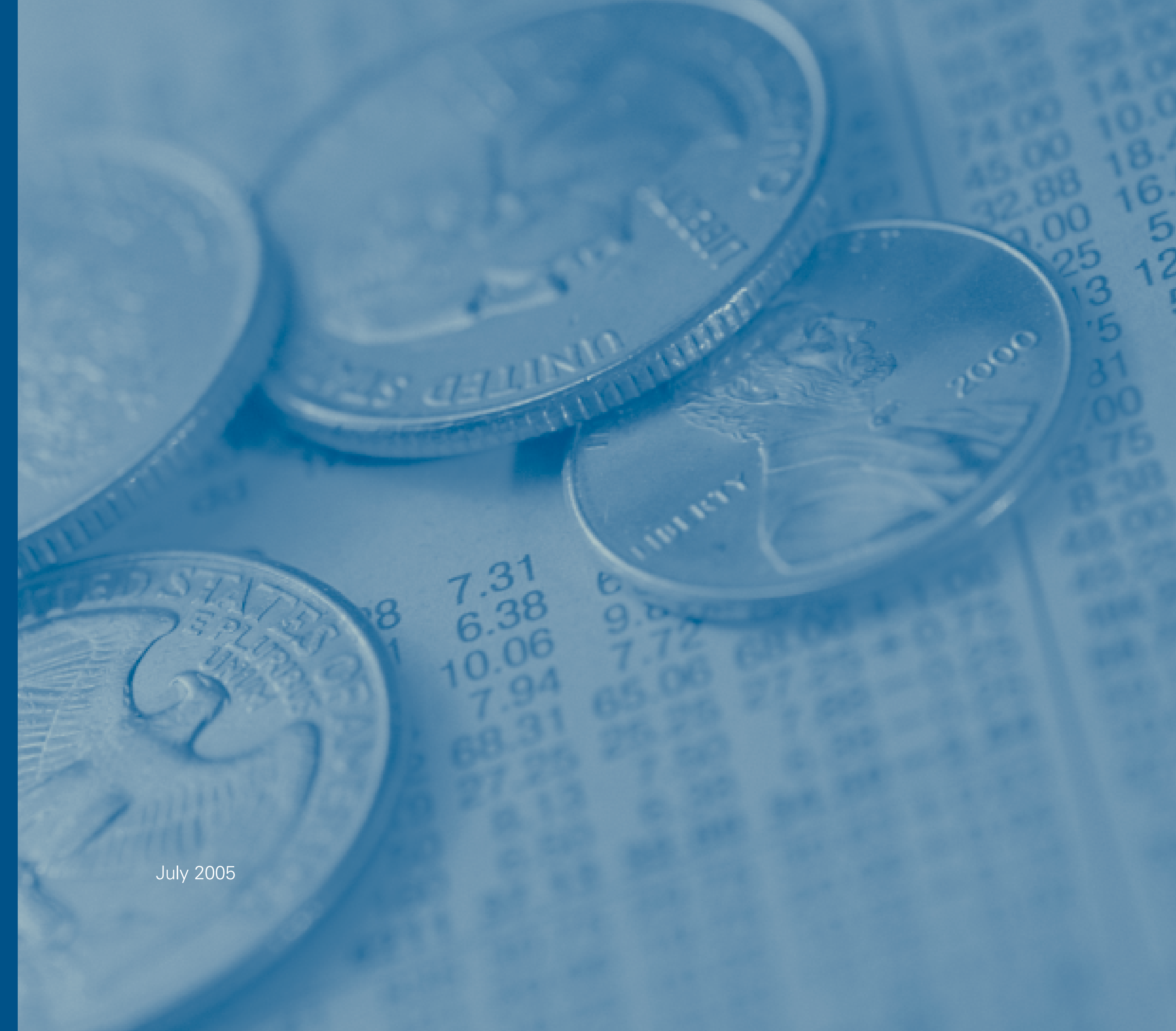
FMF R 256

Special Report

Promoting Economic Security for Working Families

State Asset-Building Initiatives

Heather McCulloch



July 2005

About the Author

Heather McCulloch is an independent consultant based in San Francisco, Calif. Her consulting practice is focused on advancing policies and strategies that enable low-wealth families to build financial assets. She can be reached at heathermcc@sbcglobal.net.

Acknowledgments

This publication was supported by a range of experts on asset-building policy and practice at the national and state level. The author thanks the research advisory committee, including Judith Bell of PolicyLink, Ray Boshara of the New America Foundation, Mary Fairchild of the National Conference of State Legislatures, Gena Gunn of the Center for Social Development at Washington University, Matt Lambert of the National Governors Association's Center for Best Practices, and Carl Rist of CFED, for their guidance and feedback during the research process. In addition, the author thanks the Fannie Mae Foundation for its financial support, and Sheila Maith, Larry Ottinger, and Sohini Sarkar, of the Foundation, for their assistance. Finally, the author is grateful for the contributions of state asset-building leaders, including Bob Agres, Brent Dillabaugh, Caroline Glackin, Hilary Hunt, Ben Mangan, Honorable Jack Markell, Eric Muschler, Dory Rand, and Stephanie Upp.

Special Report

Promoting Economic Security for Working Families

State Asset-Building Initiatives

Heather McCulloch

Table of Contents

Overview

Today, more than ever, America's families need more than a regular paycheck to achieve financial security. They need the capacity to acquire and preserve assets. They need a pathway to self-sufficiency.

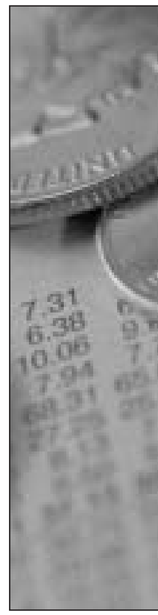
The reality is that millions of American families do not have an ownership stake in our society and have little opportunity to acquire a stake. More than a quarter of American households are "asset poor." If their income flow is disrupted, their total savings — their net worth — will sustain them for no more than three months. Low- to moderate-income families tend to live one missed paycheck away from financial crisis. For these families, who lack the means to finance a child's education or save for retirement, "asset poverty" often continues from one generation to the next.

Asset poverty carries enormous social and economic costs. Asset poor families often rely on public resources. And they become part of a system that discourages rather than encourages savings and investment. For example, most public benefit programs, such as Temporary Assistance for Needy Families (TANF), Supplemental Security Income (SSI), Food Stamps, and Medicaid have asset limits that penalize families for saving: They lose their benefits if they save more than a minimal amount, typically $2,000 to $3,000.[1]

One way to break this cycle of poverty and break away from systems that discourage self-sufficiency by discouraging savings is to create a new, wider, more easily negotiated pathway to ownership. Offering families new opportunities to save and invest, gives them the chance to free themselves from exclusive reliance on a paycheck to meet their financial needs. These opportunities enable families to build assets and introduce them to a financial horizon that extends beyond this month's bills. With new ownership opportunities come new opportunities for families to take control of their financial future.

With this in mind, many state policy-makers and advocates are working hard to make ownership a real possibility for working families. A nascent asset-building movement is taking shape. This movement, broad in scope and bipartisan in nature, seeks the best means of bringing assets — cash savings, stocks, bonds, home equity, business equity — within reach of working families. Governors, state legislators, and community and business leaders are leading this effort. States are serving as the testing-ground for innovations that offer more families more opportunity to become owners. Growing momentum now supports the idea that this state-level action is critical to the expansion of economic opportunity for the nation's working families.

This report examines six states that are defining this emerging movement: California, Delaware, Hawaii, Illinois, Michigan, and Pennsylvania. Each state's approach is unique. But they share common goals — enabling lower-income families to accumulate and preserve assets — and they employ common strategies. Despite the marked geographic, demographic, and economic differences among these states, all share key features:



- *Creating a New Policy Dialogue*
  The initiatives are reorienting state-level discussions so that the focus shifts from preventing a negative (poverty) to advancing a positive (expanding economic opportunity and financial security), thereby creating a conversation that resonates with diverse stakeholders.

- *Developing a Bipartisan Consensus*
  They are bringing Democrats and Republicans together around the shared goal of enabling working families to save and invest, in themselves and in their communities.

- *Uniting Diverse Stakeholders*
  They are building effective and lasting solutions to asset poverty through the collaboration of diverse stakeholders, including elected officials, public agency staff, advocates, foundations, the business community, and community leaders.

This report aims to serve as a resource for policymakers and other state leaders who are exploring statewide initiatives that promote asset building among working families. It aims to illuminate the consensus-building process and provide an overview of state-level activity that is advancing the asset-building movement.

Historical Context

For more than a century, federal policy has supported savings and investment by American families. The Homestead Act of 1863 enabled millions of American families to acquire public lands — assets they could pass on to future generations. The Servicemen's Readjustment Act of 1944 (the GI Bill) supported veterans who invested in homes and education. In recent decades, federal tax expenditures that promote savings and investment through the tax code have proliferated.[2] Examples include the home mortgage tax deduction, tax-benefited college savings plans, and tax incentives for retirement savings.

