

April 29, 2016

Governor Nikki Haley
South Carolina Statehouse - Floor 1
1205 Pendleton Street
Columbia, SC 29201

Dear Governor Haley:

The purpose of this letter is to alert your office to a major proposal being submitted to the U.S. Department of Labor, Employment and Training Administration by Goodwill Industries International (GII). A copy of the proposal abstract has been included for your reference, along with a USB flash drive that contains our entire application as it is being submitted to the Department of Labor.

The proposal lays out a plan as part of USDOLETA's national Senior Community Service Employment Program (SCSEP) in which Goodwill Industries of Upstate/Midlands South Carolina, Inc. (Greenville) and Palmetto Goodwill Industries (North Charleston) are named as subgrantees. Goodwill® will provide comprehensive services for older job seekers (55+) to help them gain occupational skills to reenter the labor market. Goodwill's proposed national program will complement the existing state SCSEP initiative by administering 393 positions distributed in your state.

An important part of the SCSEP program is that participants learn valuable new skills through exclusive placement in community-based nonprofit organizations. While strengthening local nonprofits with new personnel, SCSEP participants also prepare for self-sufficiency after their community service has ended.

Goodwill will use its ten years of experience as a SCSEP provider to deliver high quality services in your state.

We invite you to review GII's PY16 SCSEP proposal and provide feedback to the Department of Labor. Should you have any questions about Goodwill or the SCSEP process, please do not hesitate to contact me directly.

Thank you for your consideration in support of Goodwill's SCSEP application.

Sincerely,



Wendi Copeland
Senior Vice President of Strategy and Advancement
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Enclosure

Abstract: Goodwill Industries International, Inc. (GII) is the lead applicant in the Goodwill® SCSEP project. GII proposes to continue as a SCSEP provider in five states (Indiana, New Mexico, Pennsylvania, Virginia and Washington) and expand its service areas to an additional five states (Florida, Kentucky, Texas, Ohio and South Carolina). In states where it currently operates SCSEP, GII is proposing to increase contiguous counties and authorized positions in Indiana, Pennsylvania and Washington. In the proposed 10 states, there will be five current and 11 new Goodwill subrecipients. Neighboring Goodwill organizations in Florida, South Carolina, Texas and Washington will form single contiguous service areas in each state.

As an experienced SCSEP provider since 2006, GII has successfully demonstrated that the goals of SCSEP are in full alignment with the Goodwill mission to enhance the dignity and quality of life of individuals and families by strengthening communities, eliminating barriers to opportunity and helping people in need reach their full potential through learning and the power of work. GII's total bid for PY 2016 is for 3,941 authorized positions. A breakdown of the slots by state that GII proposes to serve can be found in the table below.

Current Goodwill SCSEP Subrecipients			New Goodwill SCSEP Subrecipients		
State	Contiguous Areas	Positions	State	Contiguous Areas	Positions
IN	Indianapolis	255	TX	Austin, Corpus Christi	339
	South Bend	238		Dallas	269
NM	Entire State	168	KY	Louisville	216
PA	Harrisburg	414	FL	Orlando, St. Petersburg, West Palm Beach	958
VA	Roanoke	216	OH	Zanesville	200
WA	Tacoma, Kennewick, Spokane	275	SC	Greenville, North Charleston	393

GII's proposed service area is both urban and rural (from large metropolitan areas like Dallas, Texas to Appalachia in eastern Ohio) and characterized by rapid growth of the adult population ages 60 and over and a wide range of educational needs. To meet this demand, GII will take a comprehensive approach to managing the SCSEP project – ensuring that training opportunities at community service host agencies align with in-demand skills and emerging and growing business sectors in the respective service areas. To ensure SCSEP meets the employer

community's needs, each of the Goodwill subrecipients has dedicated and trained business engagement staff to manage relationships with current and potential employer partners as well as employer associations. According to the Bureau of Labor Statistics, occupations projected to grow the fastest in GII's service area that are a good match for the needs of older workers include jobs in health care (nurse aids, orderlies, attendants and medical assistants), education (teachers, school counselors and teacher aides), government, social assistance jobs, office clerks, retail and computer support specialists (call centers). GII's current SCSEP subrecipients have had great success providing job placements in retail customer service, one of the fastest growing and in-demand occupations, after participants train in Goodwill retail store host agencies. Health care is projected to rapidly increase in the number of job opportunities available in most of the service area.

GII and its subrecipients are experienced in providing employment services to people facing challenges to finding employment and will use individualized education plans (IEPs) to determine each participant's unique needs, and design training and support plans to match those needs. Goodwill subrecipients will activate their internal workforce development resources to support SCSEP participants, and also leverage their strong network of community partnerships (including partnerships with American Jobs Centers and other workforce entities) to support recruitment and referrals of older workers to Goodwill SCSEP programs.

GII is requesting 3,941 authorized positions in 10 states. Because the modified slot calculation and the Service Level rate is not available, GII can only estimate the number of persons we will serve each year based on the number of slots and GII's current service level rate. GII estimates we will serve 6,700 older workers each year at \$5,700 per person for a 4-year grant award of \$152,879,272.00.