

# WITHDRAWAL SHEET

## Clinton Library

**Collection:** Domestic Policy Council-Reed, Bruce

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**OA/Box:** OA 18942

**File Folder:** Goodwill

**Date:** 3/29/04

DOCUMENT NO. & TYPE	SUBJECT/TITLE	DATE	RESTRICTION
1. list	Goodwill Industries attendees for Lake Charles, LA event, 10/24/96, 2p (partial)	10/23/95	P6/B6

**RESTRICTIONS**

**P1** National security classified information [(a)(1) of the PRA].

**P2** Relating to appointment to Federal office [(a)(2) of the PRA].

**P3** Release would violate a Federal statute [(a)(3) of the PRA].

**P4** Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA].

**P5** Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA].

**P6** Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA].

C. Closed in accordance with restrictions contained in donor's deed of gift.

**B1** National security classified information [(b) (1) of the FOIA].

**B2** Release could disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA].

**B3** Release would violate a Federal statute [(b)(3) of the FOIA].

**B4** Release would disclose trade secrets or confidential commercial financial information [(b)(4) of the FOIA].

**B6** Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA].

**B7** Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA].

**B8** Release would disclose information concerning the regulation of financial institutions [(b)(9) of the FOIA].

**B9** Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA].

*W. Goodwill*

**To:** Samara Weinstein  
**From:** Michael Langton *ML*  
**Subject:** Brief Background on Goodwill's Welfare to Work  
 Demonstration Program  
**Date:** October 22, 1996

## MEMORANDUM

I was great talking to you yesterday about Goodwill's Welfare to Work Demonstration Program. I was delighted to hear you were already aware of us. After two years of working on this issue with the Congress, The White House, OMB, and HHS it's rewarding to know our message has gotten out.

However, to provide you with a more detail understanding of our Demonstration Program so you will be empowered to assist us with the actual grant award, I am providing a series of documents as follows:

- The Job Connection, color brochure.
- Goodwill's Welfare to Work "Job Connection", a two page background paper.
- Memo to Rich Tarplan on Update on Appropriations, September 23, backgrounder on the final days of the Appropriations, Omnibus CR process.
- Fax Memo & Attachments from Jim Sourwine, Senate Appropriations Staffer, indicating the Appropriation was increased from \$17 Million to \$44 Million to provide the \$10 Million for Goodwill.
- Memo to Bruce Reed outlining our language in The Welfare Bill and Appropriations Bill.
- Letter to Steve Goodin, Presidential Aide, requesting Presidential Visit. Note: Steve called back and they have accepted our invitation and will be scheduling as soon as possible, maybe before the election.
- Letter of Invitation to Secretary Shalala to visit and make an Announcement.
- Memo to Bruce Reed seeking a Presidential Announcement of our \$10 Million while in Daytona Beach.

Samara, after you have a chance to review these documents, I would appreciate a call so we could plot strategy to provide you whatever you would need to move forward as quickly as possible to a contract and grant award to Goodwill for the \$10 Million Demonstration.

Thank you so much for your wiliness to assist us.

cc: Rich Tarplan and Bruce Reed

Post-it® Fax Note	7671	Date	10/22	# of pages	1
To	Bruce REED	From	ML		

*WR Goodwill*

**To:** Bruce Reed/Cathy Mays  
**From:** Michael Langton *ML*  
**Subject:** President's Announcement of Goodwill's Welfare to Work Demonstration Project in Daytona Beach?  
**Date:** October 22, 1996

# MEMORANDUM

## FOR IMMEDIATE ATTENTION

Terrie Brady, Florida Democratic Party Chairwomen told me late last night that the President would be speaking in Daytona Beach on Welfare to Work Programs, tomorrow, Wednesday, October 23.

Bruce this would be an excellent opportunity for the President to announce the Goodwill Demonstration Project award of \$10 Million. He could speak to the fact he worked with Congress to include the program in the Welfare Bill and fought with Congress to include the funding in the Appropriations Bill.

If I could get word he will include us I will get Rev. Don Roberts and perhaps one or more of his "human success stories" to share the platform with the President in Daytona. This will turn a one day story in just a few media markets into a statewide media market story. I feel confident the Florida Press Corps will run with this story if a Florida based spin is attached.

Lyn Hogan has all the information on the "human success stories" because you may remember you guys were trying to work some of that into the President's Acceptance Speech at the Democratic National Convention.

