

Using Individual Development Accounts (IDAs) to advance Workforce Development Strategies

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3:00-4:00 PM ET



The National Association of Workforce Development Professionals (NAWDP)

- Develops policies that strengthen workforce development services
- Provides high quality professional development to ensure that our members are effective and efficient
- Provides a forum where professionals from across the industry can share, learn and improve!



During this Webinar

- If you have technical difficulties, please press “*0”
- You may download the call materials directly from the webinar screen. For assistance with accessing the materials, contact the AFI Resource Center at info@IDAresources.org or call 1-866-778-6037
- For audio, please call 1-888-390-4470

Assets for Independence

Special federally funded 5-year grants to organizations that enable accountholders to ...

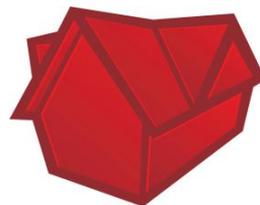
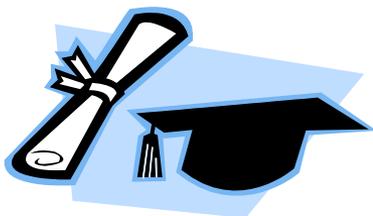
- **Learn** about financial and consumer issues
- **Save** in Individual Development Accounts

In order to ...

- Become more self-sufficient and plan for the future
- Invest in an asset

Common in all AFI IDA programs

- Financial education & asset-specific training
- Save earned income
- Purchase an asset
 - Higher education or training
 - Small business
 - First home
 - Transfer to a dependent
- Partners!

