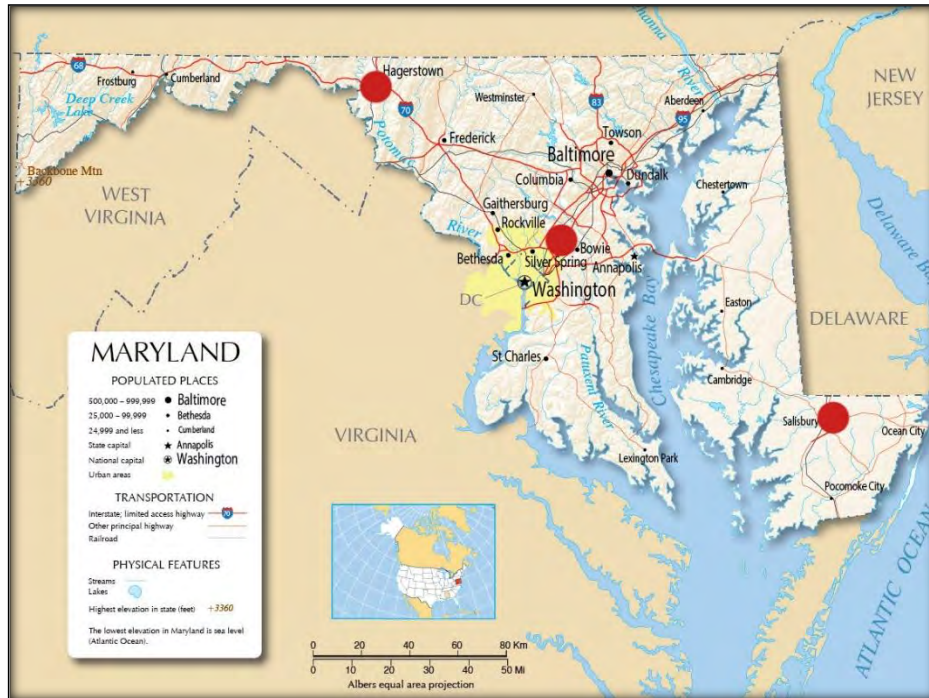




Vehicles for Change is a nonprofit organization that empowers families with financial challenges to achieve economic and personal independence through car ownership and technical training.

www.vehiclesforchange.org

Proposed Prince George's County Training Program



Create Full Circle Automotive Training Center

- Duplicate the current, successful, Baltimore, ex-offender auto-mechanic training center in Prince George's Co.
- Cost
 - Start-Up - \$100,000
 - Operating Exp. Yr 1 - \$650,000
 - Operating Exp. Yr 2 - \$300,000
- Potential funding sources include foundations, EARN - DLLR, and Prince George's County.
- Projected 45 employed automotive technicians per year.

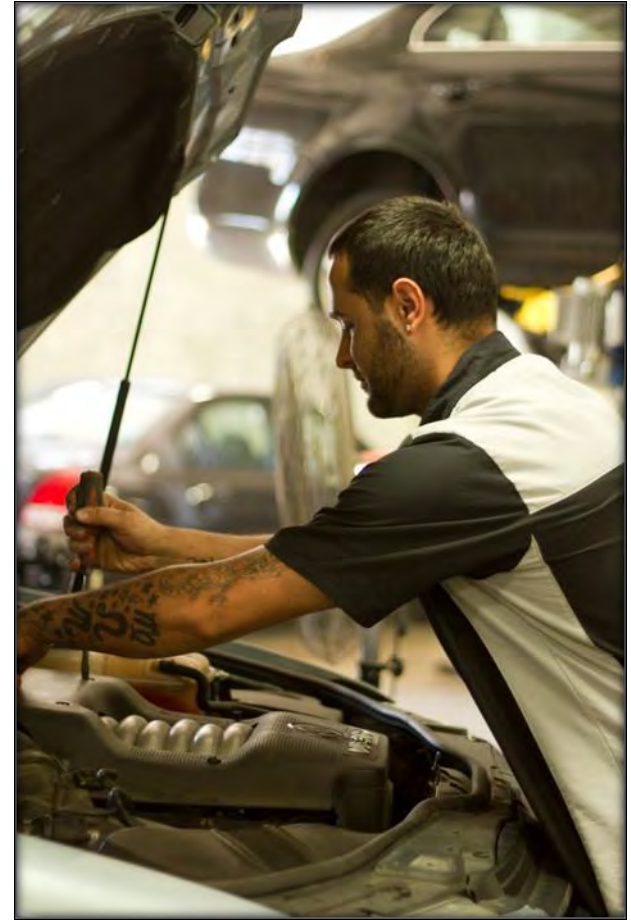
Other potential Maryland locations include Hagerstown and Salisbury.