Bruce, can we make this happen? This will be a win, win, for everyone. Thanks my friend for considering this request. I will wait to hear from you.

cc: Lyn Hogan, Domestic Policy Council  
 Rich Tarplan, HHS, Legislative Affairs  
 Samara Weinstein, HHS, Children & Families

Post-it® Fax Note	7871	Date	10/22	# of pages	1
To	BRUCE REED		From	ML	
Co./Dept.			Co.		
Phone #	202/456-5557	Phone #	704/387-3342		
Fax #			Fax #		

*WR - Goodwill*

**To:** Bruce Reed/Cathy Mays  
**From:** Michael Langton  
**Subject:** President's Announcement of Goodwill's Welfare to Work Demonstration Project??  
**Date:** October 17, 1996

# MEMORANDUM

Goodwill's authorizing language is in the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. See attached section.

Goodwill's \$10 Million request has been provided for within the \$44 Million under Social Services and Income Maintenance Research in Children and Families Services Program, in the Making Appropriations for the Department of Defense for Fiscal Year 1997 Conference Report to HR 3610. See attached sections.

Now the question arises. How do we get the President to announce Goodwill's Welfare to Work Demonstration Project during any upcoming visits to Florida or Louisiana in the next few weeks?

Please advise on how we could make this happen!

cc: Rich Tarplan, HHS

*FYI*

Post-it® Fax Note	7671	Date	10/22	# of pages	5
To	<i>Cynthia Rice</i>	From	<i>ML</i>		
Co./Dept.		Co.			
Phone #		Phone #	<i>924/387-3342</i>		
Fax #	<i>202/228-2377</i>	Fax #			

# PERSONAL RESPONSIBILITY AND WORK OPPORTUNITY RECONCILIATION ACT OF 1996

## CONFERENCE REPORT

TO ACCOMPANY

H.R. 3734



JULY 30, 1995.—Ordered to be printed

U.S. GOVERNMENT PRINTING OFFICE

WASHINGTON : 1995

76-906

otherwise), the percentage that has health insurance provided by an agency of government, and the percentage that does not have health insurance.

"(G) The average income of the families of the members of each group.

"(H) Such other matters as the Secretary deems appropriate.

### "(h) FUNDING OF STUDIES AND DEMONSTRATIONS.—

"(1) IN GENERAL.—Out of any money in the Treasury of the United States not otherwise appropriated, there are appropriated \$15,000,000 for each of fiscal years 1997 through 2002 for the purpose of paying—

"(A) the cost of conducting the research described in subsection (a);

"(B) the cost of developing and evaluating innovative approaches for reducing welfare dependency and increasing the well-being of minor children under subsection (b);

"(C) the Federal share of any State-initiated study approved under subsection (f); and

"(D) an amount determined by the Secretary to be necessary to operate and evaluate demonstration projects, relating to this part, that are in effect or approved under section 1115 as of September 30, 1995, and are continued after such date.

"(2) ALLOCATION.—Of the amount appropriated under paragraph (1) for a fiscal year—

"(A) 50 percent shall be allocated for the purposes described in subparagraphs (A) and (B) of paragraph (1), and

"(B) 50 percent shall be allocated for the purposes described in subparagraphs (C) and (D) of paragraph (1).

"(3) DEMONSTRATIONS OF INNOVATIVE STRATEGIES.—The Secretary may implement and evaluate demonstrations of innovative and promising strategies which—

"(A) provide one-time capital funds to establish, expand, or replicate programs;

"(B) test performance-based grant-to-loan financing in which programs meeting performance targets receive grants while programs not meeting such targets repay funding on a prorated basis; and

"(C) test strategies in multiple States and types of communities.

### "(i) CHILD POVERTY RATES.—

"(1) IN GENERAL.—Not later than 90 days after the date of the enactment of this part, and annually thereafter, the chief executive officer of each State shall submit to the Secretary a statement of the child poverty rate in the State as of such date of enactment or the date of the most recent prior statement under this paragraph.

