



Morgan Memorial Goodwill Industries



March 14, 2019

The Honorable Karen Spilka
Senate President
State House, Room 332
Boston, MA 02133

The Honorable Michael Rodrigues
Chairman, Senate Ways and Means Committee
State House, Room 212
Boston, MA 02133

RE: Competitive Integrated Employment Services (CIES)

Dear Senate President Spilka and Chairman Rodrigues:

Our organizations provide and/or support *Competitive Integrated Employment Services (CIES)* programs on behalf of the Commonwealth through contracts with the Department of Transitional Assistance. CIES is the *state's only welfare-to-work program*; it helps individuals who are receiving assistance transition off welfare. The Senate has been a longtime supporter of CIES programs, and we appreciate the historic support the chamber has shown for this initiative.

Over the last two completed fiscal years – FY '17 and FY '18 – the CIES program helped **nearly 3,000 individuals** find and secure jobs. Nearly **90 percent of those individuals still had jobs 90 days later**; they were able to leave the welfare rolls and become taxpaying residents of Massachusetts due in large part to the CIES program.

The final FY '19 budget included language in the Employment Services Program line item (4401-1000) ensuring a continued investment in CIES to help individuals throughout Massachusetts receive the critical job training that they need to find work and secure employment. As you develop the FY '20 budget, we ask that you include the following language in your upcoming proposal, which would read:

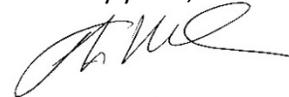
provided further, that the department shall spend not less than the amount spent in fiscal year 2019 for the young parents program and the competitive integrated employment services program;

The majority of CIES clients who come to us are women of all ages from throughout the state who are seeking employment to support their families. Historically, they have been able to secure positions in the business, early education, customer service, dental and nursing, home health, human services and/or medical industries to name just a few. These constituents would be willing to meet with you to discuss how this program helps them “make it in Massachusetts,” as many are young mothers and this may be their first real job experience.

Further, you may know that CIES contracts are *performance*-based. If we are not achieving desired outcomes – for example, job placement – we do not receive a reimbursement for providing that component of the service. It is a challenging provision in this era of full employment, but we are committed to the outcome. Some of us have run these programs for more than 20 years, and we’ve seen them continually make a difference in the lives of parents and their children.

We would be happy to meet with you to discuss the program in more detail and introduce you to some of the women and men who have received help through CIES. We look forward to hearing from you.

Sincerely yours,



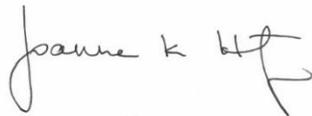
Thomas M. Connors
President/CEO
American Training, Inc.



Craig Stenning
President/CEO
Community Work Services



John Latawiec
President/CEO
LifeStream



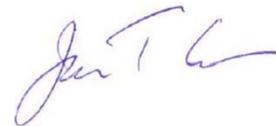
Joanne Hilferty
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