



Work Requirements Don't Work:
What's At Stake & What Can We Do?

A WEBINAR

This webinar will begin in 15 minutes.

For audio via telephone:
Toll: (631) 992-3221
Access Code: 174-042-619

Audio PIN: Shown after joining the webinar

This webinar will begin in 10 minutes.

For audio via telephone:
Toll: (631) 992-3221
Access Code: 174-042-619

Audio PIN: Shown after joining the webinar

This webinar will begin in 5 minutes.

For audio via telephone:

Toll: (631) 992-3221

Access Code: 174-042-619

Audio PIN: Shown after joining the webinar

This webinar will begin shortly.

For audio via telephone:

Toll: (631) 992-3221

Access Code: 174-042-619

Audio PIN: Shown after joining the webinar



Work Requirements Don't Work:
What's At Stake & What Can We Do?

A WEBINAR

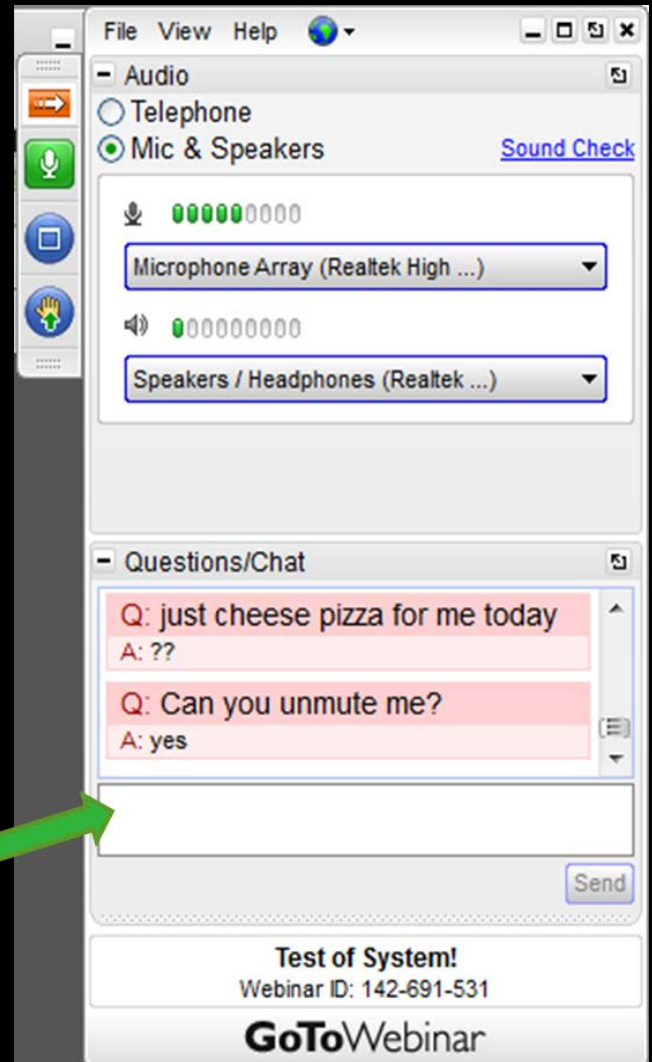
HOUSEKEEPING

Use the Questions/Chat box to send a question.

Q & A session @ the end of the webinar.

Video & slides will be made available.

Ask a question!



TODAY'S SPEAKERS



MELISSA YOUNG (moderator)
Heartland Alliance
National Initiatives on
Poverty & Economic Opportunity



RONALD JOHNSON
Heartland Alliance Health



ELIZABETH LOWER-BASCH
Center for Law & Social Policy



REBECCA VALLAS
Center for American Progress

QUICK POLL

MELISSA YOUNG

Heartland Alliance
National Initiatives on Poverty & Economic
Opportunity



Equity.
Opportunity.
For ALL.

We believe society is better for everyone when all of us can participate, prosper, and reach our full potential.

Direct service efforts in 100 communities nationwide & 12 countries internationally + research & evaluation, policy & advocacy, & systems change.

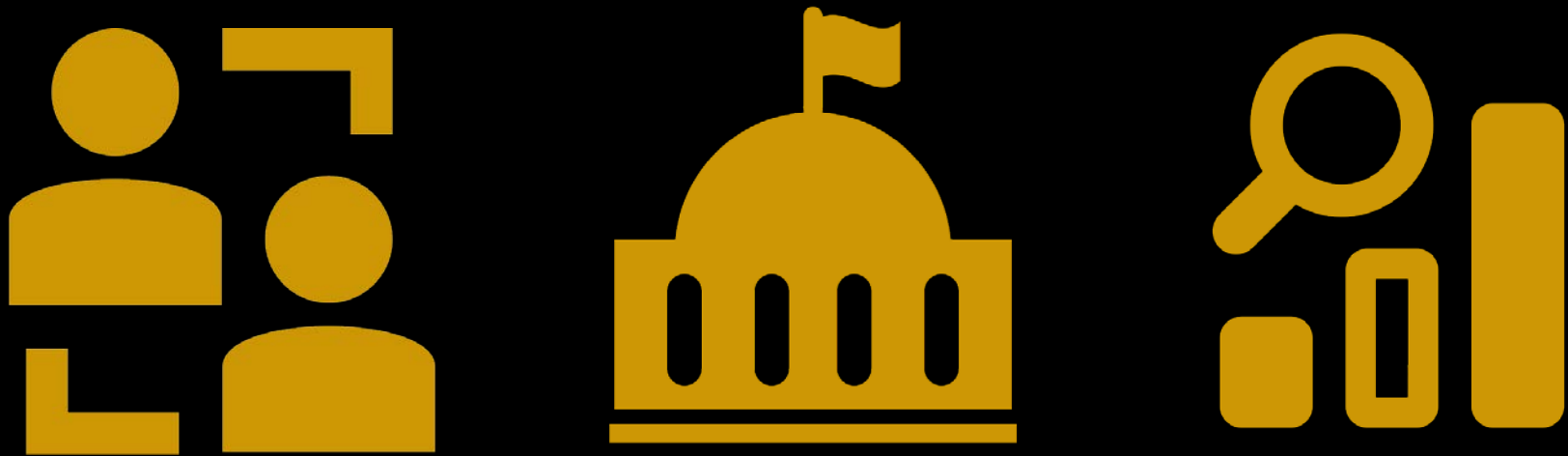


NATIONAL INITIATIVES ON POVERTY & ECONOMIC OPPORTUNITY

We are dedicated to ending chronic unemployment and poverty.



Working at the intersection of **practice, policy, and research**, we catalyze change that is informed by evidence and grounded in the experience of communities, providers, and impacted populations.



Icons from Noun Project: ProSymbols; Nick Abrams; Gregor Cresnar

HEARTLAND ALLIANCE NATIONAL INITIATIVES ON
POVERTY & ECONOMIC OPPORTUNITY

WORK REQUIREMENTS DON'T WORK

TO END CHRONIC UNEMPLOYMENT & POVERTY

All people deserve the opportunity to succeed in work and support themselves and their families. Imposing work requirements in exchange for basic assistance does not increase access to employment, income, and economic opportunity.

WORK REQUIREMENTS AREN'T NECESSARY...

Most working age adults receiving health care, nutrition or cash assistance, and other supports are employed, but work jobs that do not pay enough to make ends meet. People experiencing chronic unemployment who are eligible for basic supports want to work, but often face multiple barriers to employment that work requirements do not address.

[HTTP://BIT.LY/2CR3K9Y](http://bit.ly/2CR3K9Y) [HTTP://BIT.LY/2DQJ8E3](http://bit.ly/2DQJ8E3) [HTTP://BIT.LY/2QV8C9W](http://bit.ly/2QV8C9W) [HTTP://URL.IN/I/2E2D4VZ](http://url.in/i/2E2D4VZ)

DON'T INCREASE ACCESS TO ECONOMIC OPPORTUNITY...

People who are subject to work requirements often end up in unstable, low-wage jobs that don't pay family-sustaining wages nor offer pathways for advancement. By emphasizing finding a job quickly rather than offering support for workers to pursue education and training, work requirements undermine long-term economic opportunity.

[HTTP://BIT.LY/2QV8C9W](http://bit.ly/2QV8C9W)

DON'T END POVERTY...

Many low-income individuals who are subject to work requirements in exchange for basic supports stay poor and some become poorer—even when working. Attaching work requirements to the receipt of basic assistance can lead to a rise in deep poverty among families, in part because people lose their basic supports without obtaining jobs.

[HTTP://BIT.LY/2QV8C9W](http://bit.ly/2QV8C9W)

CAN DEEPEN RACIAL ECONOMIC INEQUITY...

States with higher concentrations of African American residents are more likely to severely punish families that don't comply with work requirements, including taking away families' basic assistance entirely.

[HTTP://URL.IN/I/2D4L4Y7Y](http://url.in/i/2D4L4Y7Y)

COST VALUABLE ADMINISTRATIVE RESOURCES...

Enforcing work requirements means that public administrators must spend significant time and resource tracking, verifying, and documenting the work activities of people facing barriers to employment instead of connecting people to evidence-based employment services and supports.

[HTTP://BIT.LY/2K8DCC6P](http://bit.ly/2K8DCC6P)

WE NEED SOLUTIONS THAT WORK.

Our nation should be committed to creating pathways to employment and economic opportunity for ALL. Making it more difficult for workers to succeed is counterproductive and unjust. Jobseekers facing barriers to employment need on-ramps to quality jobs through subsidized employment strategies and access to education and training. Workers need access to transportation, affordable child care, healthcare, and safe and stable housing.

WWW.HEARTLANDALLIANCE.ORG/NATIONALINITIATIVES

Work requirements
don't work to
end chronic
unemployment and
poverty.



ELIZABETH LOWER-BASCH

Center for Law and Social Policy
(CLASP)



CLASP

Policy solutions that work for low-income people

Elizabeth Lower-Basch
Director
Income and Work Supports

Work Requirements Don't Work

Coalition on Human Needs & Heartland Alliance

March 2018

What is a work requirement?

- A work requirement is a condition of eligibility.
- Non-exempt individuals must work or participate in other “qualifying activities,” such as volunteering or attending school, for a minimum number of hours per month in order to keep their benefits.
- Depending on the program, people who lose benefits may not be allowed to re-enroll, and family members may also be denied benefits.

What programs are affected?

Currently

Cash assistance under Temporary Assistance for Needy Families (**TANF**)

Food assistance under the Supplemental Nutrition Assistance Program (**SNAP**)

- Mandatory employment and training
- Time limit for non-working childless “able bodied” adults 18-49

Housing assistance in a few demonstration sites

At Risk

SNAP

- Limits on states’ ability to waive the time limits in areas of high unemployment
- Expansions of the populations subject to the time limit – older adults, parents?

Housing assistance in more places

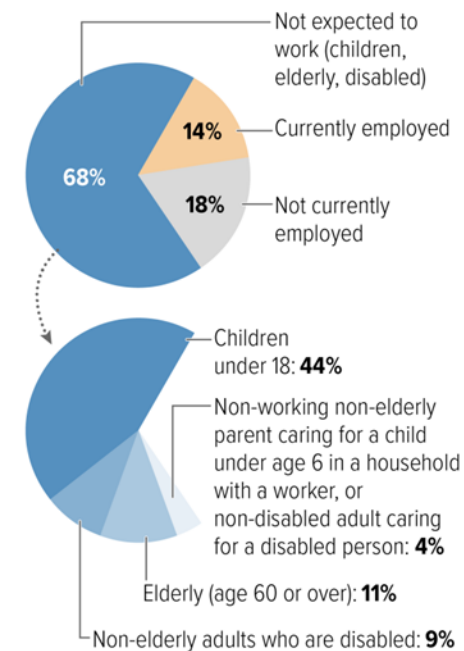
Health insurance under **Medicaid**

- HHS has granted work requirement waivers to 3 states: KY, IN, AR, with more likely to follow
- Advocates have filed lawsuit against HHS

Work requirements are based on stereotypes of who receives benefits

- The reality is that many recipients who can work are already working.
- Dog whistle invokes racialized stereotypes of “welfare queen” who has to be forced to work.

4 Out of 5 SNAP Participants Are Not Expected to Work or Are Working



Note: This chart takes out individuals with earnings first, and then looks at those “not expected to work” among individuals without earnings.

Source: CBPP analysis of 2016 SNAP household characteristics data.