"(2) SUBMISSION OF CORRECTIVE ACTION PLAN.—Not later than 90 days after the date a State submits a statement under paragraph (1) which indicates that, as a result of the amendments made by section 103 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996, the child poverty rate of the State has increased by 5 percent or more since the

# MAKING APPROPRIATIONS FOR THE DEPARTMENT OF DEFENSE FOR FISCAL YEAR 1997

## CONFERENCE REPORT

TO ACCOMPANY

H.R. 3610



SEPTEMBER 29, 1996.—Ordered to be printed

U.S. GOVERNMENT PRINTING OFFICE

WASHINGTON : 1996

27-109

### SOCIAL SERVICES BLOCK GRANT

The conference agreement provides \$2,500,000,000, instead of \$2,480,000,000 as proposed by the House in H.R. 3755 and \$2,240,000,000 as proposed by the Senate in H.R. 3755 as reported from Committee. The agreement supersedes P.L. 104-193, the Welfare and Medicaid Reform Act, which provides \$2,380,000,000 for the social services block grant in fiscal year 1997.

### CHILDREN AND FAMILIES SERVICES PROGRAMS

#### (INCLUDING RESCISSIONS)

The conference agreement includes \$5,383,569,000, instead of \$4,883,793,000 as proposed by the House in H.R. 3755 and \$4,888,494,000 as proposed by the Senate in H.R. 3755 as reported from Committee. In addition, the agreement includes rescissions of prior appropriations of \$27,000,000 as proposed by the Senate. The House bill included no rescissions. The agreement includes \$3,981,000,000 for the Head Start program and \$489,600,000 for the Community Services Block Grant.

Within the social services and income maintenance research activity, the conferees are in agreement with the Senate Report concerning the use of funds for the completion of current family support center grants. The conference agreement also includes sufficient funding within this activity to carry out activities authorized by section 413(h)(3) of the Social Security Act involving demonstrations of innovative strategies which would include funding for successful programs that move people from welfare to work. The Secretary is urged to provide funding that is fully adequate to carry out this section.

The conferees expect the Department to contribute, from resources provided for social services research, to the Residential Energy Consumption Survey and the Census Bureau March current population survey to assure that the low-income household component is included in the survey.

The conferees concur in the Senate Report language concerning the job creation demonstration authorized under section 505 of the Family Support Act of 1988 and the language concerning the Alaska Federation of Natives.

The agreement includes language as proposed by the Senate requiring the Secretary to use up to one percent of CSBG funds in FY 1997 to correct allocation errors that occurred in FY 1995 and FY 1996 to ensure that the minimum allotment to each State for each of those years would be \$2,222,460. The House bill had no similar provision.

The agreement includes language as proposed by the Senate requiring that no more than one-half of one percent of CSBG funds shall be used to carry out section 674(a) of the Community Services Block Grant Act. This section deals with training and technical assistance, evaluation and data collection. The House bill had no similar provision.

The agreement inserts several legal citations proposed by the Senate modified to cite the Social Security Act instead of the Welfare Reform Act, deletes a citation for the community schools program under the Crime Trust Fund proposed by the Senate and de-

1107

	FY 1996 Comparable	FY 1997 Request	House	Reported Senate	Conference	FY 1996 Conference vs House	Senate	Diff
PROGRAMS								
Office:	3,669,328	3,987,000	3,600,000	3,600,000	3,981,000	+381,000	+381,000	0
uth program		69,572						0
	43,683		43,653	43,653	43,653			0
09	14,949		14,949	14,949	14,949			0
	68,607	68,572	68,607	68,602	68,602			0
Iva		30,000						0
	21,076	22,884	21,026	21,026	21,026			0
189	14,164		14,184	14,184	14,184			0
189	9,836					-9,836		0
	12,281	14,406	12,281	12,281	12,281			0
	277,309	291,899	277,389	277,389	291,989	+14,600	+14,600	0
	2,000		4,000	4,000	4,000			0
		38,178						0
(non-add)	(6,000)	(6,000)	(6,000)	(6,000)	(6,000)			NA
		(16,000)	(16,000)	(16,000)	(16,000)			NA
	17,000		11,000	16,000	13,000	+2,000	+2,000	0
research		10,000		17,000	44,000	+44,000	+44,000	0
	32,643	32,619	35,042		62,000	+29,367	+29,367	0
	23,000	60,869		32,835	32,835	+9,835	+9,835	0

under budgeted  
price reduction

**CHILDREN AND FAMILIES SERVICES**

Programs for Children, Youth, and Family Head start.....

Consolidated runaway, homeless youth

Runaway and homeless youth.....

Runaway youth - transitional living

Subtotal runaway.....

Teen pregnancy prevention initiative

Child abuse state grants.....

Child abuse discretionary activities

Temporary child care/crisis nurseries

Abandoned infants assistance.....

