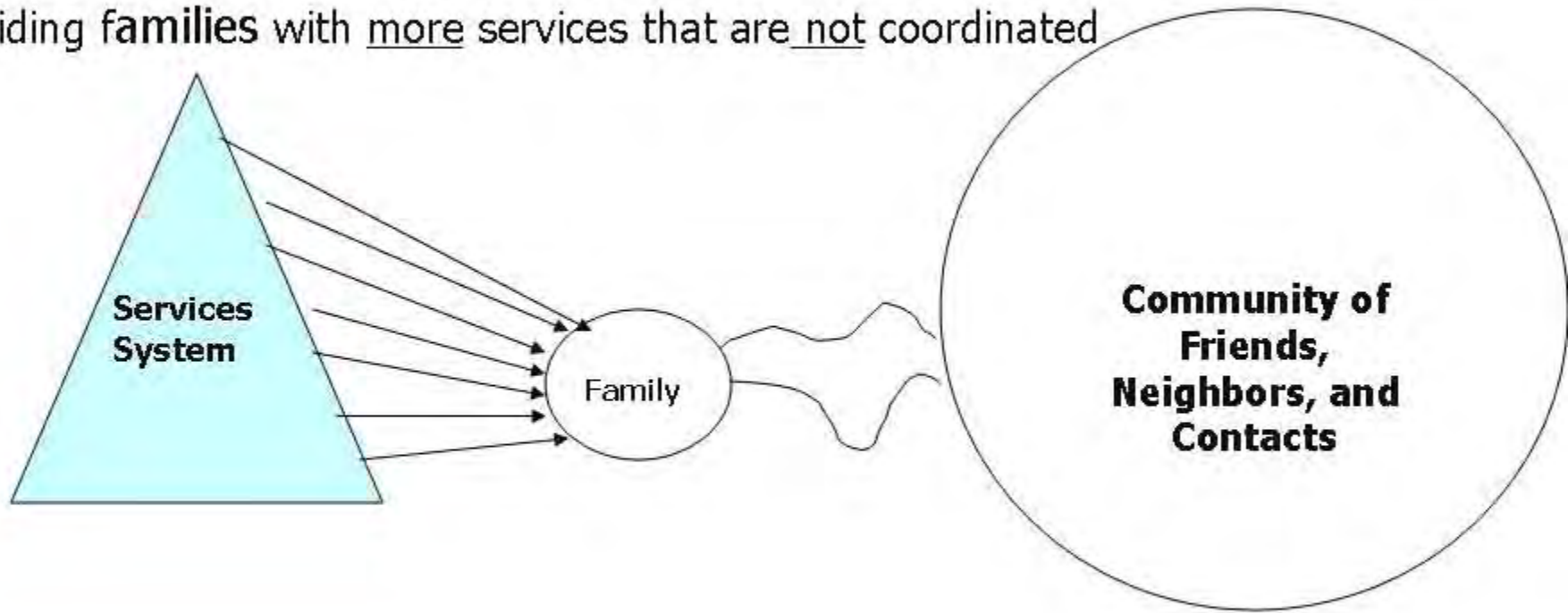


*Move the Mountain*  
LEADERSHIP CENTER

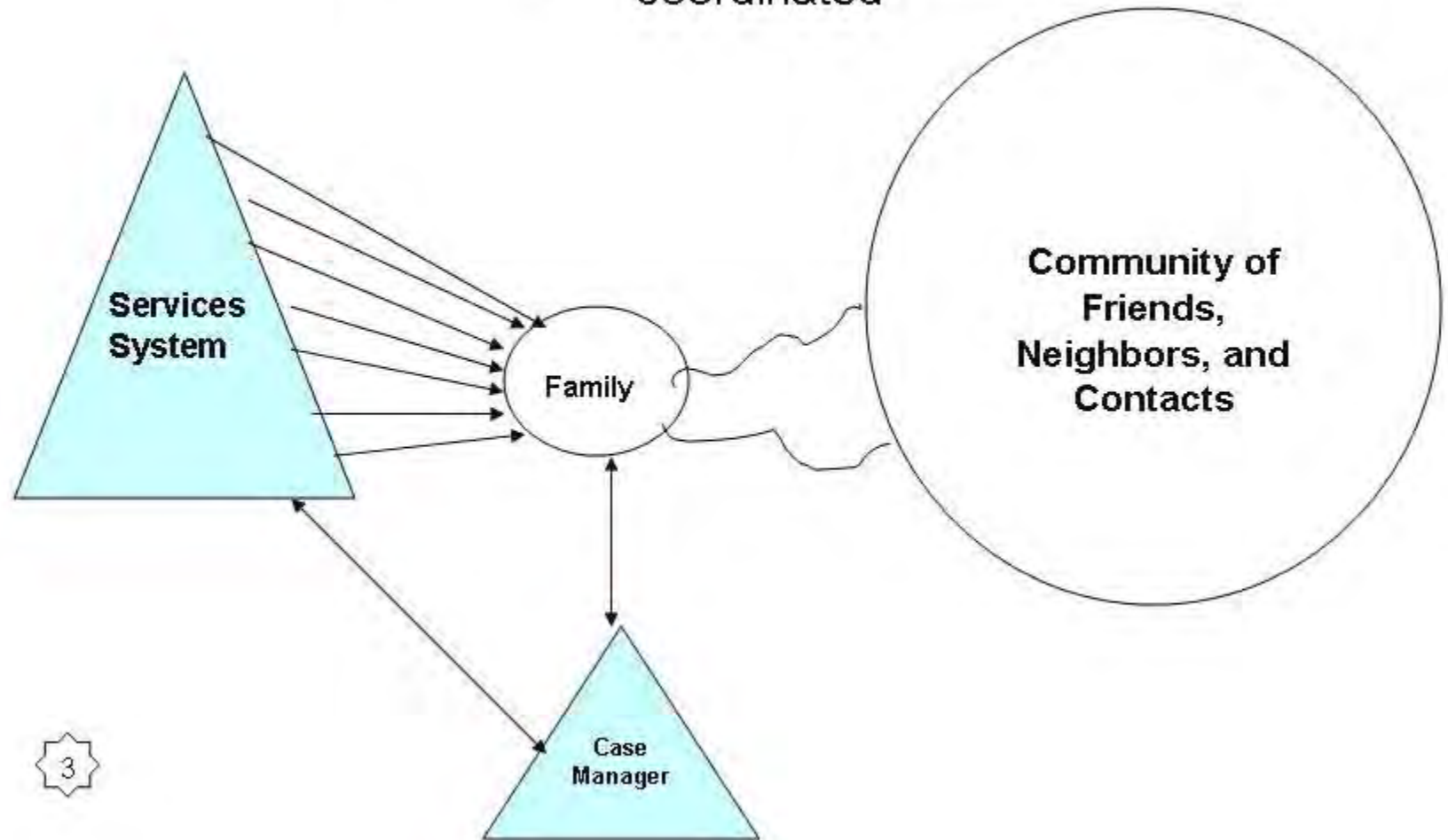


