

# Innovative Changes

We help people achieve long-term financial health

- Community Development Financial Institution (CDFI)
- 501.c.3
- Licensed by State of Oregon
- Staff of 5 & 2 AmeriCorps VISTA members
- 7 member board of directors
- 17 volunteer coaches





# What We Do

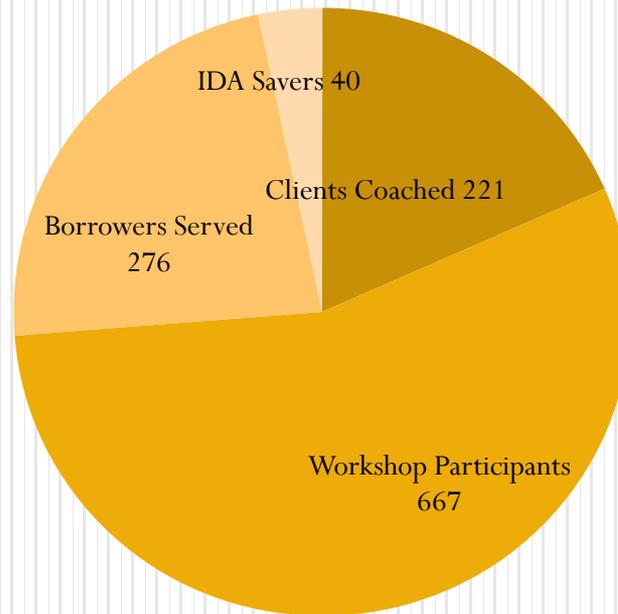
- Actionable Financial Education
  - Small dollar loans as alternatives to payday loans
  - Credit building loans as a gateway to asset building
    - Matched savings for post secondary education



# Who we serve

- People who lack adequate access to responsible financial products and services
  - Low or no credit scores
  - Derogatory or no banking history
- Low income, 88% live below 200% of the poverty line

In FY 13 we served over 1,200 people



# Our Clients

**57% are from communities of color**

**70% are women**

Amongst our women clients:

