

Financial Coaching and Employment Impacts – Summary of Recent LISC-Sponsored Research

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Economic Mobility Inc. SIF Impact Study

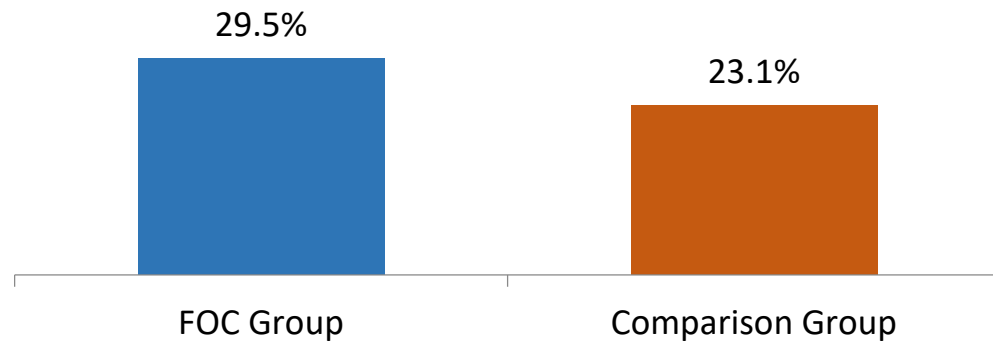
Study Participant Demographics

Key Baseline Characteristics of the FOC Participant Group and Comparison Group After Matching		
	FOC Group	Comparison Group
	N=500	N=649
Average age	38.3	38.6
Age 18 to 24	18.0%	17.2%
Female	54.6%	54.0%
Race		
Black	71.6%	70.2%
Latino	24.0%	25.6%
White	1.6%	1.5%
Other non-White	2.8%	2.7%
Highest Degree		
No degree or diploma	23.0%	23.3%
High school diploma or GED	63.4%	62.4%
Some college or more	13.6%	14.3%
Had a criminal conviction (misdemeanor or felony)	41.4%	40.2%
Any children under age 18	48.6%	51.2%
Had monthly gross income below the poverty level	77.3%	79.2%

Source: Economic Mobility Corporation

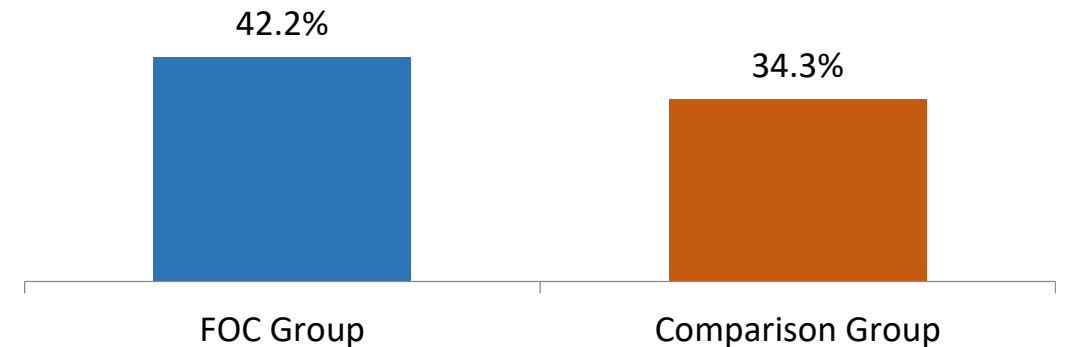
Impacts on credit and employment greater for FOC clients with at least two contacts with the financial coach and the employment counselor

Prime credit score 2 years after entry



Difference significant at $p < .10$

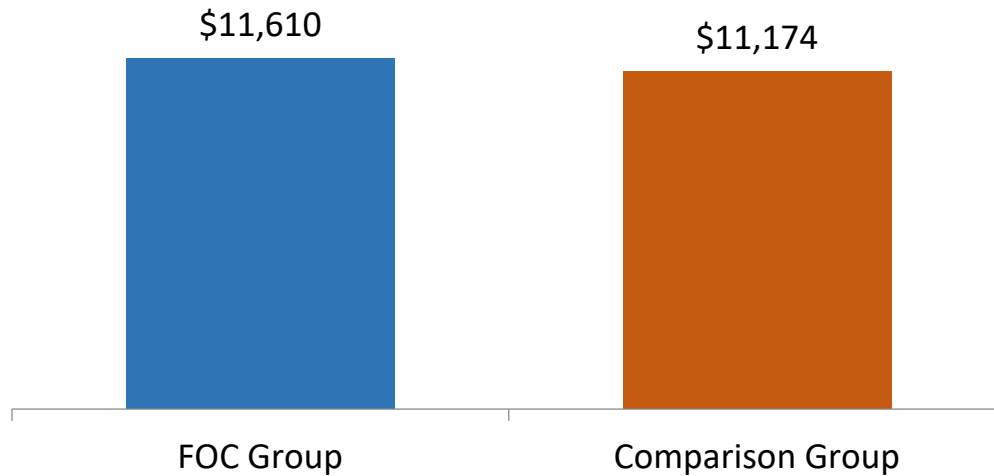
Employed Year- round in second year after entry