**Circles**<sup>TM</sup>  
NATIONAL CAMPAIGN

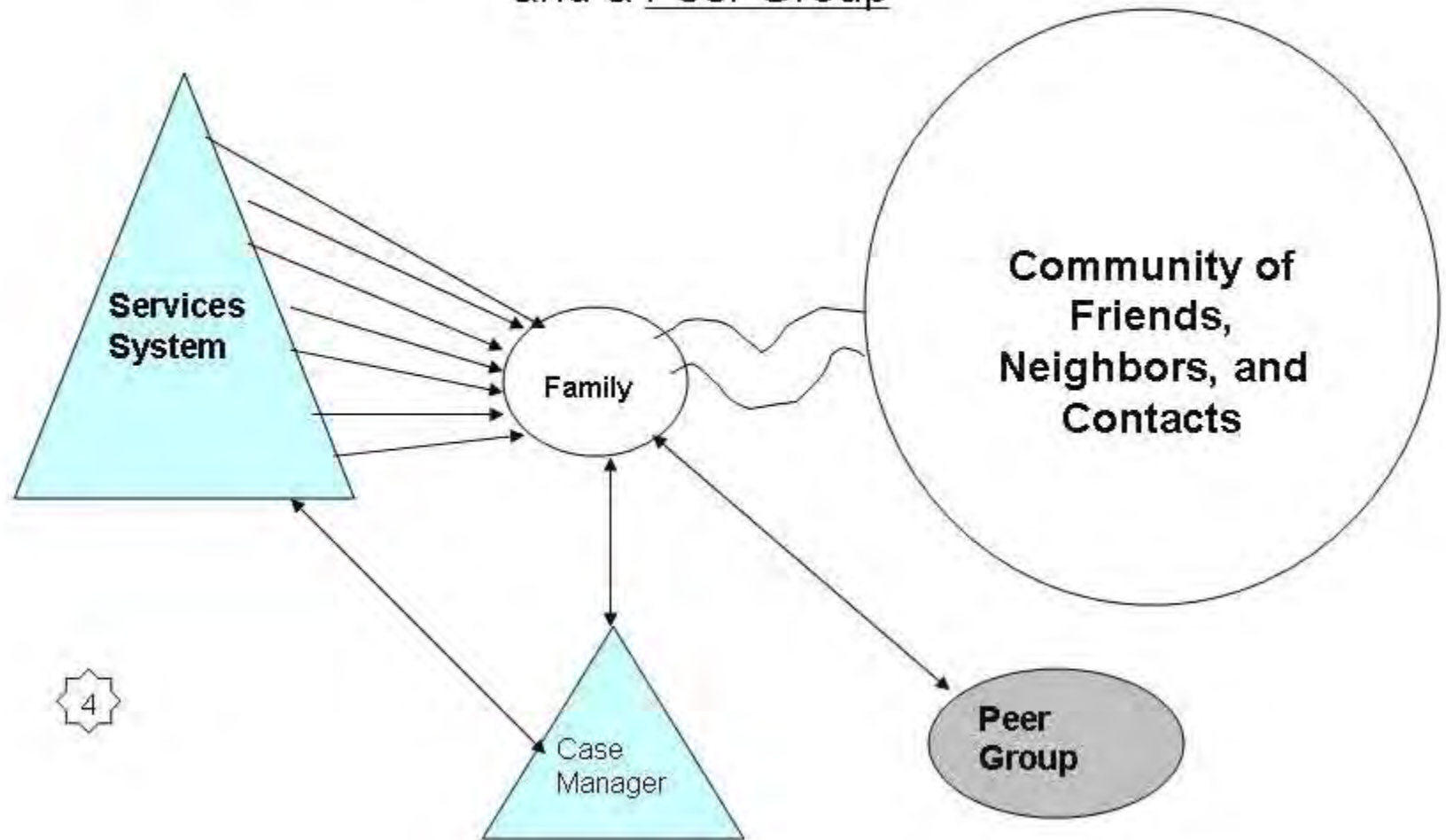
Providing **families** with more services that are not coordinated



