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Office of the City Clerk

Ronald D. Leonhardt
City Clerk

Jim Owczarski
Deputy City Clerk

November 1, 2010

Ms. Yvonne Sellers, Director
Workforce Connection Centers
3903 North Richards Street
Milwaukee, WI 53212

Dear Ms. Sellers:

Please find enclosed three copies of an agreement between the City of Milwaukee and Goodwill Industries of Southeastern Wisconsin, Inc. by which the City agrees to provide \$10,000 to support Goodwill Workforce Connection Centers. This agreement is pursuant to Common Council Resolution 100572, adopted on September 21, 2010.

Please have the appropriate party sign all three copies of the agreement and return them to my attention. A final copy executed by the City will be returned for your records and payment will be promptly processed.

You may contact me at 414-286-3781 if you have any questions.

Sincerely,

Ronald D. Leonhardt
City Clerk

Cc: Ald. Joe Davis, Sr.
Terry MacDonald
File 100572

AGREEMENT
BETWEEN THE CITY OF MILWAUKEE
AND
GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONSIN, INC.

AGREEMENT made this _____ day of _____, 2010, by and between the City of Milwaukee (City), and Goodwill Industries of Southeastern Wisconsin, Inc. (Goodwill).

WHEREAS, Goodwill Workforce Connection Centers provide help to people with disadvantages to find jobs through self-directed training, workshops, job search tools, access to employment resources, and support by Goodwill staff; and

WHEREAS, The City and Goodwill are desirous of cooperating in this effort to provide unemployed citizens who have disadvantages obtain the necessary assistance to find jobs, which the Common Council has determined is in the public interest and carries out a public purpose; and

WHEREAS, The City will provide Goodwill an amount not to exceed \$10,000, subject to certain conditions described in this Agreement; and

WHEREAS, The City has authorized its proper City officials to enter into this Agreement pursuant to Common Council Resolution Number 100572 on September 21, 2010;

NOW, THEREFORE, In consideration of the mutual promises contained herein and for other good and valuable consideration, the parties agree as follows:

A. OBLIGATIONS OF GOODWILL

1. Goodwill will continue to support and operate its Workforce Connection Centers in order to further provide job creation and employment activities following the model described in Attachment "A" to this Agreement, entitled "Goodwill Workforce Connection Centers Executive Summary, August, 2010."
2. Goodwill acknowledges and agrees that no funds received from the City pursuant to this Agreement will be used for purposes other than the Workforce Connection Centers, and agrees to permit City personnel, including the Comptroller, upon reasonable notice, to audit Goodwill's records to ensure compliance with this provision and other provisions of this Agreement.
3. Upon request, Goodwill will submit a report to the City's Common Council that includes an evaluation of the effectiveness of Goodwill's Workforce Connection Centers; further, Goodwill will make a representative personally available for meetings held by the Common Council or its committees that include agenda items regarding the report.

B. OBLIGATIONS OF THE CITY

The City will provide Goodwill with an appropriation not to exceed \$10,000 from the 2010 Economic Development Committee Fund Special Purpose Account, 0001-1310-S123-006300, to be used to support the activities described in paragraphs A.1-3, above.

C. OTHER PROVISIONS

1. Term. This Agreement shall be effective upon signature of the authorized representatives of each party. The Agreement shall terminate one year from the date of execution. The Agreement may be terminated by either party for non-performance of the other party.

2. Conflict of Interest.

a. Interest in Contract. No officer, employee, or agent of the City who exercises any functions or responsibilities in connection with the carrying out of any services or requirements to which this Agreement pertains, shall have any personal interest, direct or indirect, in this Agreement.

b. Interest of Other Local Public Officials. No member of the governing body of the locality and no other public official of such locality who exercises any functions or responsibilities in the review or approval of the carrying out of this Agreement, shall have any personal interest, direct or indirect, in this Agreement.

3. Discrimination Prohibited.

a. Goodwill warrants that it is an equal opportunity employer and fully supports the letter and spirit of Title VII of the Civil Rights Act of 1964, as amended, and that it is in compliance with such Act and all applicable legally managed Affirmative Action Programs.

b. Goodwill will comply with all applicable provisions of the Americans with Disabilities Act of 1990.

c. Goodwill will cause the foregoing provisions to be inserted in all subcontracts, if any, for any work covered by this Agreement so that such provisions will be binding upon each subcontractor, provided that the foregoing provisions shall not apply to contracts or subcontracts for standard commercial supplies or raw materials.

d. Goodwill shall assist the City in meeting its obligations under the Wisconsin Public Records Law. Both parties understand that the City is bound by the Wisconsin Public Records Law, and as such, all of the terms of this Contract are subject

to and conditioned on the provisions of Wis. Stat. § 19.21, *et seq.* Goodwill acknowledges that it is obligated to assist the City in retaining and producing records that are subject to Wisconsin Public Records Law, and that the failure to do so shall constitute a material breach of the Agreement, and that the Goodwill must defend and hold the City harmless from liability under that law. Except as otherwise authorized, those records shall be maintained for a period of seven years after receipt of final payment under this Contract.