CENTER ON BUDGET AND POLICY PRIORITIES | CBPP.ORG

Need to explain the effects of work requirements

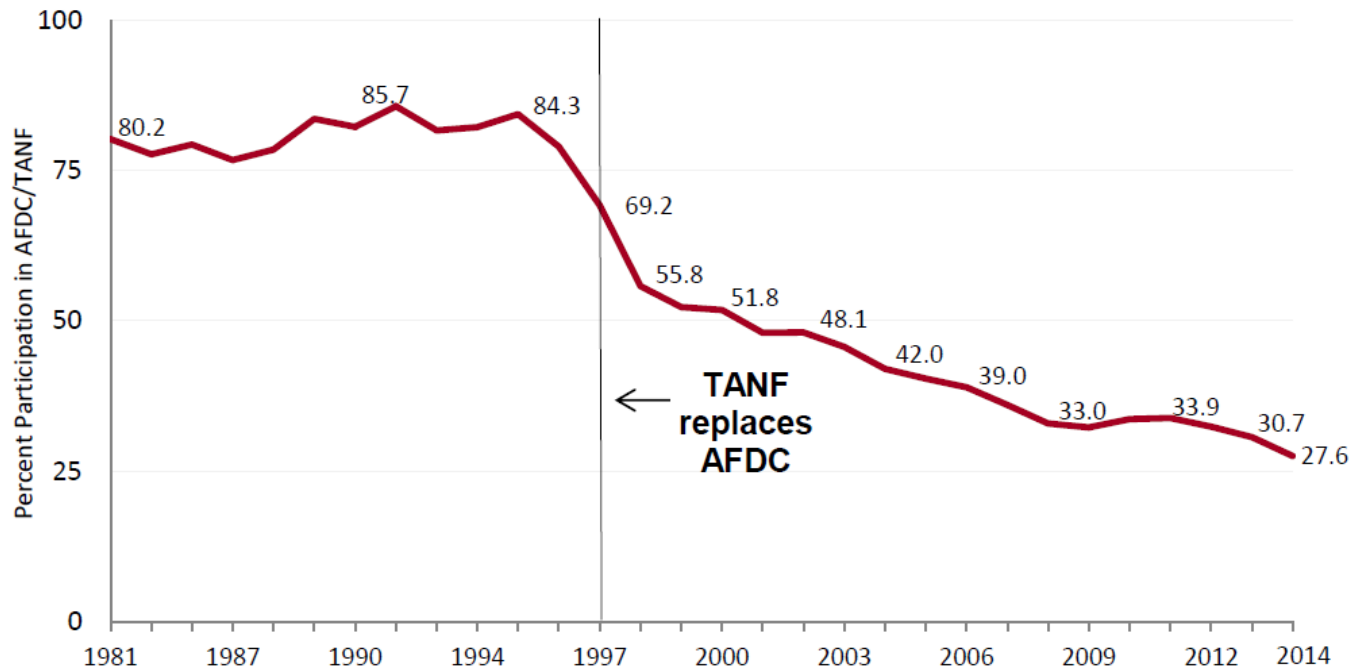
- Majority respond positively to the idea that “those who are able to work should do so.”
- But, people understand that taking away people’s health care and food doesn’t make them more able to work.
- Medicaid expansion enrollees from Ohio and Michigan reported that having Medicaid made it easier to look for employment and stay employed.

What we know from TANF and SNAP

- The main effect of work requirements is to make it harder for people to access and keep benefits.
- Mandatory work programs have little effect on employment or earnings, and use up resources that could be used to provide high quality training and supportive services.
- Most participants continue to work in poverty jobs that offer low pay, unsteady hours, no health coverage, no advancement; others are destitute.

Receipt of cash assistance fell dramatically among those eligible

Figure 8. Rates of Participation in AFDC/TANF Cash Assistance, Among Those Eligible to Participate, 1981 to 2014^{xii}



Source: Administrative data from the U.S. Department of Health and Human Services, Administration for Children and Families. Microsimulation model TRIM3 and the Current Population Survey's Annual and Social Economic Supplement.

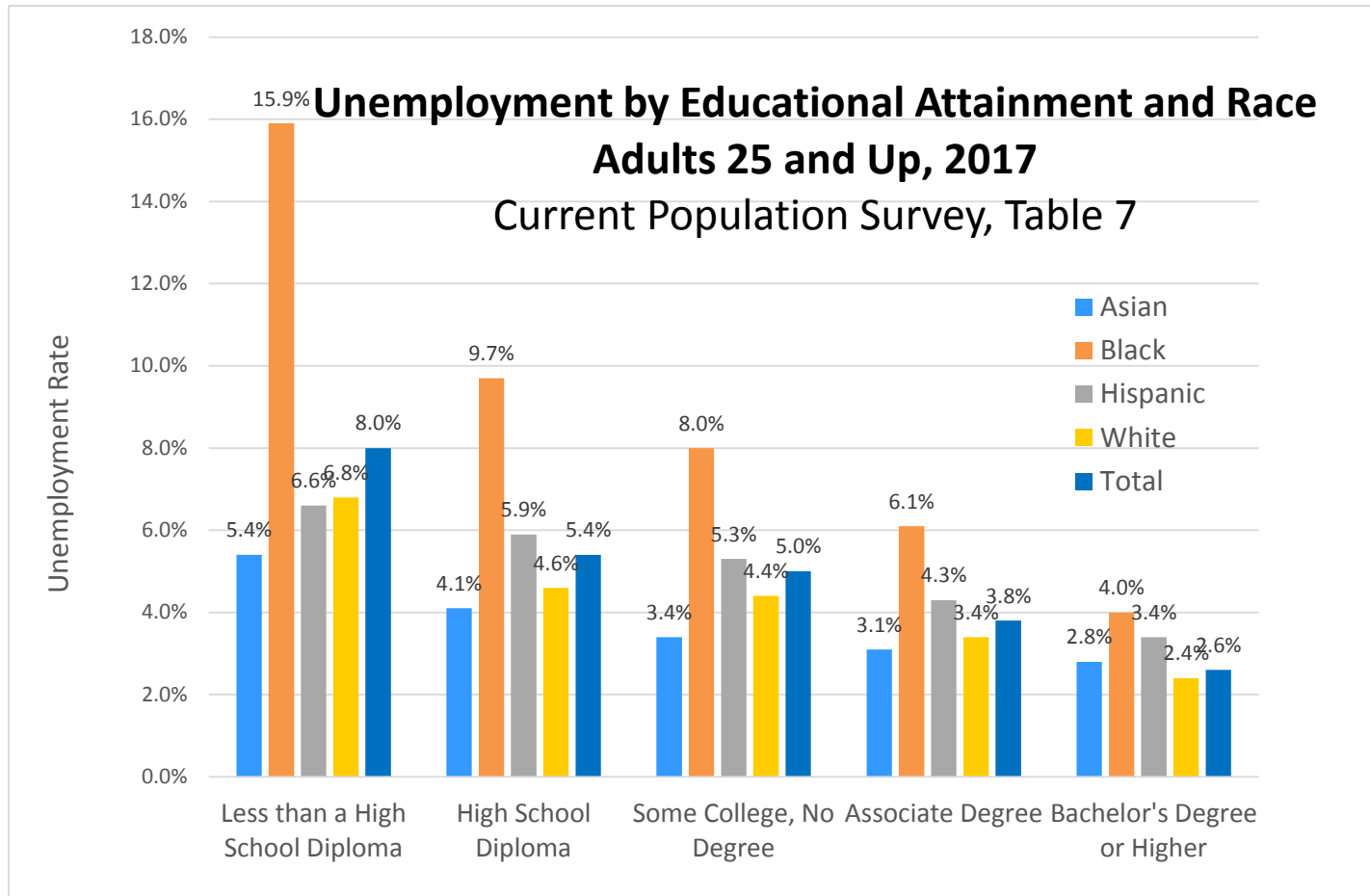
Who loses benefits?

- People who can't find work
- Workers in jobs with not enough or irregular hours
- People who can't keep up with the paperwork (or if the state messes it up)
- People with disabilities or other medical conditions
- Depending on state policies, students and people with caregiving responsibilities may also be affected

People who can't find work

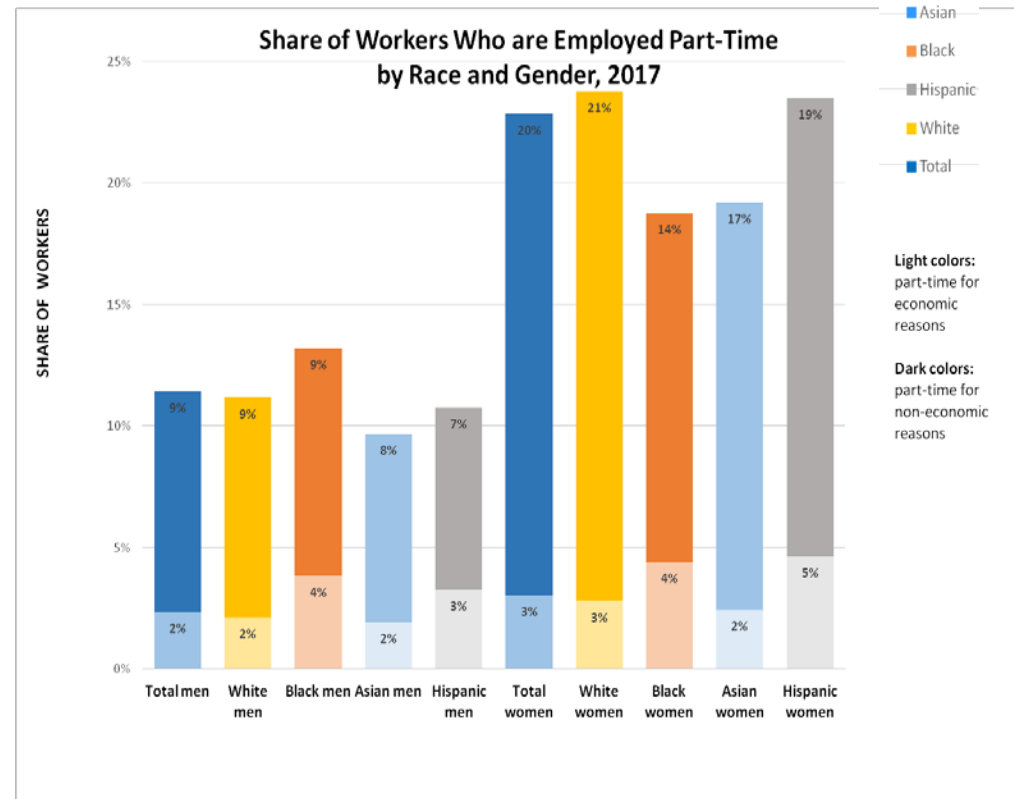
- During local or national recessions
- Areas of high unemployment
- People with previous histories of justice involvement
- Note: SNAP time limits and Medicaid waivers do not require states to offer job search or work activities to participants.

Disproportionate impact



People working in jobs with not enough or irregular hours

Work requirements do not reflect the realities of today's low-wage jobs, including seasonal jobs, involuntary part-time work, and unpredictable scheduling.



Current Population Survey, Table 8

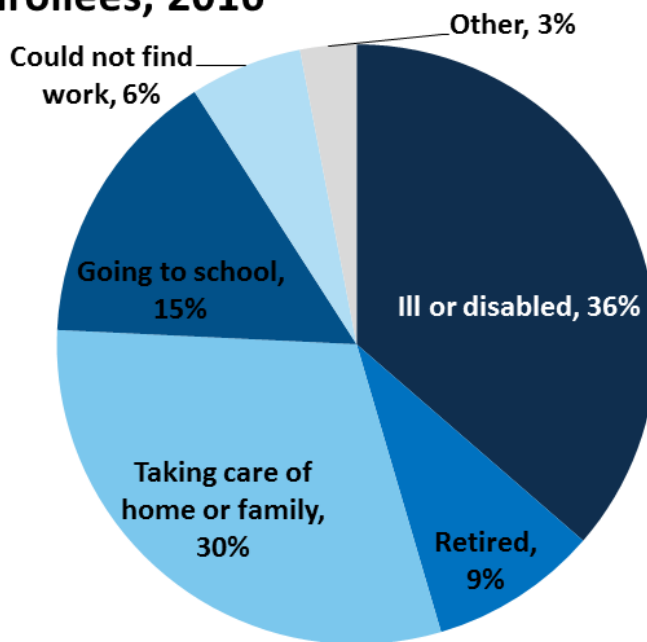
PAPERwork Requirements

- People may lose benefits due to failure to submit paperwork to document their hours of work—*even when they are meeting the work requirements.*
 - People may lose benefits if the state loses or fails to process their documentation
 - Arkansas' new Medicaid waiver requires people to report their hours online by the 5th of the month, leaving people with no internet access out of luck.

People with disabilities who do not qualify for SSI

Figure 6

Main reasons for not working among non-SSI, adult Medicaid enrollees, 2016



Total = 9.8 Million

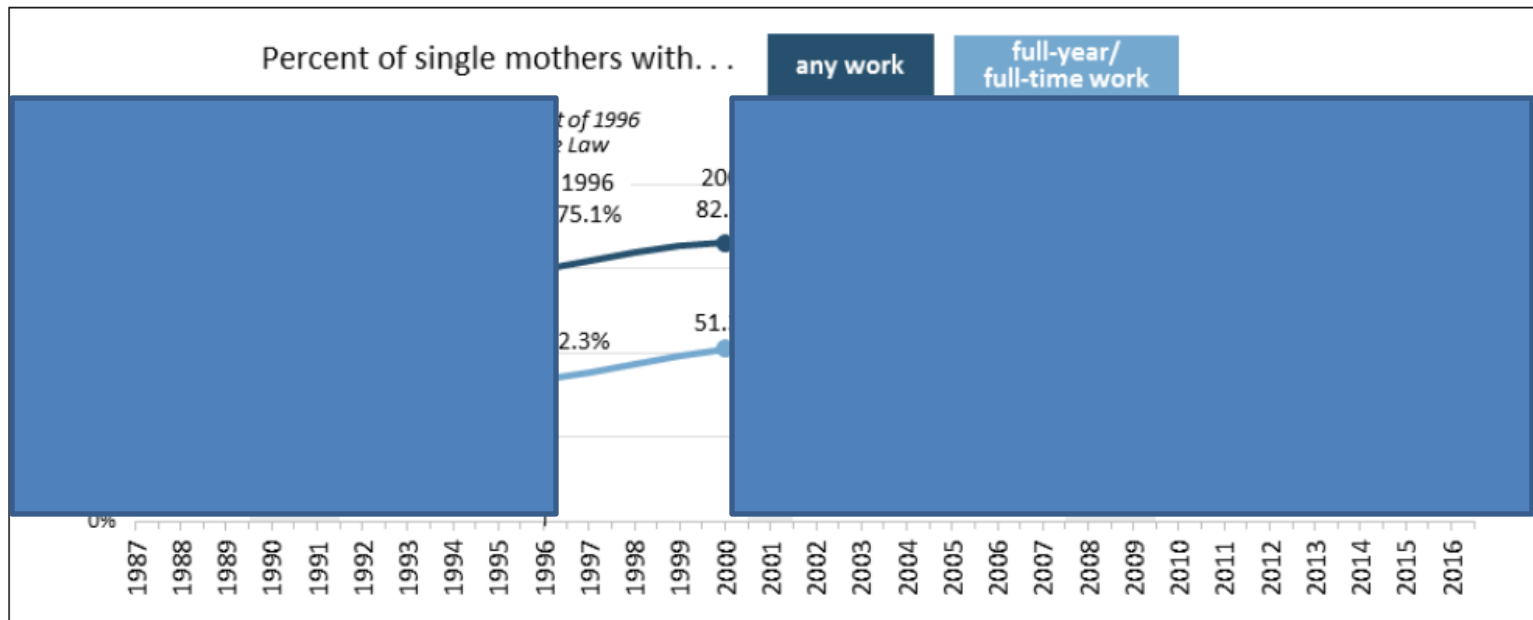
NOTE: Includes nonelderly adults who do not receive Supplemental Security Income (SSI).
SOURCE: Kaiser Family Foundation analysis of March 2017 Current Population Survey.