These and other asset-building policies have earned broad bipartisan support because they have enabled millions of families to invest in themselves and their children and to pass resources on to future generations. But the benefits of these policies have not been accessible to millions of lower-income families who do not have sufficient tax liability to take advantage of tax deductions, deferments, and credits. A 2004 report by the Corporation for Enterprise Development (CFED), *Hidden in Plain Sight*, illustrates the extent to which the benefits of federal tax expenditure policies accrue to wealthier families. The report found that in fiscal year 2003, federal tax expenditures totaling $335 billion subsidized family savings and investments. But the top 1 percent of families — those who earn more than $1 million — received one-third of benefits; the bottom 60 percent of families received less than 5 percent of the benefits (Woo, Schweke, and Buchholz 2004).

The results of these tax-code inequities took on greater significance as the limitations of traditional antipoverty programs became apparent. By the early 1990s, public policies that were designed to lift families out of poverty — income- and service-based supports (welfare payments and food stamps, for example) — were under intense scrutiny. Most observers agreed that while these policies sheltered families from the most devastating effects of poverty, they were not enough to move families to economic self-sufficiency.

As previously noted, traditional antipoverty programs included mechanisms that actively discouraged savings. These limitations prompted researchers and social policy analysts to focus on the role of financial assets — cash savings, stocks, bonds, home and business equity — in lifting families out of poverty and opening a pathway to a financially secure future.

In 1991, for example, Michael Sherraden's seminal book, *Assets and the Poor*, drew attention to the shortcomings of welfare policies that emphasize income supports while ignoring the importance of asset development. Sherraden argued that the nation's public policy infrastructure actually discouraged asset building among families with the fewest resources.

In 1995, Melvin Oliver and Thomas Shapiro's *Black Wealth/White Wealth* argued that the exclusion of poor people — and African-Americans in particular — from the benefits of publicly sponsored asset-building opportunities has resulted in the "sedimentation of racial inequality." The authors demonstrate how the legacy of discrimination in asset-building policies explains persistent wealth disparities between blacks and whites of similar incomes.

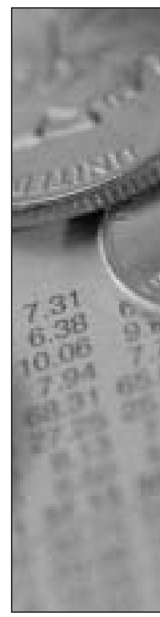
A growing body of research, along with evidence documenting the benefits of individual development accounts (IDAs), galvanized the asset-building movement. IDAs, a savings vehicle designed for low-income individuals, demonstrated that low-income families have both the will and the ability to save. Congress took note. In 1996, federal welfare reform gave states a way to expand asset-building opportunity by excluding IDA savings from the asset means test of the Temporary Assistance for Needy Families Program (TANF) and permitting them to match IDA savings with TANF funds. Follow-up legislation — the 1998 Assets for Independence Act — authorized federal resources for IDAs and focused national attention on the role of the public sector in helping families to save and invest.[3]

Throughout the past decade, research by New York University Economist Edward Wolff documenting the inequitable distribution of wealth in America has further fueled the nation's growing interest in asset poverty and solutions. Using Federal Reserve data, Wolff found that by the end of the 1990s, the wealthiest 20 percent of American families held more than 83 percent of the nation's household wealth, while the bottom 60 percent held less than 5 percent (Wolff 2001).[4]

The Emerging Role of the States

In recent years, several factors converged to move state leaders to the forefront of the asset policy dialogue. As the federal government devolved responsibility for welfare policy to the states, state officials took the lead in transitioning families from welfare to the labor force. At the same time, the growing phenomenon of the "working poor" drove home the point that income alone seldom suffices to lift working families out of poverty.

Asset-building strategies — which create savings and investment opportunities for lower-income families — are increasingly viewed by state-level actors as critical to building families' economic security. Moreover, state policy-makers are interested in the social and economic benefits to families and communities resulting from increased asset investments, including evidence of increased educational attainment, civic participation, and positive health outcomes.[5] Potential long-term fiscal benefits from reducing families' dependence on public resources and increasing their capacity to contribute to local economies are also appealing to many policy-makers.[6]



Initially, many states focused on isolated approaches: expanding access to financial education, allocating state and federal funds to IDAs, creating state-level earned income tax credits. But in recent years, support for a more holistic approach has grown. State leaders are recognizing that asset-building strategies must be part of a continuum of policies that help families move up the economic ladder, much in the same way that the mortgage interest tax deduction, individual retirement accounts (IRAs), and 529 education savings accounts have worked for middle-income families.

Based on the six states examined in this study, the tools and strategies listed below might be understood as core elements — a toolkit paving a pathway to ownership. Each of the strategies was designated a policy priority by at least four of the six states studied. It is important to note, however, that these strategies are interrelated and complementary.

- Improving and expanding access to financial education
- Increasing affordable homeownership opportunities
- Raising or eliminating current asset limits in public benefit programs
- Expanding access to and state support for IDAs
- Promoting state-level Earned Income Tax Credit (EITC) legislation and expanding use of the federal EITC
- Creating new savings opportunities for higher education
- Supporting children's savings accounts
- Increasing access to retirement savings opportunities
- Implementing antipredatory lending measures

While this report focuses on state-level efforts, it is important to note the potential to expand asset-building opportunities by strengthening the federal/state policy nexus. Already, states are working to expand the use of federal policy tools. For example, several states are launching campaigns to educate families about how to claim the federal EITC and providing incentives to recipients to deposit their EITC resources in accounts that receive federal tax benefits (such as IRAs and/or 529 education plans).

State leaders also support federal initiatives that would complement state asset-building efforts. For example, the Savings for Working Families Act (SWFA) would offer tax credits to encourage financial institutions to make IDAs available to lower-income families. Introduced in Congress with bipartisan support every year since 1999, the legislation still has not passed.[7] Another piece of pending legislation, the America Saving for Personal Investment, Retirement, and Education (ASPIRE) Act , would create savings accounts for every child born in America. ASPIRE enjoys strong bipartisan support in Congress.[8]

Key Terms

The following definitions apply to key terms used throughout the report.

Asset: A single item of ownership having exchange value; a term used in this document to describe financial wealth such as cash savings, stock, bonds, home, business and real estate equity.

Asset-building policy: Public and/or private sector policies that enhance the ability of working families to acquire and preserve assets.

Statewide asset-policy initiative: A planning process that includes a diverse group of public, private, and nonprofit sector actors working to develop a state policy agenda that creates and expands opportunities for working families to acquire and preserve assets.

State Asset Policy Initiatives

California: The Asset Policy Initiative of California (APIC)

Overview

In early 2003, a convergence of factors led a San Francisco-based IDA provider, the Earned Assets Resources Network (EARN), to launch a statewide asset policy conversation in California. EARN realized that if it was to take asset building to scale — to maximize asset-building opportunities for working families — the organization first needed to determine how to use state and local policies to leverage public- and private-sector support. EARN also recognized that enabling families to move from poverty to opportunity was not just about IDAs. A broad continuum of asset-building strategies would be necessary.

Responding to this imperative, EARN invited more than 30 nonprofit, public, and private-sector leaders from across the state to join together to frame a long-term, asset-building policy agenda. The result was APIC — the Asset Policy Initiative of California.[9]

The following data sparked statewide interest in APIC's mission (APIC 2003):

- California had one of the highest rates of asset poverty in the country, ranking it fourth from the bottom (47th) among states in this category.
- 16.7 percent of California households had zero or negative net worth, ranking the state eighth from the bottom (43rd) in this category.
- 28.5 percent of California households had insufficient net worth to subsist at the federal poverty level for three months if their income were disrupted.

APIC's mission is to reduce and, in time, eradicate the alarming incidence of asset poverty reflected in these statistics. As stated on their Web site (http://www.assetpolicy-ca.org), APIC's vision "is to have a lasting impact on public policy, by driving the creation of a long-term, strategic, asset-development policy agenda in California; on leadership, by supporting asset-building champions to lead their communities, agencies, companies and sectors to promote wealth-building opportunities for California's working poor; and on public will, by building public support for asset-building policies that enable all families to achieve economic security."

APIC is managed by EARN and receives funding from the Ford Foundation, the Charles Stewart Mott Foundation, and the Levi Strauss Foundation. Special projects — a policy symposium APIC hosted in 2005, for example — have been supported by Citibank, the Fannie Mae Foundation, H&R Block, the Levi Strauss Foundation, and US Bank.