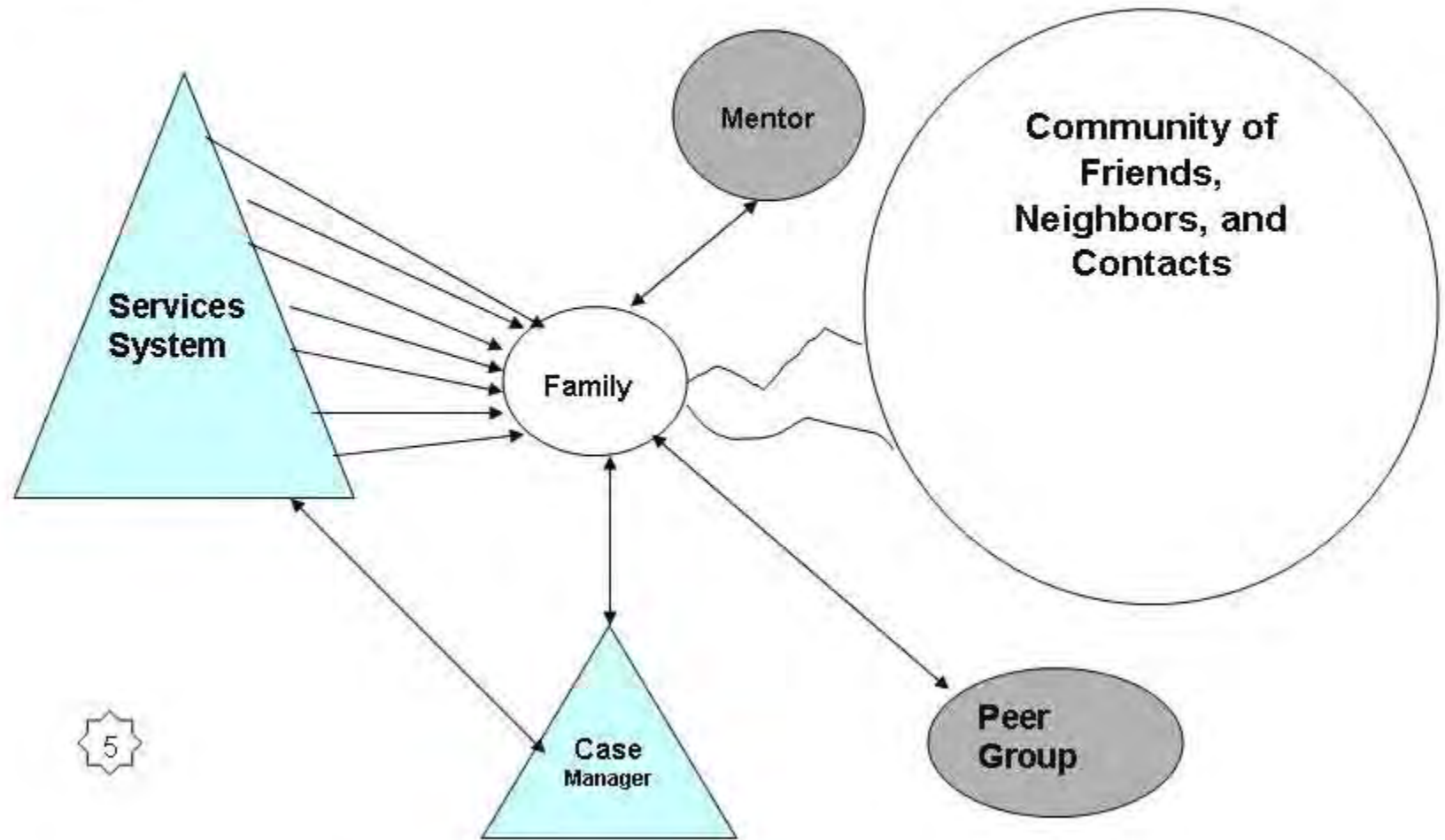
Providing families with services that are coordinated