Child welfare services.....

Child welfare training.....

Child welfare innovative programs

Child welfare longitudinal study

Welfare reform research (non-add)

Adoption opportunities.....

**Social services & income maintenance**

Family violence 1/.....

Community Based Resource Centers.....

1/ \$32,543,000 funded in Senate bill for women's shelters with the violent crime trust fund.

3 pages

UNITED STATES SENATE

Committee on Appropriations

Subcommittee on Labor, Health and Human Services,  
Education and Related Agencies

184 Dirksen Senate Office Building

Phone (202)224-7230 FAX (202)224-1360

TO: ~~Sandy Farallo~~ Mike Langton  
c/o Wellesley Inn

FAX#: 904-387-3364

FROM: JIM SOURWINE

DATE: 10/2/96

RE:

We increased the appropriation to \$44 million from Senate level of \$17 million, to make sure all items, including Goodwill, were accounted

↑  
note message

WR - Goodwill

## **Goodwill's Welfare to Work "Job Connection"**

### **BACKGROUND/SUCCESS OF PROGRAM**

The JOB CONNECTION aggressively targets, employs, and places chronically unemployed welfare recipients into unsubsidized, private sector employment by utilizing the business activity and payroll generated by the donated goods business. Located in neighborhood settings, the Job Connection is easily accessible to the donors of usable discards, shoppers, as well as persons seeking job experience and job placement **outside the typical welfare track**. Because the donated goods business is **self-supporting once Goodwill JOB CONNECTIONS are constructed**, there is no need for public sector subsidies to employ and place chronically unemployed persons into **unsubsidized, private sector employment**.

Since the inception of the JOB CONNECTION which we operate in 14 neighborhoods in SW Florida and have replicated the prototype in 3 neighborhoods in Central Louisiana, we have successfully placed over 1,500 persons from welfare to work in unsubsidized, private sector employment. Our retention rate after two years is 70% in Florida and 80% in Louisiana.

### **REPLICABILITY OF PROGRAM NATIONALLY**

The JOB CONNECTION program, fully replicated nationally, would create 104,000 jobs within Goodwill, a payroll nearing \$2 Billion annually, and would each year graduate 208,000 persons from Welfare to Work in unsubsidized, private sector employment, at no continuing or annual operating expense to the Federal Government.

GOODWILL has a network of over 1400 Centers throughout the nation which could operate as JOB CONNECTION programs once capitalized with neighborhood centers.

### **PERFORMANCE BASED LOAN TO GRANT CONCEPT**

We are seeking \$10 Million in Federal support to capitalize Goodwill's innovation network of JOB CONNECTIONS within two diverse communities to reach full market penetration and to demonstrate the replicability and impact of the JOB CONNECTION model nationally.

These funds would be used to place 9000 welfare recipients in private sector jobs in annual increments over ten years, as established in **performance targets**, or these funds would be repaid on a pro-rated basis to HHS by Goodwill. This expenditure would be an important ingredient in Florida's, Louisiana's and the nation's efforts to significantly reduce welfare rolls and move aid recipients into real and permanent jobs.

THIS FORM MARKS THE FILE LOCATION OF ITEM NUMBER 1  
LISTED IN THE WITHDRAWAL SHEET AT THE FRONT OF THIS FOLDER.

THE FOLLOWING PAGE HAS HAD MATERIAL REDACTED. CONSULT THE  
WITHDRAWAL SHEET AT THE FRONT OF THIS FOLDER FOR FURTHER  
INFORMATION.

**GOODWILL INDUSTRIES REPRESENTATIVES**

to invite to 10/24/96 Lake Charles, LA event

Page 1 of 2

*WP  
Goodwill*

<b>Name:</b>	Carl W. Bauer	
<b>Title:</b>	Chairman of the Board, Goodwill Industries of Acadiana, in Lafayette, Louisiana	
<b>Date of Birth:</b>	P6/(b)(6)	
<b>Social Security #:</b>		
<b>Phone #s:</b>		
<b>Name:</b>	Priscilla M. Ourso	
<b>Title:</b>	Chairman-Elect of the Board, Goodwill Industries of Acadiana, in Lafayette, Louisiana	
<b>Date of Birth:</b>	P6/(b)(6)	
<b>Social Security #:</b>		
<b>Phone #s:</b>		
<b>Name:</b>	Sandra R. Purgahn	
<b>Title:</b>	President and Chief Executive Officer, Goodwill Industries of Acadiana, in Lafayette, Louisiana	
<b>Date of Birth:</b>	P6/(b)(6)	
<b>Social Security #:</b>		
<b>Phone #s:</b>		

