



America Works of Washington, D.C.

Statement for the Record

By

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America Works of Washington, D.C.

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United States House Committee on Ways and Means

Subcommittee on Human Resources



America Works started in 1984 as the first for profit welfare to work company in the United States. Operating for twelve years before welfare reform, America Works placed welfare recipients in private sector jobs. Armed with knowledge and data, we lobbied Congress for nation-wide welfare reform. After almost 30 years, America Works has broadened beyond welfare recipients to include returning prisoners, food stamp recipients, non-custodial parents, homeless individuals and families, Veterans, those with HIV/AIDS and the disabled on Social Security Disability Insurance (SSDI). Over the years, we have worked to get 350,000 people working in different states and cities throughout the country. As you can see from the attached document, in New York City, we are measured against all competitors and are consistently ranked as the number one performer. We know that following is essential to our success.

### **Work is the Central Social Policy**

Over the years, America Works has taken on tough social problems which cost the taxpayers billions of dollars with the belief that – if a job is provided – dependency on the government diminishes and disappears. To that end, we have rapidly attached ex-offenders to work therefore reducing recidivism to crime. We have taken people with a life-long benefit of SSDI and gotten them employed and independent. America Works has taken people out of homeless shelters and showed that by providing jobs we vastly decreased the cost of homelessness. If work were the central social policy through which each problem is examined we could create productive citizens and lower expenses.

### **Work First**

America Works pioneered the “work first” model. This has been critical to erasing years in which welfare recipients spent in and out of education and training programs which seldom lead to jobs. When the regulations were being written for welfare reform, states were limited to a very small percent of people allowed to be in education and training. This forced employment first and training later for upgrading and improving prospects.

### **Performance Contracting**

America Works pioneered performance contracting. This means you only get paid when and if you get someone a job and they keep the job for a period of time. This technique forces greater productivity and outcomes. Unfortunately most efforts still reimburse employment activities base upon line item budgets, not job outcomes. In the attached document, please review the differences in New York City between the welfare pay job placement system and the Labor Department’s “One Stops”, which are reimbursement based.



## **Mandated Participation**

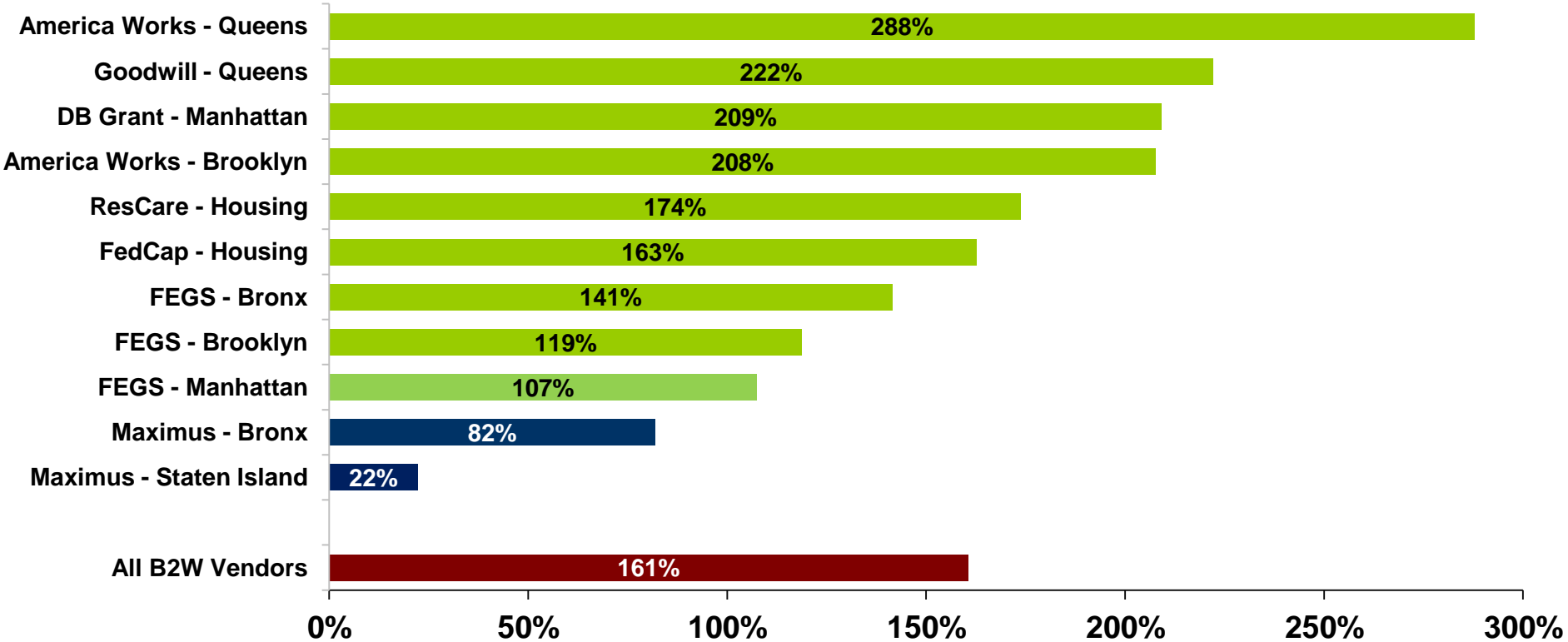
America Works has operated with voluntary and mandated programs. When we began, everyone was voluntary. In 1996, with the Welfare Reform Act, all of that changed for welfare recipients. Productivity and outcomes vastly increased. Over the years, in New York City we have seen an expansion into mandatory requirements not just for welfare but also for non-custodial parents, food stamps and homeless shelter residents.