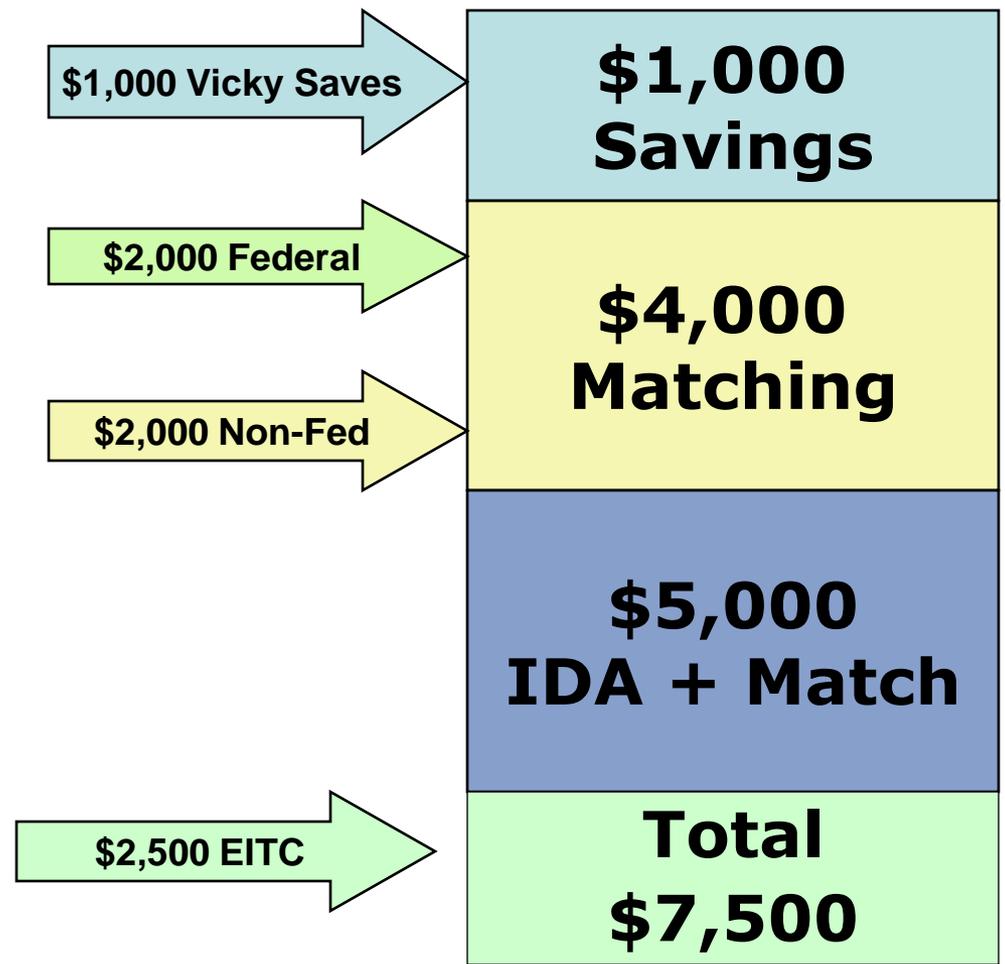


Participant Eligibility

- TANF eligible **OR**
- EITC eligible or annual household income less than twice poverty (about \$44,700 for family of four) **AND**
- Net worth less than \$10,000, excluding value of a residence and one motor vehicle per household.
 - Determined at the household level
 - Administering agencies may have additional requirements
 - Need earned income for savings deposits

Education IDA Example

- Vicky, a single mother, dreams of going back to school
- Match rate is \$4 for every \$1 saved in her IDA
- Vicky saves \$1,000: \$41.67/month over 2 years
- AFI grantee provides financial counseling and Vicky works with financial aid counselors at educational institution
- Partner organization provides free tax preparation assistance so she can claim the EITC
- Vicky receives \$2,500 from her EITC



Allowable Uses of IDA Funds for Postsecondary Education/Training

- IDA and match funds may be used for tuition and fees, books, supplies, and equipment required to attend or for courses at an eligible educational institution.
 - *Funds must be paid directly to the eligible educational institution to cover the costs of degree, certificate or stand-alone courses.*
 - *Funds may not be used to pay back previous loans.*
 - *Books, supplies, equipment, such as computers, may be acquired from any eligible institution, not just the school of attendance.*

Working with Assets for Independence

AFI Projects

- More than 350 projects throughout the nation
 - 501(c)(3) non-profits
 - State, local, and tribal government agencies
 - Community Development Financial Institutions
 - Low-income designated credit unions
 - Consortia of organizations and agencies that target multiple service areas (network projects)
- Locate a project near you:
www.IDAresources.org/AFIgrantees



Benefits of Offering an IDA Program

- Help clients strengthen money management skills and establish long-term financial security
- Strengthen communities by investing in long-term assets
- Provide supplemental financing for students pursuing a post-secondary education
- Provide entrepreneurs with a source of capital to start or grow their businesses
- Work with aspiring first-time homebuyers to qualify them for a mortgage

Operating an AFI Project

- Program design and fundraising:
 - Designing the project and applying for AFI funding
 - Developing the required non-federal cash contribution
- Grant management and reporting:
 - Administering the federal AFI grant
 - Managing the project finances
 - Working with financial partners to hold the Project Reserve Fund and IDAs
 - Reporting to OCS and other funders
 - Providing data for the AFI program evaluation

Operating an AFI Project (cont'd)

- Program marketing and implementation:
 - Publicizing the AFI project and conducting orientations
 - Screening and enrolling participants
 - Providing (or finding a partner to provide) financial education and training to prepare participants to purchase their assets
 - College preparedness
 - Homebuyer classes
 - Business plan development

Operating an AFI Project (cont'd)

- Program implementation:
 - Assisting participants with opening the AFI IDAs and monitoring their savings and withdrawals
 - Providing participants with case management and connecting them to other asset building services like free tax preparation
 - Assisting participants with asset purchase
 - Assisting those who make emergency withdrawals or drop out of the project

IDAs and Workforce Development Programs: Benefits of Collaboration

- Maximize the use of WIA and AFI funds allowing participants to purchase longer-term or more expensive training¹
- Increase impact of Educational IDA funds by connecting participants with employment and career services
- Prepare a workforce that meets the local demand for workers through access to higher education

¹ Mark Greenberg and Nisha Patel. Center for Social Development. Policy Report 06-09, May 2006.

IDAs and Workforce Development Programs: Benefits of Collaboration

- WIA participants can benefit from services offered by the IDA program, particularly financial education
- IDA participants may be eligible for supportive services offered by the WIA system
 - Skills assessment
 - Career counseling
 - Labor market information (job vacancies in high demand occupations, earnings potential, skills requirements)

Strategies for Integrating IDAs and Educational Programs

- Work in partnership with educational institutions such as high schools, vocational and technical programs, community colleges, four-year colleges or universities
- Identify a champion for your program at each institution
 - Financial Aid officers
 - Counselors
- Integrate IDAs into financial aid packages
- Partner with other education networks and organizations (foundations and college-readiness programs)



Breaking the cycle of poverty by ensuring that young people complete a four-year college education.