Questions? Call Cynthia Rice at 202/224-9741 (w) or 703/685-0086 (h)  
or Mike Langton 904/387-3342 (w) 904/384-9562 (h)

**GOODWILL INDUSTRIES REPRESENTATIVES**

to invite to 10/24/96 Lake Charles, LA event

Page 2 of 2

<b>Name:</b>	The Rev. Mr. Donald L. Roberts
<b>Title:</b>	President and Chief Executive Officer, Goodwill Industries- Manasota, in Sarasota, Florida
<b>Date of Birth:</b>	P6/(b)(6)
<b>Social Security #:</b>	
<b>Phone #s:</b>	

Questions? Call Cynthia Rice at 202/224-9741 or 703/685-0086  
or Mike Langton 904/387-3342 (w) 904/384-9562 (h)

**To:** Rich Tarplan, Acting Assistant Secretary for Legislative Affairs  
**From:** Michael Langton, Goodwill  
**Subject:** Vice President Al Gore Making Goodwill Announcement  
**Date:** October 3, 1996

## MEMORANDUM

This is an URGENT, URGENT call for your help with the following matter.

**GOAL:** To have Vice President Al Gore announce during his Saturday and Sunday visit to Sarasota the awarding of the \$10 Million Goodwill Welfare to Work Demonstration Project (the funding for which was included in the Omnibus CR signed by the President on Monday night).

Why is this an incredibly wonderful idea? For a lot of reasons:

1. With help from the White House (Bruce Reed and Ken Apfel) the funding was increased in the CR from \$17 Million in the Senate version (nothing in the HOUSE) to \$44 Million to include the \$10 Million Goodwill was seeking for its Demonstration Project.
2. The Vice President will be in Sarasota for 2 days (this week-end) and could make such an announcement at one of our Job Connection Centers.
3. The Welfare Bill will only be in effect less then one week, and what better way to show the Administration's commitment to making it work, then to call attention to a successful private sector solution to the problem.
4. The President is personally committed to visit one of our Centers in the near future (as per Steve Goodin, Presidential Aide), so a visit is certainly a good idea for the Administration.
5. The announcement sends a very strong and right message at a critical time and in a critical state in the nation.
6. It can be done very quickly with little difficulty due to the VP's scheduled visit and timing could not be more perfect for all the reasons stated above.

What needs to happen immediately: HHS would need to coordinate with the White House the approval, terms and language for such an outstanding announcement.

By this memo I am requesting in behalf of Goodwill that HHS and the White House give serious consideration to this request for the next 24 hours with the hopes of implementing this idea. Rich, please call me at 904-387-3342 with your ideas on how I can make this happen.

CC: Bruce Reed, Ken Apfel, Steve Goodin, Lyn Hogan, Stephanie Street- Scheduling

**To:** Bruce Reed/Cathy Mays  
**From:** Michael Langton  
**Subject:** Update on Goodwill in Welfare Reform Bill  
**Date:** July 15, 1996

## MEMORANDUM

As I'm sure you have discovered by now, we have been successful (after a two year campaign) of getting our Demonstration Project language in both the House and Senate versions of the Welfare Reform Bills.

In the House Congressman Clay Shaw inserted us and in the Senate Chairman Roth included us. You must admit, that's pretty damn good for a loyal Democrat and outspoken Clinton supporter like me!

Since you have been a supporter since our first visit with you in your office, I'm confident the White House and HHS will have no problem with this inclusion. Also, at HHS we have visited with Wendal Primus and a number of his staff members (at Senator Moynihan's direction) to discuss the implementation approach when and if we were successful. After the President signs the Welfare Bill into Law, I would greatly appreciate your assistance in arranging another meeting with Mr. Primus and his staff.

Although there is \$15 million in the Welfare Reform Bill to fund these demonstrations, Senator Mack and Congressman Dan Miller are assisting us with including a specific additional Appropriation of \$10 Million in the Labor, HHS, & Education Appropriations Bill. I am unclear of its status as of today.