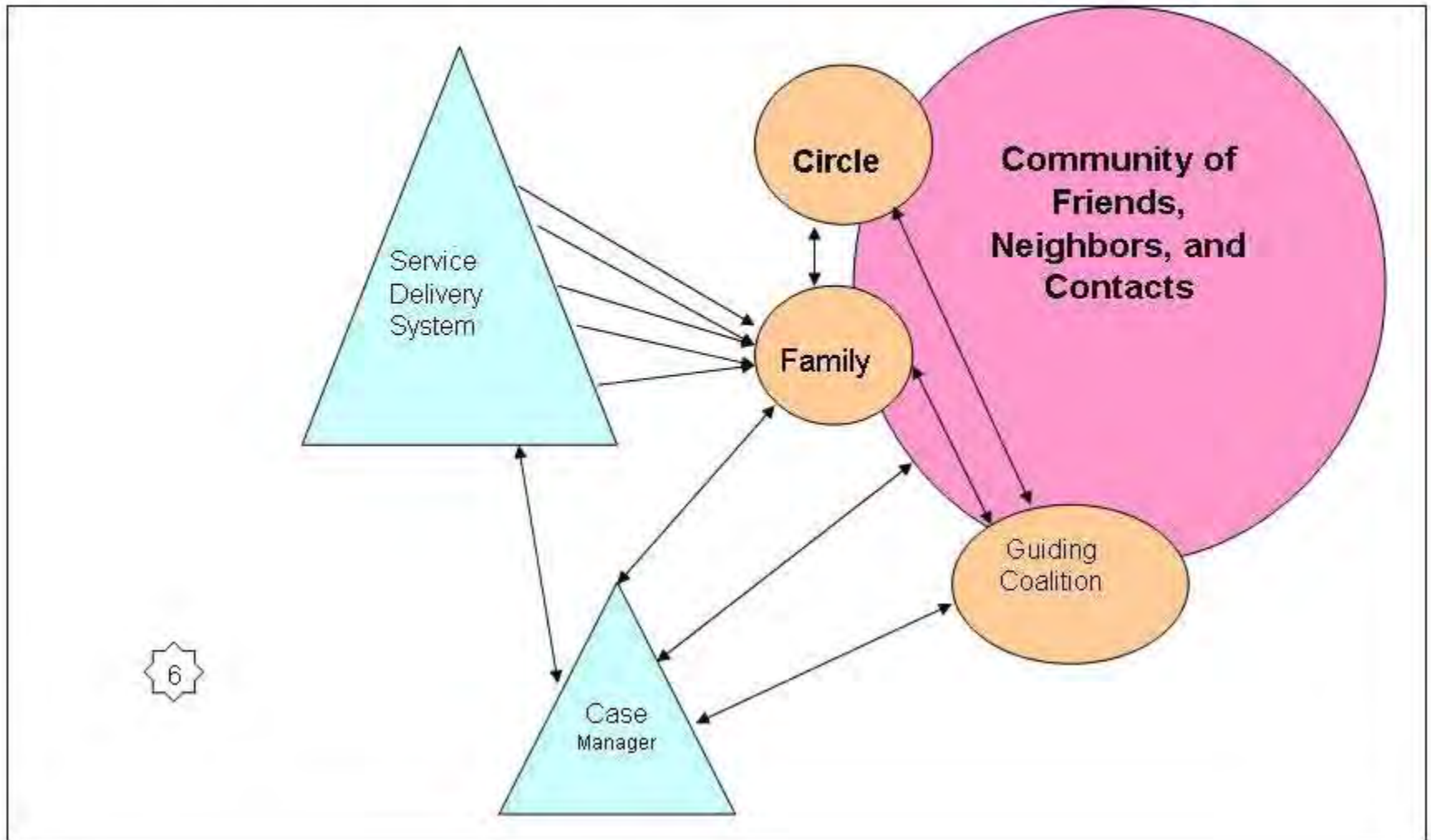
Providing families with services that are coordinated and a Peer Group



Providing families with coordinated services, a peer group,  
And mentor



# Providing families with coordinated services and enduring community relationships







# DRIVING FORCES

## **POVERTY**

Survival, relationships,  
entertainment

## **MIDDLE CLASS**

Work, achievement

## **WEALTH**

Financial, political, social  
connections



# TIME

## **POVERTY**

**Present most important**

**Decisions made for the moment based on feelings or survival**

## **MIDDLE CLASS**

**Future most important**

**Decisions made against future ramifications**

## **WEALTH**

**Traditions and history most important**

**Decisions made partially on basis of tradition/decorum**



# DESTINY

## **POVERTY**

Believes in fate

Cannot do much to mitigate chance

## **MIDDLE CLASS**

Believes in choice

Can change future with good choices now

## **WEALTH**

Noblesse oblige



# LANGUAGE



## **POVERTY**

Casual register

Language is about survival

## **MIDDLE CLASS**

Formal register

Language is about negotiation

## **WEALTH**

Formal register

Language is about networking

# [ Tyranny of the Moment

“The need to act overwhelms any willingness people have to learn.”