<https://www.kff.org/medicaid/issue-brief/understanding-the-intersection-of-medicaid-and-work/>

TANF had modest effects on employment

Figure 2. Percentage of Single Mothers with Any Work During the Year, and with Full-Year, Full-Time Work, 1987-2016

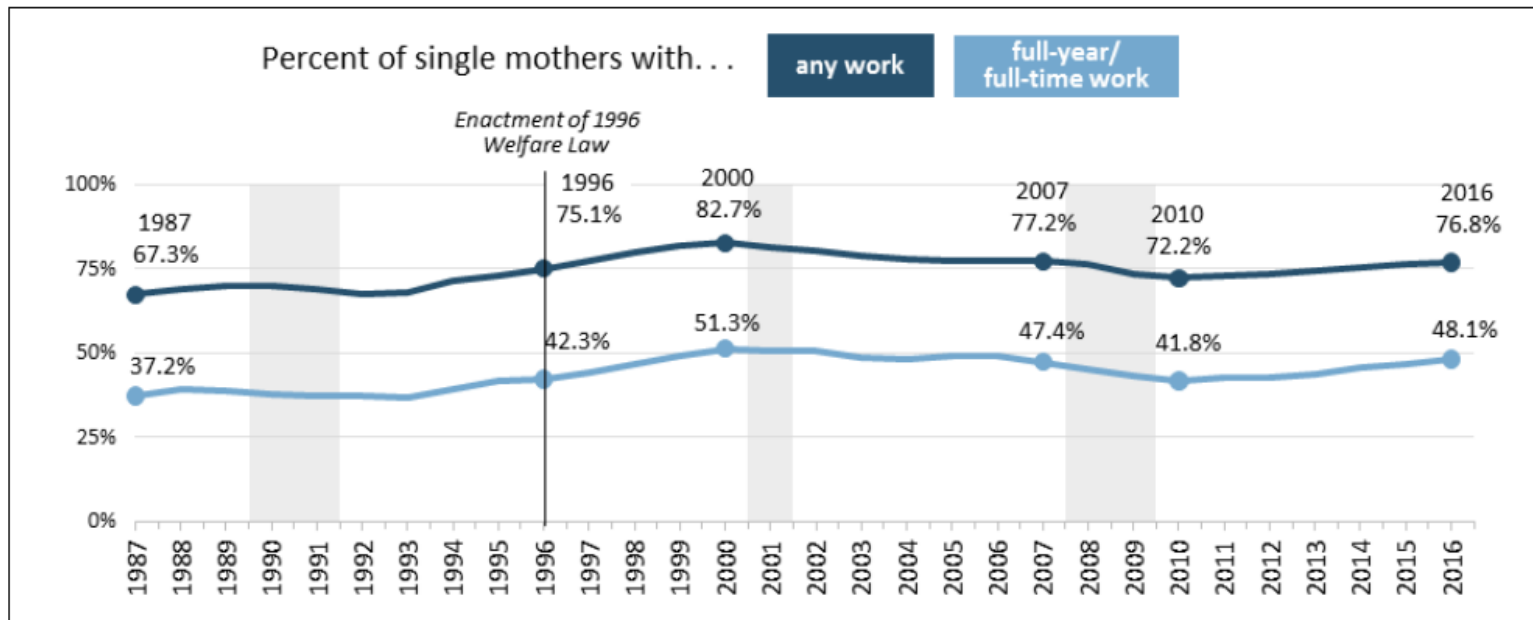


Source: Congressional Research Service (CRS) tabulations of the U.S. Census Bureau's Current Population Survey (CPS) Annual Social and Economic Supplements (ASEC), 1988 to 2017.

Note: Shaded areas denote years of economic recession.

TANF had modest effects on employment

Figure 2. Percentage of Single Mothers with Any Work During the Year, and with Full-Year, Full-Time Work, 1987-2016



Source: Congressional Research Service (CRS) tabulations of the U.S. Census Bureau's Current Population Survey (CPS) Annual Social and Economic Supplements (ASEC), 1988 to 2017.

Note: Shaded areas denote years of economic recession.

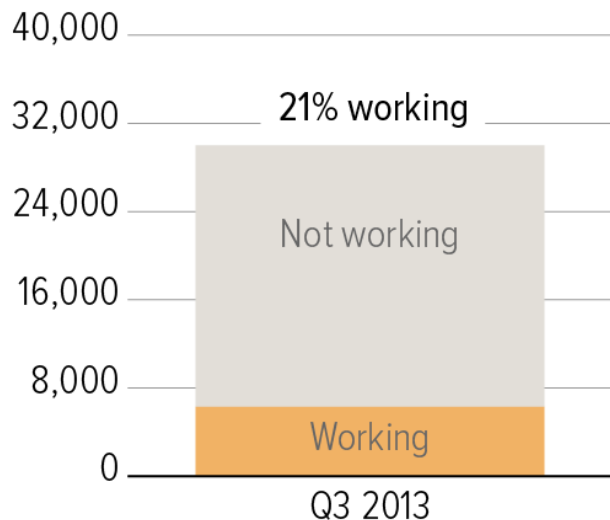
ABAWD time limits show NO evidence of increasing work

Kansas SNAP Benefit Cutoff Did *Not* Boost Work

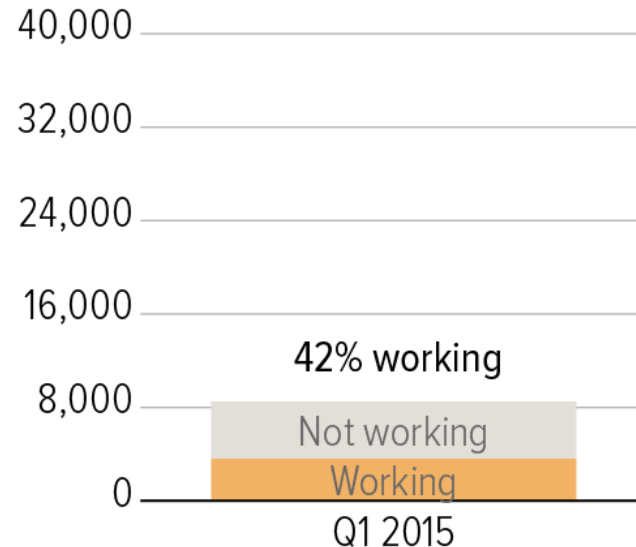
Non-disabled childless adult SNAP participants before and after January 2014 cutoff of those not working 20+ hours per week

<https://www.cbpp.org/kansas-snap-benefit-cutoff-did-not-boost-work>

Number of such SNAP participants who worked fell...



...but the work rate rose only because there were fewer such SNAP participants overall



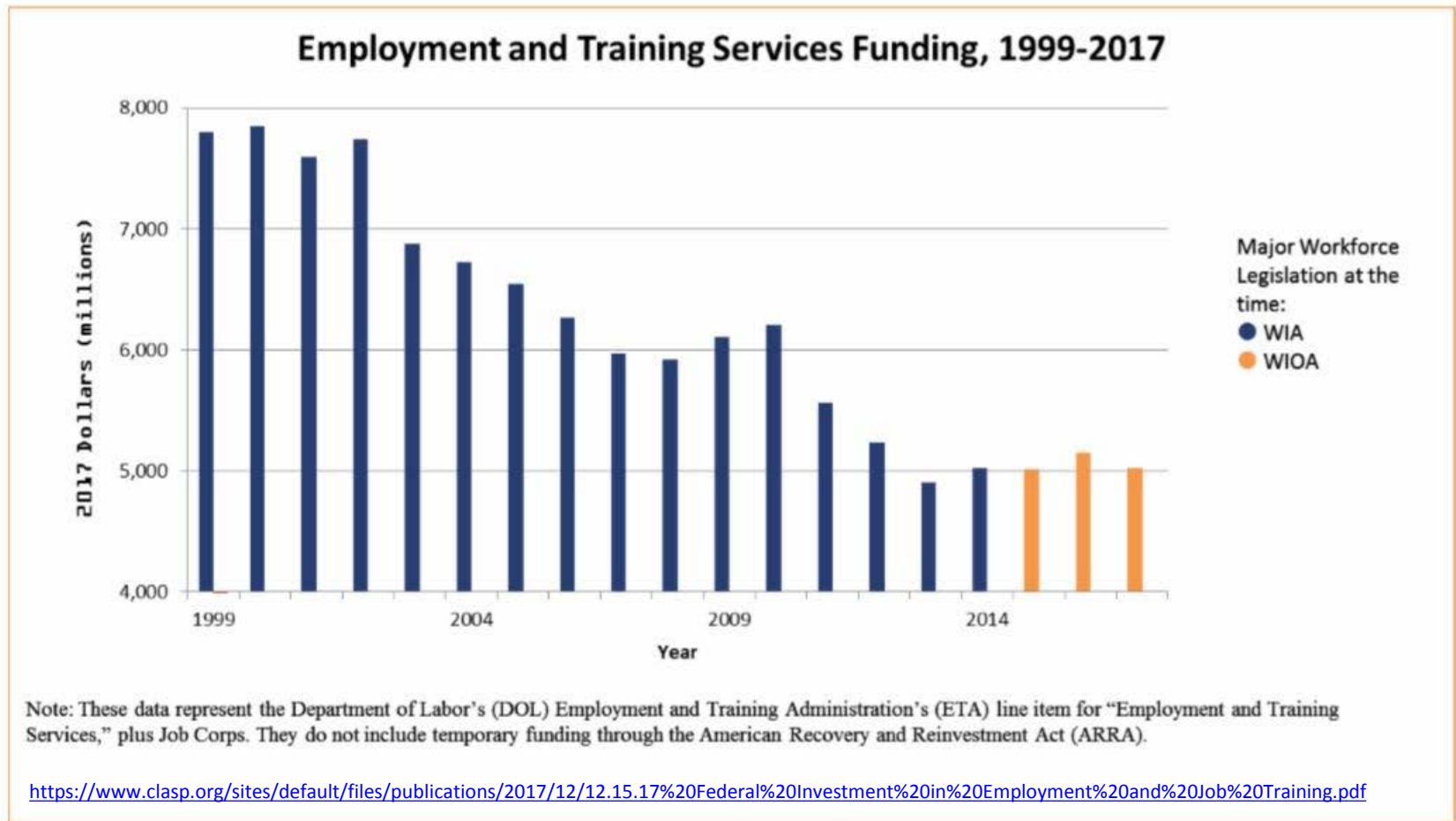
Effective programs are intensive and higher cost

Many people desperately want to work and just need the opportunity



The most effective job training programs cost \$5,000 to \$10,000 per recipient and serve relatively small numbers of recipients, but pay off in long-term earnings gains.

Workforce system is underfunded



Mandatory programs are wasteful

- When states are under pressure to serve lots of participants, they are more likely to operate low-touch job search programs, less likely to focus on career pathways and other strategies that have been proven effective.
- Mandatory programs put focus on attendance, not outcomes
- One study of TANF caseworkers found that they spent more than half their time documenting participation, not helping clients get jobs.

SNAP

- Farm Bill
 - House bill delayed due to strong Democratic opposition to draft bill including provisions making time limits more stringent
 - Senate may release bill in April or May
 - Needs bi-partisan support to pass
- SNAP “Advanced Notice of Proposed Rulemaking”
 - <https://www.regulations.gov/docket?D=FNS-2018-0004>
 - Comments due April 9, 2018
 - Template comments available from CLASP

Medicaid

- Medicaid work requirement waivers
 - CMS issued letter encouraging such waivers on January 11
 - <https://www.medicaid.gov/federal-policy-guidance/downloads/smd18002.pdf>
 - So far, have been approved in Kentucky, Indiana and Arkansas
 - About 8 other states have submitted requests; more likely to follow
 - NHeLP, SPLC and others have sued CMS
- Legislative changes unlikely without reconciliation

“Workforce Development”

“During a GOP retreat here in Appalachia, **Ryan** urged congressional Republicans to tackle ‘workforce development.’ He messaged the somewhat amorphous phrase as a matter of ‘helping people’ — not a budget-cutting excursion. But at least a half-dozen Republicans told POLITICO that Ryan's proposal could include work requirements for welfare beneficiaries.”

-- Politico, February 1, 2018.

- Appropriations riders? Infrastructure bill?

Thank you

For more information:

<https://www.clasp.org/work-and-public-benefits>

Elizabeth Lower-Basch

elowerbasch@clasp.org

RONALD JOHNSON

Heartland Alliance Health



Why work requirements don't work

Ronald Johnson, Heartland Alliance Health

Introduction—Who am I?

Background Information

- Heartland Alliance Health provides comprehensive services to people experiencing homelessness and people living in poverty. Services include:
 - Medical Services
 - Case Management
 - Benefit Enrollment
 - Mental Health Services Groups, Psychiatry, Counseling
 - Housing (Antonia & Pathway)
 - Assertive Community Treatment (ACT) Services
 - Outreach street, shelters, encampments, community centers

Background Information

cont.

