

Flip the Script

A Program of Goodwill Industries of Greater Detroit

Testimony before House Appropriations Corrections Subcommittee

March 10, 2021



Roadmap

1. About Goodwill Detroit
2. About Flip the Script
3. Benefits to State

Section 1: About Goodwill

Detroit

Why Goodwill Detroit Exists

Our Mission:

To co-create independence and dignity through the power of personal and workforce development.

What Goodwill Detroit Is

- Nonprofit 501c3 charitable organization
- Serve 5 counties: Wayne, Oakland, Macomb, Livingston, Washtenaw
- Annually serve 15,000 – 27,000
- The original social enterprise
 - Goodwill Integrated Solutions—assembly and kitting business
 - Goodwill's Green Works—asset recovery and industrial recycling business
 - Thrift stores

PEOPLE WITH EMPLOYMENT BARRIERS



- PEOPLE WITH**
- Physical Disabilities
 - Developmental Disabilities
 - Criminal Histories
 - Financial Instability

EMPLOYMENT & TRAINING PROGRAMMING

- Flip the Script
- Operation: Good Jobs
- Skill Building
- A Place of Their Own Clubhouse
- Career Centers



GRANTS & DONATIONS



MARGIN GENERATED BY INTERNAL BUSINESSES



PERMANENT EMPLOYMENT IN INTERNAL BUSINESSES



TRANSITIONAL WORK EXPERIENCE IN INTERNAL BUSINESSES

PERMANENT EMPLOYMENT IN EXTERNAL BUSINESSES

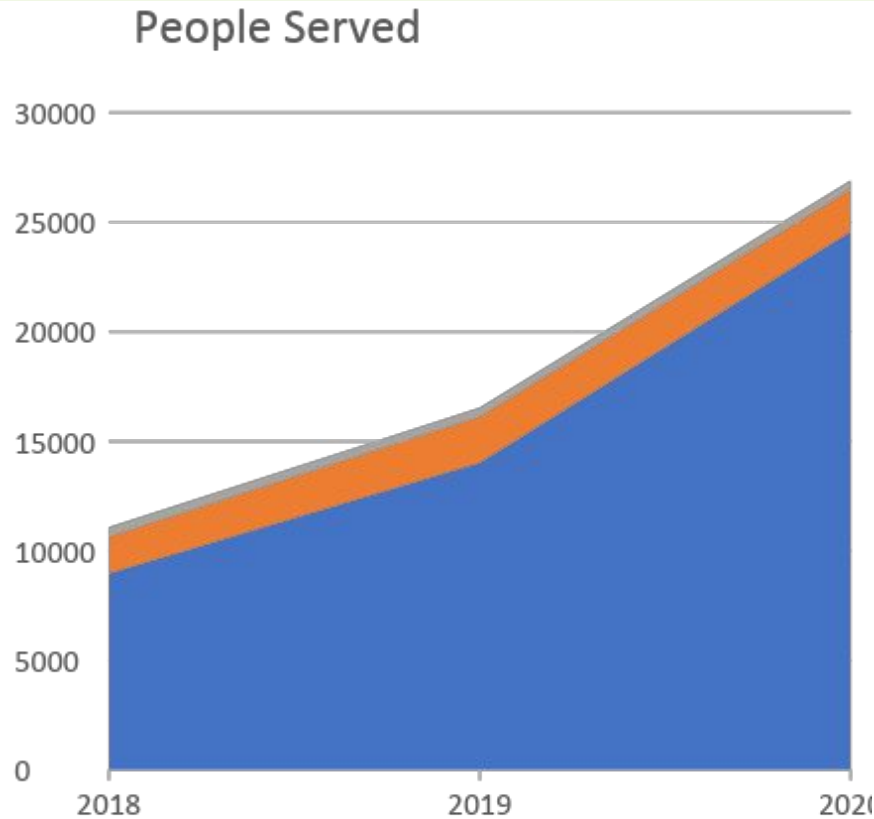


- LEADING TO:**
- Economic Security
 - Independence
 - Self Esteem
 - Dignity
 - A Future of Opportunity