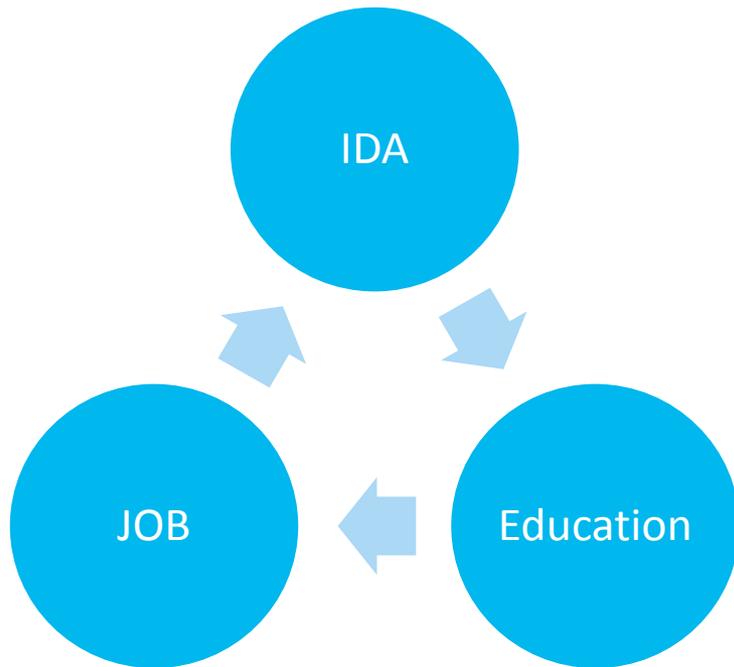
PROVEN RESULTS

Since 1993, Juma has employed more than 3,000 students who have generated \$19 million in enterprise revenue, earned \$3 million in wages, and saved more than \$2 million for college.

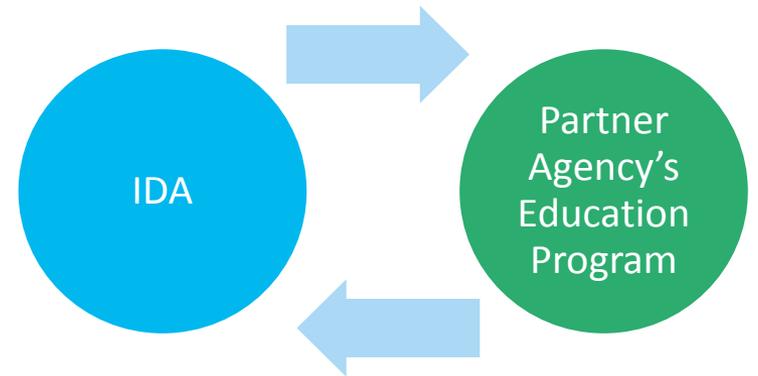
In 2012, 100% of Juma's seniors graduated from high school and 97% continued on to post-secondary education. Among Juma's current college-going youth, 83% are on track to graduate.



Juma Pathways



Juma CollegeSet



Professional Development: C.A.R.E.

1. **Communications**

Professional language, listening skills, courtesy, respect and honesty.

2. **Appearance**

Professional presentation (dress, grooming, and attitude), self-confidence and awareness.

3. **Reliability**

Excellent attendance, punctuality, trustworthiness, follow through, commitment, ability to follow instructions, adherence to schedule.