- What does the Outreach Team do?
 - Provide short-term case management by:
 - Connecting people to housing through assessments
 - PATH mental health assessments
 - Connecting people to other departments within HAH (e.g. Resource Center, CSI, ACT, etc.)
 - Supporting folks while they transition from homelessness to permanent housing
 - Meeting people where they are by engaging in street outreach

Negative impact of work requirements on our participants

- Work requirements will negatively impact our participants by:
 - Increasing visits to the Emergency Room kicking people off of Medicaid will only increase # of visits to the ER, which is incredibly expensive
 - Losing insurance, yet not being able to find work: there are often many barriers that keep our participants unable to work, find a job, and/or gain steady and reliable employment
 - Not being able to access the necessary paperwork to “prove” employment

Negative impact of work requirements on our participants (cont.)

- Making able-bodied folks work discriminates against folks who have:
 - mental illnesses
 - substance use problems
 - chronic illnesses that cannot be “seen” like many autoimmune disorders
 - other disabilities that do not qualify under these new requirements
 - people who cannot work because they care for others/are caregivers to family members, friends, children, etc.

Negative impact of work requirements on our participants (cont.)

According to the New York Times, “among adults on Medicaid who don’t work and could be subject to the work requirement, more than a third have a chronic health problem or disability, about half take care of their family or go to school, and just under 10 percent can’t find work.”

In other words...most folks on Medicaid **are** working

Why public benefits are crucial for our participants

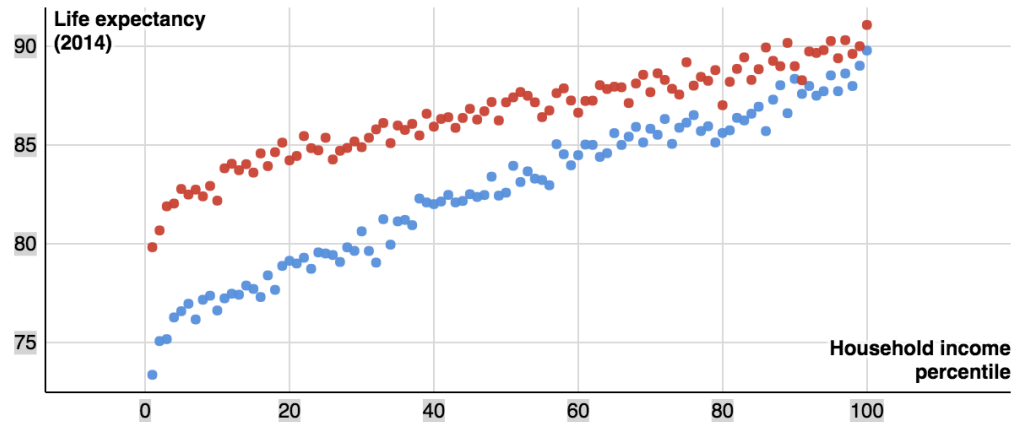
Studies have found that:

- by having Medicaid benefits, people are actually able to stay employed and/or find work
- health care saves lives it is not coincidental that people experiencing homelessness have shorter lifespans than wealthy housed folks
- SNAP/TANF help a lot of our participants during the hardest, most vulnerable times of their lives

Life expectancy vs. household income

The wealthiest Americans outlive their lowest-income compatriots by 15 years or more.

● Men ● Women



Data adjusted to reflect standard distributions of race.

Chart: The Conversation, CC-BY-ND • Source: [The Equality of Opportunity Project](#)

Conclusions

“Medicaid is working, as are most able-bodied adults who are eligible for it.”

Health care is a human right.

Heartland Alliance Health believes that housing is a form of health care.

Questions?

REBECCA VALLAS

Center for American Progress



Center for American Progress



Winning the Message War on “Work Requirements”

Center for American Progress

Rebecca Vallas, Vice President, Poverty

Heartland Alliance - March 2018

| When they say... | They really mean... |
|--|--|
| <p>“Flexibility” <i>Also:</i> “Streamlining” “Local control” “Cap funding” ”Model programs after TANF”</p> | <p>Block grant</p> <ul style="list-style-type: none"> • Flat funding that doesn’t adjust for need, population growth, recessions • Funding shrinks over time • \$ can be diverted to plug state budget holes |
| <p>“Welfare reform”</p> | <p>Reduce funding for assistance programs; cut benefits and/or restrict eligibility</p> |
| <p>“Workforce development” <i>Also:</i> “Welfare to work” “Promoting work” “Community engagement”</p> | <p>Harsh time limits on assistance for people who cannot find a job or get enough hours at work</p> |

House Speaker Paul Ryan

- “Ryan urged congressional Republicans to tackle **“workforce development.”** He messaged the somewhat amorphous phrase as a matter of ‘helping people’—not a budget-cutting excursive.”
- “Ryan told lawmakers they need to prioritize **‘getting people the skills and opportunity to get into the workforce,’** according to a person in the room. And he insisted the idea is popular.”
- **”Our goal should be helping those people close that skills gap.** This improves people’s lives, and it helps our economy in general.”

Source: Politico - <http://politi.co/2E6u9JZ>

Rep. Mark Walker (House Republican Study Committee Chair)

“If you really want someone to get out there and find fulfillment... **even though you’ve got to get the framing or the phrasing right, wouldn’t you want to see that person excel?**’ he asked. A little remarketing might be in order, he added: ‘When we talk about ‘Medicaid reform,’ that’s not a great buzz phrase.’”

Seema Verma (CMS Administrator)

“Making Medicaid a Pathway Out of Poverty” *Washington Post*

- **“True compassion** is lifting Americans most in need out of difficult circumstances.”
- **“We owe it to these Americans to try whatever may help them achieve the dignity and self-sufficiency they deserve.”**

Message Testing (2017)

- **Focus groups** in Southfield, MI (white non-college women and African Americans) and Denver, CO (white non-college men and Hispanics) (Jan 2017)
- **Online ‘qual board’** discussion among more than two dozen college-educated voters across the country (half Trump and half Clinton voters) (Feb/March 2017)
- **Survey** (conducted April 8th – 13th, 2017)
 - Interviewed 1200 registered voters on landlines and cell phones
 - 144 African American Registered Voters
132 Hispanic/Latino Registered Voters
427 White Non-College Graduate Registered Voters
399 White College Graduate Registered Voters
 - Overall margin of error: ± 2.8 percentage points at the 95 percent confidence interval

National poll (2018)

- Survey conducted January 24th – 29th, 2018
- Representative online national survey of 2,000 registered voters plus demographic over-samples of:
 - African American Registered Voters
 - Hispanic/Latino Registered Voters
 - Millennial Voters ages 18-34
- Overall margin of error: ± 2.0 percentage points at the 95 percent confidence interval

- Voters overwhelmingly oppose proposals to restrict eligibility and reduce funding for government assistance programs
 - *Millennials, Independents, non-college whites, Republicans, even Trump voters*
 - **Majority oppose “work requirements” when understand consequences**
 - *Majority of voters less likely to support candidate who backs cuts*

- Deep economic unease: 70% of Americans directly impacted by economic hardship in past year; believe government should meet basic living standards for those in need; reject dependency argument

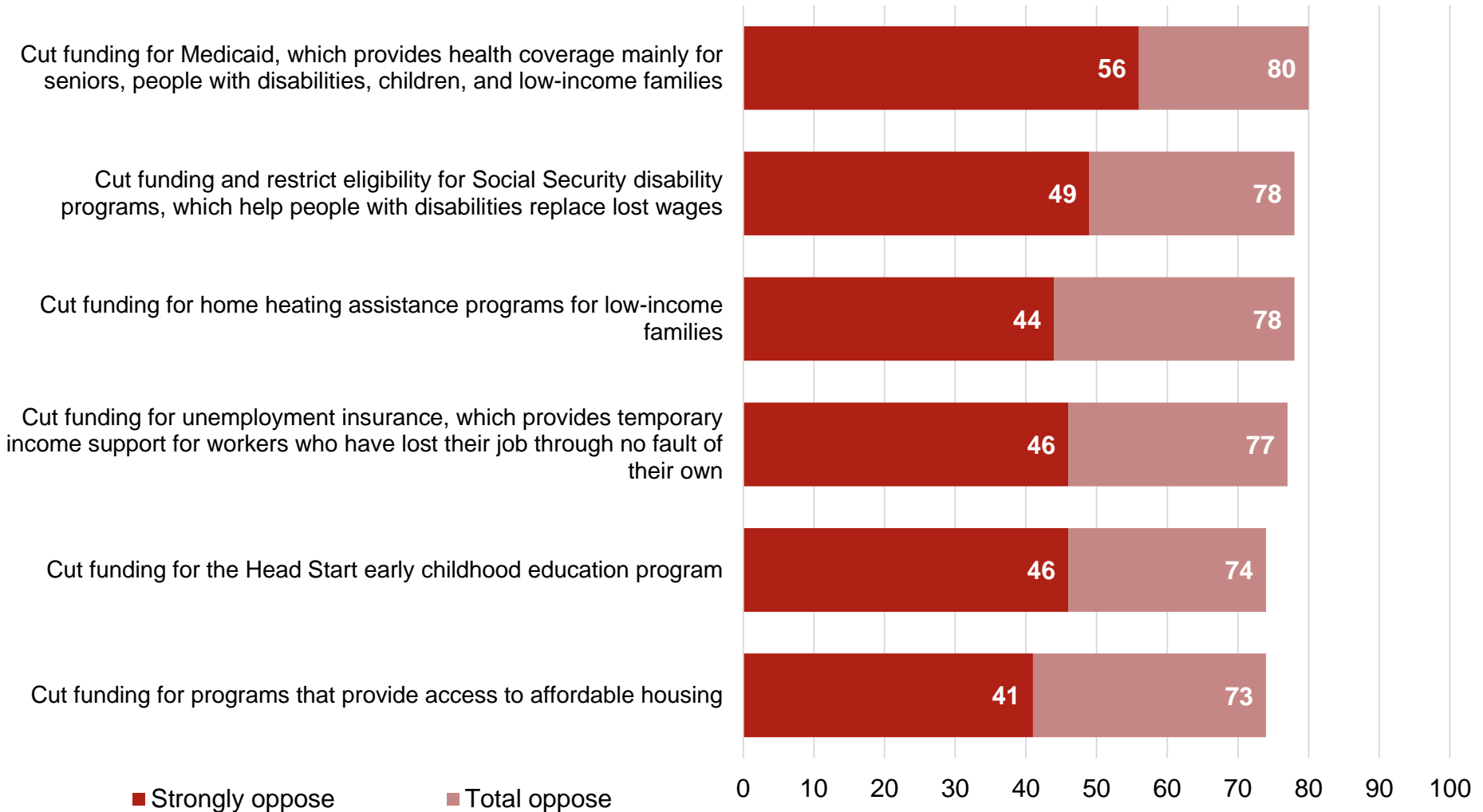
- Majority believe cuts proposed to fund tax plan, oppose cuts to assistance programs to fund tax cuts for wealthy

- Progressive policy alternatives on jobs and investment supported by broad majorities across political spectrum and demographic lines

Broad Majorities Oppose Specific Program Cuts

Figure 46

Q Below are some specific policy solutions that have been proposed as part of Republican efforts to restrict eligibility and reduce overall spending on government assistance programs for low-income people. For each one, please tell mark whether you would **SUPPORT** or **OPPOSE** that particular policy solution.

