

# 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**

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**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

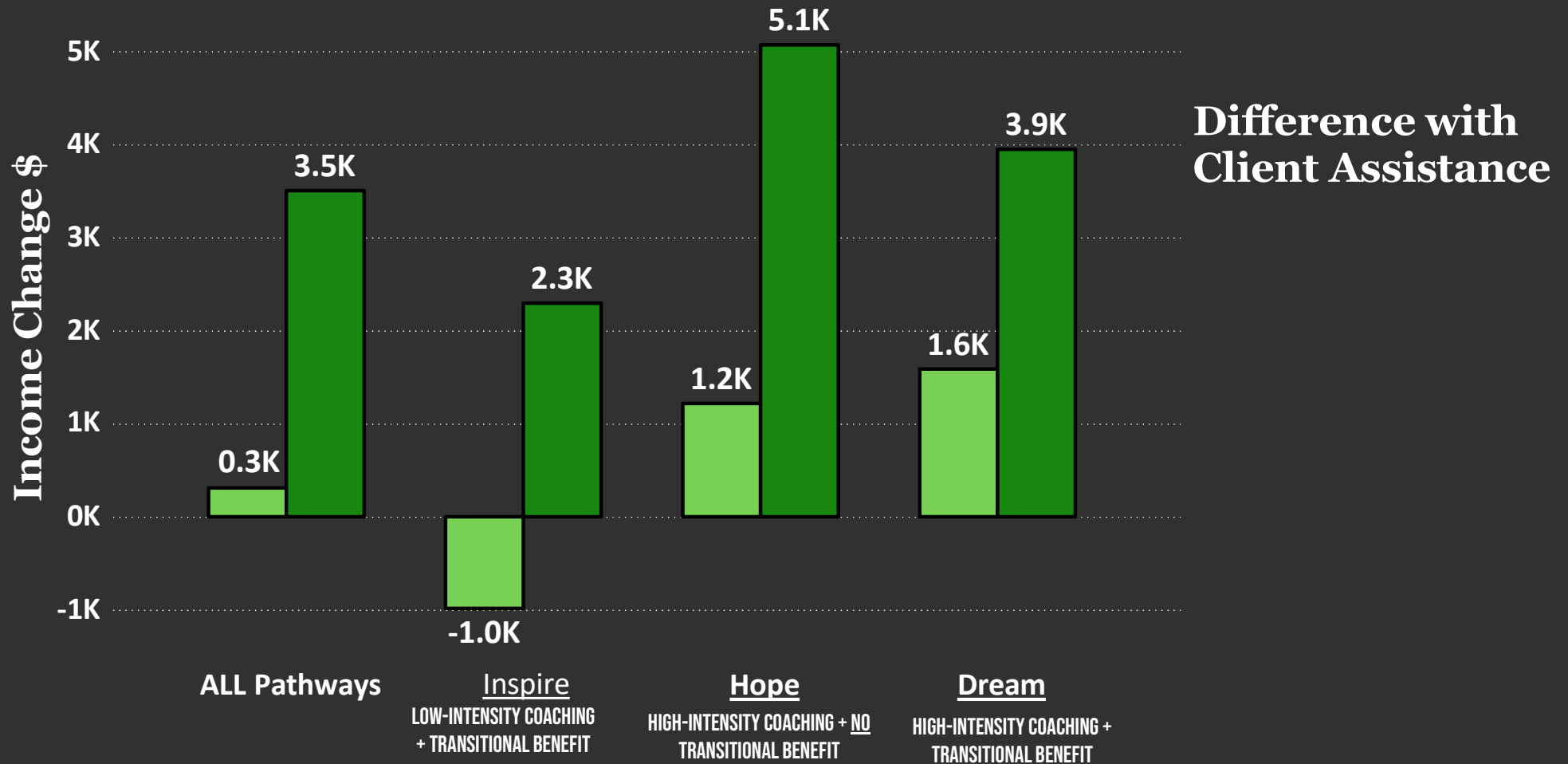
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- Obstacles needs to be removed early and often
- The more intense and comprehensive the support, the greater the impact
- Short-term investments demonstrate long-term returns