4. Notices and other correspondence concerning this Agreement shall be sent to:

For the City:

Ronald Leonhardt, City Clerk
200 East Wells Street, Room 205
Milwaukee, WI 53202
(414) 286-2221

For Goodwill:

Yvonne Sellers, Director
Workforce Connection Centers
3903 North Richards Street
Milwaukee, WI 53212
(414) 962-4148

5. This Agreement may be amended or extended at any time in writing upon mutual agreement of the parties hereto.

6. Goodwill agrees to indemnify, defend, and save harmless the City and its officers, employees, and agents from and against any and all liability arising as a result of this Agreement.

7. This Agreement sets forth all the covenants, provisions, agreements, conditions, and understanding between the parties, and there are no covenants promises,

agreements, conditions, or understandings either oral or written other than are herein set forth.

In Witness Whereof, the parties have executed this Agreement, as of the date hereinbefore set forth.

CITY OF MILWAUKEE

Mayor

Date: _____

City Clerk

Date: _____

COUNTERSIGNED:

CITY COMPTROLLER

Date: _____

GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONSIN, INC.

Date: _____

LUB:bl
10/26/10

1055-2010-2736/162631

GOODWILL WORKFORCE CONNECTION CENTERS
EXECUTIVE SUMMARY
August, 2010

The city of Milwaukee unemployment rate for June of 2010 was 11.3%, up from 10.7% in May. In addition, Marc Levine from the University of Wisconsin Center for Economic Development now suggests "the black male jobless rate will have climbed well north of 50% by the time the 2009 data are available...perhaps as high as 55-57%."

In 2008, Goodwill took the initiative to help people with disadvantages find jobs by opening two Workforce Connection Centers – one on Richards Street in Milwaukee and another on Nike Drive in Waukesha. A third center was opened on Milwaukee's northwest side in May of 2010. These centers were developed primarily to respond to the large number of African-American men who are not in the workforce, and who do not have access to employment resources to help them find and keep jobs. As the recession has intensified, the need for the Workforce Connection Centers has expanded to include displaced workers and recent college graduates.

Workforce Connection Centers are based on the concept of a narrow array of employment-oriented services offered to a large segment of users. These centers are located in community-based, high-need locations and provide:

- 1) Self-directed training needed to conduct a job search;
- 2) Workshops to help job-seekers understand abilities and skill gaps;
- 3) Tools essential to an effective job search;
- 4) Access to resources needed to sustain employment;
- 5) Support through the difficult and often discouraging job search process.

The Workforce Connection Centers are on track to surpass the goals that have been set to help people connect with opportunities in the workforce in 2010. At the Richards St. center, only six months into 2010, Goodwill had already served 83% of the number of people projected for the entire year. The Waukesha center has already surpassed its goal for the year and is looking to expand workstations and staff to serve the growing need. At the new center recently launched at the James O. Wright facility, 764 individuals were served in the first two months of operation – 51% of its goal for the year.

The Workforce Connection Centers are different from other employment services in the following ways:

- **Flexibility:** The program model calls for a basic set of services to be available at each of the centers. Goodwill is able to adapt the model to meet the needs of each community. For example, in Waukesha, there are a large number of individuals who speak Spanish. The Center manager in Waukesha is bilingual/Spanish.
- **Dual customer model:** In addition to job-seekers, employers are also viewed as customers of the Workforce Connection Center. The center will provide employers with a free resource they can use to more efficiently identify and pre-screen job candidates. Center staff will work with an employer to match individual candidates to a specific job; other times employers meet multiple prospective employees at on-site recruitment events.
- **No criteria needed** to use centers and participation is voluntary: People do not need funding from a government source in order to use the center -- all are welcome. The centers attract individuals who do not receive services through W-2 -- especially men. With guidance from center staff as needed, individuals who use the centers decide for themselves which services they need to conduct an effective job search.

(over)

- **Inviting design:** The professional, contemporary design of the centers is an important program component. The intent is to present a business-like environment and encourage people to visit as often as needed.
- **Goodwill has extensive business relationships** in the community, and the Workforce Connection Centers leverage those relationships to connect jobless and underemployed individuals to work.
- **Goodwill is able to place people into jobs** within its own operations.

For more information, please call Yvonne Sellers, Director of Workforce Connection Centers at (414) 962-4148.