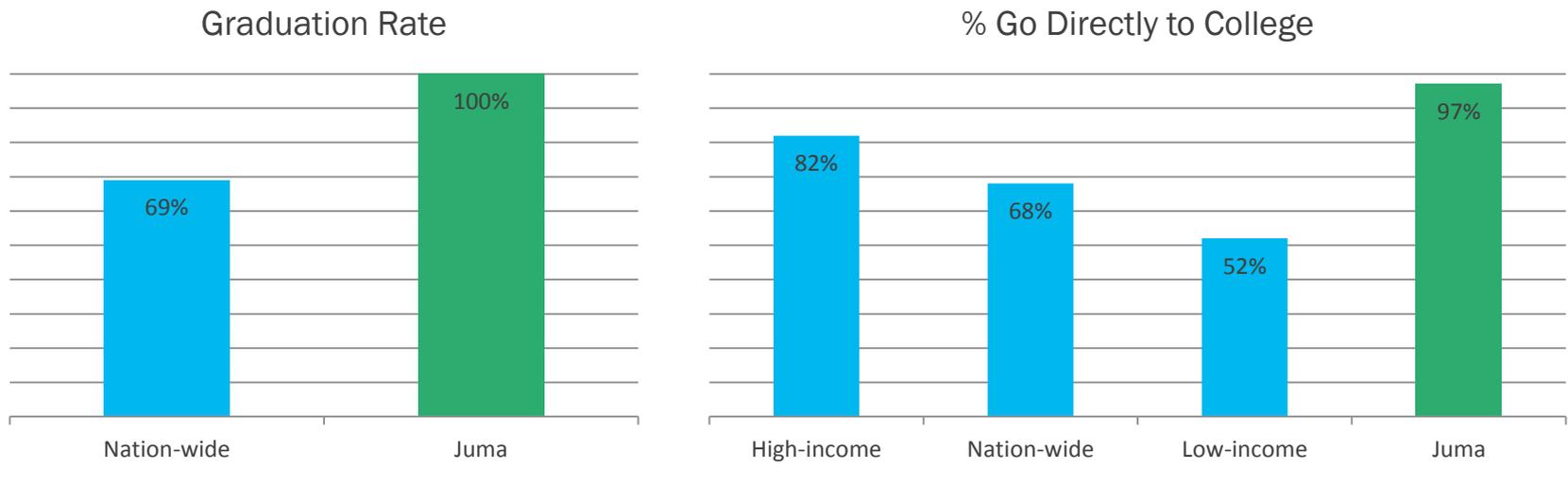
4. **Effort**

Hard working, self-motivated, self-disciplined, flexible to biz needs.



HIGHLIGHT: Success

- High school graduation and college enrollment continue to surpass national averages.



- Sources: http://www.all4ed.org/about_the_crisis/students/grad_rates, <http://nces.ed.gov/fastfacts/display.asp?id=51>

ENTERPRISE PARTNERSHIPS

LEADING BRANDS AND INSTITUTIONS VIEW JUMA AS A STRONG STRATEGIC INVESTMENT



KEY PARTNERSHIPS

LEADING BRANDS AND INSTITUTIONS VIEW JUMA AS A STRONG STRATEGIC INVESTMENT



Breaking the cycle of poverty by ensuring that young people complete a four-year college education.



How do you know if you're ready to run an AFI program?

- Are you able to track client data and activity?
 - Data reporting
- Can you allocate enough staff time for administrative duties
 - Client services
 - Data reporting
 - Accounting
- Can you find a client population that meets AFI requirements:
 - Have earned income
 - Meet income requirements



Have more questions? Contact us at:

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AFI Resource Center

AFI Resource Center

- Web site: www.IDAresources.org
 - Resources for current grantees, prospective grantees, project partners, and others interested in asset-building
- AFI outreach workshops and webinars
- Customized technical assistance
- AFI e-newsletter – *IDAResources.org Update*
- *AFI Project Builder: A Guide to Planning an Assets for Independence Project*



[About AFI Resource Center](#)

[About AFI](#)

[Success Stories](#)

[Locate a Project Near You](#)

[Apply for an AFI Grant](#)

[e-Newsletter](#)

Welcome to the Assets for Independence Resource Center.

The AFI Resource Center is your one-stop source for information on the Assets for Independence program and Individual Development Accounts (IDAs). Here you can quickly learn about the AFI program and IDAs, how to apply for an AFI grant, and how to administer an AFI project. Come here for tips and to learn about best practices for providing and using IDAs and related services.

> Announcements

[AFI Grant Application Orientation Webinars](#) ▶

The AFI Resource Center is offering a spring webinar series for prospective grantees and project partners. [Register online](#) now to participate in these interactive calls to learn more about AFI application requirements and procedures.