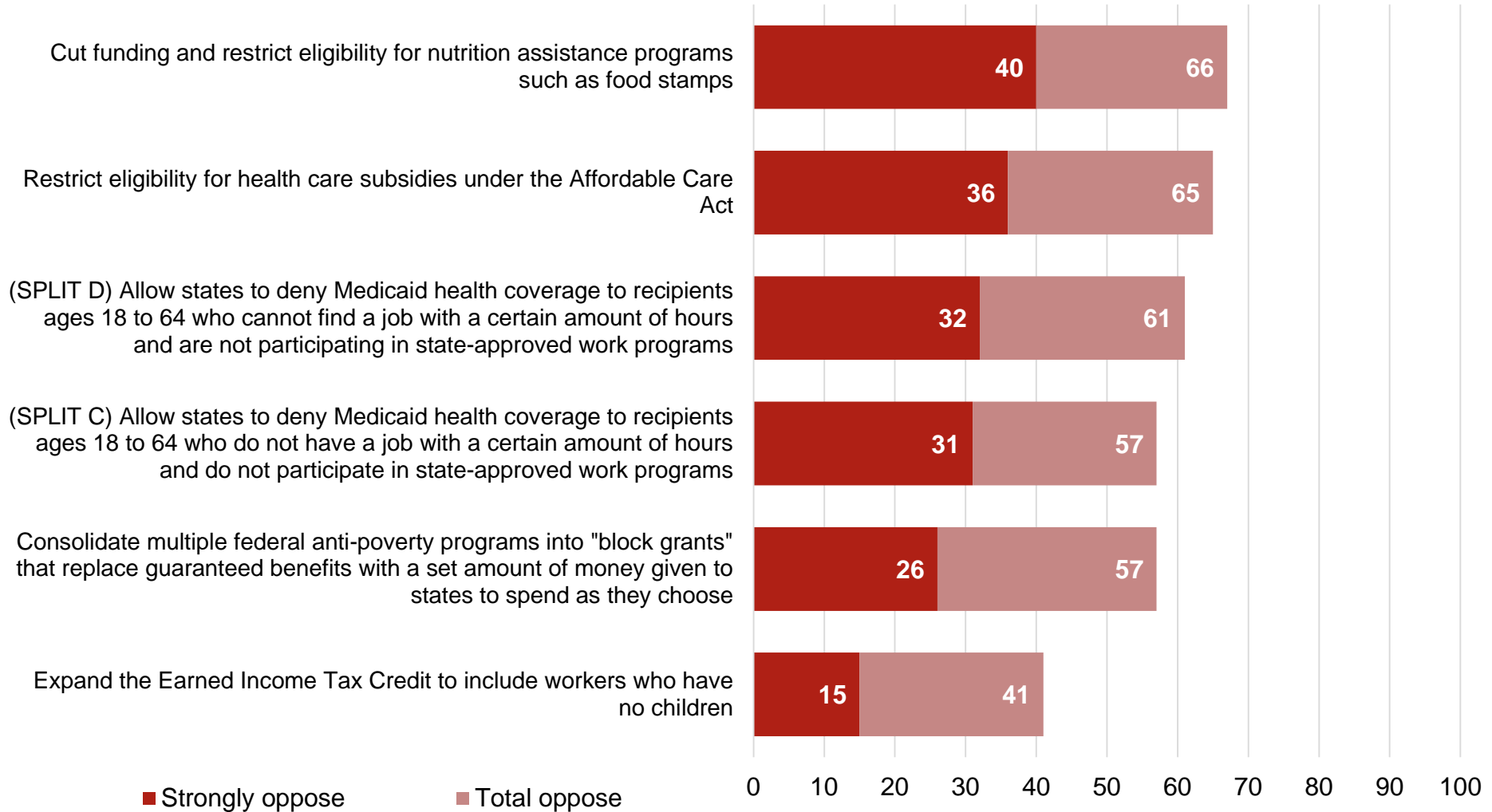


Broad Majorities Oppose Specific Program Cuts; EITC Expansion Only Positive

Figure 47

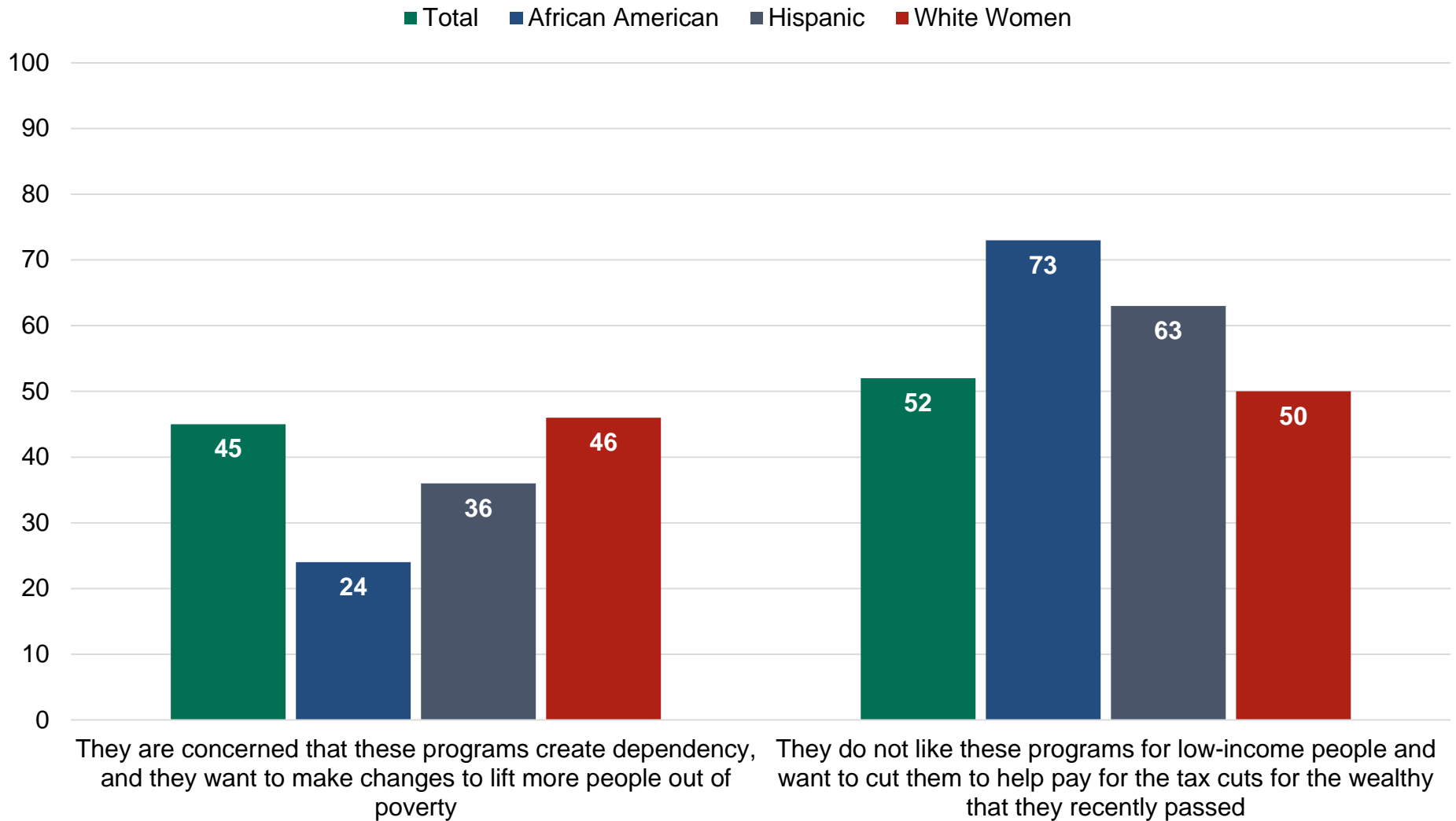


Below are some specific policy solutions that have been proposed as part of Republican efforts to restrict eligibility and reduce overall spending on government assistance programs for low-income people. For each one, please tell mark whether you would **SUPPORT** or **OPPOSE** that particular policy solution.

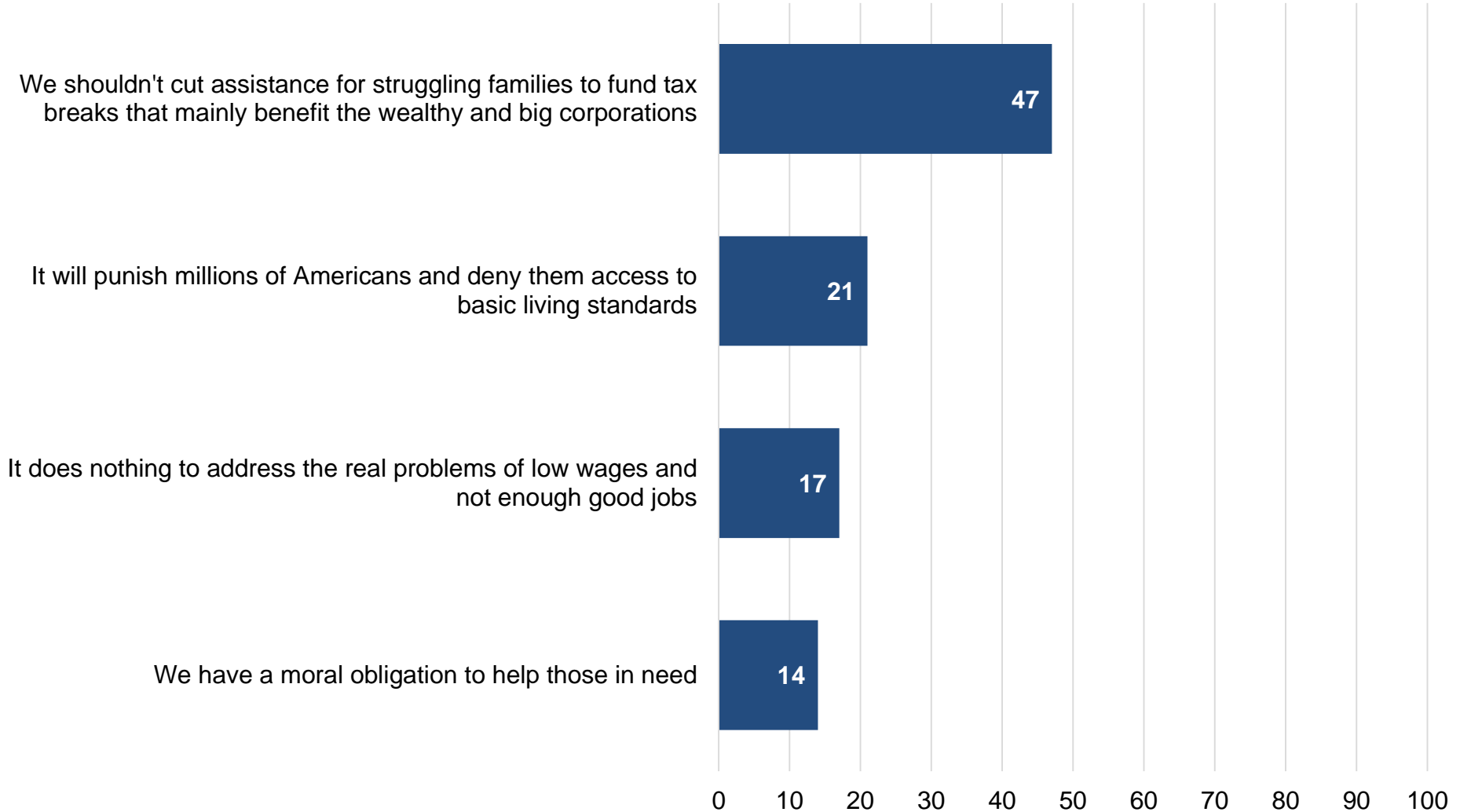




Which of the following do you think is the primary reason President Trump and Republicans in Congress are trying to restrict eligibility and reduce overall spending on government assistance programs for low-income people?



Q (IF OPPOSE IN Q.46/Q.47) What is the best reason to OPPOSE a proposal to restrict eligibility and reduce overall spending on government assistance programs for low-income people that includes all or most of these provisions?

