

FY '11 Salary Reserve - Talking Points

February 11, 2010

Dear CEO/Executive Director:

As you know, the Council is going to the Joint Committee on Ways and Means requesting a salary reserve of \$28 million for workers earning under \$40,000. We ask that you join us fully in this request. Our talking points follow:

Talking Points on the Salary Reserve request for the FY '11 budget Jobs - Community Building - Fairness

Please ask your elected representatives to include a salary reserve of \$28 million to support jobs for over 30,000 direct care workers earning under \$40,000. This workforce development request is critical for five key reasons:

1. A strong human service workforce is a prerequisite for a strong economy. Thousands of people are able to keep their jobs in the broader workforce every day because a family member is being served by human service workers. One in 10 of our state residents are served by these professionals.
2. Further, a large percentage of our workforce's payroll is spent in the 351 cities and towns where our programs exist, and our workers live. It comes back to the economy and supports over 30,000 other jobs.
3. Our sector creates and supports jobs. Direct care professionals are the fibers of the safety net which government swears to keep whole. The last reserve was funded in FY 2009, but it was not annualized. Low-paid workers did not receive a reserve in FY 2010. The state has called for "shared sacrifice" and our sector has been hit heavily.
4. Other workers within the Commonwealth doing similar work continue to get state supported salary adjustments in our struggling economy. Again, we call for fairness.
5. Chapter 257, passed unanimously by the legislature in 2008, has not yet been implemented in a manner which would replace this annual request. While reform of

the purchase of service system is critical, we should not allow this workforce to deteriorate in the interim.

Programs or staff? You might be asked: Where should funding go - programs or staff? Answer: 1. The two are inseparable and such a choice is not possible. 2. Our missions require that we provide comprehensive, quality programs to fill legislative mandates. 3. When the state goes to any vendor it asks that the job be done well at a cost-effective price. If roads have to be plowed you need skilled operators and quality equipment. The two are inseparable.

The Council is currently forming a coalition of major trade and advocacy groups that have fought with us for this reserve in previous years. Additional information will be available soon.

The above points can be used in crafting testimony for the FY '11 budget, writing a letter to the editor or speaking to your legislator. If you have any questions about it, please contact Michael Ripple at the Providers' Council at 617.428.3637 or mripple@providers.org. And if you need assistance in drafting any materials, we are ready to help. Thank you.

Sincerely,

Michael

Michael Ripple

Director of Operations
Providers' Council