Bruce, Please advise me immediately if you foresee any problems in what we are doing here. If not I would love to join you guys at a wonderful bill signing on a landmark piece of legislation that the President and all of us at DLC can be proud of!!

cc: Rich Tarplan, HHS

**To:** Bruce Reed/Cathy Mays  
**From:** Michael Langton  
**Subject:** Congratulations on Welfare Bill  
**Date:** August 2, 1996

## MEMORANDUM

Congratulations on the final passage of the Conference Report on the Welfare Reform Bill. While I know this bill has some serious short comings, it is a major step toward true reform of a broken system.

As DLCers we can be very proud of our President for doing what he thinks is right even at the risk of angering some of his friends within the Democratic Party.

As I'm sure you have discovered by now, we have been successful (after a two year campaign) of getting our Goodwill Welfare to Work Demonstration Project language in final Conference Report. Thank you again for your assistance and support throughout our struggle.

If it would be possible, Rev. Don Roberts and I would like to attend the Bill signing. If an invitation could be made available, please contact my office at 904-387-3342 or fax 904-387-3364. Thank you for consideration of my request.

If I don't see you sooner I will hope to find you at the Convention in Chicago.

cc: Alexis Herman, Office of Public Liaison

**To:** Donna Shalala, Secretary, HHS  
**From:** Rev. Donald L. Roberts, President & CEO  
**Subject:** Goodwill Industries Welfare to Work Demonstration Project  
**Date:** August 21, 1996

# MEMORANDUM

For over 2 years I have been working with Senators Mack, Bob Graham, Breaux, Johnston, Moynihan, Kassenbaum, Grassley, Ford, and Roth and Congressmen Shaw, Delay, Gephardt, Gibbons, S. Levin, Jimmy Hayes, and Dan Miller to include language which would allow our highly successful "Welfare to Work" Job Connection Program to become a model for the nation, through the funding of a Demonstration Project. With the passage of the Bill the President is signing today the language below will allow this to become a reality.

**Goodwill Language Included in Welfare Reform Bill:** "The Secretary may implement and evaluate demonstrations of innovative and promising strategies which provide one-time capital funds to establish, expand, or replicate programs; test performance-based grant to loan financing in which programs not meeting such targets repay funding on a prorated basis; and test strategies in multiple States and types of communities."

We want to enthusiastically thank you for the assistance your staff members, **Wendall Primus** (U.S. Senator Moynihan requested he help us), **John Monahan**, and **Rich Tarplin** have provided and their willingness to continue to provide! We are grateful for the advise and guidance they have offered.

**The purpose of this memo is to seek your guidance on what specific steps we should take after today in order to implement the above language? Would you please be so kind as to have someone from your staff call me with your suggestions immediately. Thank you for your assistance.**

In addition to the Authorization language in the Welfare Reform Bill, we are working with Senators Mack and Specter to include the language below in the Labor, HHS, & Education Appropriations Bill. Our friends in the House of Representatives are on record with their commitment to support this additional appropriation language during the Conference Committee meetings on the Bill.

## **LABOR, HHS, & EDUCATION APPROPRIATIONS BILL** **Proposed Language:**

"Goodwill Industries-Manasota, Inc. and Goodwill Industries of Acadiana, Inc. have developed an innovative and highly successful program to move people from welfare to work. The Job Connection Program readies, trains, places, and provides continuing support to welfare recipients seeking private sector employment. Based on Job

Donna Shalala, Secretary, HHS

Page 2

August 21, 1996

Connection retention rates of more than 70 percent, a \$10 million "performance-based loan to grant" is appropriated to effectively capitalize this program without any further operational funding necessary. These funds would be used to place 9000 welfare recipients in private sector jobs in annual increments over ten years, as established in performance targets, or these funds would be repaid on a pro-rated basis to the funding agency by Goodwill. New Job Connection Centers will be constructed in Four (4) Urban Florida Counties and Six (6) Rural Louisiana Parishes. This expenditure would be an important ingredient in Florida's, Louisiana's and the nation's, efforts to significantly reduce welfare rolls and move aid recipients into real and permanent jobs."

For further information, please contact:

The Rev. Donald L. Roberts, President/C.E.O., 7501 Bradenton Road, Sarasota, Florida, 34243-3203, (941)-355-2721.

Sandra Purgahn, President/CEO, P.O. Box 81725, Lafayette, La. 70598-1725, (318)261-5811.

# WELFARE-TO-WORK PROGRAM GOODWILL INDUSTRIES-MANASOTA, INC.

INTRODUCING  
THE NEW GOODWILL  
*"Neighborhood Community Training Center (CTC)"*

## *THE JOB CONNECTION*



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## **Clinton Presidential Records Digital Records Marker**

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This marker identifies the place of a publication.