How Goodwill Detroit Works



Mission Outcomes



2020 Outcomes

- **86% job placement rate**
(1,337 persons obtained competitive employment out of 1,553 job-ready candidates)
- **95% 3-month job retention rate**
- **\$15.95 average starting hourly wage**

Donated Goods Retail (DGR)

- Thrift store business
- 150 employees
- 6 stores from Commerce to Woodhaven and Dearborn to Ypsilanti



Goodwill Integrated Solutions



- Assembly and kitting business (automotive+)
- IATF, ISO certified tier 1 supplier
- 110 employees
- Dearborn location



Goodwill's Green Works

green  works



Goodwill Industries of Greater Detroit

- Asset recovery/industrial recycling business
- 95 employees
- Detroit location



Section 2: About Flip the Script

Why Flip the Script Exists

- Over 90,000 people are under the supervision of the MDOC*
- Over 35,000 are in prison; another 12,000 are in county jails (over 95% eventually return home)*
- Tremendous barriers to success upon return
- MI's recidivism rate is currently 26.6%**

* Michigan Safety & Justice Roundtable 2019 Report: Co-creating a Vision for Effective & Equitable Solutions for Justice-Involved Adults

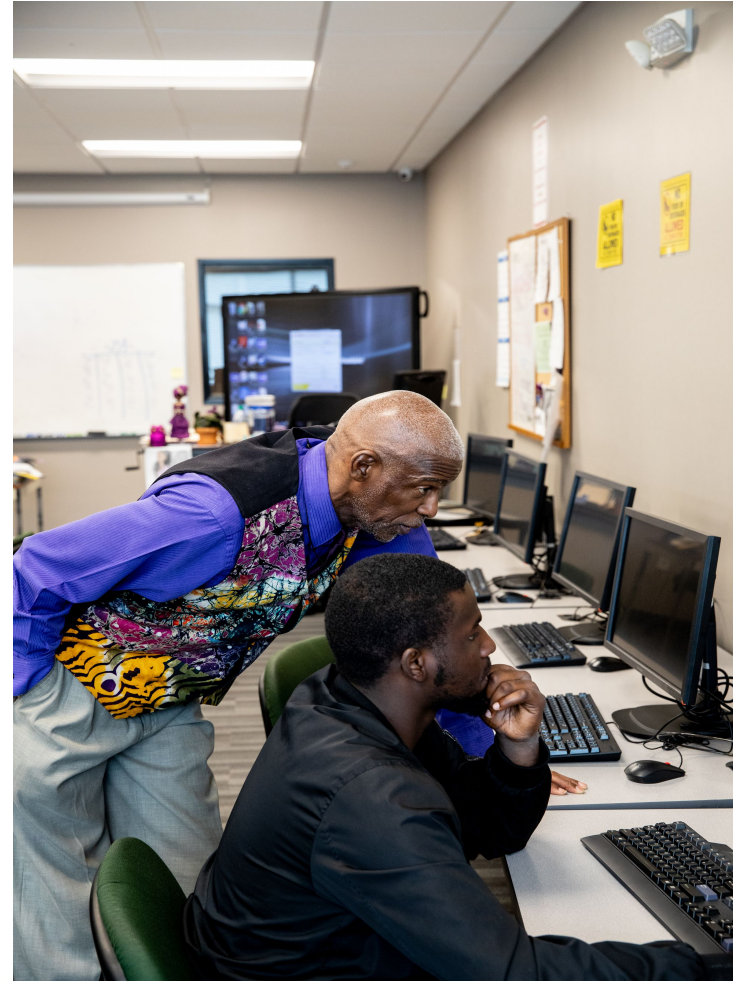
** MDOC Press Release, https://www.michigan.gov/corrections/0,4551,7-119-1441_26969-552134--,00.html



Who Flip the Script Serves

Those in contact with criminal justice system (parole, probation)