Policy Priorities

APIC's long-term policy agenda includes a broad range of priorities:[10]

Asset accumulation:

- Create a state financial education task force
- Support the implementation of a state EITC and link it to matched savings accounts
- Support the development of children's savings accounts
- Provide state support for voluntary retirement savings accounts
- Support low-income family savings in educational savings (e.g., 529 accounts)

- Raise or eliminate asset limits for all public benefits programs, thereby eliminating policy provisions that discourage low-income families from acquiring assets
- Authorize state funding for IDA programs
- Implement a state "financial driver's test"[11]
- Create a refundable asset tax credit to enable low-income families to save
- Foster research and development of a Savings Trust Fund, to include a permanent funding stream to support asset-building policies

Asset leverage:

- Establish a homeownership trust fund to support the development of affordable homeownership opportunities
- Create a refundable renter's tax credit that can be used to save for a down payment on a home
- Support statewide inclusionary zoning legislation to promote the production of affordable homes
- Allocate state funding to community land trusts, which increase the supply of affordable homes by taking the cost of land out of the home price equation
- Establish state homeownership zones
- Provide state funds to support microenterprise development, which would expand business ownership opportunities for low- and moderate-income families
- Implement policies to reduce costs (credit, health insurance, retirement benefits, workers compensation) for small business owners
- Repeal Proposition 209, which limits state outreach (and therefore state support) to minority- and women-owned businesses

Asset preservation:

- Support state and local antipredatory lending legislation, and use state mechanisms to enforce federal antipredatory regulations
- Improve disclosure of predatory lending data by state agencies
- Implement existing data disclosure requirements on insurance redlining
- Implement a state-level Community Reinvestment Act for the insurance industry
- Support legislation to expand health insurance coverage for employees
- Eliminate the asset means test for Medi-Cal, the state's Medicaid program

Asset creation:

- Support community development projects that build assets for low-income community residents
- Encourage investment in low- and moderate-income communities by foundations, insurance companies, and pension funds by requiring public disclosure of geographic investment data
- Evaluate state allocation of federal funds — such as the Community Development Block Grant (CDBG), Community Development Financial Institution (CDFI), and Bank Enterprise Award (BEA) programs — to determine their asset-building impact
- Support cooperative development in rural areas

Accomplishments to Date

APIC has succeeded in starting a new policy conversation that is focused on a continuum of strategies to enable all of California's families to save, invest, and preserve their assets.

Specific policy accomplishments include the following:

- *Assembly Concurrent Resolution 254* — In August 2004, the California legislature passed this resolution, which recognized APIC's work and called for additional research on asset poverty.

- *Local Asset Poverty Indicator (LAPI)* — LAPI, a tool developed by EARN/APIC, enables communities to measure asset poverty at the county level.

- *Media coverage of asset building* — APIC and its partners have succeeded in garnering press attention to asset-building issues and policies, including the publication of op-eds and articles in major California newspapers and magazines and a radio series on wealth and poverty.

- *State and national partnerships* — APIC has cultivated a core group of state policy leaders and built a coalition of diverse stakeholders to support its agenda. In addition, it has established working relationships with state and national policy research organizations, including the Milken Institute, the California Research Bureau, the Public Policy Institute of California, CFED, and the New America Foundation.

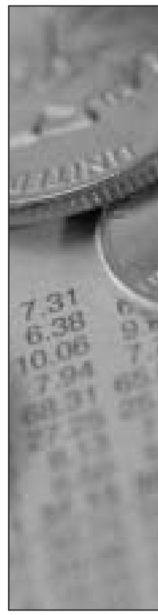
Delaware: Governor's Task Force for Financial Independence[12]

Overview

In 2001, State Treasurer Jack Markell approached Governor Ruth Ann Minner about the creation of a task force that would enable state residents to build their economic security through financial education, savings, and investment opportunities. The governor supported the idea and, in late 2001, established the Governor's Task Force for Financial Independence. Governor Minner asked Treasurer Markell and Dr. Caroline Glackin, then executive director of the First State Community Loan Fund, to serve as co-chairs of the Task Force.

The mission of the Task Force is implicit in its description of recent economic developments: "As Delaware's economy has grown, the fortunes of its residents have been growing apart. The symptoms of this include poverty, income and wealth inequality, economic insecurity, and financial illiteracy" (State of Delaware 2002).

The Task Force received administrative support from the treasurer's office. CFED, with financial support from Citigroup, provided information, tools, and reports that helped to frame the discussion and guide the Task Force's planning process.



Policy Priorities

Asset facilitation:

- Expand financial literacy for strategic populations including:
  - Offering financial literacy training for caseworkers employed by the State of Delaware
  - Permitting financial literacy training as an approved work activity under TANF
  - Facilitating employer-based financial literacy training
- Encourage the creation of a statewide financial literacy publicity campaign

- Expand predatory lending prevention education
- Increase state support for prepurchase housing counseling

Asset incentives:

- Support a federal EITC outreach campaign
- Enact a Delaware EITC
- Enact a Delaware Interest Income Tax Credit[13]
- Study opportunities to expand the number of small businesses offering employee retirement plans
- Provide support for Individual Development Accounts (IDAs)
- Support efforts to obtain pilot funds for Children's Savings Accounts

Asset protection and removing barriers to asset accumulation:

- Reduce the risk of asset loss due to lack of access to affordable health care
  - Expanding the Healthy Children program[14]
  - Expanding the Community Health Access program[15]
  - Supporting the expansion of federally qualified health centers[16]
- Improve the protection of household assets by:
  - Encouraging best practices for nontraditional lenders and debt managers
  - Providing support for mainstream and nonprofit alternatives to high-cost fringe banking services
- Disseminate an easy-to-read list of resources for the unemployed
- Create a family economic self-sufficiency standard for Delaware[17]
- Develop antiredlining policies for insurance

Accomplishments to Date

- The state now allows financial education as an eligible work activity for recipients of TANF.
- The Delaware Bankers Association adopted financial education as a primary mission of the organization.
- Women from across the state attended a state women's money conference series, *Purses to Portfolios*.
- The Delawareans Save! IDA Collaborative obtained funding to support additional accounts.
- The Delaware Financial Literacy Institute and the YWCA of New Castle County developed a guide to financial education resources.
- The Delaware Department of Labor created a fact sheet for unemployed workers.
- A successful statewide public education campaign is increasing the number of families that claim federal EITC benefits.
- The state completed, disseminated, and adopted a family economic self-sufficiency standard, which the Economic Development Office now uses to award certain state funds.

- The Boys and Girls' Club is participating in SEED, a national demonstration project supporting children's savings accounts.[18]

■ The state legislature enacted fringe banking regulations.

Pennsylvania: Governor's Task Force for Working Families[19]

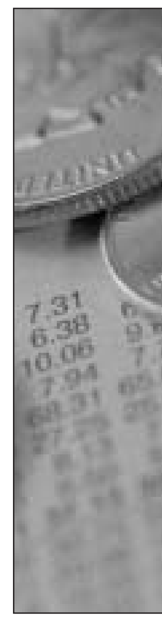
Overview

In April 2004, Governor Edward G. Rendell signed an executive order establishing the Governor's Task Force for Working Families and a new state Office of Financial Education in Pennsylvania. The Task Force — which included more than 60 members from the public, private, and nonprofit sectors — was charged with identifying strategies to build income and assets for working families, promoting financial education, and protecting working families from abusive financial services.

State Representative Dwight Evans and Governor Rendell played leading roles in creating the Task Force. The Governor appointed Representative Evans and Bill Schenck, Pennsylvania Secretary of Banking, to co-chair the Task Force. The Task Force submitted its recommendations to the governor in January 2005. Governor Rendell's 2005/2006 budget identifies a number of ways to implement these recommendations.

Governor Rendell's Executive Order charged the Task Force with addressing the challenges confronting Pennsylvania's working families (Commonwealth of Pennsylvania 2004):

- Working families have faced financial difficulties during the recent national economic downturn. While an evolving financial system is presenting many new opportunities to build wealth and security and easy access to credit, it is also producing an overwhelming array of investment and savings options. Personal finance education is more important than ever before.
- Pennsylvania has the second highest net-worth gap between whites and nonwhites in the country. It has a very low small-business ownership rate and ranks even lower in women's business ownership.
- Financial illiteracy *is a serious problem* among many low-income consumers who do not have relationships with mainstream financial service providers.
- Numerous state agencies, nonprofits, and businesses currently assist working families, but their effectiveness is limited by finite resources.



Staff assistance from the National Council of State Legislatures and funding from the Annie E. Casey Foundation supported the early development of the Task Force. Representative Evans then hired CFED with resources from the House Appropriations Committee. Additional resources have been provided by the Department of Banking, the Office of Financial Education, the Office of Representative Evans, and the Bureau of Management Consulting, a group of state employees that provides consulting services to state agencies.