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Publications have not been scanned in their entirety for the purpose of digitization. To see the full publication please search online or visit the Clinton Presidential Library's Research Room.

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EXECUTIVE OFFICE OF THE PRESIDENT

Office of Management and Budget  
Associate Director for Human Resources  
260 Old Executive Office Building  
Washington, DC 20503

Fax #: 395-5730

Phone #: 395-4844

FACSIMILE COVER SHEET

DATE: 10-04

TO: Bruce

Fax Number: \_\_\_\_\_

Number of pages (including cover sheet): 2

FROM: Ken

REMARKS:  
Call me on this when  
you return.  
Thank

2P 8

**LANGTON ASSOCIATES**

4244 ST. JOHNS AVE.  
JACKSONVILLE, FL 32210  
PHONE: (904) 387-3342  
FAX: (904) 387-3364

DATE: 10/3/94

TO: Brace ReedFAX: 202/456-5557FROM: Mike Langton**COMMENTS:**

SEE ATTACHED MEMO TO RICH TAIPLAN

**To:** Rich Tarplan, Acting Assistant Secretary for Legislative Affairs  
**From:** Michael Langton, Goodwill  
**Subject:** Vice President Al Gore Making Goodwill Announcement  
**Date:** October 3, 1996

# MEMORANDUM

This is an URGENT, URGENT call for your help with the following matter.

**GOAL:** To have Vice President Al Gore announce during his Saturday and Sunday visit to Sarasota the awarding of the \$10 Million Goodwill Welfare to Work Demonstration Project (the funding for which was included in the Omnibus CR signed by the President on Monday night).

Why is this an incredibly wonderful idea? For a lot of reasons:

1. With help from the White House (Bruce Reed and Ken Apfel) the funding was increased in the CR from \$17 Million in the Senate version (nothing in the HOUSE) to \$44 Million to include the \$10 Million Goodwill was seeking for its Demonstration Project.
2. The Vice President will be in Sarasota for 2 days (this week-end) and could make such an announcement at one of our Job Connection Centers.
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What needs to happen immediately: HHS would need to coordinate with the White House the approval, terms and language for such an outstanding announcement.

By this memo I am requesting in behalf of Goodwill that HHS and the White House give serious consideration to this request for the next 24 hours with the hopes of implementing this idea. Rich, please call me at 904-387-3342 with your ideas on how I can make this happen.

CC: Bruce Reed, Ken Apfel, Steve Goodin, Lyn Hogan, Stephanie Street- Scheduling

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# States Take Variety of Paths to Welfare Reform

Many Find Now Is the Time to Experiment and Radically Alter Old Concepts, Systems

In Ohio, officials want to pay residents in public housing projects to help each other get off welfare, having them knock on doors at 7 a.m. if that's what it takes to make sure a neighbor gets to work each day.

Kentucky has announced a plan called RAP—"Relocation Assistance Program"—to pay moving expenses for those unable to find work in their own communities and willing to relocate.

Arizona wants to stop families from getting on welfare rolls by giving people struggling near the edge extra cash to help with short-term needs: a month's rent, for example, or a car repair that could plunge them into long-term dependence.

Energized by the far-reaching federal welfare law that went into effect last week, state officials across the country are churning out ideas that go well beyond the traditional notion of passing out a monthly check to those who need it. The new law, which allows states much wider latitude in designing their welfare systems, has created a vast market for novel approaches to a very old problem—how to help the poor become self-sufficient. And the speed by which the states are acting reveals not only the breadth of the social policy revolution underway but how radically the old definition of welfare is being altered.

What is also becoming clear is how experimental many of these ideas are. Several are untested and risky, while others are being rolled out of state capitols with fanfare long before details get plugged in.

When Kentucky Gov. Paul Patton (D) unveiled his state's plan last week, including RAP, welfare officials were peppered with questions from the news media. How much would it cost? Who would get the relocation money? Would Kentucky pay people to leave the state? Officials conceded that they had put together a plan quickly to meet last week's deadline. Many specifics have yet to be worked out and the program must be approved by the state legislature.

Indeed, few tough questions are being asked about whether these new ideas will work. Also, states are no longer required to conduct research to determine if their experiments lower costs or improve a recipient's chances of becoming self-sufficient, which the states had to do under the old law.