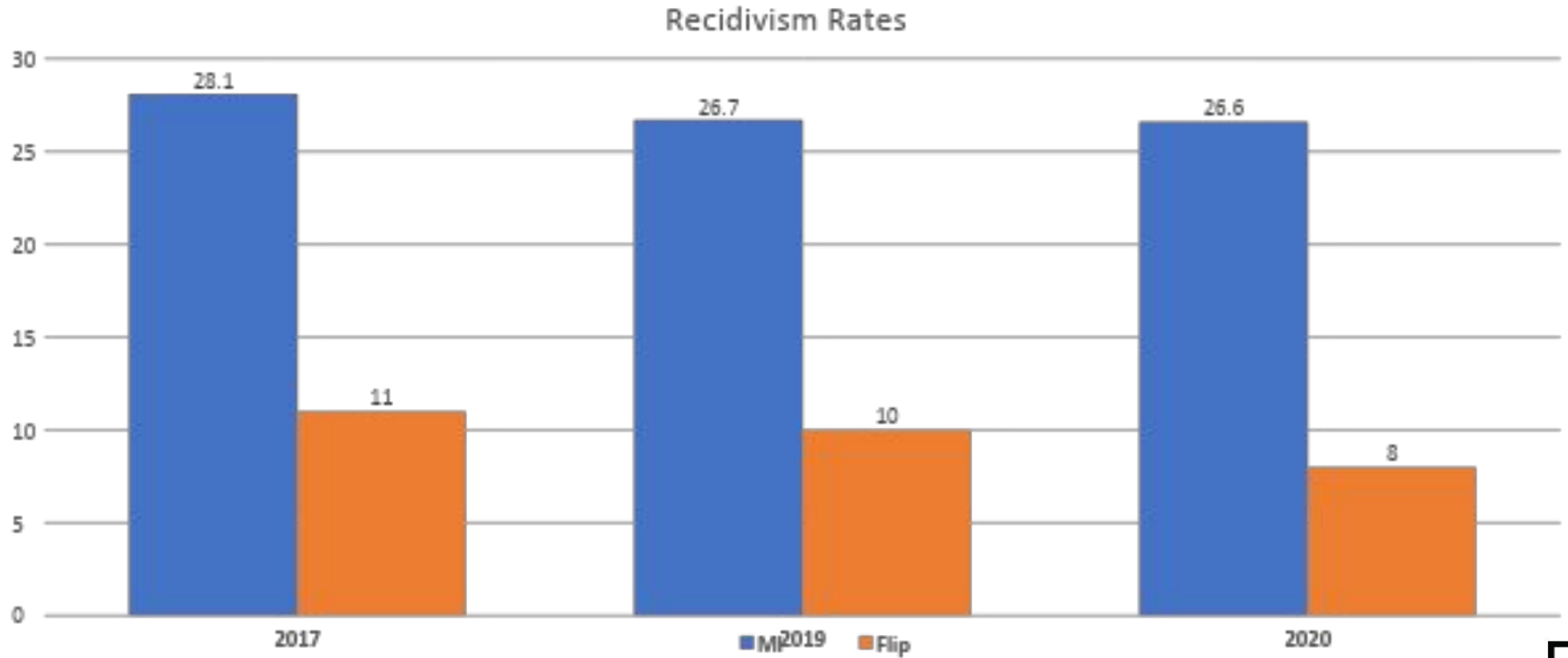
- Age 16 and older
- Unemployed
- No real work history
- Often homeless or nearly homeless
- Academically at or below 6th grade level
- 80-93% have COMPAS medium and high risk scores



How Flip the Script Works

- Multiple Evidence-Based Program Elements
 - Rites of Passage program (personal responsibility and life skills)
 - Employment preparation and placement
 - Post-employment support
 - Individualized coaching
 - Education recovery
 - Financial literacy/education
- Typically 70% completion rate

Flip the Script Works!



Section 3: Benefits to the State of MI

Cost Savings (in millions)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
MI	2,808	5,616	8,424	8,424	8,424	8,424	8,424
Flip the Script	1,620	3,240	4,860	4,860	4,860	4,860	4,860
Savings	1,188	2,376	3,564	3,564	3,564	3,564	3,564
Running Savings	1,188	3,564	7,128	10,692	14,256	17,820	21,384

Save \$17.8M every 5 years!

Assumes 300 people served/year; 26% (MI) and 15% (Flip) recidivism rate; 3-year imprisonment terms; and \$36,000/year cost of incarceration per person. Does not include cost of appropriation.



Other Benefits

- Less crime—safer communities
- Contributions to family--stronger families
- Increased tax collection
- Independence and dignity

Questions?

Thank You!

