

Organization visited

_____ The Lift _____

Date of visit

_____ February 24, 2017

Wells Foundation board member(s) visiting

- _____ Inez Bergquist _____ [your names]
- _____ Rena Turnham, Deacon at St. Mark's _____

Staff members visited

- _____ Cathy Heying _____ [name], _____ Exec. Dir. _____ [title]
- _____ [name], _____ [title]

Key points

[Bracketed items that are just suggested examples of things

The Lift, a nonprofit car repair service is four years old, started April 13, 2013, and has grown 15 times their original size. They rent space/car bays from Dan's Car Wash on 58th and Nicollet in Minneapolis. Rena and I visited their office and saw the mechanics at work in the shop. At the beginning, they rented one bay and now have five, as well as expanded office space.

They provide car repair at minimal cost-\$15 per hour for labor and cost for parts. The mechanics are paid \$15 per hour, compared to an average \$13. Per hour for some car places. Cathy Heying, the executive director, is justifiably very proud of creating jobs, some to formerly homeless people.

This is about one third the cost of normal repair shops. They provide a free pre-purchase inspection for clients and see any number of repair types.

They are funded 1/3 by individual donations, 1/3 by foundations, and additional groups like congregations will do a "second offering". Donor retention is 60 percent. It sounds like they are very connected in the community, asking other for profit car places for donations as well.

Cathy Heying, the founder and ED, is a Dunwoody grad who also has a counseling degree and worked previously at St. Stephen's, so knew Monica and a number of others, like Rolf Loewenberg. So, she found a career to combine all her talents. She is talking with others who wish to replicate the Lift model in other areas of Minnesota and other states.

They currently have about 15 volunteers who run 3 hour shifts. Recently they started offering internships to Hennepin County Technical auto repair students.

Their main issues are capacity-how many cars can they handle-and efficiency-not all people show up for their appointments. Virtually all clients have some sort of income handicap.

Cathy was very appreciative of our visit and also our grant to The Lift. She does visits to Sunday morning meetings and services to talk about The Lift to various congregations and would be open to coming to St. Mark's sometime.

Partnering/volunteer opportunities

- _____ [How might St. Markans become involved with the organization]
- _____ [Any other message(s) to carry away]

The Lift has obvious limitations on volunteering to work on the cars, although they have volunteers work at reception and phones, checking people in, and fundraising events. Since they have a lot of informal

counseling/listening work, Rena suggested having volunteers just to listen and visit with clients as they wait, possibly through City House, the nonprofit where she and Rolf Loewenberg work.