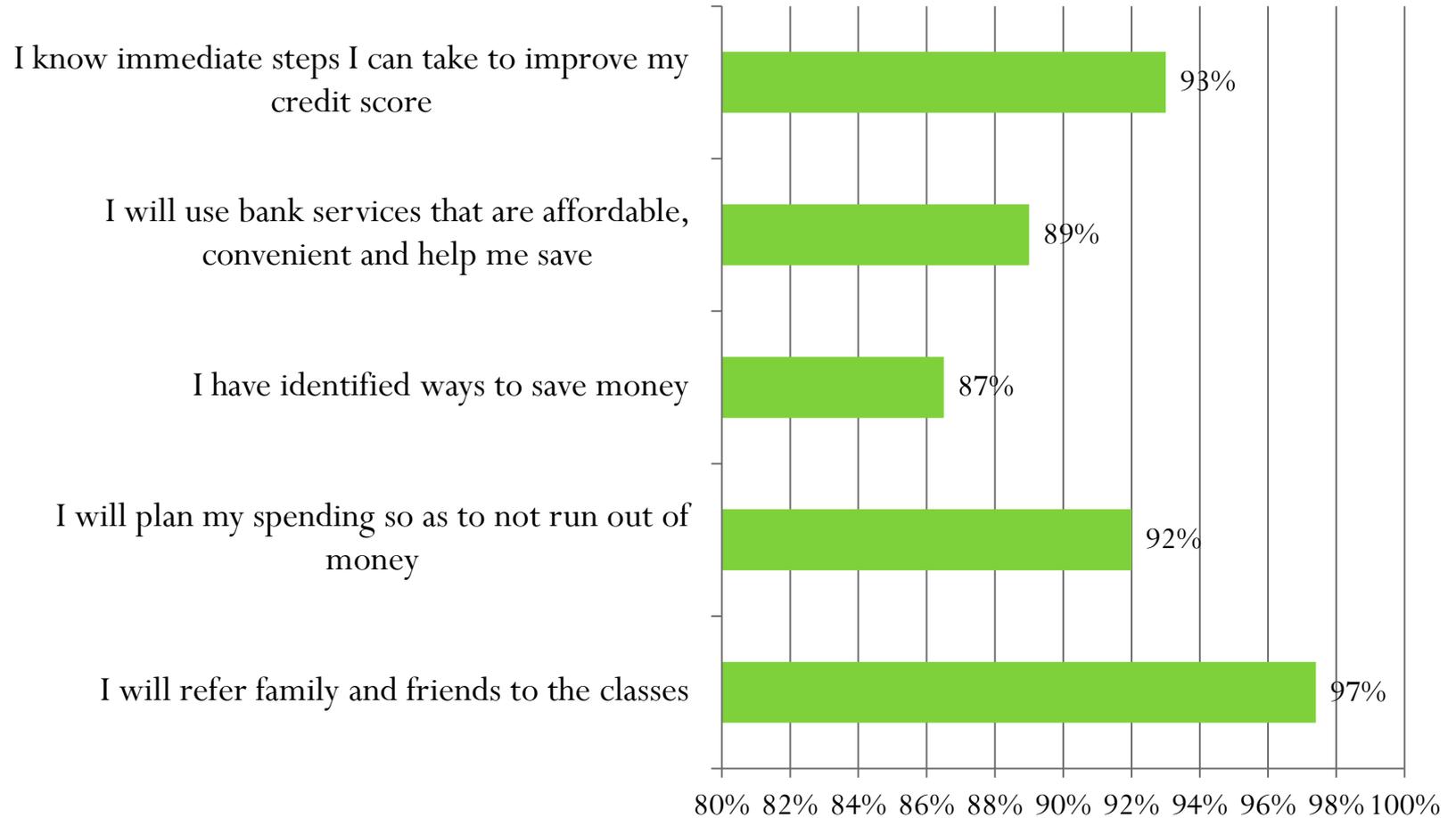
- 60% are from communities of color
- 45% are female heads of household
- 37% are survivors of domestic violence



- Woman of color, head of household, family of 3, income below 50% median.
- Poor credit, use payday loans, check cashers, money orders, under banked.

# Workshop Impacts

## Behavior Change and Self efficacy





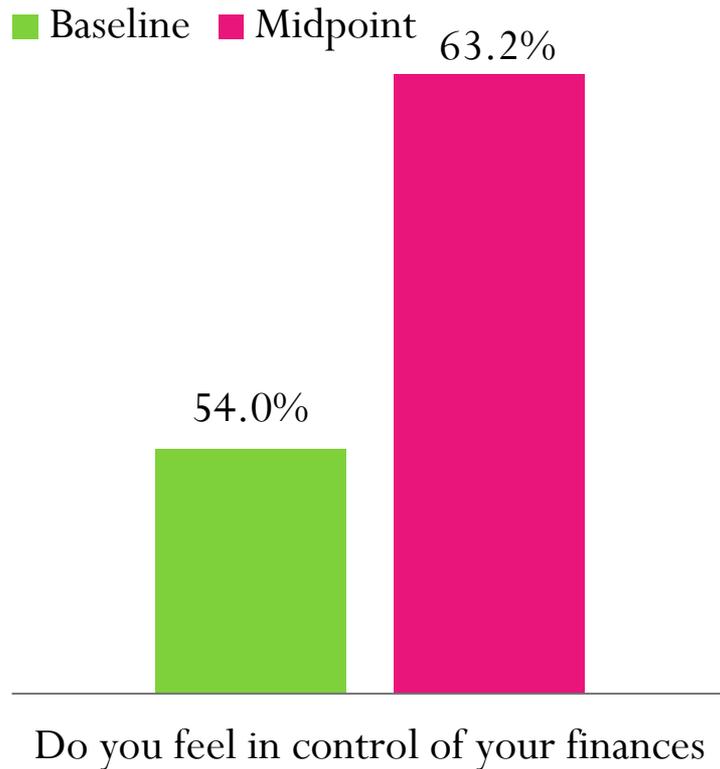
# Coaching impact

After six months of working with us:

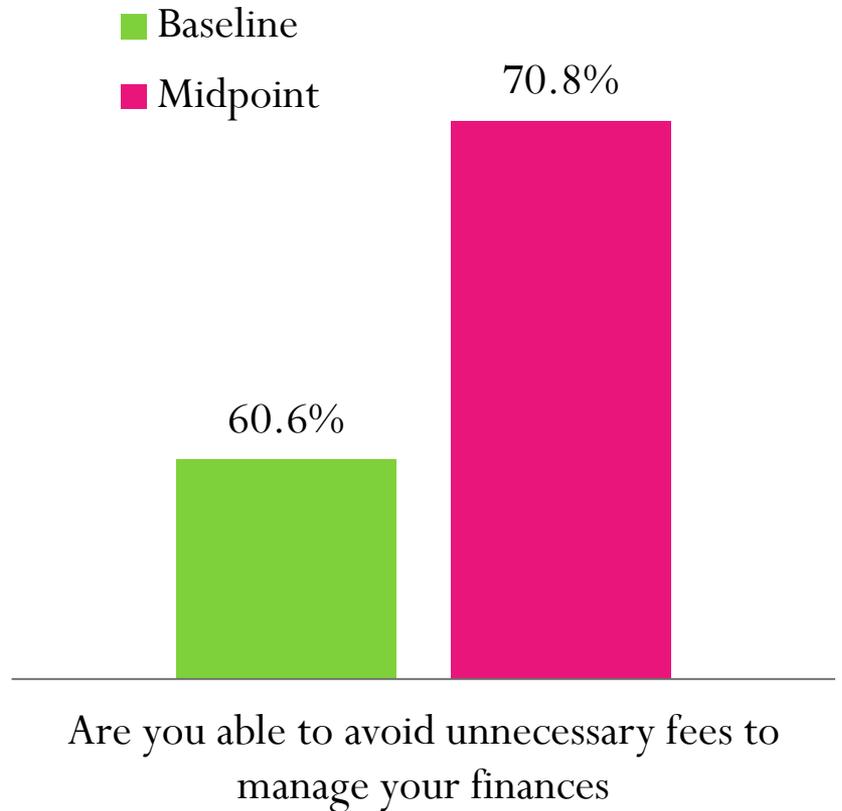
- 84% of clients report that they have taken steps to achieve a long-term goal.
- 79% say that they are experiencing positive impacts from reducing their stress around money.