Peter Schwartz, *The Art of the Long View*

---

# Pilot Phase of Circles Campaign

*What does it take for*

**1000**

**Hard-Working, Play-by-the-Rules  
Families**

*to move out of poverty in our nation?*

---

# Mission of Move the Mountain

- To inspire and equip communities to end poverty



# MTM Strategies

- Lead national movement: we can and should end poverty
- Design best practices
- Distribute best practices





# What does the Circle leader do?

- Create life changes that lead to permanent self-sufficiency
  - Develop their unique gifts and leaderships skills
  - In time, lead the Circle and give back to the community
  - Use their experience of poverty to advocate for change
-

# Each family enrolls in *Getting Ahead*



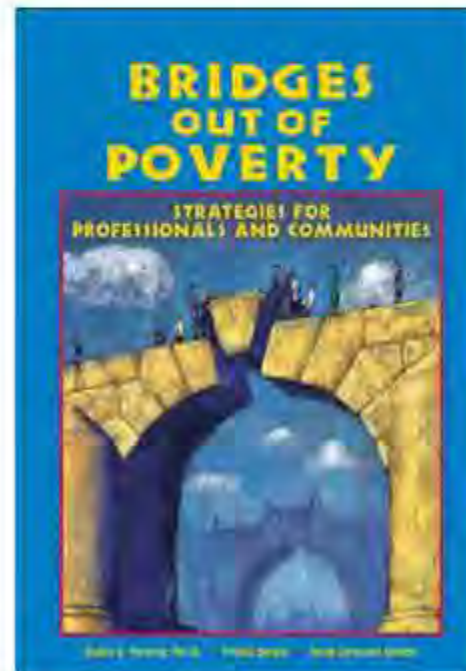
The core of a Circle is 2-4 allies  
**befriending** a family leaving poverty



# What Does an Ally do?

- Create an intentional friendship with someone who wants to get out of poverty
  - Meet with them at least once a month as a circle of allies
  - Attend as many weekly meetings as you can
  - Help eradicate poverty by participating in monthly Big View meetings
  - Be the change in your community
-

To Maximize impact, allies are trained in  
*Bridges out of Poverty*



Graduates of *Getting Ahead* are matched with 2-4 Allies from middle and upper income homes



# Typical bridge out of poverty in the United States



# What have Allies learned so far?

- It helps to be comfortable with things being messy
  - Friendships take time
  - We need to be open to learning about ourselves
-

# [ Building Relationships Across Class Lines

- Takes time
  - Requires new mental models
  - Is “on-the-job” training
  - Is difficult, enjoy the challenge
-

# [ You are not alone—this is a community

- You can make mistakes—we expect it
  - This is a culture where we assume everyone has good intentions and wants to be helpful
  - We are building a community inside of the larger community
-

# Weekly Community Meetings



# Big View Meetings



# Circles Organizing

What is a Circle and how does it work?

What is your role and everyone else's role?

What are the next steps to organizing Circles?