America Works recommends the committee to undertake an expansion of work requirements for the growing group of people who receive transfer payments and public subsidies.

Thank you for your time and consideration.

# B2W Placement Performance YTD

## B2W 2013 YTD Placement Goal Progress

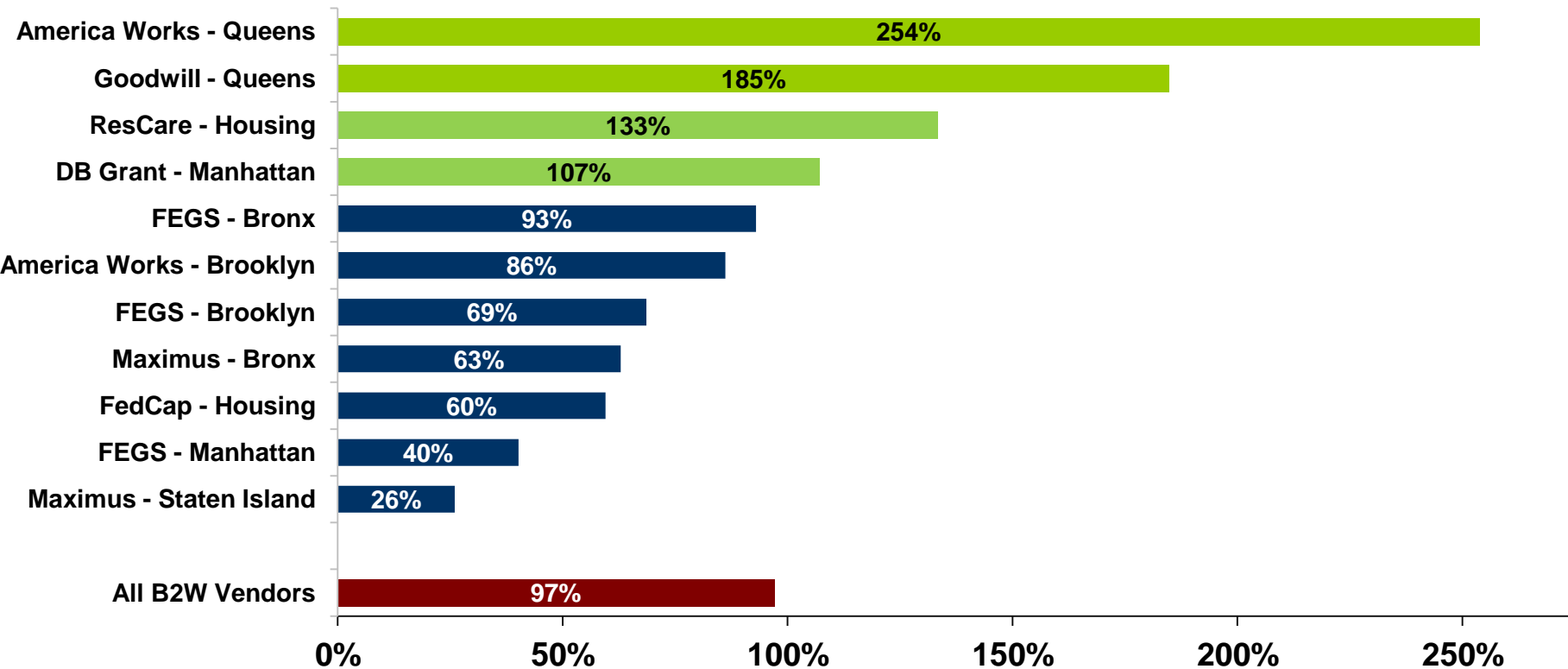


	All B2W Vendors	Maximus - Staten Island	Maximus - Bronx	FEGS - Manhattan	FEGS - Brooklyn	FEGS - Bronx	FedCap - Housing	ResCare - Housing	America Works - Brooklyn	DB Grant - Manhattan	Goodwill - Queens	America Works - Queens
■ Percent of Goal Achieved	161%	22%	82%	107%	119%	141%	163%	174%	208%	209%	222%	288%
Progress as of 6/7/2013	3,146	12	202	207	317	377	162	133	596	403	292	393
YTD Goal	1,960	54	247	193	267	267	100	77	287	193	132	137