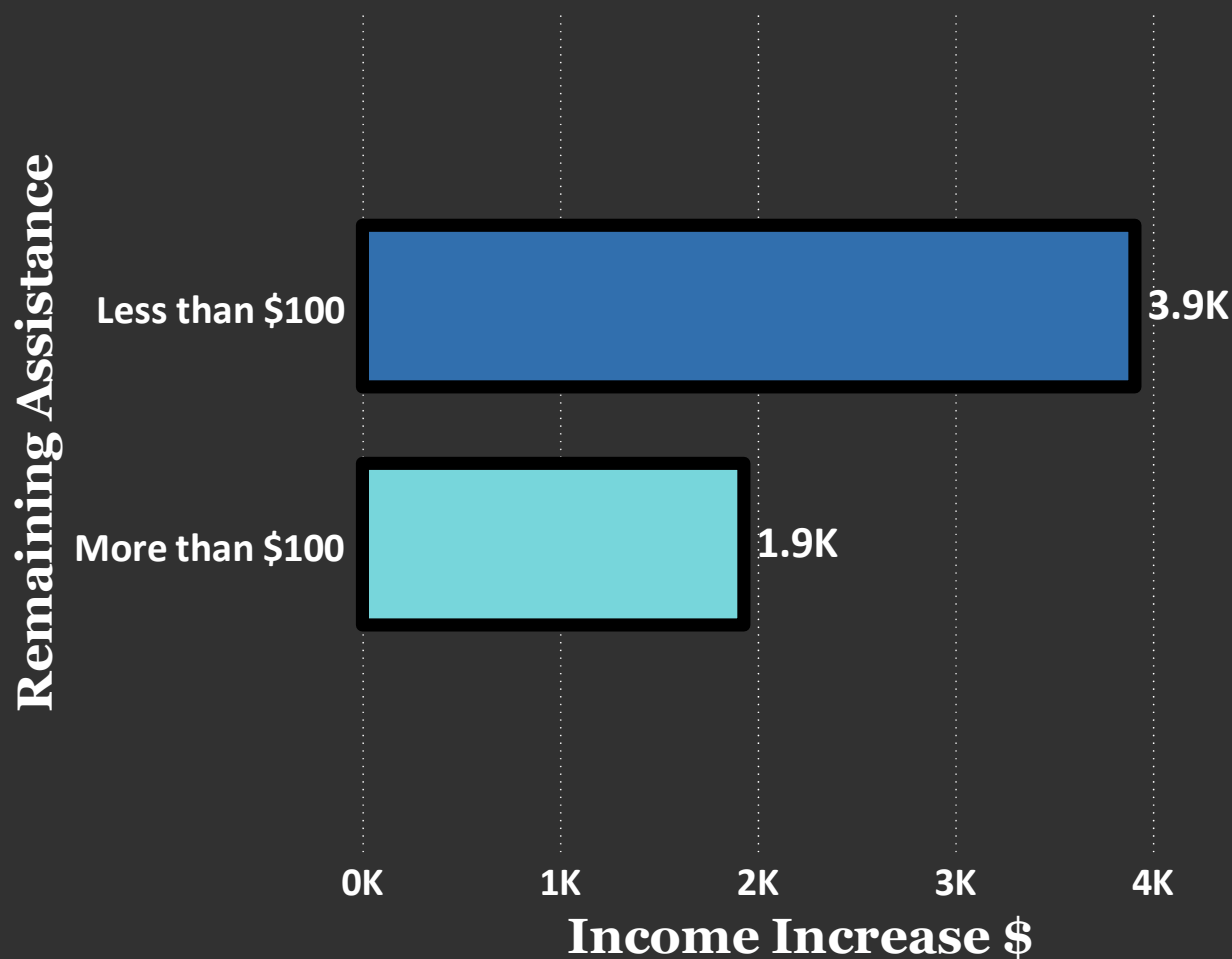


# Income Change from Baseline to Latest Intake

● No Client Assistance ● Used Client Assistance

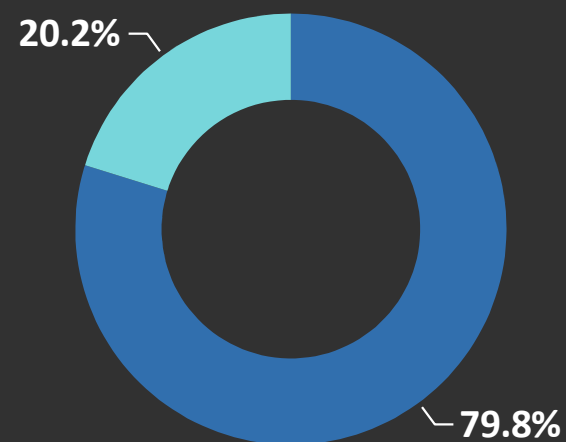


## Income Increase based on Remaining Client Assistance

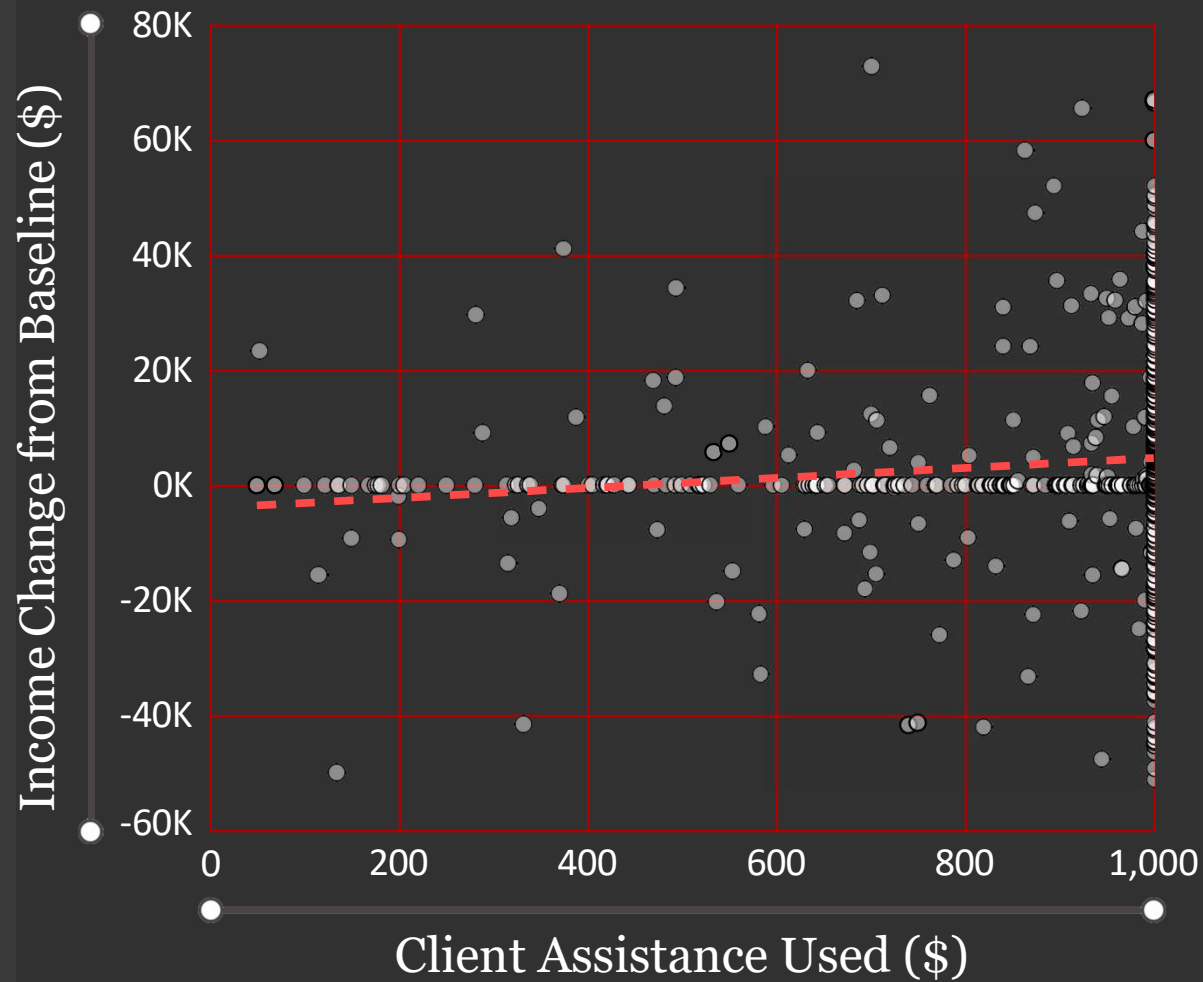


## Caregiver Remaining Assistance

● Less than \$100 ● More than \$100



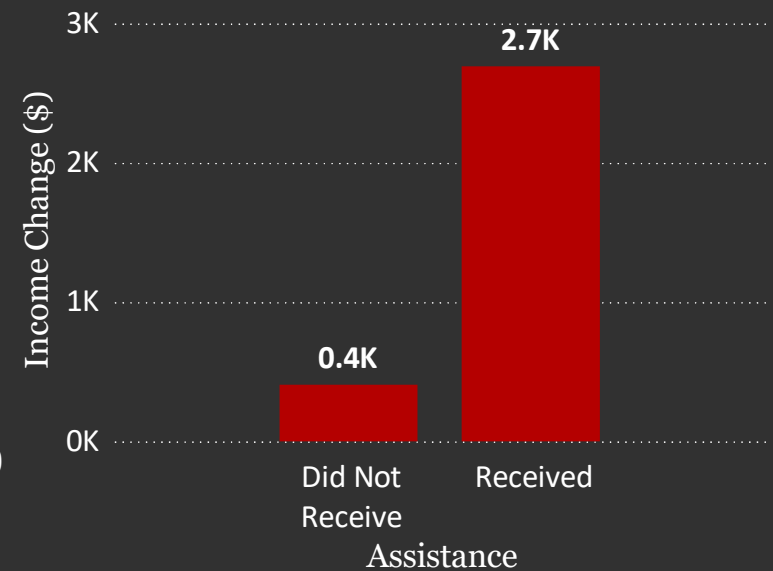
## Income Change by Used Client Assistance for Caregivers that received Assistance



Income Increase created per  
\$1 of Client Assistance

**\$2.75**  
Marginal ROI

### Average Income Change by Client Assistance







# ALL PARTICIPANTS

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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

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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

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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

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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**

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**\$25,420,000** **SOCIAL VALUE**

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**\$12,849,386** **INVESTMENT**





# RETURN ON INVESTMENT

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