Policy Priorities[20]

Connect working families to financial education:

- Establish, maintain, and market a clearinghouse with information about financial education resources, income supports, and savings programs
- Integrate financial education into Pennsylvania's existing K-12 curricula

- Expand community-based financial education and counseling
- Help employers to provide financial education in the workplace
- Encourage financial professionals to volunteer in financial education efforts
- Conduct a long-term study to determine the most effective financial education strategies

Move working families beyond living "paycheck to paycheck":

- Market the federal EITC and help families claim it; study the implications of a state EITC
- Extend the scale, impact, and flexibility of the Commonwealth's Family Savings Account program[21]
- Expand use of the federal Family Self-Sufficiency (FSS) program and make it work with the Commonwealth's Family Savings Account program
- Increase asset limits for families that receive help through the TANF program
- Determine where market conditions are impeding working families from getting ahead

Help working families create their own jobs and security:

- Bolster entrepreneurship and small business development
- Create a Penn IRA (an IRA-type financial instrument) that will enable small employers to help working families save for retirement

Ensure that working families are treated fairly by financial institutions:

- Provide a model to ensure responsible credit card marketing on college campuses[22]
- Broker conversations among responsible financial service providers and community advocates to outline what's fair; then make sure all providers comply
- Promote programs to develop or reestablish relationships between working families and responsible financial service providers

Accomplishments to Date

- *Gathering public input* —Two dozen public meetings gathered extensive, statewide public input and built new relationships among public, private, and nonprofit sector participants.
- *Building political will* — The work of the Task Force attracted public attention and built the political will needed to address issues affecting working families in Pennsylvania.
- *Governor's Budget* — The fiscal year 2005/2006 budget included an overview of the ways that the administration is responding to the Task Force's recommendations including:
  - Establishing and marketing the recommended clearinghouse of financial education resources
  - Allocating $370,000 to conduct a Working Families Summit, provide financial education awards, and cover expenses related to K-12 financial education programs
  - Undertaking efforts to educate working families about the federal EITC

- Preserving state funding for the Family Savings Account program and implementing changes to enhance the impact of the program
- Continuing funding for small business development centers and CDFIs
- Continuing to work, through the Department of Banking, to prevent financial abuse and promote programs to reestablish relationships between working families and responsible financial service providers

Hawaii: The Ho`owaiwai Asset Policy Initiative of Hawaii[23]

Overview

In the fall of 2003, the nonprofit Hawaii Alliance for Community Based Economic Development (HACBED) learned of the APIC effort under way in California. HACBED had been a fiscal sponsor of the statewide IDA collaborative and recognized the importance of asset building for low- and moderate-income families in Hawaii. With support from their board, funders, and community-based partner, HACBED began to lay the groundwork for a statewide asset policy initiative.

In February 2004, HACBED hosted a statewide conference on asset-building policy and practice. The conference included more than 250 participants from across the Hawaiian Islands, including grassroots organizations and other nonprofits, legislators and their staff, public sector agencies, foundations, academics, and other stakeholders. With strong support from conference participants, HACBED has since taken the lead in establishing the Ho'owaiwai Asset Policy Initiative of Hawaii.

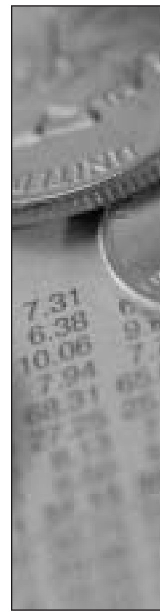
The following data informed HACBED's state asset initiative:

- Hawaii has one of the highest levels of asset poverty in the nation: 25.2 percent of families have insufficient net worth to live at the poverty level for more than three months without other support.
- The homeownership rate in Hawaii is lower than any other state but New York.
- Compared with other states, Hawaii has a relatively high proportion of minority-owned businesses; but when compared by average sales and receipts, Hawaii ranks last among states.
- Native Hawaiians are significantly impacted by asset poverty.

The primary objectives and activities of this initiative are:[24]

- *Advocacy*: Building grassroots leadership and coalitions that link diverse networks and initiatives
- *Capacity Building*: Increasing the strategic readiness of community-based economic development practitioners and their communities to capitalize on opportunities to develop and implement wealth creation strategies
- *Knowledge Development and Promotion*: Sharing information about — and measuring the effectiveness of — asset-building strategies

HACBED's planning work has been informed by consultants from Oahu and the mainland.[25] Financial supporters of the work include the American Savings Bank, the state Department of Business, Economic Development and Tourism, the Hawaii Community College, the Kosasa Family Foundation, the National Rural Funders Collaborative, and the Office of Hawaiian Affairs.



Policy Priorities

The Initiative has yet to identify specific policy priorities, but emerging priority areas include:

- Increasing state resources for IDAs and other savings strategies
- Expanding support for financial education
- Increasing affordable homeownership opportunities
- Connecting asset building to economic development opportunities

In addition, HACBED is currently supporting several pieces of legislation relevant to the long-term Ho'owaiwai agenda, including:

- Extension of the State IDA Tax Credit
- The establishment of a state EITC
- State resources for a Volunteer Tax Assistance Program (VITA)
- Regulation of deferred check cashing

Accomplishments to Date

HACBED is in the early stages of its development and is working toward its initial goals.

Illinois: The Illinois Asset Building Group[26]

Overview

In 2003, the Illinois Asset Building Group (IABG) began discussions about strengthening and supplementing Illinois' existing asset-building initiatives. This statewide conversation, initiated by the Woods Fund of Chicago, included advocates, community-based organizations, and organizing network leaders. After a year of planning, the group agreed on the need to develop a common policy agenda aimed at advancing strategies that build economic security for low-income families in Illinois.

In October 2004, group members selected the Heartland Alliance and the Sargent Shriver National Center on Poverty Law to lead the planning process. The co-chairs developed a governance structure, framing document, fund-raising strategy, and priorities for policy change. IABG approved preliminary policy priorities in February 2005 and is now exploring the creation of a Governor's Task Force on Family Economic Success.

The Brandeis University Institute on Assets and Social Policy (formerly the Asset Development Institute) provided planning and technical assistance in the early phases of IABG's development. CFED has provided a grant to support the Illinois release of the new Assets and Opportunity Scorecard. The Woods Fund continues to support IABG's work.

IABG's agenda is informed by its awareness of the challenges confronting Illinois' working families (IABG concept paper 2005):

- 20 percent of Illinois households are asset poor and 15 percent have zero or negative net worth.
- More than a quarter of Illinois's working families do not have sufficient income to maintain a safe and decent standard of living.
- Nearly half of Illinois residents have literacy skills below the level needed to function adequately in today's job market.
- By 2006, nearly two-thirds of all jobs in Illinois will require workers to have some education beyond high school, even entry level jobs. But almost 40 percent of all adults between the ages of 25 and 54 do not have postsecondary experience; more than half of all minority residents have no postsecondary experience.

- More than 50 percent of Illinois workers do not have employer-provided pensions.
- Almost one-third of Illinois families do not own their own homes.
- 18 of every 1,000 households in Illinois have declared personal bankruptcy.

Policy Priorities[27]

IABG's possible policy priorities include the following:

Lifelong learning:

- Children's savings accounts: Create accounts at birth or upon a child's registration in a child care facility or school
- State college tuition: Support IDA programs that may be used to pay for postsecondary education
- Bright Start 529 college savings plan: Create a matching component to encourage low-income families to save for their children's college education

Universal health insurance:

- Extend publicly funded medical insurance to all residents
- Create tax credits and other incentives for employers who provide affordable health insurance to their employees.

Access to mainstream banking, financial literacy education, and asset building accounts:

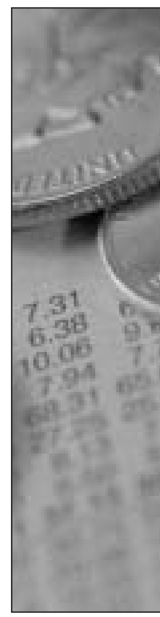
- Encourage public benefit recipients to directly deposit cash benefits into insured accounts at mainstream financial institutions
- Increase access to financial literacy training through public schools, state human services programs, and employer sponsorship
- Complement Social Security and/or personal retirement planning by establishing retirement accounts for all Illinois residents/ workers
- Create tax credits and/or subsidies for organizations, companies, and individuals who provide IDA matching funds

Housing:

- Expand homeownership programs that provide assistance with down payments and low-interest loans
- Create a dedicated revenue stream within the state budget to fund housing development and assistance programs
- Support IDAs that can be used for home purchase and repair

Small business:

- Create tax credits and deductions for costs related to the creation and ongoing operation of small businesses
- Create community-based microenterprise programs to facilitate the development of locally owned, nontraditional businesses



Consumer protection, regulation of fringe financial institutions:

- Enact consumer protection regulations governing the financial services industry
- Investigate and prosecute lenders that discriminate in loan pricing terms

Transitional jobs:

- Expand transitional jobs programs, within the child welfare system, for young people leaving foster care

- Integrate transitional jobs programs with the welfare and workforce systems

Transit/transportation subsidy for employees and employers:

- Create programs to facilitate individual ownership of transportation, including special financing terms for first-time car buyers.
- Support IDA programs that allow vehicle purchase or repair as an asset goal.