ResCare Staten Island does not have strategic placement goals set beyond Q1 2013 and is therefore not included in progress charts dated after 3/29/2013

# B2W Placement Applicant Q2TD

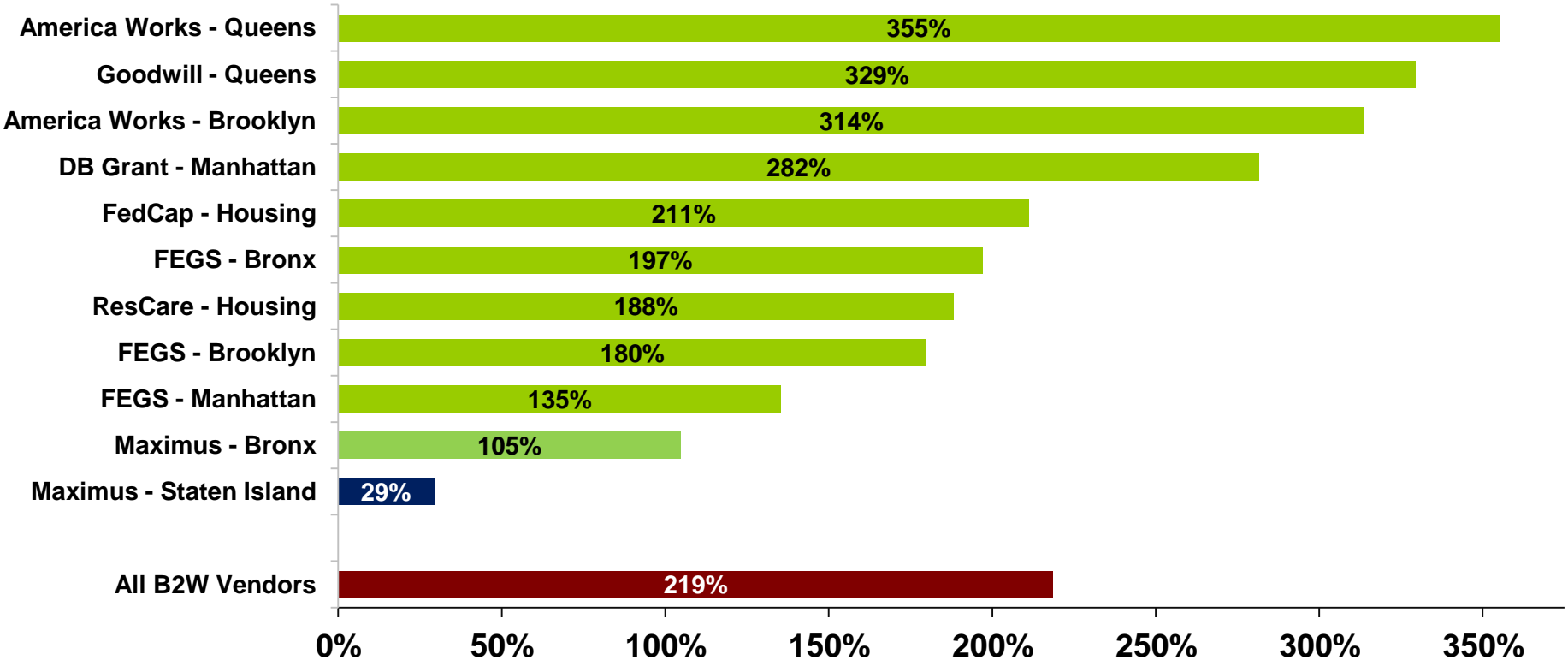
## B2W 2013 YTD - Applicant Strategic Employment Target



	All B2W Vendors	Maximus - Staten Island	FEGS - Manhattan	FedCap - Housing	Maximus - Bronx	FEGS - Brooklyn	America Works - Brooklyn	FEGS - Bronx	DB Grant - Manhattan	ResCare - Housing	Goodwill - Queens	America Works - Queens
■ Percent of Goal Achieved	97%	26%	40%	60%	63%	69%	86%	93%	107%	133%	185%	254%
Progress as of 6/7/2013	458	3	19	19	37	39	49	64	56	27	59	81
YTD Goal	472	12	47	32	59	57	57	69	52	20	32	32

# B2W Placement Undercare Q2TD

## B2W 2013 YTD - Undercare Strategic Employment Target



	All B2W Vendors	Maximus - Staten Island	Maximus - Bronx	FEGS - Manhattan	FEGS - Brooklyn	ResCare - Housing	FEGS - Bronx	FedCap - Housing	DB Grant - Manhattan	America Works - Brooklyn	Goodwill - Queens	America Works - Queens
■ Percent of Goal Achieved	219%	29%	105%	135%	180%	188%	197%	211%	282%	314%	329%	355%
Progress as of 6/7/2013	2,491	9	151	164	263	106	294	143	327	506	223	258
YTD Goal	1140	31	144	121	146	56	149	68	116	161	68	73