

**MORE
THAN
WHEELS**

better your credit. change your life.

Context

- In New England, more than 90% of residents require a car to get to work – but need good credit to buy a reliable car
- Poor credit scores force low income families to predatory lenders
- More Than Wheels launched in 2001 in N.H. – now in VT, ME and MA
- Award-winning – President Obama named us one of 4 most innovative U.S. nonprofits

History

- Started in 2001 by car dealer, Robert Chambers, who observed the prevalence of predatory lending to lower income individuals
- Founded in New Hampshire, now expanding into Massachusetts, Maine and Vermont
- By the end of 2012, we will have guaranteed more than 1700 loans, for over \$17.5 million with default rates less than 5%

What does More Than Wheels do?

Three core services:

- Help consumers purchase reliable, fuel efficient cars while getting the best price and low interest
- Provide Credit repair and financial fitness training (counselors work with clients for the entire 5-6 years of the loan)
- Utilize donated cars for clients in urgent need of a leased car while in the program

Mission

To break the cycle of poor credit for struggling individuals and families using the car buying process as the catalyst to bring lasting change, economic stability and control.



The Math is Simple

NEED A CAR?

\$74/Wk – Financing Guaranteed
Bad Credit – No Problem



VS.

MORE THAN WHEELS

Get a Low Interest Loan on a
Good Car!



2001 Ford Explorer

Down Payment	\$2,195
Car Mileage	97,160
Gasoline MPG	19
Interest Rate	34%
Monthly Payment	\$318.20
Warranty	NONE
<small>(60 month financing)</small>	

2009 Toyota Corolla

Down Payment	-\$0-
Car Mileage	100
Gasoline MPG	32
Interest Rate	5.29%
Monthly Payment	\$301.05
Warranty	6 Yr/100,000
<small>(66 month financing)</small>	
	Mile Extended

LIFETIME CAR OWNERSHIP COSTS

Car with Interest	\$19,092
Maintenance & Repairs	\$7,641
Gas	\$8,684
Cash Down Payment	\$2,195
Fee	\$0
Residual Value	\$500

LIFETIME CAR OWNERSHIP COSTS

Car with Interest	\$19,869
Maintenance & Repairs	\$3,351
Gas	\$5,672
Cash Down Payment	\$0
Fee	\$895
Residual Value	\$5,500

\$37,112

\$24,287

New MA Partners - 2012

Lending Partners

M/A-com

RTN

Remote Partners

The Worcester Community Action Council

Oak Hill/Neighborworks

Marlboro – Employment Options

Merchants Car Dealership (Hooksett)

The value of WebEx Technology

- Financial Fitness training by home computer or at remote partners
- Frequent meetings with credit counselors
- 76% of clients are utilizing WebEx
- Slightly more likely to complete the program
- Expansion – can serve clients anywhere (within range of a car dealership and lender)

Launch of New partnerships

- October 10 Press Conference – Marlboro
 - Senator Jamie Eldridge
 - Treasurer Grossman
- October 17 Press Conference – The WCAC, Worcester
 - Senator Moore
 - Senator Chandler
 - Congressman McGovern
 - Town Councilors

Progress

- Call volume highest ever: 260/month
- Clients dropout rate significantly lower
- 100% of clients that complete the program get their new or gently used car
- 165 - 180 graduates in 2012

Benefits Are More Than a Car