Accomplishments to Date

To date, IABG's accomplishments include:

- IABG members successfully supported legislation to expand FamilyCare coverage to families earning up to 185 percent of the federal poverty level; regulate the payday lending industry; and provide rental subsidies for tenants making less than 30 percent of the area median income.
- IABG members supported Illinois Department of Human Services (IDHS) rules to exempt retirement accounts from consideration in determining eligibility for cash assistance and food stamp benefits. IDHS issued a final rule exempting retirement accounts in April 2005.

Michigan: The Michigan IDA Partnership[28]

Overview

The Michigan IDA Partnership (MIDAP) was established in 2000 as a partnership between the Council of Michigan Foundations (CMF) and the Michigan Department of Human Services with the goal of establishing a statewide IDA program. The Partnership is guided by a 20-member advisory committee that includes state agency representatives, legislators, bankers, foundations and nonprofits.

As described below, MIDAP has had significant success in expanding asset-building programs and resources for low-income families. It also has worked to lessen or eliminate barriers to savings by Michigan families. In late 2004, MIDAP's leadership decided to build upon this work and move toward the creation of a broader and more comprehensive statewide asset policy initiative.

Policy Priorities

Because MIDAP's asset policy initiative is still in the early stages of development, the organization has not yet formally defined its policy priorities. Likely priorities include:

- Continuing to expand state support for IDAs
- Creating opportunities for working families to leverage their savings by linking federal EITC resources to matched savings accounts, such as 529s and IDAs
- Continuing to remove disincentives to asset accumulation in public benefit programs
- Supporting the appropriation of resources for the state Housing and Community Development Trust Fund
- Exploring state legislation to support children's savings accounts
- Exploring antipredatory lending legislation and anti-insurance redlining legislation
- Expanding the eligible uses of 529 accounts, to include retirement, homeownership, and small business creation

Accomplishments to Date

- Helped secure and retain more than $4 million in state-funded IDA commitments; leveraged nearly $3 million in federal support and nearly $3 million in private sector support to expand the availability of IDA accounts

- Helped secure state authorization for the Housing and Community Development Trust Fund
- Partnered with the Oakland Livingston Human Service Agency (OLHSA) to design and establish a large-site children's savings account program serving up to 500 Head Start households
- Helped secure a policy change that now excludes savings and investments in 529 education accounts from state asset means tests

Conclusion

The effort to expand ownership, to give working families meaningful opportunities to reap the benefits of asset acquisition and preservation, remains in its infancy. But it is already clear that states will shape this nascent movement. State-level energy is fueling the development of initiatives that are bringing ownership within reach of working families. These initiatives, taken together, have the potential to transform the nation's social and economic landscape. Just as the GI Bill opened the world of education to millions previously denied educational opportunities, inclusive asset-building policies are opening the world of ownership to millions previously denied ownership opportunities.

Some of the asset-building initiatives highlighted in this study will succeed in producing lasting change. Some will fall short. But all will prove valuable to building a better understanding of what works and what doesn't work when it comes to providing working families with a pathway to financial independence.

Endnotes

[1] Asset limits vary by program and by state.

[2] Tax expenditures are preferences in the tax code that reward taxpayers who engage in specific types of behavior.

[3] See Boshara (2001) for more information and a comprehensive list of federal policies.

[4] This calculation is based on a family's net worth — the difference in value between total assets and total liabilities. Using financial wealth (liquid assets) as a measure, Wolff found that the top 20 percent of families owned more than 90 percent of household wealth.

[5] See Scanlon and Page-Adams (2001).

[6] For example, specific outcomes related to these asset-building tools, such as increased production of homeownership, have been shown to make significant contributions to job creation and economic growth. See, e.g., McCarthy, Van Zandt, and Rohe (2001).

[7] The Savings for Working Families Act was reintroduced on April 27, 2005 (S.922). The bill is cosponsored by Pennsylvania Senator Rick Santorum and Connecticut Senator Joseph Lieberman. For more information, see www.assetbuilding.org.

[8] For more information, see www.aspireact.org.

[9] The APIC process was informed by a planning committee that included staff members from the California Community Economic Development Association, the Center for Venture Philanthropy, EARN, PolicyLink, and the United Way of Greater Los Angeles. Additional information on APIC can be found at http://www.assetpolicy-ca.org. Note: The author served as the primary consultant to APIC from February 2003 to February 2005 and currently serves on the APIC Steering Committee. See Appendix C for contact information.

[10] The long-term agenda was developed in 2003–2004. For current APIC priorities see www.assetpolicy-ca.org/priorities.php.

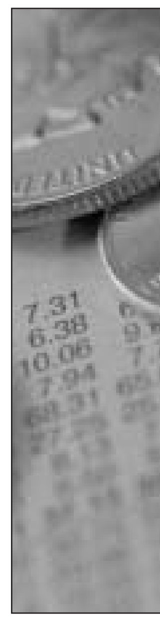
[11] The APIC task force noted that "much as a state driver's test forces drivers to learn a set of skills that are needed to safely navigate California roadways, a 'financial driver's test' would give citizens an incentive to learn the skills necessary to navigate today's financial markets." The APIC task force recommended the establishment of a voluntary state financial drivers' test program that would offer test takers a financial reward for passing a personal financial management test.

[12] See Appendix C for state contact information. A copy of the final report of the "Governor's Task Force for Financial Independence," June 2002 can be found at http://www.state.de.us/governor/publications/financial_independence_final_report.pdf.

[13] The Task Force recommended that the Delaware Interest Income Tax Credit (IITC) be available to families who claim the federal EITC. Families would establish a bank account with a financial institution, and would be eligible to receive a refundable credit for a multiple (set by the General Assembly) of the interest income earned on the account, up to a ceiling (also set by the General Assembly). The Task Force recommended that it be refundable so that it would be accessible to the greatest number of families.

[14] States have access to expanded coverage for children through the State Children's Health Insurance Program (SCHIP or CHIP), but adults often cannot qualify. States have the opportunity to work with the federal government to expand coverage for adults. The Task Force recommended expanding the Healthy Children program, Delaware's SCHIP program, to cover children's dental as well as medical expenses, reduce or eliminate monthly costs, and enable adults to enroll in the program for a monthly fee.

[15] Physician members of the Medical Society of Delaware are encouraged to participate in a program to provide services to low- and moderate-



income individuals. The Task Force recommended that the Department of Health and Social Services and the Delaware Health Care Commission work with the Medical Society to aggressively encourage private physicians to participate in the program.

[16] Responding to opportunities to obtain federal funding for health centers, the Task Force recommended that the state Division of Public Health aggressively support applications for federal funding for the expansion or start-up of health care centers in high-need areas of the state.

[17] Self-sufficiency standards are a calculation of the resources that working families need to meet their basic needs without any form of subsidy, taking into consideration variances due to family size, composition and geography. The national nonprofit Wider Opportunities for Women, with support from the Ford Foundation, has worked with states and municipalities across the country to develop self-sufficiency standards.

[18] The SEED Policy and Practice Initiative is a joint project of CFED, the Center for Social Development, the University of Kansas School of Social Welfare, the New America Foundation, foundations and community partners.

[19] For more information, see the Department of Banking Web site at http://www.banking.state.pa.us/banking/cwp/view.asp?a=1344&Q=546115&bankingNav=%7C or the Governor's Web site at http://www.governor.state.pa.us/governor/cwp/view.asp?a=1115&q=437454. See Appendix C for state contact information.

[20] These priorities are based on the Governor's Task Force for Working Families (2005) report.

[21] The Pennsylvania Department of Community and Economic Development runs the Family Savings Account (FSA) program that enables families to increase their financial education, set savings goals, and open savings accounts.

[22] In 2004, the Pennsylvania legislature passed Act 82 requiring all institutions of higher education to develop and implement a policy regarding credit card marketing. This recommendation suggests the creation of a model policy.

[23] See Appendix C for state contact information.

[24] Based on Ho`owaiwai descriptive materials, February 2005.

[25] The author has been part of the consulting team, along with 3Point Consulting, based in Honolulu (http://www.3point-consulting.com).

[26] See Appendix C for state contact information.

[27] The preliminary list was approved in February 2005. Short-, medium-, and long-term goals have yet to be identified. For a full list of preliminary policy priority areas, contact Dory Rand, Supervising Attorney for Community Investment at the Sargent Shriver National Center on Poverty Law: (312) 368-2007, email: doryrand@povertylaw.org.

[28] See Appendix C for state contact information.

References

Asset Policy Initiative of California. *APIC Framing Document*. June 2003, p. 3.

Boshara, Ray. 2001. *Building Assets: A Report on the Asset Development and IDA Field*, CFED, pp. 6.081 - 6.099.

Commonwealth of Pennsylvania. Governor's Office Executive Order. April 29th, 2004.