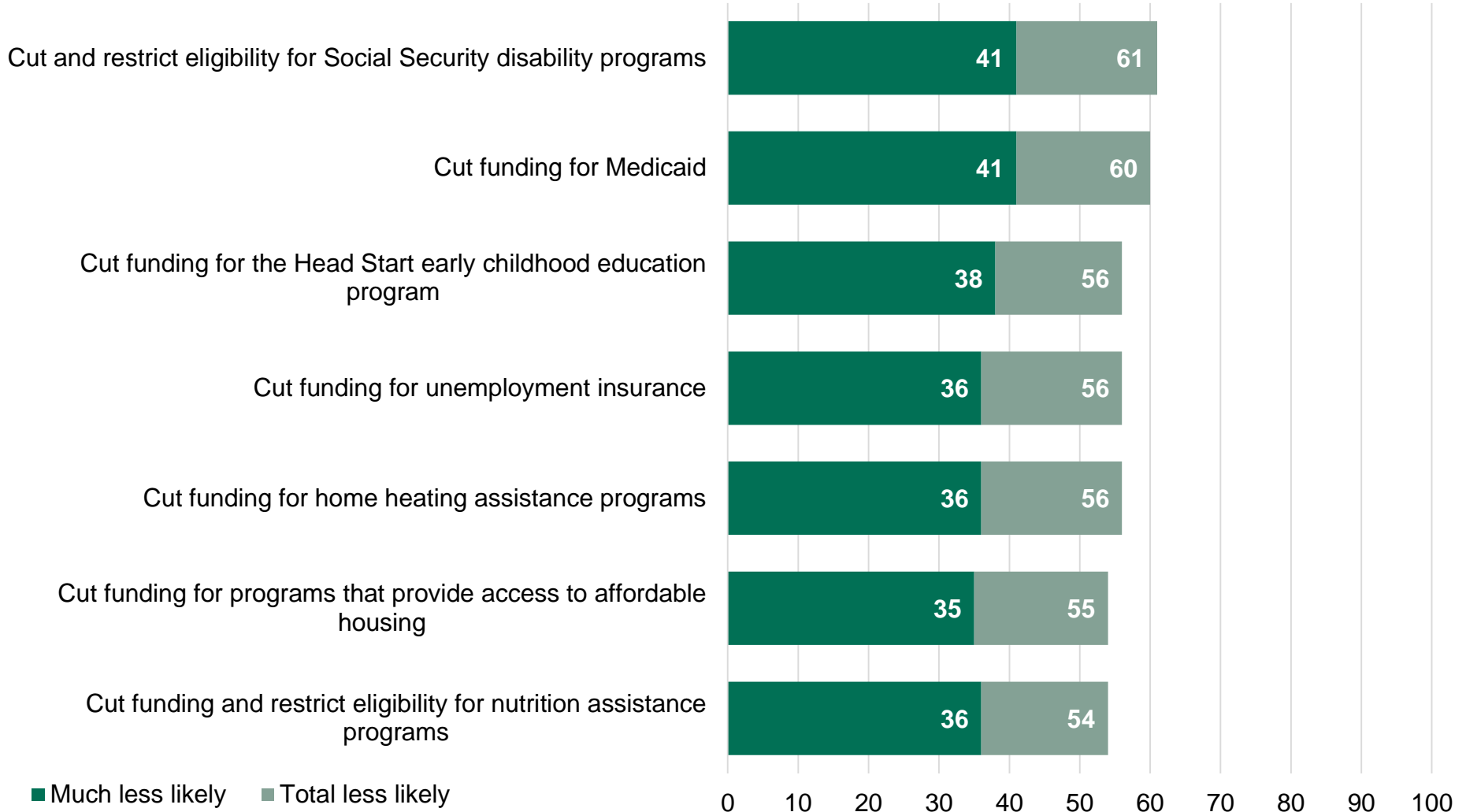


Majorities Less Likely to Support Candidates Who Vote for Range of Cuts

Figure 50



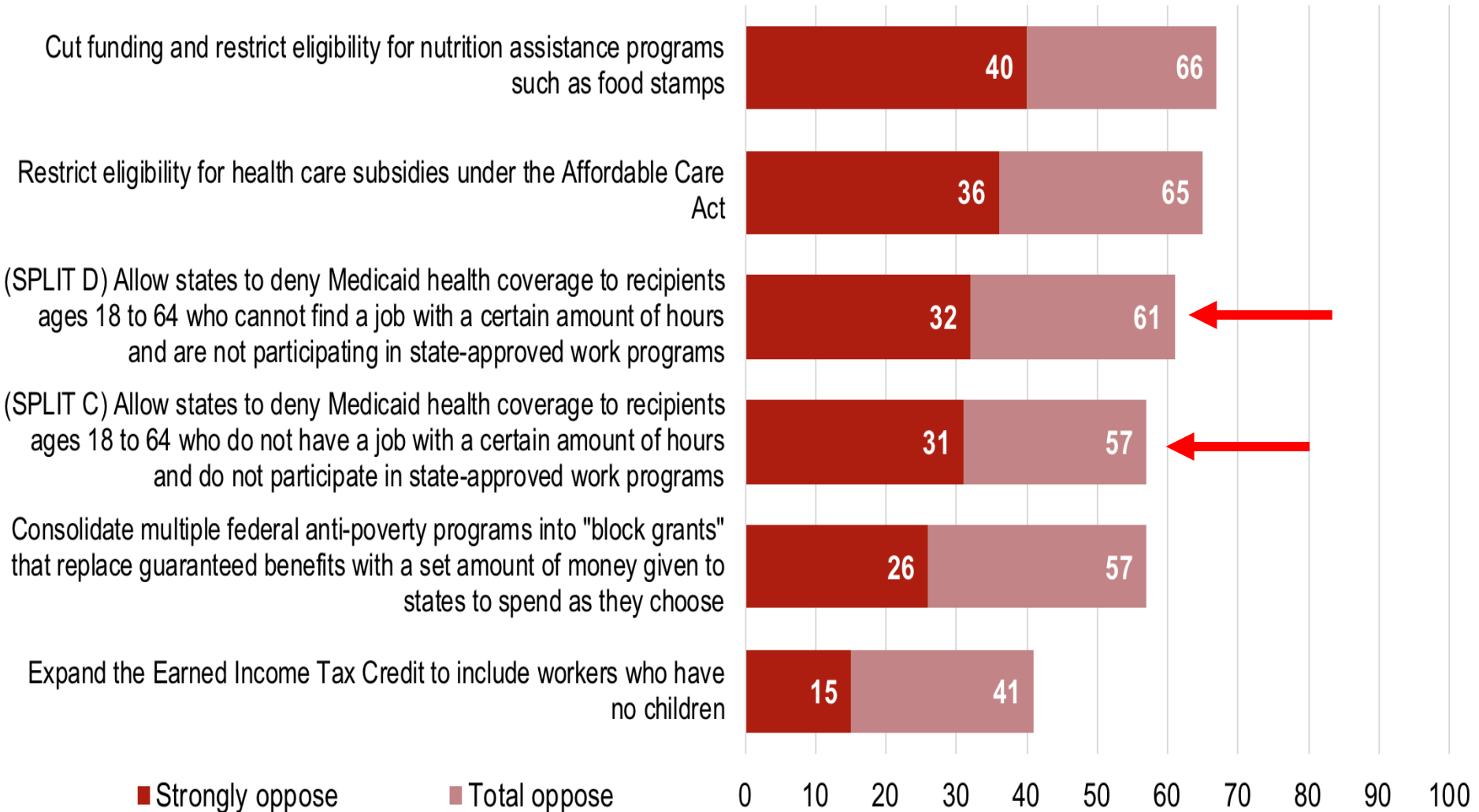
Thinking about the election for Congress later this year, would you be **MORE LIKELY** or **LESS LIKELY** to vote for a candidate who supports each of the following proposals, or would it make no difference in your vote?



Majority Oppose Work Requirements When Understand Consequences

Figure 51

Q Below are some specific policy solutions that have been proposed as part of Republican efforts to restrict eligibility and reduce overall spending on government assistance programs for low-income people. For each one, please tell mark whether you would **SUPPORT** or **OPPOSE** that particular policy solution.

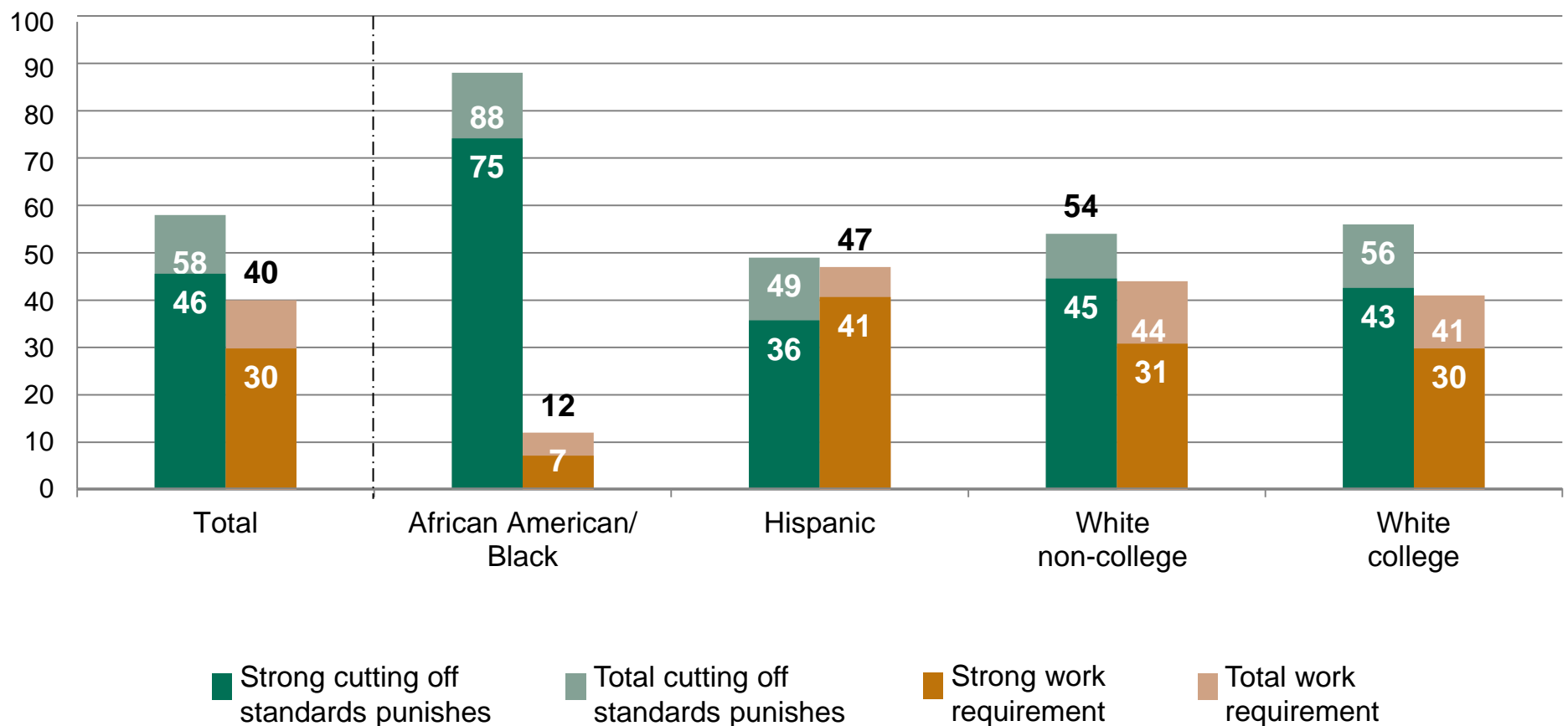


Oppose & Propose Wins Work Requirements Debate

Figure 52

Cutting off people's basic living standards by taking away their health care, affordable housing, and disability support only makes it harder for them get back on their feet. Rather than punishing people who are already facing economic hardship, Congress should instead focus on policies that help create jobs and boost wages.

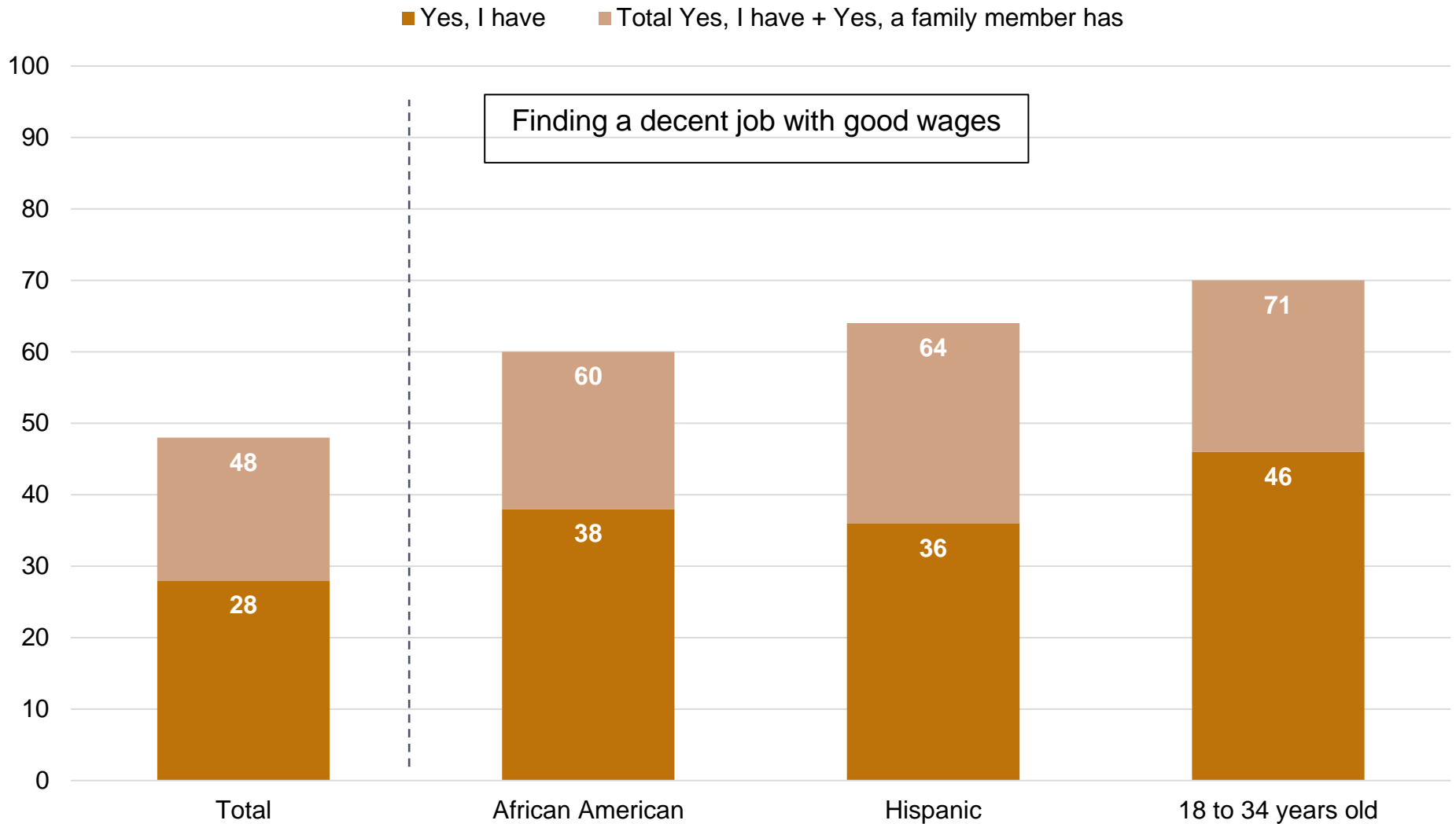
Requiring people who receive government assistance to find work is critical to promote self-sufficiency, prevent abuse and dependency, and ensure that benefits are going to those truly in need. Work requirements protect taxpayers and help lift up individuals trapped in a cycle of poverty.



Nearly Half of Voters Directly Affected by Scarcity of Jobs with Good Wages



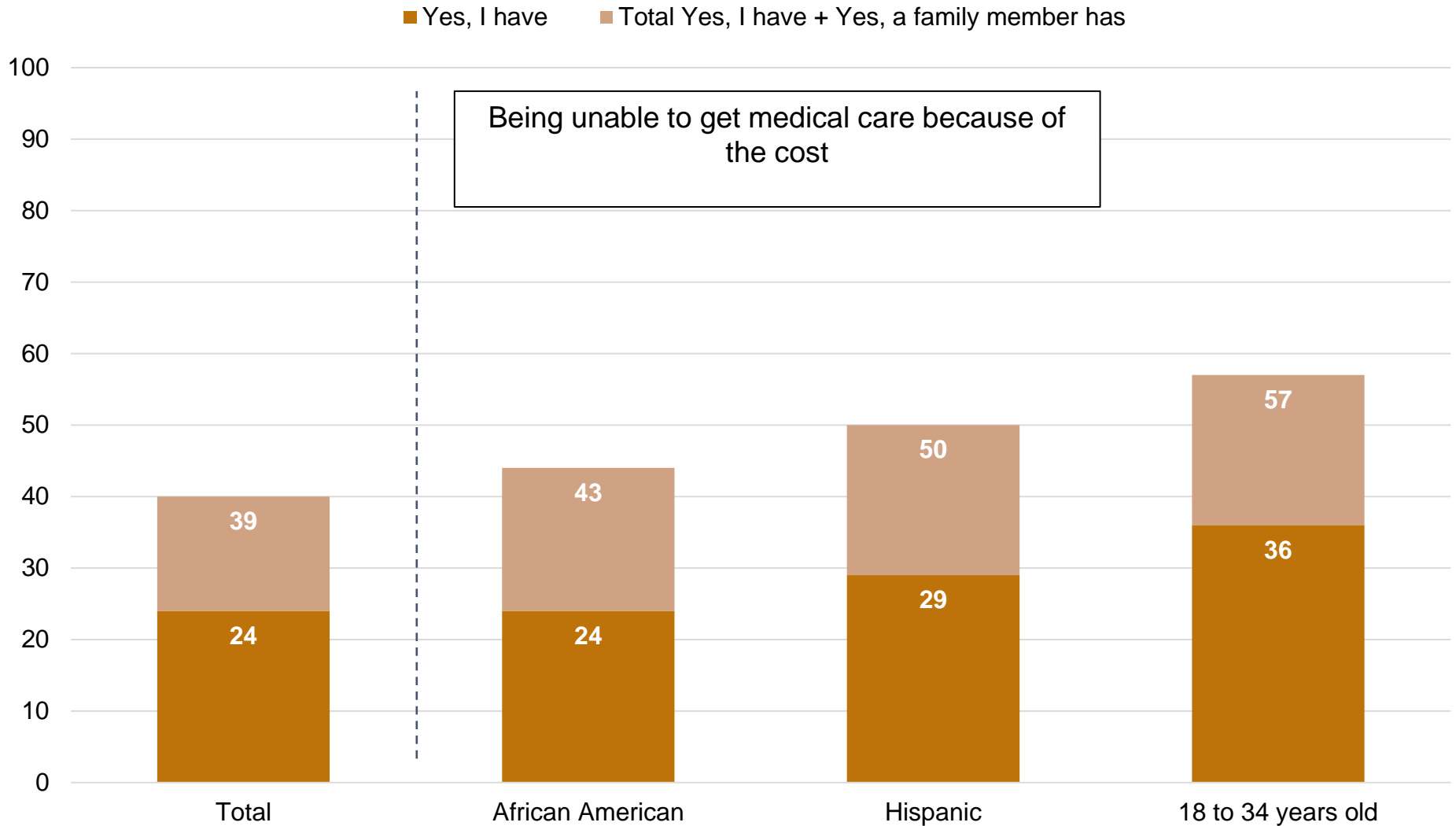
Have you or a member of your immediate family had a serious problem with this issue over the past year?