Difference significant at $p < .10$

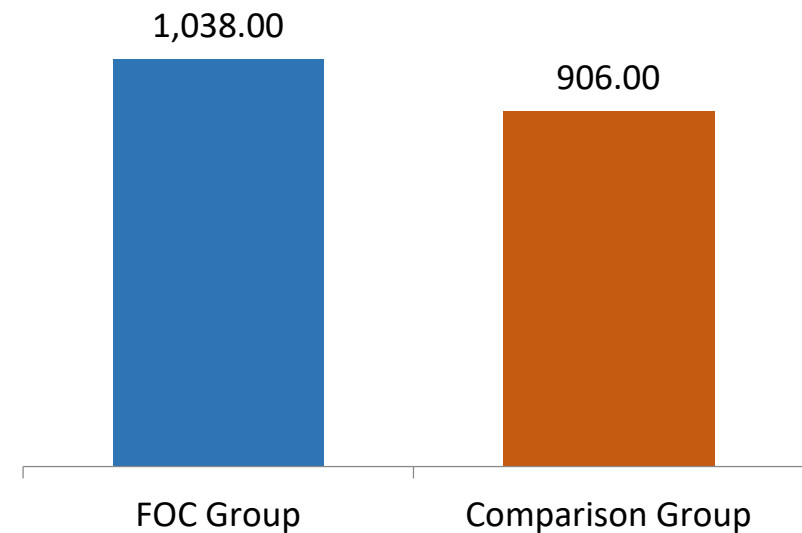
Annual earnings and hours worked were greater for FOC clients who had at least two contacts with the financial coach and the employment counselor

Average annual earnings: second year after program entry



Difference significant at $p < .10$

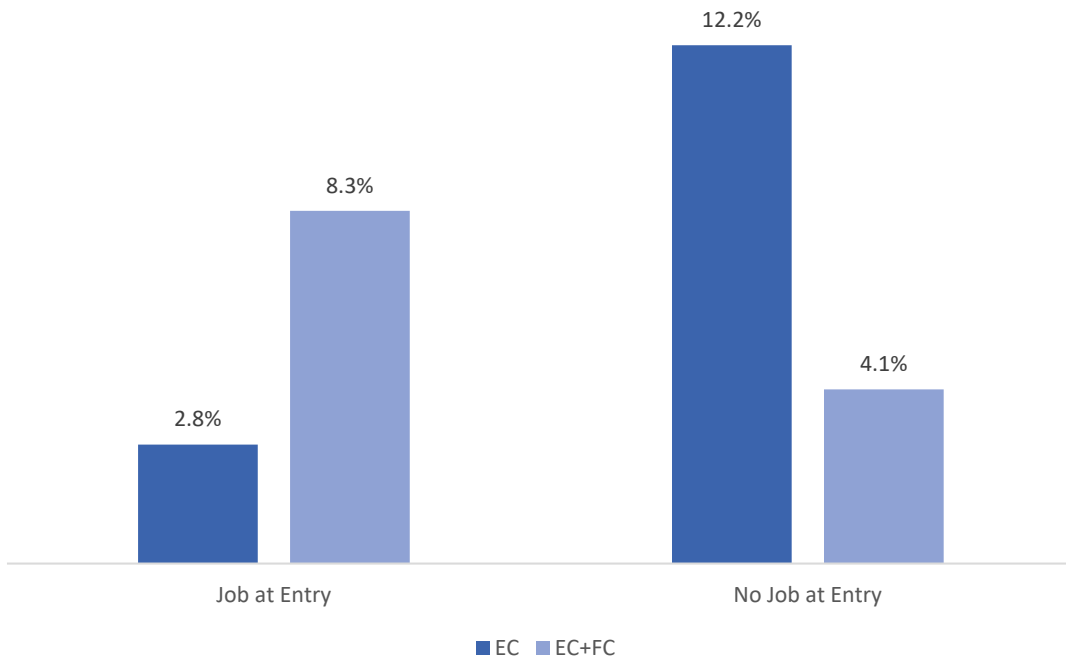
Average hours worked in the second year after program entry