But most state officials welcome the new freedom to tackle the problem of poverty; they can piece together programs that will ultimately put welfare recipients to work in sufficient numbers to lower their caseloads.

The law triggering this outpouring of ideas abolishes the six-decade-old federal welfare program and replaces it

recipients. It allows for creation of "individual development accounts," a provision designed to help welfare families build a savings account. And it permits states to contract with religious organizations to provide job training or other services to the disadvantaged.

While the measure allows states to try new programs without seeking "waivers" from the federal government, as they had to in the past, many state welfare directors say they plan to continue and expand the experiments they had begun under waivers approved under the old system. At the same time, they say they are eager to borrow models from other states and test ideas.

In Oregon, for example, officials want to try a pay-for-performance plan that would reward welfare recipients for doing more than the bare minimum required under the law. If, for example, a recipient is expected to find a job in six months, but does it in three months, the state would give her a bonus.

Arkansas is considering a similar model, paying a cash bonus to welfare recipients when they find a job.

In Maine, the state is reinstating an old idea: when a family comes in to apply for welfare, a caseworker will visit them at home. Home visits were largely abandoned in the 1970s when they became viewed as an invasion of privacy.

But Kevin Concannon, Maine's commissioner of human services, said that a home visit "tells you a wealth of information about a person, if they're living desperately, in a chaotic household." The caseworker may discover, for example, that the family lives in a hard-to-reach area, a detail that could become critical when it comes time to find a job.

New Jersey human services commissioner William Waldman is pushing what he sees as a common-sense and cost-saving improvement: replacing the myriad transportation programs that help the elderly get to senior centers, Medicaid patients to the doctor and welfare recipients to jobs and with a single system.

As it is, said Waldman, "these buses run circles around each other."

In the swirl of ideas are efforts to improve efficiency by contracting with private companies to provide job training or other services. States also are trying to reduce fraud by doing such things as fingerprinting prospective recipients to prevent persons from re-

fare recipients to keep more of their benefits even after they start receiving a paycheck. The theory is that if you can get a person to work, even if it's part time at a low-paying job, you have started that person toward self-sufficiency. So the money spent in maintaining their benefits even after they work will eventually be made up when they move off the rolls.

On the other end of the spectrum are the sticks—time limits and, in some cases, a gradual loss of benefits when recipients fail to search for a job or agree to training.

Several states are considering "diversion" programs aimed at keeping families from going on welfare. Welfare experts have long argued that many go on the rolls when all they really need is temporary, emergency help.

With that in mind, Arizona is considering a program that would pay up to \$900 to help a family find shelter or help a parent buy what she needs to get ready for work, said Vince Wood, assistant director of economic security for the state.

President Clinton has also proposed initiatives to help welfare recipients find jobs. He has suggested a \$3 billion program of grants to states and counties to spur job creation, as well as \$400 million to expand a tax incentive program aimed at encouraging employers to hire welfare and food stamp recipients.

The potential for states to diverge in their welfare systems may be welcomed by state officials, but it raises concerns. Will a shorter time limit in one state, for example, encourage its welfare recipients to move to a neighboring state as they approach the end of benefits?

Officials in Minnesota have long been concerned about whether their state was drawing welfare recipients from neighboring jurisdictions. But if the new flexibility causes such a problem, state officials hope it will also solve it.

John Petraborg, the state's acting human services commissioner, predicted the state would take advantage of a provision in the law that allows states to institute a "two-tiered" system that pays newcomers a lower level of benefits for a period of time. And he said the state would likely strengthen the sanctions that kick in when a recipient fails to make an effort toward self-improvement.

Lyn, Jeremy, Diana,  
Bruce

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with annual payments to the states known as block grants. It limits benefits to any given recipient to five years and sets out in elaborate detail a timetable by which states must get people into jobs—if they do not have half of the caseloads working by 2002, for example, they will be penalized.

But it says little about how they should accomplish those goals, leaving states to decide what types of incentives and sanctions will best move families from welfare to work.

The law contains several new approaches. It allows states to use some of the money that would go out in benefits to subsidize wages as a way of encouraging employers to hire welfare

The heightened focus on work is also prompting many states to rethink the formulas by which they pay out welfare benefits. Central to these efforts is imposing rules that allow wel-

welfare magnet is a very important element in the political debate here," he said. "We will be looking to use whatever flexibility we can find in the federal bill to mitigate that."