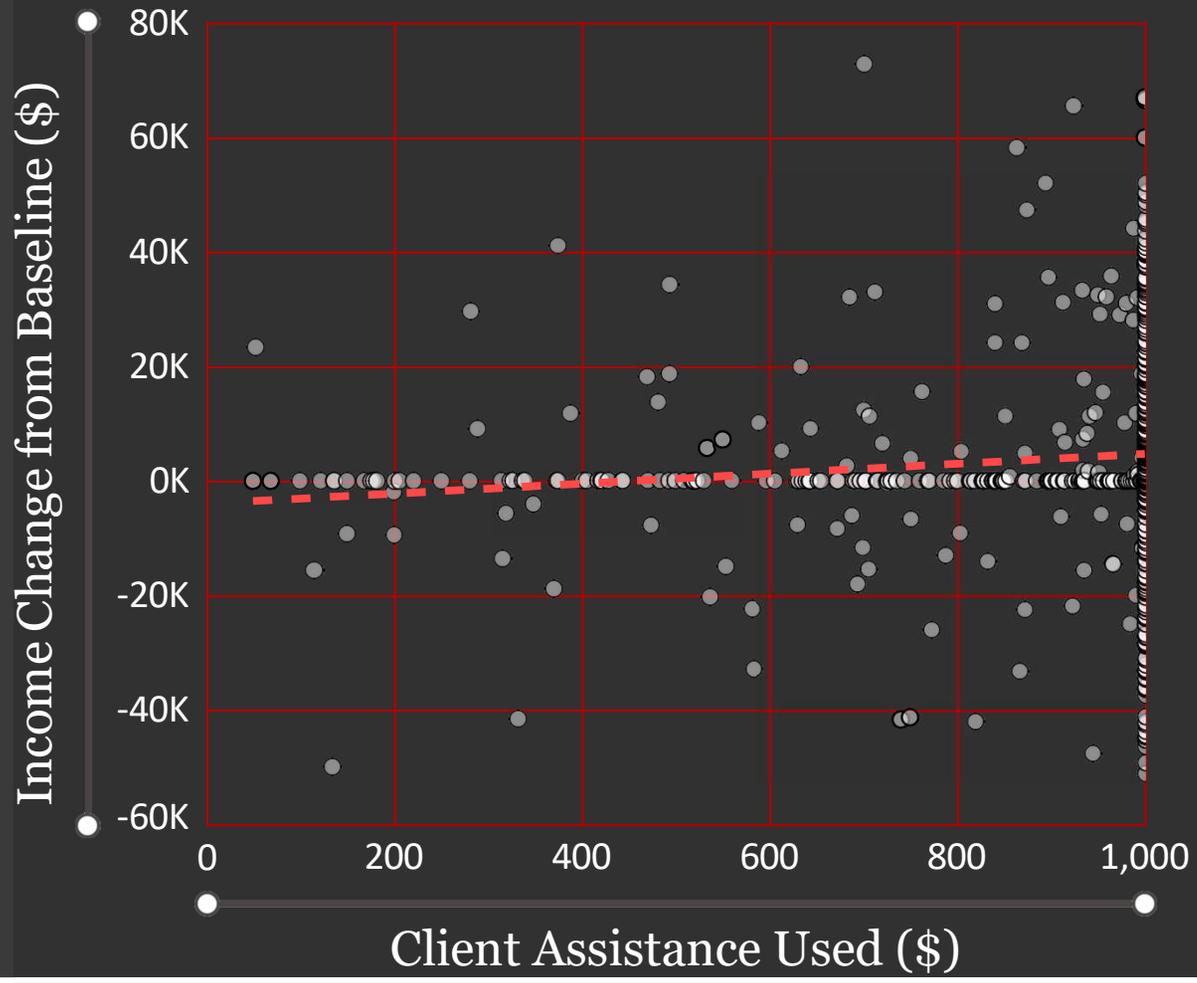


Caregiver Remaining Assistance

● Less than \$100 ● More than \$100



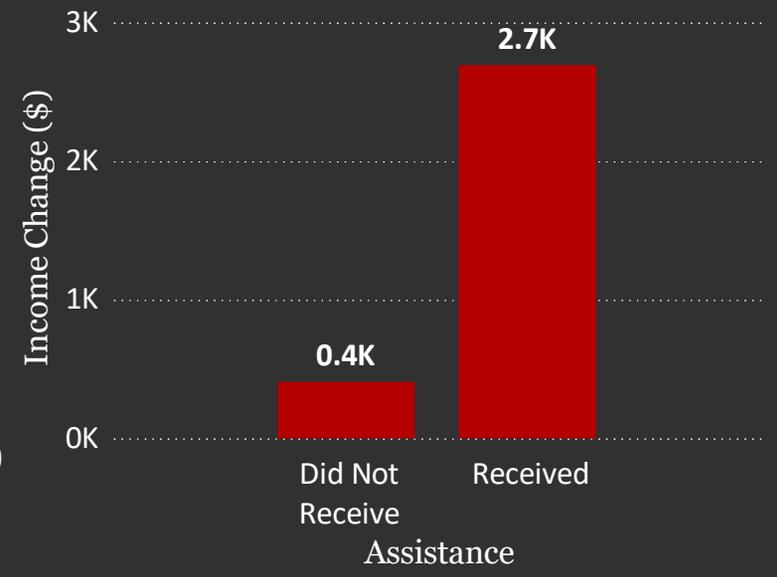
Income Change by Used Client Assistance for Caregivers that received Assistance



Income Increase created per \$1 of Client Assistance

\$2.75
Marginal ROI

Average Income Change by Client Assistance





ALL PARTICIPANTS

BY PATHWAY	% TO INCREASE	AVERAGE SALARY
HIGH-INTENSITY COACHING + TRANSITIONAL BENEFIT	42%	\$20,185
HIGH-INTENSITY COACHING + <u>NO</u> TRANSITIONAL BENEFIT	45%	\$19,184
LOW-INTENSITY COACHING + TRANSITIONAL BENEFIT	33%	\$15,943





OF THE 40% THAT INCREASED

BY PATHWAY	# TO INCREASE	AVERAGE INCREASE	AVERAGE SALARY
HIGH-INTENSITY COACHING + TRANSITIONAL BENEFIT	112	\$20,245	\$36,213
HIGH-INTENSITY COACHING + <u>NO</u> TRANSITIONAL BENEFIT	108	\$22,017	\$34,560
LOW-INTENSITY COACHING + TRANSITIONAL BENEFIT	68	\$18,079	\$36,524





HIGH VS LOW INTENSITY

BY PATHWAY	% TO INCREASE INCOME	AVERAGE INCOME INCREASE- ALL	AVERAGE SALARY- ALL
HIGH-INTENSITY COACHING + TAEM SUPPORTS	43.1%	\$3,978	\$19,709
LOW-INTENSITY COACHING	33.2%	\$1,363	\$15,933





SOCIAL ROI

OUTCOME	VALUE PER PERSON	SOURCE
MOVE ABOVE 185% FPL	\$5000	Estimated tax and earnings gain
GAINED EMPLOYMENT	\$40,000	US Bureau Labor Statistics / IRS Data
INCREASED EMPLOYMENT	\$15,000	Partial Income Gain + Tax





SOCIAL ROI

\$25,420,000 SOCIAL VALUE

\$12,849,386 INVESTMENT





RETURN ON INVESTMENT

FOR EVERY \$1 INVESTED,
TAEM HAS GENERATED \$1.98 IN
TOTAL SOCIAL VALUE