Vehicles for Change – Full Circle Automotive Technician Training Program

Unique Program and Partnership:

DLLR Correctional Education; DOC; VFC

- DLLR - Automotive training at 5 Maryland prisons
- Trainees are recommended by instructor and case manager
- Trainees Paid \$340/wk
- Training 3 - 6 months
- ASE training at VFC with certified instructor and on-site testing
- Help obtaining driver's license, automotive tools, and a car
- Interview prep
- Follow-up and job retention



Full Circle Service Center - History/Success

- Opened June 2015
- 37 trainees served (95% from MD Corrections)
- 25 placed in employment at an average starting pay \$35,360
- 9 currently in program as paid interns
- 3 dismissed for cause
- 1 re-incarcerated (3% recidivism rate)



*Goal going forward - place 45 trainees
in full-time employment per year*

Expansion of the Center for Automotive Careers



In conjunction with DLLR and employers across the state, Vehicles for Change is prepared to expand our service area with prison reentry programs throughout Maryland starting next with Prince George's County.



Need and Opportunity

Number of current automotive technician vacancies in Maryland:

- 400 vacancies in November 2016
(Maryland Workforce Exchange Data)
- 500+ vacancies, at least one per auto shop
(Washington Maryland Delaware Service Station and Automotive Repair Association)
- 1,000 vacancies in Baltimore City
(Lincoln Technical Institute)
- *Employers WILL hire former offenders, including state and local governmental agencies*



Current Funding Sources

Vehicles for Change works with the following funding partners:

- DLLR's EARN program
- One Baltimore for Jobs Grant Program
- The Weinberg Foundation
- The France Merrick Foundation
- The Abell Foundation
- The Warnock Foundation
- The Walmart Foundation
- The Wells Fargo Foundation



Social Enterprise - Full Circle is a working garage open to the public!!!

Relationships with Quality Employers

Current Employers

Antwerpen Auto Group

Antwerpen Hyundai

Antwerpen Toyota

Bel Air Auto and Body

Beltway International Trucking

Brooks Huff Auto Center

Cummings Radiator Service

Eyre Bus Services

Jake's Collision Repair

Jay's Tune and Lube

Jerry's Tire & Auto

M & H Janitorial and Maintenance

MileOne

Mr. Tire

Precision Tune Auto

R & L Automotive

Rich Morton Mazda

Vehicles for Change

Return on Investment

Investment

- Average Cost of Training - \$15,000

Returns

- Starting Salary - \$35,360
- Saving to State on Incarceration
 - Yr. 1 - \$350,000
 - Yr. 2 - \$980,000
- Assumptions - 40% recidivism rate
45 placements yr 2
\$35,000 to incarcerate*
- Trainees now supporting their children
- Increased spending - Yr. 1 \$884,000
- Yr. 2 \$1.6M



This program is replicable to other industries in Maryland!!!

What Our Partners Say

“I am encouraged by tangible programs like Vehicles for Change...those opportunities like Vehicles for Change that actually connect guys coming out to employment are tremendously valuable.”

Anthony Morgan
Director of Reentry Services
Maryland Correctional Enterprises

What Our Interns Say

“This training program is helping me shape my future and it’s a good opportunity to forget about my past.”
- Joseph S., Current Intern

“It saved my life. It gave me a reason not to go back to the streets. I’ve been home now for two years and haven’t even had one run-in with the law.”
- Anthony W., Current Intern

“Working at Full Circle has helped me to get connected and establish myself as a citizen in the community. It has opened the door to a lot of opportunities.”
- Will W., Current Intern

Replicability Across Industries

The Maryland Department of Labor, Licensing & Regulation views the Vehicles for Change Center for Automotive Careers automotive technician training program as its model reentry program.



“A national model that should be replicated with other DLLR Correctional Education programs. It makes our Correctional Ed programs inside prisons relevant and makes our students job-ready.”

Kenneth Weeden
Coordinator of Correctional Education,
DLLR Division of Correctional Education (ret.)

Program Benefits and Value

- Replicating an existing, successful program
- Graduates obtaining career positions with livable wages
- Employers changing their policies toward ex-offenders
- Evidenced need for automotive technicians across Maryland
- Opening doors to diesel and manufacturing work
- Replicable across other industries
- Sustainable social enterprise

Center for Automotive Careers – Fall 2016



Questions

Discussion

Next Steps



Vehicles for Change

Center for Automotive Careers

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www.vehiclesforchange.org