Governor's Task Force for Working Families. 2005. *Dollars and Sense: Realistic Ways Policymakers Can Help Pennsylvania's Working Families*. World Wide Web page <http://www.banking.state.pa.us/banking/lib/banking/Governor%27s_Task_Force_for_Working_Families_Report_—_FINAL.pdf.> (accessed June 2005).

IABG concept paper. January 2005. *Illinois Task Force on Family Economic Success: Developing, Implementing, and Evaluating Public Policies That Promote Lifelong Financial Capability, Economic Stability and Growth, and Strong Communities.*

McCarthy, George, Shannon Van Zandt and William Rohe. 2001. *The Economic Costs and Benefits of Homeownership*. Research Institute for Housing America Working Paper No. 01-02.

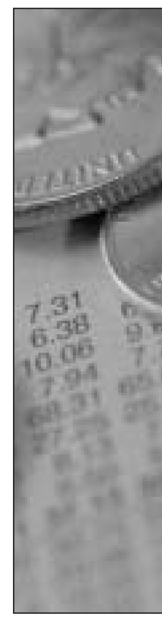
Scanlon, Edward and Deborah Page-Adams. 2001. "Effects of Asset Building on Neighborhoods, Families and Children: A Review of the Research," in *Building Assets: A Report on the Asset Development and IDA Field*, Ray Boshara, ed. CFED.

Sherraden, Michael. 1991. *Assets and the Poor*. New York: M.E. Sharpe.

State of Delaware. 2002. *Governor's Task Force for Financial Independence, Final Report.* p. 14.

Wolff, Edward N. 2001. *Recent Trends in Wealth Ownership, from 1983 to 1998," in Assets for the Poor: The Benefits of Spreading Asset Ownership.* Thomas Shapiro and Edward Wolff, eds., New York: Russell Sage Foundation, p. 39.

Woo, Lillian G., F. William Schweke, and David E. Buchholz. 2004. *Hidden in Plain Sight: A Look at the $335 Billion Federal Asset-Building Budget*. Corporation for Enterprise Development.



Appendix A

Glossary of Policy Tools and Priorities

The following asset-building policies were identified as priorities by the state initiatives explored in this report. This appendix does not include promising asset-building policies under consideration by other states not covered in the report.[1]

Asset Accumulation[2]

■ *Improving or expanding access to financial education*

A number of factors have generated growing state interest in making financial education more widely available, especially to lower-income families. These factors include: low levels of household savings, rising debt, escalating bankruptcy rates, the proliferation (and complexity) of financial products, and the rising incidence of predatory lending. Approaches explored by the statewide initiatives include: integrating financial education into K–12 curricula, supporting financial education in the workplace, permitting financial education as an eligible work activity for TANF recipients, coordinating service delivery, and researching best practices.

■ *Increasing access to financial services*

Families who do not have access to banking services are severely constrained in their ability to save and invest. A high percentage of the nation's 22 million unbanked households are low income. Several states are working to connect unbanked households to mainstream financial institutions as a first step in enabling them to build assets.

■ *Raising or eliminating asset limits in public programs*

Asset means tests in state and federal public benefit programs — including Food Stamps, Medicaid, Supplemental Security Income (SSI), Temporary Assistance for Needy Families (TANF), and other programs — can act as a disincentive for low-income families to save; savings may reduce or eliminate benefits. Some states have exercised their authority to raise or eliminate asset thresholds.[3]

■ *Increasing access to or expanding state support for Individual Development Accounts (IDAs)*

Today, IDAs are helping at least 20,000 individuals to save for investment in homes, businesses, education, and other asset-building purposes. States support IDAs through one or more strategies, including direct appropriation of state funds, allocation of federal funds controlled by the state, or state tax credits.[4]

■ *Advancing state EITC legislation to increase the capacity of families to save*

As of May 2004, 18 states had implemented supplementary state EITCs typically set up as a percentage of the federal credit (5 to 50 percent; 15 percent is common).[5]

■ *Launching state efforts to increase access to the federal EITC by eligible families*

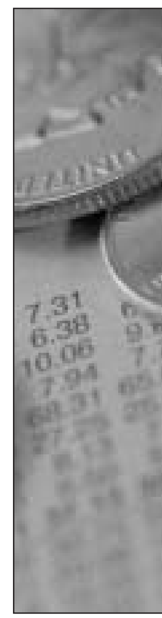
Each year, millions of available EITC dollars go unclaimed because families do not know they are eligible. Several states are developing statewide marketing and outreach campaigns to maximize the amount of federal EITC resources accessed by eligible families. Some also are seeking to link the tax credit to savings plans.[6]

■ *Expanding savings opportunities for higher education*

Research shows that higher education has a direct impact on individuals' income and net worth. All of the state initiatives are working to expand opportunities for lower-income families to save for education through support for IDAs and/or 529 education savings accounts.[7] Several states provide matching funds for contributions to 529 plans.[8]

■ *Supporting children's savings accounts*

Several states are exploring ways to support children's savings accounts. In its most basic form, a progressive children's savings account policy would include a deposit of public resources for each child at birth, with additional funds going to lower-income families. The account would grow tax free and could be used for homeownership, education, or retirement. A national demonstration project — the Savings for Education, Entrepreneurship and Downpayment (SEED) initiative — is now testing models for children's savings accounts. Federal legislation — the America Saving for Personal Investment, Retirement and Education Act (ASPIRE) — is pending in Congress.



■ *Increasing access to retirement savings opportunities*

States are seeking to expand access to retirement savings for low and moderate-income families. One model being explored is the Washington Voluntary Account model, a portable and voluntary defined-contribution retirement savings plan that has been proposed in the state of Washington.[9]

Asset Leveraging[10]

■ *Increasing affordable homeownership opportunities*

Home equity is the largest source of financial wealth among American households. While the homeownership rate in America has increased steadily in recent years, many states still exhibit low homeownership rates among lower-income families. Several states have identified increasing affordable homeownership as a priority.

■ *Establishing or strengthening a housing trust fund*

Many states are challenged to find adequate resources to support the development of a range of affordable housing. To address the resource challenge, several states are looking to create or strengthen a state housing trust fund, which can include a permanent, dedicated source of funding.[11]

■ *Supporting small business or microenterprise*

Microenterprise development programs support small business with five or fewer employees. These businesses are typically started by low-wealth entrepreneurs. Many states support microenterprise programs through state general funds, TANF funds, Community Development Block Grants, and other sources.

■ *Connecting economic development and asset-building opportunities*

Economic development projects do not typically include asset building for residents as a goal. However, some states are looking to link economic development and asset-building policies in order to build individual and community wealth.[12]

Asset Preservation[13]

■ *Implementing or strengthening antipredatory lending measures*

The growth of the subprime lending market, which has made credit increasingly available to consumers with poor credit history, has been accompanied by a rapid rise in fraudulent and abusive lending practices known as "predatory lending."[14] Many states are working to address abusive lending practices.

■ *Implementing or strengthening anti-insurance redlining measures*

For many families, lack of access to asset preservation tools like home, business, and auto insurance is a function of where they live. Several states are examining ways to address "insurance redlining"— industry practices that make insurance unavailable in certain ZIP codes. Strategies being explored include expanding access to industry data, enforcing existing data disclosure provisions, and developing a state-level Community Reinvestment Act for the insurance industry.

■ *Expanding health insurance coverage for working families*

Families without health insurance could face a rapid depletion of their assets if a parent or child becomes ill. Several states have identified expanding access to health insurance as a key asset-building priority.

Endnotes

[1] For more information on measuring and ranking asset poverty in the 50 states, see CFED (2002) "State Asset Development Report Card: Benchmarking Asset Development in Fighting Poverty" at http://www.cfed.org/think.m?id=112&pubid=109r and CFED (2005) and "Assets and Opportunity Scorecard: Financial Security Across States" at www.cfed.org/go/scorecard.

[2] Asset accumulation policies enable families to save. Savings may be in the form of highly-liquid instruments such as checking and savings accounts or less-liquid instruments like certificates of deposit, IDAs, pension funds, and IRAs. This category also includes policies that reduce barriers to savings, like raising or eliminating asset limits in public benefits programs.

[3] For example, at least 18 states have no asset limit for Medicaid, and Ohio and Virginia have eliminated assets from consideration for TANF eligibility. See Leslie Parrish, "To Save or Not to Save: Reforming Asset Limits in Public Assistance Programs to Encourage Low-Income Americans to Save and Build Assets," New America Foundation (April 2005).

[4] See Center for Social Development Web site, at http://gwbweb.wustl.edu/csd/policy/index.htm for specific state policies.

[5] See Center on Budget and Policy Priorities (2004) for a report on state EITC programs, at http://www.cbpp.org/5-14-04sfp.htm.

[6] See Margaret Clancy's 2004 report "College Savings Plans: A Platform for Inclusive Savings Policy?" Center for Social Development.

