



# CFO Leverage Empowers EcOp Memphis with Financial Expertise and Strategic Growth

## OVERVIEW

EcOp Memphis is a transformative non-profit dedicated to providing justice-impacted and under-resourced individuals in the Greater Memphis area with sustainable employment opportunities. Through its Shepherd's Work program, EcOp supports individuals with job placement, life coaching and mentorship. As the organization transitioned into a standalone 501(c)(3) non-profit, it faced new financial and operational challenges. That's where CFO Leverage stepped in.

## THE CHALLENGE

In 2017, EcOp Memphis expanded its impact by launching a third-party employment ministry, hiring Shepherds to directly support local employers. However, when the organization moved away from the Memphis Leadership Foundation and became an independent 501(c)(3), it needed robust financial oversight, back-office support and compliance expertise to ensure sustainable growth.

The organization required financial structure and guidance—from handling accounting audits and payroll reconciliations to maintaining accurate invoicing and accounts receivable. EcOp needed a financial partner who could provide these essential services without the high cost of hiring a full-time CFO.

## THE SOLUTION

After an introduction by a stakeholder, CFO Leverage quickly became an invaluable partner to EcOp Memphis. The team provided comprehensive financial management, ensuring that all aspects of the organization's back-office operations were handled efficiently. This included:

- Invoicing, payables and accounts receivable management.
- Internal reconciliations for accurate reporting.
- Cash flow forecasts for board decisions.
- Financial reports for management insights.

Beyond financial services, CFO Leverage became an active strategic partner, attending board meetings, providing financial updates and participating in community networking events. Their hands-on approach made them feel like an extension of EcOp's team.

## Results

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By working with CFO Leverage, EcOp Memphis benefited from:



### Significant Cost Savings

Avoiding the high salary and benefits package of a full-time CFO.



### Operational Efficiency

Streamlined financial processes, ensuring compliance and accuracy.



### Scalability for Growth

Financial support that will continue to be essential as EcOp expands beyond Memphis.

## Next Steps

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EcOp Memphis plans to expand its reach beyond Memphis, North Mississippi and Arkansas, and CFO Leverage will remain a key partner in ensuring financial stability and operational success. As the organization grows, the need for reliable financial expertise will only increase—and CFO Leverage will be there every step of the way.



*“It has been wonderful. CFO Leverage saves us money, ensures compliance, and provides expert financial guidance—without the cost of a full-time CFO.”*

**KEUSI DONALD**  
**EXECUTIVE DIRECTOR/LEAD SHEPHERD**

**Want to optimize your financial operations like EcOp Memphis? Partner with CFO Leverage today.**

**Learn More**

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