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# Guiding Coalition



# Circles Team

- Recruits, trains, and supports Circles leaders and allies



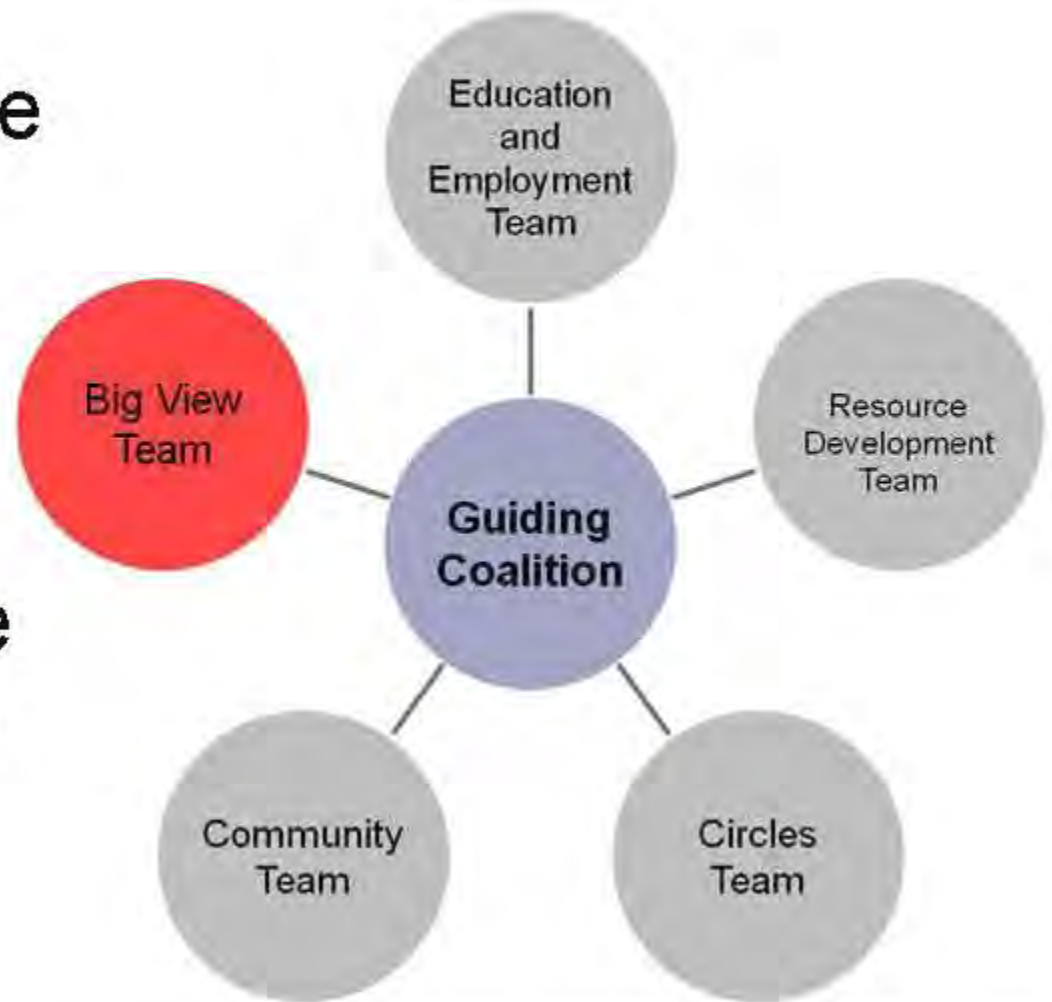
# Community Team

- Ensure that weekly meetings provide community and support for goals

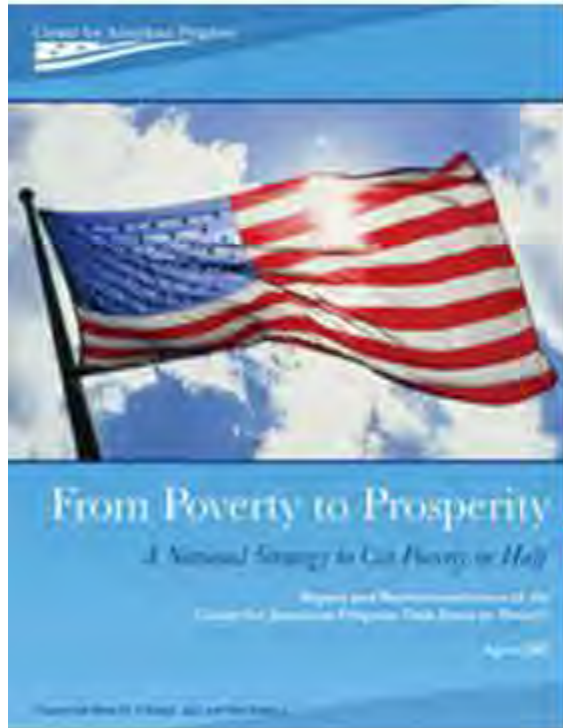


# Big View Team

- Make sure that the community and systemic barriers that people encounter are acted upon by the larger community and systems



# The cost of raising children in poverty is enormous



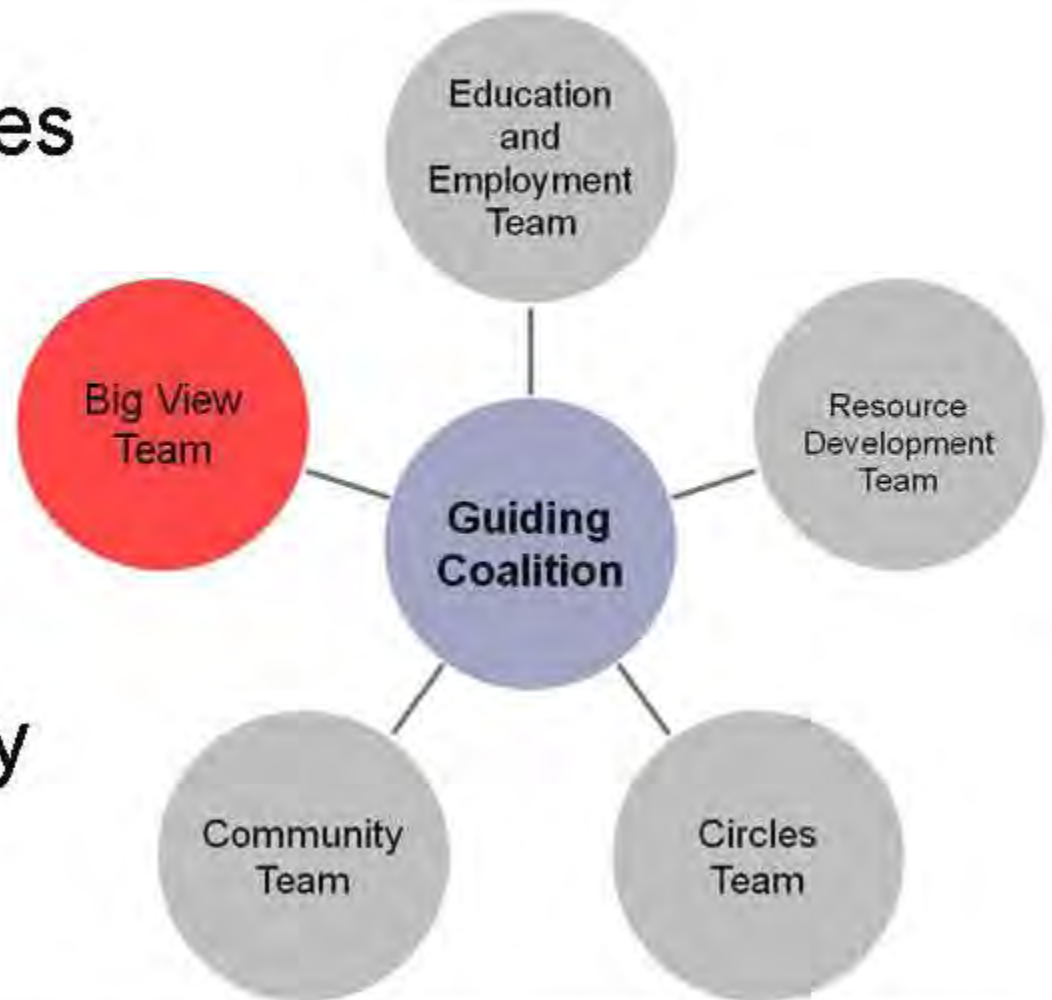
- Increased health care \$170B
- Increased crime \$160B
- Reduced productivity and Economic output \$160B