# Opportunity Loan Impact

## Borrowers' attitudes

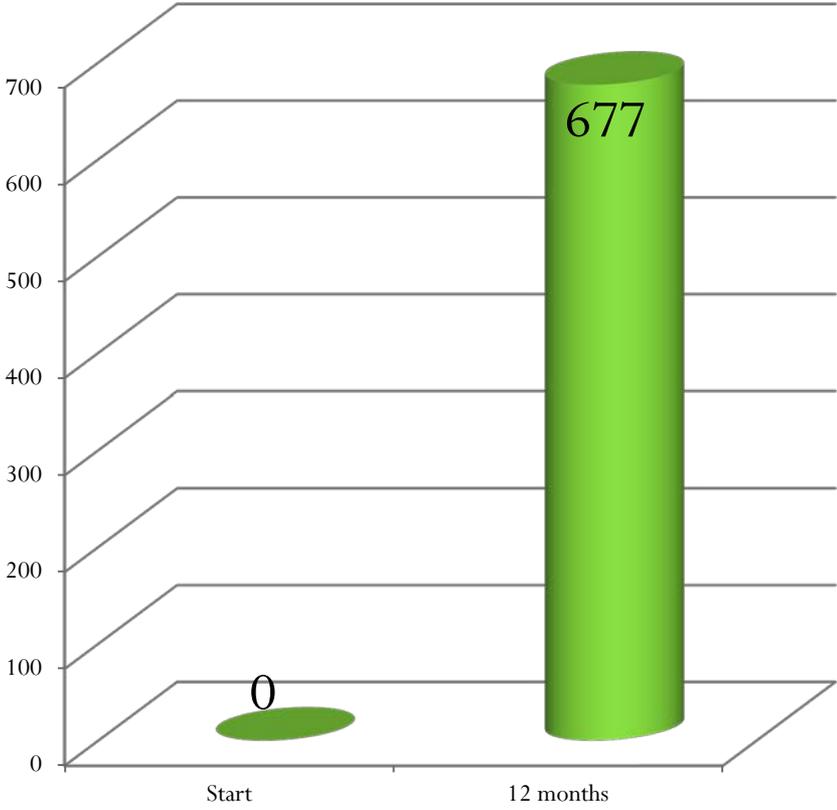


## Borrowers' behaviors

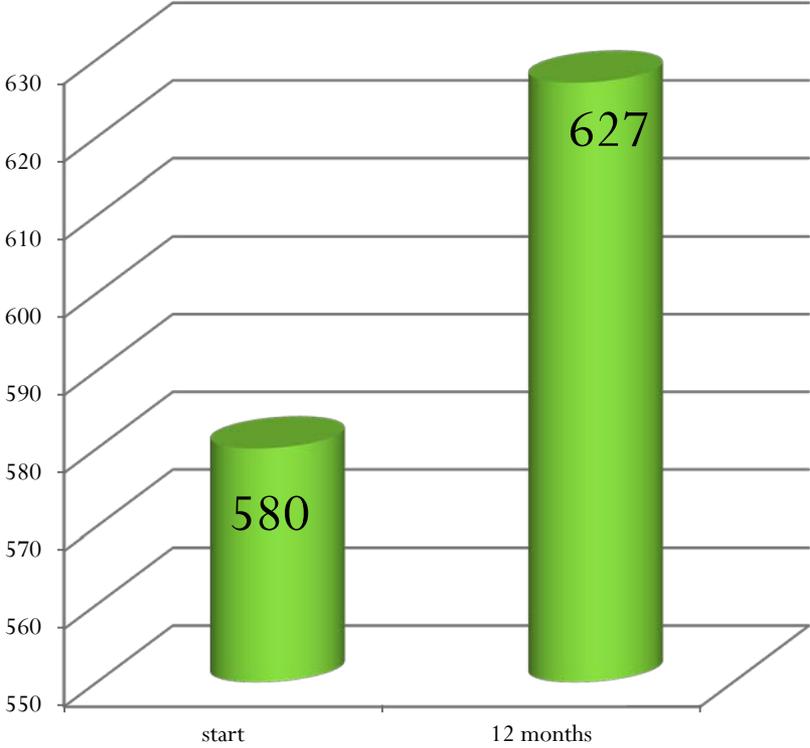


# Credit building impact:

changes in credit scores over 12 months



For borrowers with no score



For borrowers with a low score



# Individual Development Accounts

A 3 to 1 match on savings to fund post secondary education. Savers can save up to \$3,000 to receive a match of \$9,000.

Of our 70 savers, 71% are women, 10% are single parents.  
35% represent minority groups, primarily Latino and African American.  
16 savers are under 24 years old, half of whom are Latino.



# Tax Time Outreach

150 Responses

- **43 are saving part of their refund**
- 53 want to work on their credit
- 44 want a financial coach or to attend our workshops
- 31 want to enroll in the matched savings program
- 50 want help with FASFA or Health Insurance enrollment information
- **17 people enrolled in a prepaid debit card**

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Rachell Hall

Women's Peer Support Group Facilitator