Access to Medical Care Due to Cost Directly Affecting Nearly 40% of Voters



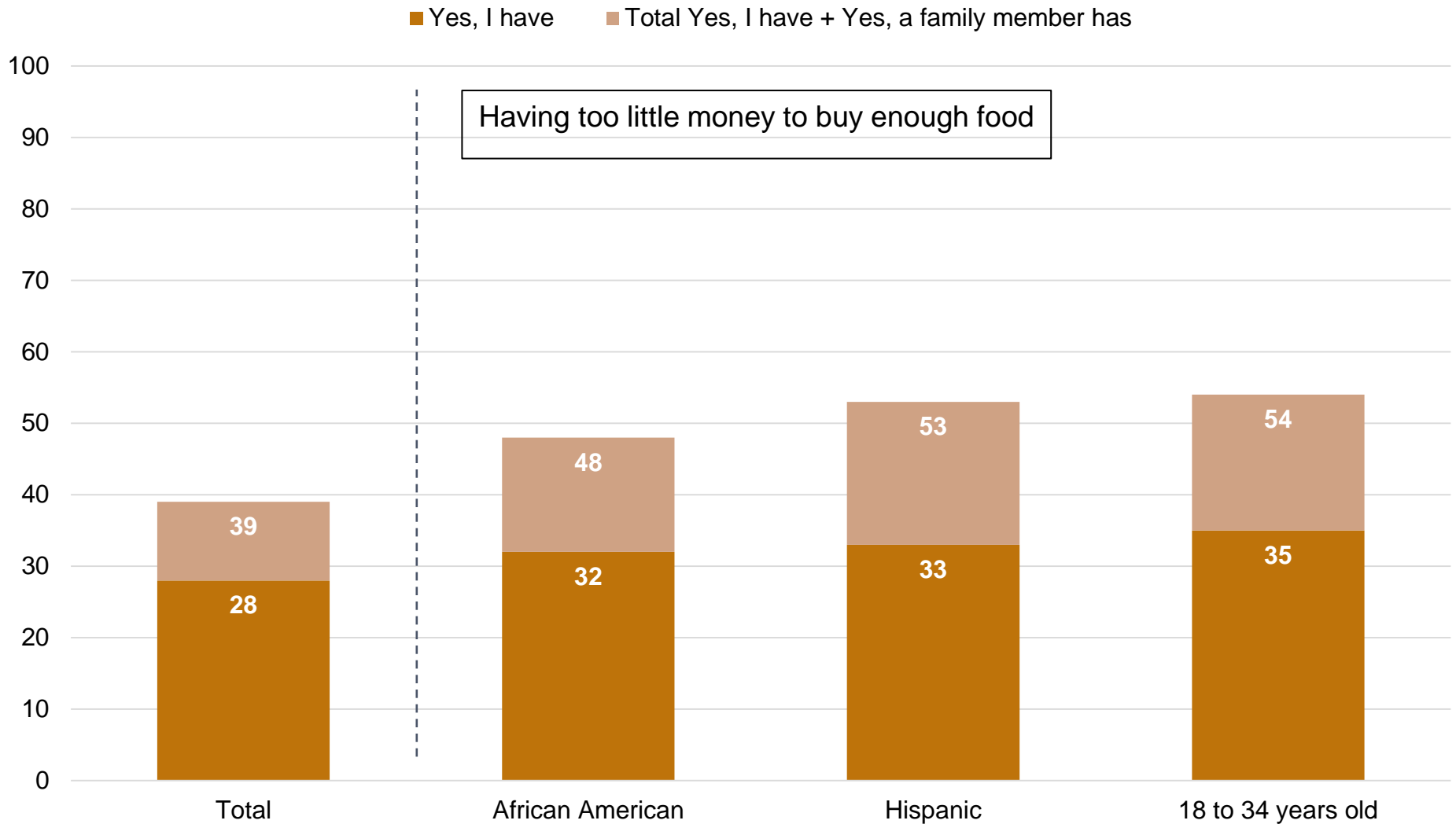
Have you or a member of your immediate family had a serious problem with this issue over the past year?



Nearly 40% of Voters Also Struggling with Food Security



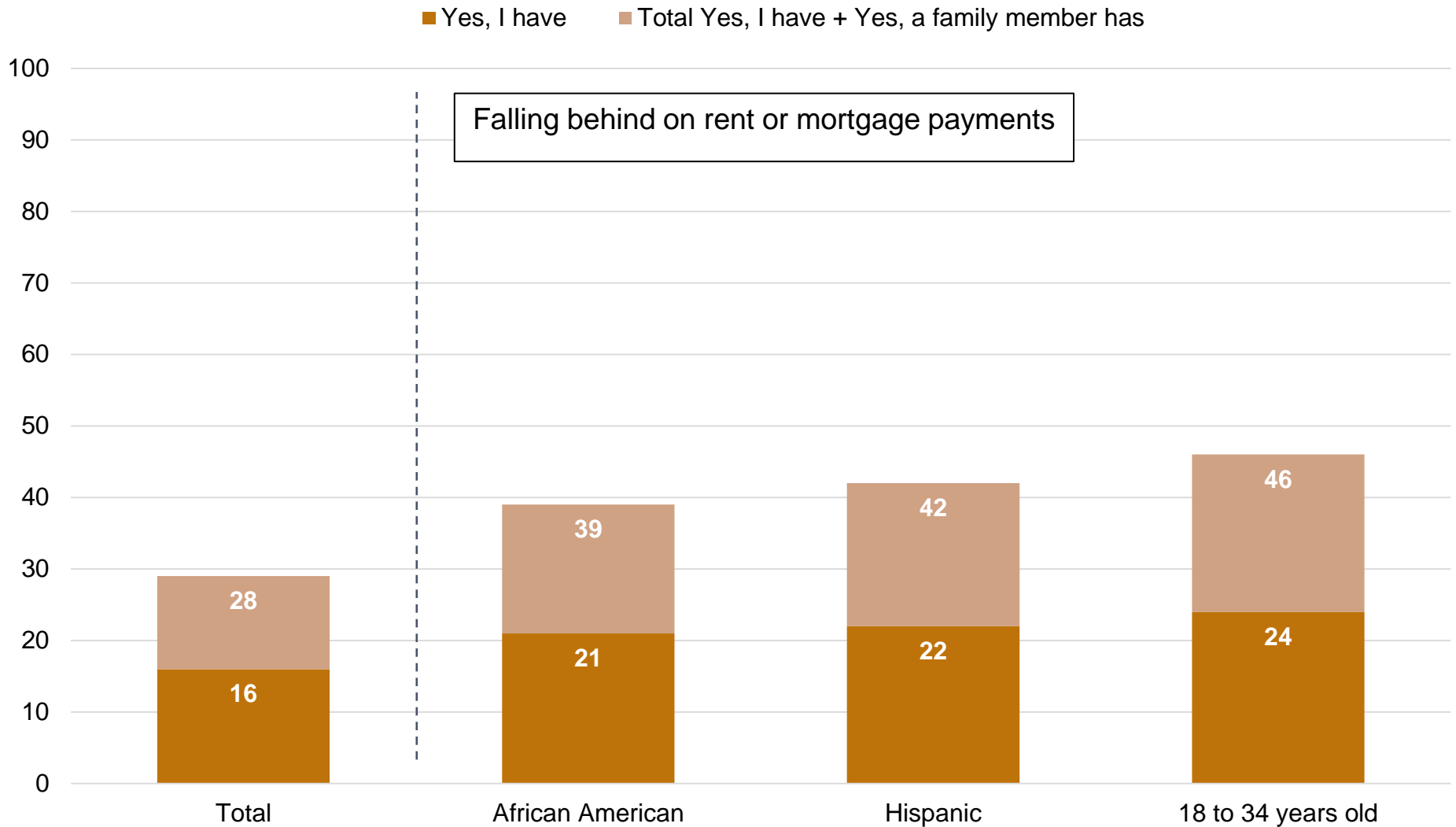
Have you or a member of your immediate family had a serious problem with this issue over the past year?



Nearly 30% of Voters Struggling with Rent & Mortgage Payments



Have you or a member of your immediate family had a serious problem with this issue over the past year?



Voters Embrace Need for Government Assistance by More than 3-to-1

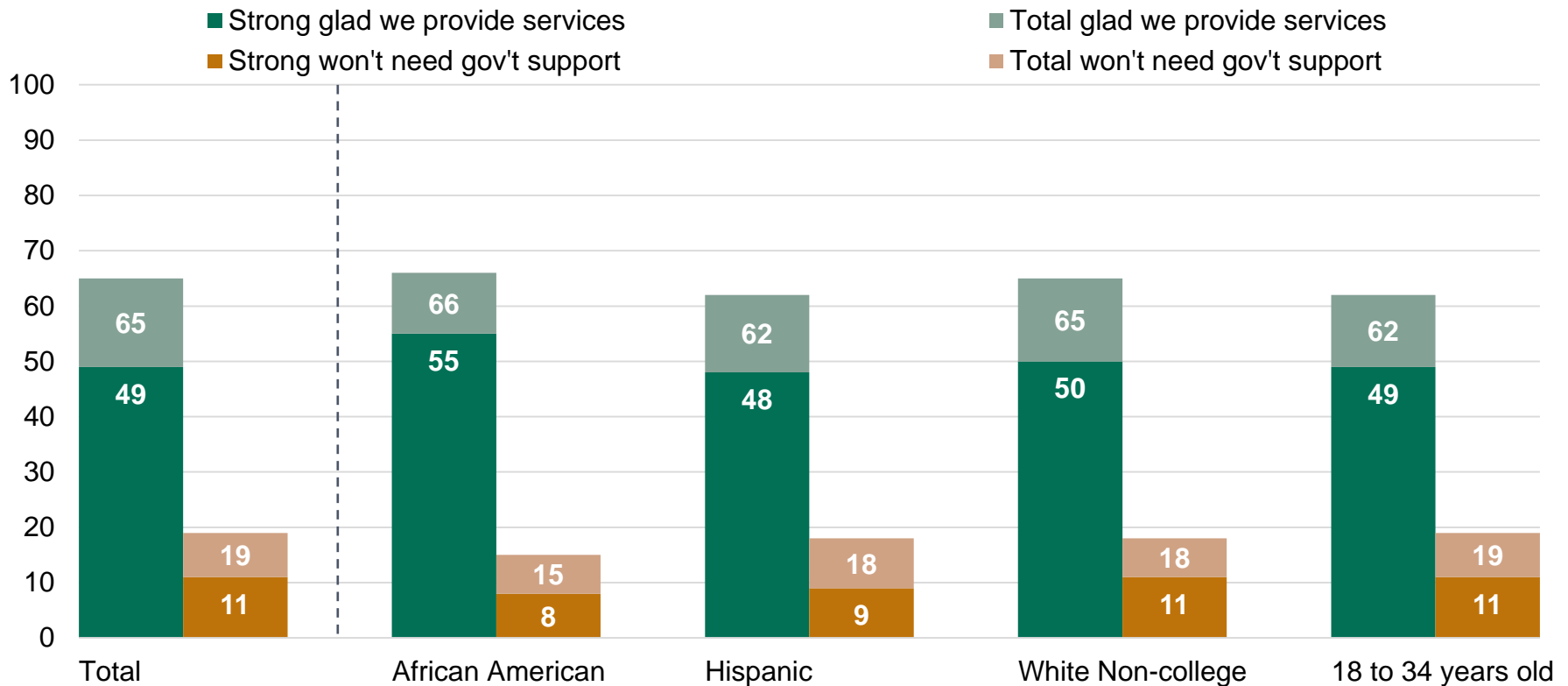
Figure 57



Now I'm going to read you some pairs of statements. After I read both statements, please tell me whether the first statement or the second statement comes closer to your own view, even if neither is exactly right.

Even if I may not need them now, I'm glad our society provides government services to ensure basic living standards for when times get tough.

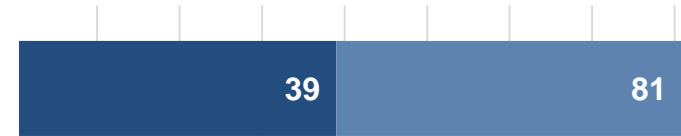
I don't envision ever being in a position where I would need or want to use the health care, nutrition, housing, or income support offered by the government.