**TOTAL**

**\$500B**

# Big View Team

- To use the stories of Circles to change the mindset of the public so that people want to help end poverty



# Education and Employment

- Make sure that Circle leaders have access to education and jobs and can complete education and retain jobs



# Resource Development Team

- Make sure the Circles initiative has enough money, donations, and other resources to help people reach their goals





# New Circles Sites in 2009

- Wilkes, Yadkin, and Anson Counties, NC
- Merced, CA
- Meriden, CT
- York, PA
- Newton, KS
- Sarnia, Canada
- Scott Co, IN
- Dayton, OH



# Sample of Potential Sites in 2010

- Ft Collins, CO
  - Boulder, CO
  - Eugene, OR
  - San Diego, CA
  - Los Angeles, CA
  - Orange Co, CA
  - Albuquerque, NM
  - Reno, NV
  - Bartlesville, OK
  - Delta, Mississippi
  - Columbus, GA
  - Mt Pleasant, SC
  - Charlotte, NC
  - Lima, OH
  - Youngstown, OH
  - Indianapolis, IN
  - Southbend, IN
  - Austin, TX
-

# Local and national partners

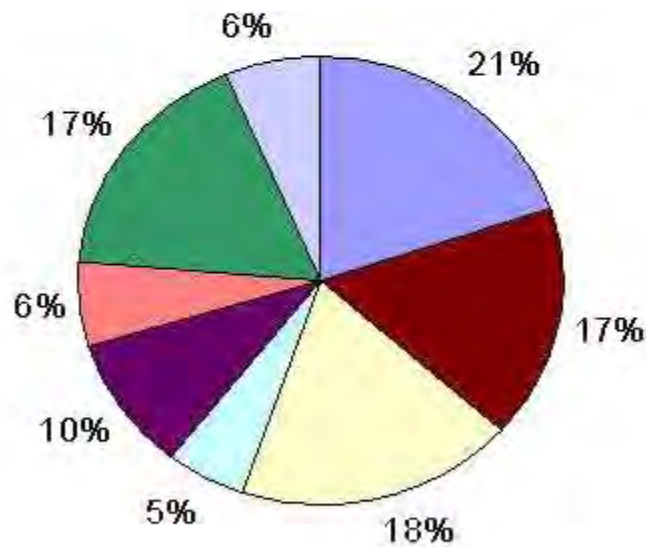
- **Aha!** Process--*Bridges out of Poverty*
- Global Ministries--United Methodist Church
- United Way 
- Community Action Partnership
- Goodwill Industries
- Community Foundations



# Benefits of these partnerships

- Louder message: we can and should end poverty
  - Strengthen Circles model
  - Stronger local partnerships
  - Stronger local funding
  - Increased national network of Circles sites
-

# 2009 Sample of funding



- Community Foundation
- Corporate Foundation
- Community Services Block Grant
- Faith-based/Church
- Federal Government
- Private Donor
- State/Local Government
- United Way

# 2009-2012 \$ Commitments

## Sample of 27 sites \$7.28M

<b>\$1,752,521</b>	CSBG
<b>\$ 540,552</b>	Other federal funds
<b>\$1,988,029</b>	State funds
<b>\$1,766,822</b>	Local foundations
<b>\$ 232,194</b>	Corporate
<b>\$ 394,088</b>	Private donors
<b>\$ 439,021</b>	United Way
<b>\$ 168,674</b>	Faith groups

---

What does it take to  
be self-sufficient in  
your community?

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# Lives are being Transformed



# Checklist



What would it cost for a family of 4  
with 1 pre-school age child and 1  
school age child in York County?