[AFI Now Accepting Applications for Funding](#) ▶

The Office of Community Services is accepting applications for funding new AFI projects now! The **30** deadline for the next application cycle is March 31, 2011. [Read more...](#)

> Topics & Tools

General Information

Managing Your AFI Project
Guidance and forms for grantees

Financial Education
Deliver effective financial training

Populations

Domestic Violence Survivors
Helping Domestic Violence Survivors Build Assets

Fundraising

The AFI System

Building Assets

➤ Announcements

[Revised 2013 Application Due Dates and Modified Funding Opportunity Announcement](#) ▶

The due dates for the Fiscal Year 2013 AFI applications have been revised to March 25, 2013 & May 24, 2013. [Read more...](#)

[Spring 2013 Applicant Webinar Series](#) ▶

The AFI Resource Center will host a series of webinars for new and returning applicants about planning, applying, and developing resources for an AFI project. [View the webinar descriptions and schedule.](#)

[AFI Awards Nearly \\$7 Million for IDA Projects in September 2012](#) ▶

The Office of Community Services (OCS) awarded 28 AFI grants in September 2012 totaling nearly \$7 million to community-based organizations and government agencies. [View Grants Awarded.](#)

[Upcoming AFI Grant Application Due Dates](#) ▶

The next deadline for AFI grant applications is March 25, 2013. All applications for funding must now be submitted electronically via grants.gov. Get all the information you need to get started. [Read more...](#)

[AFI Grantee Showcase](#) ▶

AFI has created an online showcase of the important work being done by our grantees. Please take a look and share it with your partners, funders, and friends! [Check it out at http://www.afigranteeshowcase.org...](http://www.afigranteeshowcase.org...)

➤ Upcoming Events

[Your Questions Answered Webinar: A Dialogue with IDA Funders](#) February, 8 ▶

[Prospective Grantee Webinar 2: Preparing a Successful Application](#) February, 13 ▶

[Prospective Grantee Webinar 3: Developing Resources and Partners](#) February, 28 ▶

[Prospective Grantee Webinar 1: Planning an AFI Project](#) March, 12 ▶

[Q&A Call for March Applicants](#) March, 19 ▶

[Full Calendar](#) ▶

➤ Topics & Tools

General Information

Managing Your AFI Grant

Guidance and forms for grantees



ASSET Initiative

A Partnership to Encourage Asset Development



Populations

Financial Stability for Families with Young Children

Connecting early learning communities to asset building



Financial Education

Deliver effective financial training



Data Management

Learn to manage data to increase your project's efficiency and simplify the data reporting process



Building Assets for Fathers and Families

Helping families in the child support system



Fundraising

Tools for leveraging Federal grant dollars



EITC and Tax Assistance

Learn about tax credits, free tax preparation, and outreach



People With Disabilities

Increase access to IDAs for people with disabilities



More Helpful Resources

More Information on IDAs and Asset Building Strategies



Research About AFI

Read about the program evaluation



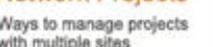
Native American Communities

Asset building for families in Native Communities



Managing AFI Network Projects

Ways to manage projects with multiple sites



Innovative Strategies

New approaches for asset building



Refugee Communities

Supporting new Americans



Next Steps:

1. Attend the Applicant Webinars
2. Set up a call with the AFI Resource Center
3. Develop agency support and buy-in
4. Secure non-federal funding commitment
5. Establish MOUs with partner organizations

Applicant Webinar Series

Webinar 1: Planning an AFI Project	Webinar 2: Preparing a Successful Application	Webinar 3: Developing Resources and Partners
March 12, 2013	March 28, 2013	April 10, 2013
April 25, 2013	May 8, 2013	

Each webinar will be held at 2 p.m. EST.

For more information and to register:

<http://IDAresources.org/Calendar>

Recordings of previous applicant webinars are available here:

<http://www.IDAresources.org/Apply>

AFI Resource Center Contact Information

Phone: 1-866-778-6037

Email: info@IDAresources.org

Web: <http://IDAresources.org>

<http://www.acf.hhs.gov/programs/ocs/programs/afi>

2011-2013 Funding Opportunity Announcement
available at Grants.gov