[7] The SEED Policy and Practice Initiative is a joint project of CFED, the Center for Social Development, the University of Kansas School of Social Welfare, foundations, and community partners.

[8] For more information on the Act, see www.AspireAct.org.

[9] Washington Voluntary Accounts enable workers to contribute to retirement savings through their workplace. The plan would be administered by the Washington State Department of Retirement Systems with oversight from the State Investment Board. For more information, see the Economic Opportunity Institute's Web site, at http://www.eoionline.org/Policy-WVA.htm.

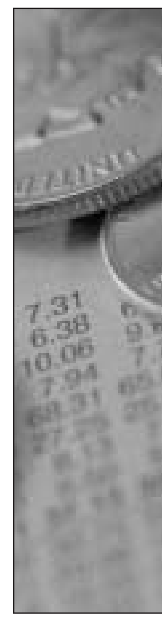
[10] This category encompasses policies that expand opportunities for families to leverage their savings and build equity through investment in homes and businesses.

[11] For more information on state housing trust funds, see Center for Community Change's Housing Trust Fund Project, at http://www.communitychange.org/issues/housing/trustfundproject/.

[12] Although beyond the scope of this report, there is increasing interest in a range of community asset-building strategies that benefit working families. See Alperovitz, Gar (2003), "An Asset-Based Community-Building Paradigm for Twenty-First Century Development" (The Annie E. Casey Foundation, Working Paper 7), at http://www.americabeyondcapitalism.com/;section=2&part=1.pdf. See also www.community-wealth.org

[13] This category includes policies that enable families to preserve the assets that they have accumulated through savings and investment.

[14] Lawson, David (2002). "Predatory Lending," Legislative Brief. National Conference of State Legislatures. Volume 10, No.1.



Appendix B

Comparison of Policy Tools and Priorities By State Initiative

	CA	DE	HI*	IL*	MI*	PA
Asset Accumulation						
Improving or expanding access to financial education	yes	yes	yes	yes	yes	yes
Increasing access to financial services				yes	yes	yes
Raising or eliminating asset limits in public programs	yes			yes	yes	yes
Expanding access to or state support for IDAs	yes	yes	yes	yes	yes	yes
Advancing state EITC legislation	yes	yes	yes		yes	
Increasing access to the federal EITC by eligible families		yes			yes	yes
Expanding savings opportunities for higher education	yes	yes	yes	yes	yes	yes
Supporting children's savings accounts	yes	yes		yes	yes	
Increasing access to retirement savings opportunity	yes	yes		yes	yes	yes
Asset Leveraging						
Increasing affordable homeownership opportunities	yes		yes	yes	yes	
Establishing or strengthening a housing trust fund	yes			yes	yes	
Supporting small business or microenterprise	yes			yes	yes	yes
Connecting economic development and asset building	yes		yes			
Asset Preservation						
Implementing/strengthening antipredatory lending measures	yes	yes	yes	yes	yes	yes
Implementing/strengthening anti-insurance redlining measures	yes	yes			yes	
Expanding health insurance coverage for working families	yes	yes		yes		

**Priorities in Hawaii, Illinois, and Michigan were under development at the time of this writing.*

Appendix C

State Initiative Contact Information and Online Resources

California: Asset Policy Initiative of California

- *Online Resource*

  APIC Web site: http://www.assetpolicy-ca.org

- *Contact information*

  APIC Staff:
  Ben Mangan, Executive Director
  Earned Assets Resources Network (EARN)
  235 Montgomery Street, Ste 300
  San Francisco, CA 94104
  Phone: 415-217-3662
  E-mail: ben@sfearn.org

  Stephanie Upp, Policy Director/APIC Coordinator
  Earned Assets Resources Network (EARN)
  235 Montgomery Street, Ste 300
  San Francisco, CA 94104
  Phone: 415-217-3661
  E-mail: stephanie@sfearn.org

  APIC Steering Committee:
  Grantland Johnson, Director
  Community and Economic Development
  Sacramento Central Labor Council
  2840 El Centro Road, Ste 111
  Sacramento, CA 95833
  Phone: 916-927-9772
  E-mail: grantland@sacramentolabor.org

  Assemblymember Nicole Parra
  601 24th St. #A
  Bakersfield, CA 93301
  (661) 334-3745
  parra@assembly.ca.gov
  Contact: Cynthia Leon, Chief of Staff
  Phone: 916-319-2437
  E-mail: cynthia.leon@asm.ca.gov

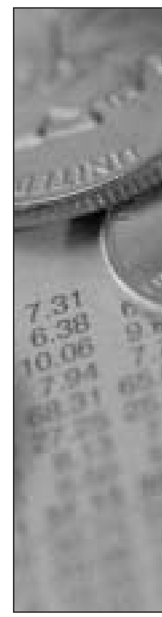
Delaware: Governor's Task Force for Financial Independence

- *Online Resources*
  - Final report to the Governor, July 2002: www.state.de.us/governor/publications/financial_in dependence_final_report.pdf
  - Governor Minner's Endorsement of Recommendations, September 3, 2002: http://www.state.de.us/governor/news/2002/09sep-tember/

- *Contact Information*

  Task Force Co-Chairs:
  Jack Markell
  Delaware State Treasurer
  Office of the State Treasurer
  Thomas Collins Building
  540 South DuPont Highway
  Dover, Delaware 19901
  Phone: 302-744-1002
  E-mail: Jack.Markell@state.de.us
  Assistant: victoria.jones@state.de.us

  Caroline E.W. Glackin, Ph.D.
  Director, The Entrepreneurship Center
  Delaware State University
  1200 N. DuPont Highway
  MBNA America Building, Suite 108
  Dover, DE 19901
  Phone: 302-857-6943
  Fax: 302-857.6950
  E-mail: cglackin@desu.edu



Hawaii: Ho`owaiwai Asset Policy Initiative of Hawaii

- *Online Resources*
  - HACBED Web site: http://www.hacbed.org/
  - Media coverage of February 2004 Conference, "Families Defining Economic Success: Redefining Wealth and Poverty in Hawaii?":
    - *Honolulu Advertiser*, Monday, February 16, 2004: http://the.honoluluadvertiser.com/article/2004/Fe b/16/bz/bz12a.html
    - *Pacific Business News*, Tuesday, February 10, 2004: http://pacific.bizjournals.com/pacific/sto-ries/2004/02/09/daily37.html

- *Pacific Business News*, Friday, February 20, 2004: http://www.hacbed.org/docs/pbn_feb20_conf.pdf

- *Contact Information*

HACBED Staff:
Bob Agres, Executive Director
Hawaii Alliance for Community-based Economic Development (HACBED)
677 Ala Moana Blvd, Suite 702
Honolulu, HI 96813
Phone: 808-550-2661
E-mail: bagres@hacbed.org

Brent Dillabaugh, Special Projects Manager
Hawaii Alliance for Community-based Economic Development (HACBED)
677 Ala Moana Blvd, Suite 702
Honolulu, HI 96813
Phone: 808-550-2661
E-mail: bdillabaugh@hacbed.org

Participating Legislators:
Senator Gary L. Hooser
Hawaii State Senate
Seventh Senatorial District - Islands of Kaua'i & Ni'ihau
Phone: 808-586-6030
Fax: 808-586-6031
E-mail: senhooser@capitol.hawaii.gov

Representative Maile S.L. Shimabukuro
Hawaii State Assembly
45th Representative District
Hawaii State Capitol, Room 315
415 South Beretania Street
Honolulu, HI 96813
Phone: 808-586-8460
Fax: 808-586-8464
E-mail: repshimabukuro@Capitol.hawaii.gov

Illinois: The Illinois Asset Building Group

- *Online Resources*
  - Sargent Shriver National Center on Poverty Law http://www.povertylaw.org/
  - Heartland Alliance http://www.heartlandalliance.org/AboutUs/

- *Contact Information*

Dory Rand, Supervising Attorney for Community Investment
Coordinator/Financial Links for Low-Income People Coalition
Sargent Shriver National Center on Poverty Law
111 N. Wabash Ave., Suite 500
Chicago, IL 60602
Phone: 312-368-2007
E-mail: doryrand@povertylaw.org

John Bouman, Director of Advocacy
Sargent Shriver Center National Center on Poverty Law
111 N. Wabash Ave., Ste 500
Chicago, IL 60602
Phone: 312-368-2007
E-mail: johnbouman@povertylaw.org

Joe Antolin, Vice President
Heartland Alliance
Heartland Alliance for Human Needs & Human Rights
208 S. LaSalle Street, Suite 1818
Chicago, IL 60604
Phone: 312-660-1341
E-mail: jantolin@heartlandalliance.org

Michigan: Michigan IDA Partnership

- *Online Resources*
  - Information on MIDAP — http://www.cmif.org/IDA/IDAHome.htm