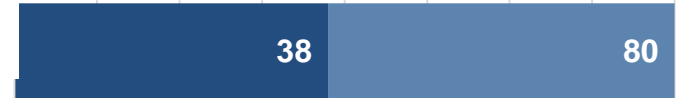


For each one, please indicate whether you would support or oppose that particular policy solution.

(SPLIT F) Invest \$1 trillion over next 5 years on comprehensive infrastructure needs including physical infrastructure like roads, bridges, airports, and public transport; energy infrastructure to increase production and use of clean energy; and human infrastructure to help workers with good jobs that pay decent wages, affordable education, and child care support.



Enact basic family-friendly policies including paid family and medical leave and paid sick days.



(SPLIT E) If individuals receiving government assistance to make ends meet can't find work, the government should hire them directly to work rebuilding roads, bridges, and schools or training them to be teachers, home health care aides, or child care providers.



Help low wage workers afford quality child care and make universal pre-kindergarten available for all children.



For workers who lose their jobs to foreign competition, automation, or relocation, provide a salary and tuition to receive hands-on training in new skills and technology needed to fill available jobs in their communities.



Create wage boards that bring together businesses, government, and workers to ensure fair wages for employees across a specific industry and prevent employers from abusing the availability of cheap labor to drive down wages.



■ Strongly support ■ Total support

0 10 20 30 40 50 60 70 80 90 100



For each one, please indicate whether you would support or oppose that particular policy solution.

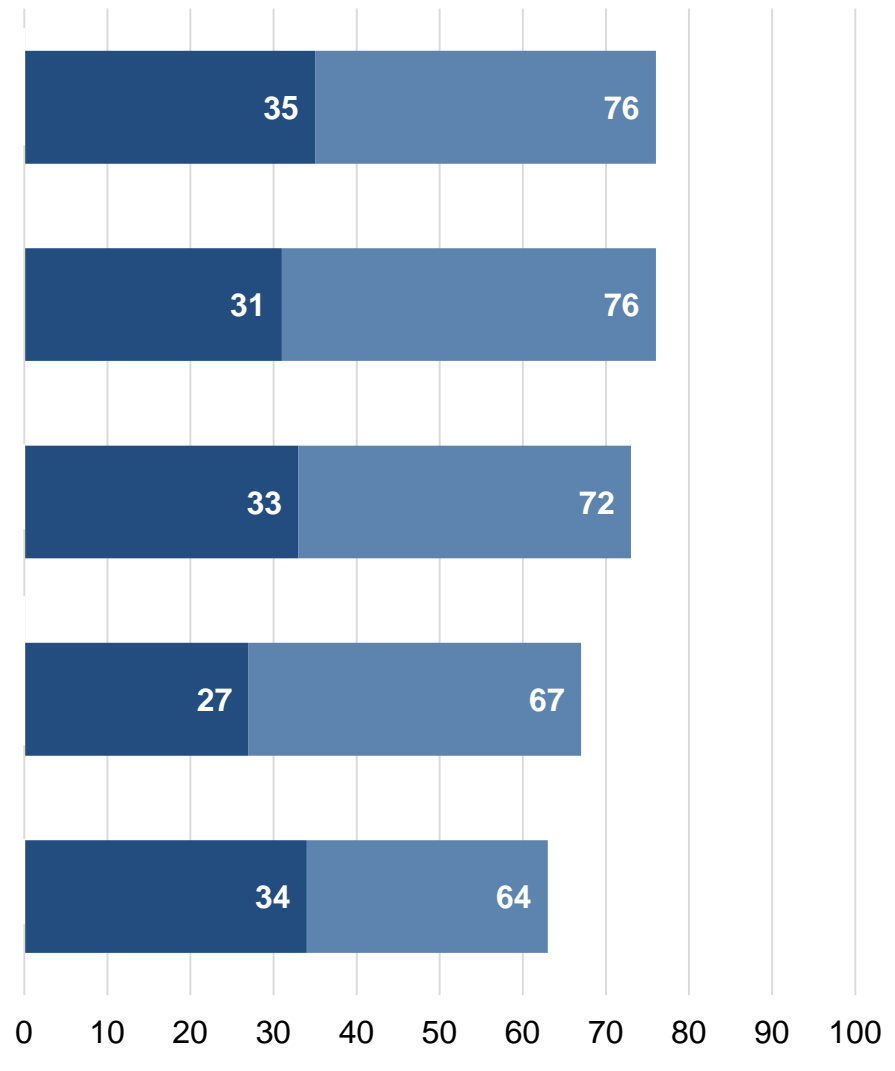
(SPLIT E) Invest \$1 trillion over the next 5 years to improve our nation's infrastructure by upgrading and building new roads, bridges, airports, and public transportation options like commuter trains, light rail, buses, and subways.

Ensure that all young people aged 25 or under are placed in a job, an apprenticeship, or enrolled in continuing education toward a specific vocation within 6 months of leaving school or a job.

Expand rental assistance for all low-income families spending more than half of their income on rent each month.

(SPLIT F) For anyone who is unemployed or underemployed, the government should guarantee them a job with a decent wage doing work that local communities need, such as rebuilding roads, bridges, and schools or working as teachers, home health care aides, or child care providers.

Increase the federal minimum wage to \$15 an hour and make sure it rises with inflation so that fewer working families have to rely on public assistance benefits.



■ Strongly support ■ Total support

Review of Key Takeaways

- Voters overwhelmingly oppose proposals to restrict eligibility and reduce funding for government assistance programs
 - *Millennials, Independents, non-college whites, Republicans, even Trump voters*
 - **Majority oppose “work requirements” when understand consequences**
 - *Majority of voters less likely to support candidate who backs cuts*
- Deep economic unease: 70% of Americans directly impacted by economic hardship in past year; believe government should meet basic living standards for those in need; reject dependency argument
- Majority believe cuts proposed to fund tax plan, oppose cuts to assistance programs to fund tax cuts for wealthy
- Progressive policy alternatives on jobs and investment supported by broad majorities across political spectrum and demographic lines

- ✓ Avoid pity/charity. Proposed cuts to health care, housing, and nutrition are proposals that will affect “you and your family” and “threaten your family’s economic security.”
- ✓ *Safety net* is an unfamiliar term for many voters. Use **basic living standards**, or **the basics**—these terms resonate.
- ✓ Avoid jargon, acronyms, program names (with exceptions). Use kitchen-table terms: ***programs that help families keep a roof over their heads...***

- ✓ Name villains and highlight tradeoffs: ***slashing affordable housing to pay for tax cuts for the wealthy and corporations.***
- ✓ Disability is an especially powerful lens, spurring outrage even among Trump voters.
- ✓ Resistance alone is not enough. Progressives gain more when they **oppose and propose** by putting big ideas on jobs, wages, and economic security on the table as alternatives to Trump budget proposals. *This approach even beats GOP work requirements message.*

- ✓ Taking away someone's healthcare, food, or housing isn't going to help them find work any faster. If President Trump and Speaker Ryan were serious about helping the "forgotten man and woman," they'd raise the poverty-level minimum wage.
- ✓ In 2018, a worker earning \$7.25/hr needs an **extra 41 working days—more than 8 weeks—just to take home the same pay** as she did in a single year when the federal minimum wage was last raised.
- ✓ As a result, a full-time minimum-wage earner will **lose nearly \$2,370** in purchasing power this year. That's more than 47 times the average tax cut this same worker can expect from Republicans' tax law.
- ✓ Raising the minimum wage just to \$12 would save \$53B in SNAP over 10 years, as fewer low-wage workers would need help feeding their families.

HANDS OFF

A national campaign dedicated to stopping cuts to nutrition, housing, Medicaid, disability benefits, and other critical programs that help kids and families afford the basics.

Core goals:

- Put a face on programs at risk
- Show policymakers that supporting cuts will have political consequences

Our partners:

Indivisible □□ MoveOn
Center for Popular Democracy □ AFSCME
Planned Parenthood □□ UNIDOS US
Generation Progress □□ Coalition on Human Needs
American Federation of Teachers □□ Public Citizen
NETWORK □□ National Women's Law Center
Alliance for Retired Americans □ SEIU
Food Research and Action Council (FRAC)
Justice in Aging □□ Center for Community Change
Social Security Works □□ PICO National Network
Stand Up America □□ Next Gen America
The Arc □□ Organizing for America
National Low-Income Housing Coalition

Learn more at handsoff.org and [#HandsOff](https://twitter.com/HandsOff)

Find out what's in your congressional district and state and share your story



Disabilities



Education



Environmental
protection



Health care



Housing



Nutritional
assistance



Science and
Research



Women's health
and rights

Hands Off Campaign



The New York Times



Kendra Tappin, mother of 3, finished college and earned a master's degree thanks to WIC, SNAP, housing assistance, and CHIP

HANDS OFF





HANDS OFF



The House Republican Plan for Medicaid Would Put My Daughter's Life At Risk

**Marta Conner, mother of Caroline, age 8, lives
with Rett Syndrome**

*“Without
Medicaid... for
Caroline, this is a
matter of life and
death.”*

Hands Off Campaign

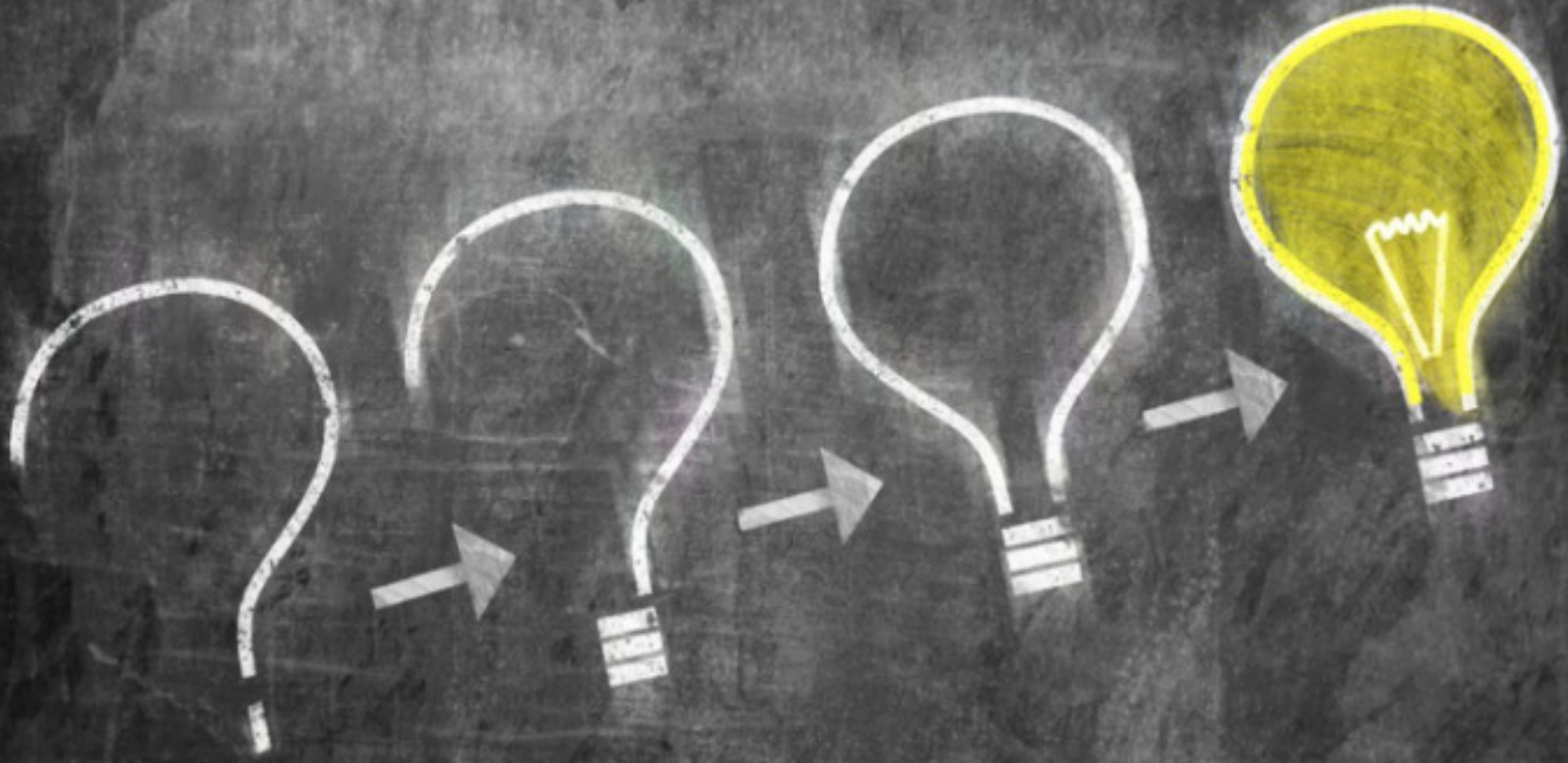


Questions?

Rebecca Vallas,
Vice President, Poverty
rvallas@americanprogress.org

www.handsoff.org
#HandsOff

Questions...?



Next Steps

The webinar recording & **slides will be made available to you.**

Via email, **we'll try to answer** any questions we didn't have time to address today.

...Check out our (free!) toolkits

**WIOA
Planning &
Implementation
Toolkit**




**Opportunity
Youth
Employment
Toolkit**




**Employer
Engagement
Toolkit**




**Working
To End
Homelessness
Toolkit**



**Transitional
Jobs
Programs
Toolkit**



**TANF and
Transitional
Jobs
Toolkit**



www.heartlandalliance.org/nationalinitiatives

CONTACT



MELISSA YOUNG (moderator)
Heartland Alliance
National Initiatives on
Poverty & Economic Opportunity
myoung@heartlandalliance.org



RONALD JOHNSON
Heartland Alliance Health
rojohnson@heartlandalliance.org



ELIZABETH LOWER-BASCH
Center for Law & Social Policy
elowerbasch@clasp.org



REBECCA VALLAS
Center for American Progress
rvallas@americanprogress.org