Housing

Childcare

Food

Transportation

Healthcare

Misc

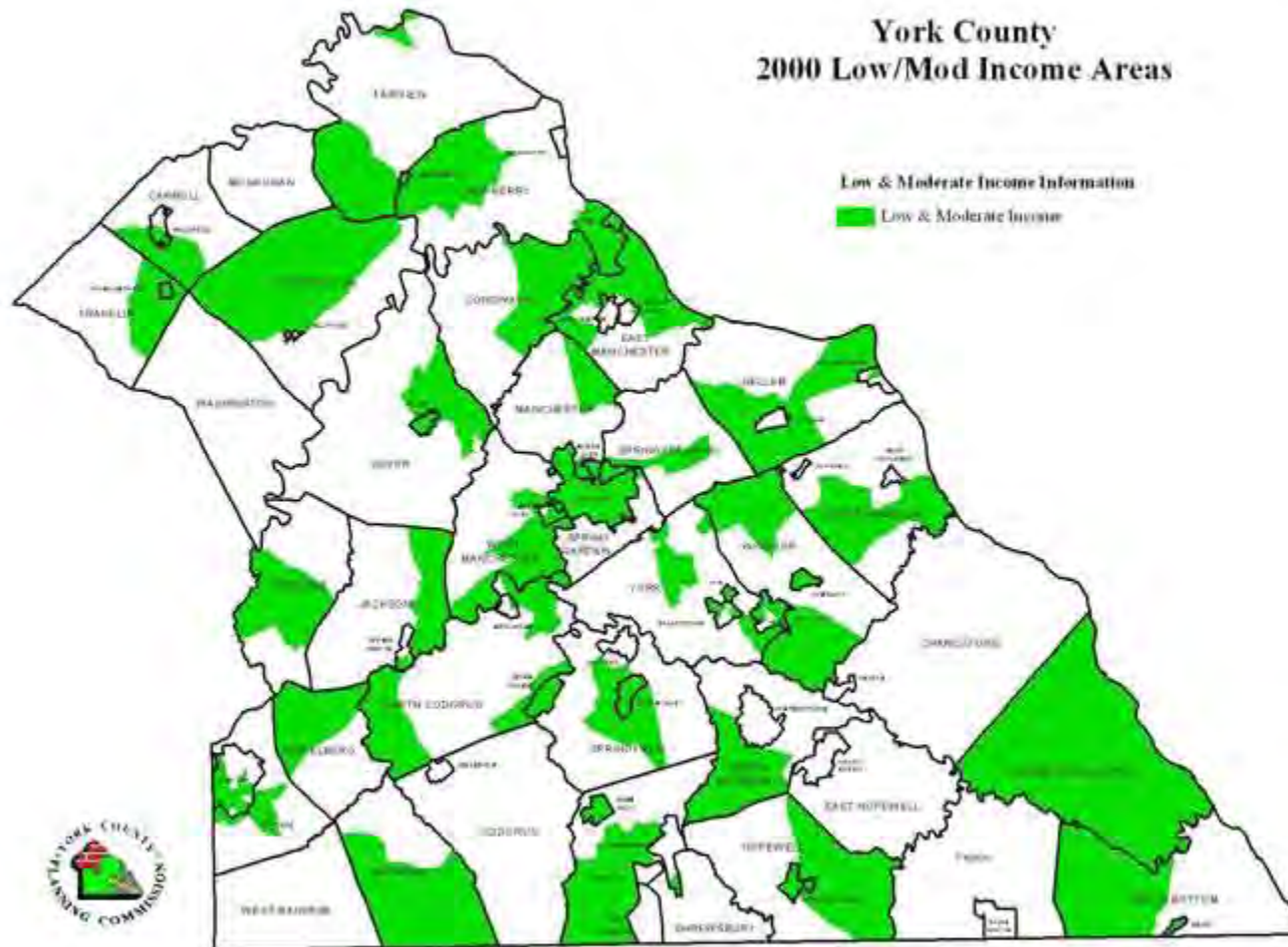
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Table 38  
The Self-Sufficiency Standard for York County, 2008

<b>MONTHLY COSTS</b>	<b>Adult</b>	<b>Adult + Preschooler</b>	<b>Adult + Infant + Preschooler</b>	<b>Adult + Preschooler Schoolage</b>	<b>Adult + Schoolage Teenager</b>	<b>Adult + Infant Preschooler Schoolage</b>	<b>2 Adults + Infant Preschooler</b>	<b>2 Adults + Preschooler Schoolage</b>
Housing	562	713	713	713	713	861	713	713
Child Care	0	566	1127	1109	543	1670	1127	1109
Food	193	293	381	438	507	514	548	603
Transportation	222	228	228	228	228	228	436	436
Health Care	119	267	280	286	307	298	338	344
Miscellaneous	110	207	273	277	230	357	316	320
Taxes	276	500	696	715	477	971	749	767
Earned Income Tax Credit (-)	0	-40	0	0	-119	0	0	0
Child Care Tax Credit (-)	0	-68	-105	-105	-65	-100	-100	-100
Child Tax Credit (-)	0	-83	-167	-167	-167	-250	-167	-167
<b>SELF-SUFFICIENCY WAGE</b>								
<b>HOURLY</b>	<b>\$8.42</b>	<b>\$14.68</b>	<b>\$19.47</b>	<b>\$19.86</b>	<b>\$15.08</b>	<b>\$25.85</b>	<b>\$11.25 per adult</b>	<b>\$11.44 per adult</b>
<b>MONTHLY</b>	<b>\$1,482</b>	<b>\$2,583</b>	<b>\$3,427</b>	<b>\$3,495</b>	<b>\$2,653</b>	<b>\$4,550</b>	<b>\$3,961</b>	<b>\$4,025</b>
<b>ANNUAL</b>	<b>\$17,780</b>	<b>\$30,997</b>	<b>\$41,119</b>	<b>\$41,937</b>	<b>\$31,839</b>	<b>\$54,600</b>	<b>\$47,536</b>	<b>\$48,304</b>

# 2000 Low/Mod Income Areas

## York County 2000 Low/Mod Income Areas



Based on 2000 Census, **49** block groups in the balance of the County (not including York City) have greater than 51% of the residents with incomes less than 80% of the median area income.

Providing families with services that are not coordinated