- *Contact Information*

Eric Muschler, Director
Michigan IDA Partnership
One South Harbor Ave., Suite 3
Grand Haven, MI 49417
Phone: 734-542-3951
E-mail: muschler@earthlink.net

Rob Collier, President and CEO
Council on Michigan Foundations
1 South Harbor
Grand Haven, MI 49417
Phone: 616-842-7080
E-mail: rcollier@cmif.org

Mark Jansen, Director of Special Initiatives
Habitat for Humanity Michigan
1000 S. Washington Ave. Ste 102
Lansing, MI 48910-1647
Phone: 517-485-1006, ext. 145
E-mail: mjansen@habitatmichigan.org

Pennsylvania: Governor's Task Force for Working Families

- *Online Resources*
  - Pennsylvania Department of Banking Web site: http://www.banking.state.pa.us/banking/cwp/view.asp?a=1344&Q=546115&bankingNav=|
  - *Governor Edward G. Rendell's Web site:* http://www.governor.state.pa.us/governor/cwp/view.asp?a=1115&q=437454
  - Task Force Report, "Dollars and Sense: Realistic ways policymakers can help Pennsylvania's working families," Governor's Task Force for Working Families, January 2005. http://www.banking.state.pa.us/banking/lib/banking/Governor%27s_Task_Force_for_Working_Families_Report_--_FINAL.pdf
- *Press Releases*
  - February 9, 2005, "Governor Rendell Enhances Commitment to Help Working Families Plan for Sound Financial Future," http://www.banking.state.pa.us/banking/lib/banking/TFWF_release_Feb._2005_--_FINAL.pdf
  - April 29, 2004, "Governor Rendell Creates Working-Families Task Force, Financial Education Office" http://www.banking.state.pa.us/banking/lib/banking/042904.pdf
- *Contact Information*

  Hon. Dwight Evans
  Pennsylvania House of Representatives
  7174 Ogontz Avenue
  Philadelphia, PA 19138
  Phone: 215-549-0220

Hilary Hunt, Director of Financial Education
Office of Financial Education
Commonwealth of Pennsylvania
333 Market Street, 16th Floor
Harrisburg, PA
Phone: 717-783-2498
E-mail: hihunt@state.pa.us

Appendix D

National Resources

Center for Social Development

The Center for Social Development (CSD), part of the George Warren Brown School of Social Work (GWB) at Washington University, is a leading academic center of theory and research on asset building. CSD's work focuses on including impoverished individuals, families, and communities in asset building. CSD plays a leading role in designing and carrying out research on IDA programs, including a national IDA demonstration and research project. CSD's work includes state policy research and innovation in asset building, hosting an annual state policy conference, tracking and facilitating state policy, undertaking research and coordinating the MOKANSave bi-state coalition for asset building.

Contact: Gena Gunn, Project Director
Center for Social Development
George Warren Brown School of Social Work
Washington University
Campus Box 1196, One Brookings Drive
St. Louis, MO 63130
Web site: gwbweb.wustl.edu/csd
Phone: 314-935-9651
E-mail: ggunn@wustl.edu

Center on Budget Policy Priorities

The Center on Budget and Policy Priorities is a research organization that works at the federal and state levels on fiscal policy and public programs, such as Medicaid, food stamps, and low-income tax credits including the Earned Income Tax Credit, that affect low- and moderate-income families. The Center provides technical assistance to state officials and advocates, helps to replicate best practices among states, and builds the capacity of state-level organizations to improve the effectiveness of and expand accessibility to these low-income programs. In the area of asset-building, the Center issues reports and provides technical assistance explaining how states can make it easier for low-income families to accumulate modest savings even if they need to rely on means-tested benefits during a time of need.

Contact: Zoë Neuberger, Senior Policy Analyst
Center on Budget and Policy Priorities
820 First Street NE, Suite 510
Washington, DC 20002
Web site: www.cbpp.org
Phone: 202-408-1080
Fax 202-408-1056
E-mail: neuberger@cbpp.org

CFED

CFED (formerly the Corporation for Enterprise Development) develops and advocates for federal and state policies that move the nation toward a more equitable and inclusive economy. CFED publishes reports, convenes working groups, and provides information to help partners participate in the policy-making process. The 2005 Assets and Opportunity Scorecard, available on its Web site, can help advocates benchmark state asset building policies. CFED policy staff is also available to provide fee-for-service technical assistance to help advance statewide asset policy.

Contact: Jennifer Brooks, Director of Policy Analysis and Advocacy
CFED
777 North Capital Street, NE, Suite 800
Washington, DC 20002
Web site: www.cfed.org
Phone: 202-408-9788
E-mail: jennifer.brooks@cfed.org

FSS Partnerships

FSS Partnerships is a national initiative designed to tap the resources of public housing agencies (PHAs) to help build assets among low-income families. In particular, FSS Partnerships seeks to promote awareness of HUD's Family Self-Sufficiency (FSS) program and to stimulate partnerships between housing agencies and other organizations concerned with FSS and Earned Income Tax Credit outreach. FSS Partnerships provides technical assistance for sites interested in expanding their FSS programs.

Contact: Jeff Lubell, Project Director
FSS Partnerships
2719 Colquitt Street
Houston, TX 77098
Web site: www.fsspartnerships.org
Phone: 832-978-4649
E-mail: jlubell@fsspartnerships.org

Institute on Assets and Social Policy

The Institute on Assets and Social Policy's mission is to broaden wealth, reduce inequality, and improve the social and economic mobility of low-income American households by fostering the adoption of an asset policy framework. The Institute fulfills its mission through research, analysis, education, and public engagement. Working in partnership with state and federal policy-makers, constituency organizations, grassroots advocates, and private philanthropies, the Institute blends research and practical experience with evaluation tools to offer a unique perspective and enhanced capacity.

Contacts: J. Larry Brown, Executive Director
Institute on Assets and Social Policy
Heller School for Social Policy and Management, Mailstop 077
Brandeis University
Waltham, MA 02454-9110
Phone: 781-736-8685
Fax: 781-736-3925
Web site: www.assetinstitute.org

Sandra Venner, Program Director
Institute on Assets and Social Policy
Heller School for Social Policy and Management, Mailstop 077
Brandeis University
Waltham, MA 02454
Phone: 781-736-8688
Fax: 781-736-3925
E-mail: venner@brandeis.edu

National Conference of State Legislatures

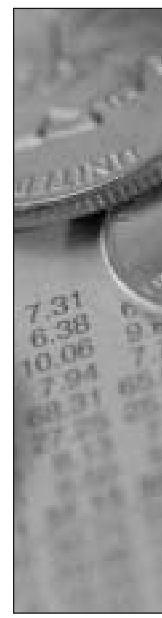
The National Conference of State Legislatures (NCSL) is a bipartisan organization that serves the legislators of the nation's 50 states, its commonwealths, and territories. NCSL provides research, technical assistance, and opportunities for policy-makers to exchange ideas on the most pressing state issues, including economic success and asset building for low-income families.

Contact: Mary Fairchild, Program Director
National Conference of State Legislatures
7700 East First Place
Denver, CO 80230
Web site: www.ncsl.org
Phone: 303-856-1396
E-mail: mary.fairchild@ncsl.org

National Governors Association Center for Best Practices

The National Governors Association Center for Best Practices provides technical assistance to states as they design and implement policies and initiatives to help low-income families secure and maintain employment, advance in their careers, and achieve self-sufficiency. The Center works with states to assess existing policies on work supports and asset development, and to create better policies to support low-income workers. The Center also monitors state welfare reform, workforce development, and education policies and initiatives that support working families.

Contact: Susan Golonka
Social, Economic and Workforce Programs
National Governors Association Center for Best Practices
444 N. Capitol Street
Washington, DC 20001
Web site: www.nga.org/center/divisions/
Phone: 202-624-5967
E-mail: sgolonka@nga.org



New America Foundation's Asset Building Program

The New America Foundation's Asset Building Program aims to broaden the ownership of assets in America, providing all Americans—especially low-income Americans—with both the means to get ahead as well as a direct stake in the overall success of our economy. To this end, the Program works in three areas: (1) policy research, (2) national communications, and (3) policy-maker education. The Asset Building Program also developed and maintains an online clearinghouse at www.AssetBuilding.org of asset ownership ideas, programs, and policies in the United States and abroad.

Contact: Ray Boshara, Director
Asset Building Program
New America Foundation
1630 Connecticut Ave., NW, 7th Floor
Washington, DC 20009
Web site: www.newamerica.net
Phone: 202-986-2700
E-mail: boshara@newamerica.net

PolicyLink

PolicyLink is a national nonprofit research, communications, capacity building, and advocacy organization working to advance policies to achieve economic and social equity. PolicyLink collaborates with a broad range of partners on asset building issues, programs, and policies at the local, state, and national levels.

Contact: Judith Bell, President
PolicyLink
101 Broadway
Oakland, CA 94607
Web site: www.policylink.org
Phone: 510-663-2333
E-mail: jbell@policylink.org