Difference significant at $p < .10$

Financial Coaching Boosts Placement Rates For Already-Employed Compared to EC Alone

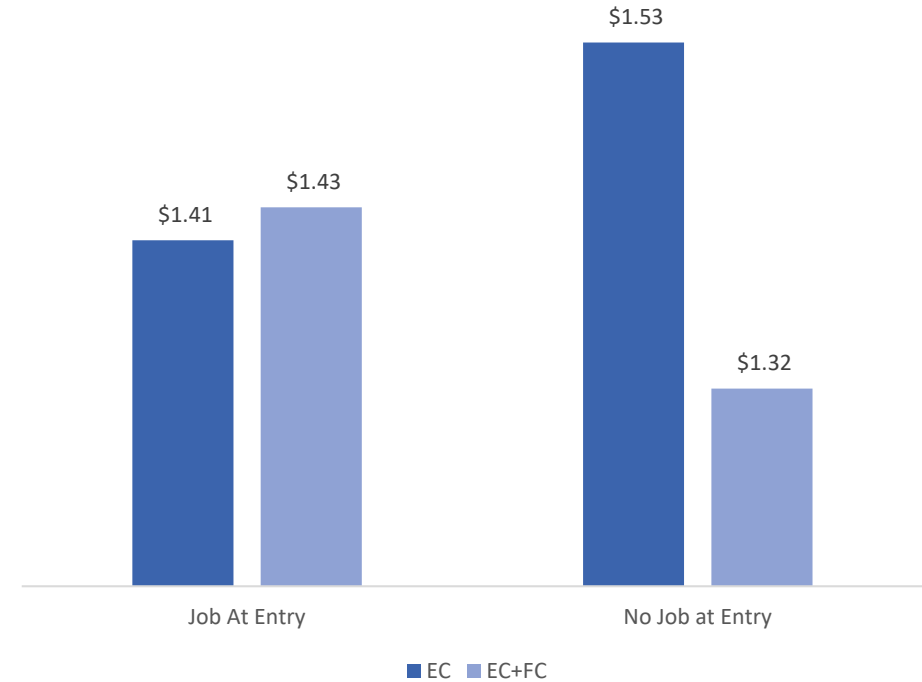
Treatment Effect of FOC Services Compared to SIPP Respondents - Job Placement



EC=Employment Counseling
FC=Financial Coaching

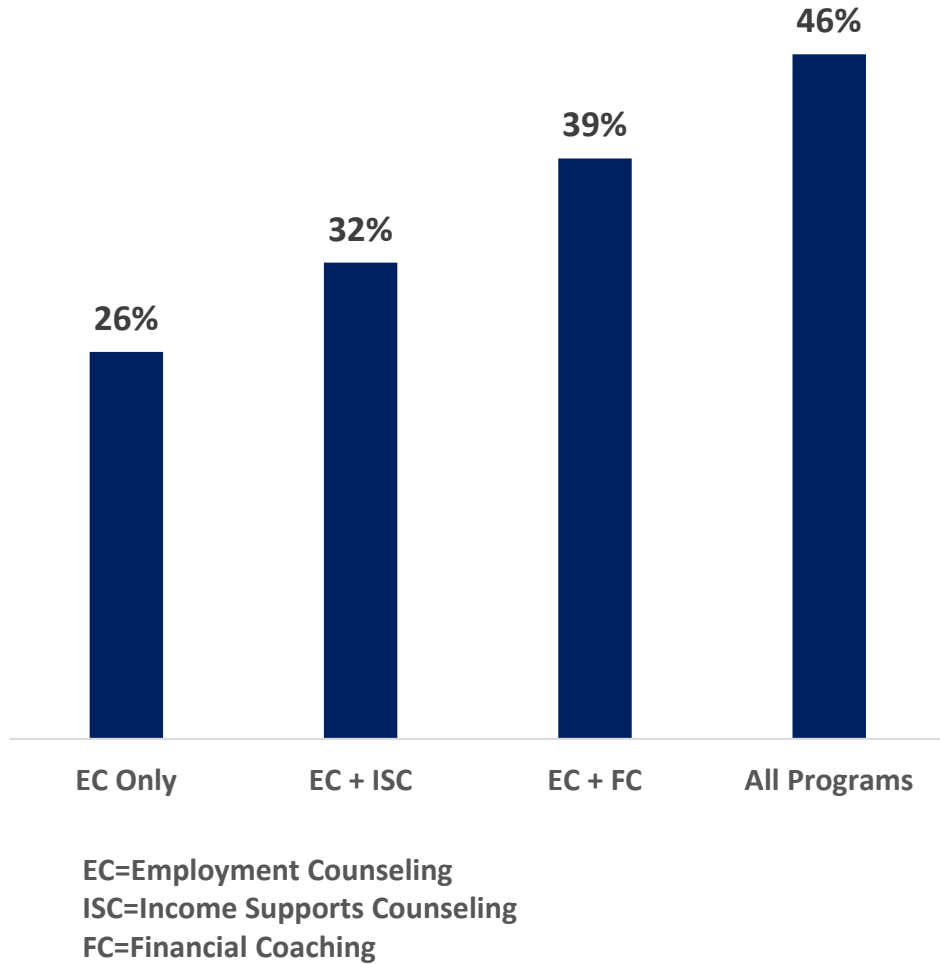
Financial Coaching Boosts Initial Wages For Already-Employed Compared to EC Alone

Treatment Effect of FOC Services Compared to SIPP Respondents - Initial Wages

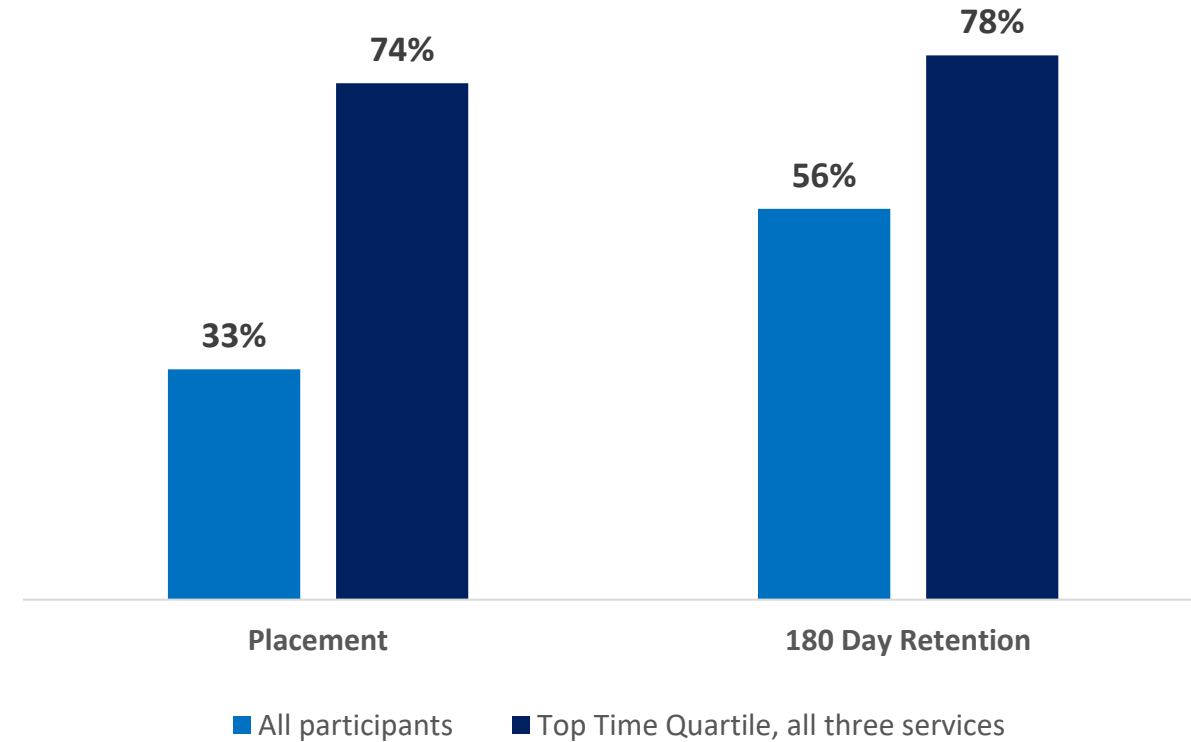


EC=Employment Counseling
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Bundling Boosts Job Attainment Placement Rates Increase as Services are Added



High Dosage Bundling Boost Job Attainment and Retention Highest Quartile Bundlers Register Highest Rates



Clients enrolled in 62 FOCs between Feb 2011 and Nov 2013