Goodwill of Greater Washington [logo]

September 13, 2012

Mr. Marc Maurer

President

National Federation of the Blind

200 East Wells Street at Jernigan Place

Baltimore, MD 21230

Dear Mr. Maurer:

This morning I received a copy of a letter that you sent to the corporate sponsors of Goodwill of Greater Washington's upcoming fashion show requesting that they withdraw their support due to the NFB's position on the 14(c) provision of the Fair Labor Standards Act.

As the president of Goodwill of Greater Washington I appreciate your desire to defend the rights of people with disabilities. However, I would like to point out that your letter was notably incomplete and failed to fully disclose critical information about Goodwill of Greater Washington that we have since shared with our sponsors.

First, you failed to point out that each Goodwill agency is an autonomous organization and has no influence over the decisions made by other Goodwill operations.

Secondly, you implied that it is Goodwill of Greater Washington's policy to pay people with disabilities less than minimum wage.

*Goodwill is promoting your organization as a sponsor of its 2012 La Passione di Milano Runway Show and Gala scheduled for September 27, 2012. We urge you to withdraw your sponsorship of this event and to withdraw all other support provided by you to Goodwill, unless or until it changes its policy.*

In fact Goodwill of Greater Washington does not hold a 14(c) certificate and its policy is to pay all of its employees above both local and federal minimum wage standards. I've attached a copy of that policy for your records.

By attempting to negatively impact the revenue of Goodwill of Greater Washington, you may actually be hurting the very people you claim to be trying to help: those with disabilities seeking a just wage.

Therefore, since we already meet the standards you wish every Goodwill agency would adopt, I must ask why you are attempting to impede our ability to employ and pay people with disabilities a fair wage. This approach seems counterproductive to your stated goal.

I would appreciate the courtesy of a response explaining your defense of a campaign that contradicts your objectives.

Sincerely,

Catherine Meloy

President & CEO

Goodwill of Greater Washington

Phone: (202) 715-2603

Goodwill of Greater Washington

Transforming Lives and Communities [logo]

Goodwill of Greater Washington pays every

employee above minimum wage

Many social service organizations including some Goodwill® agencies throughout the U.S. have chosen to exercise the Special Minimum Wage Certificate provision under section 14(c) of the Fair Labor Standards Act that allows employers to pay a commensurate wage which could result in less than minimum wage to employees whose disability significantly impairs their productivity. However, Goodwill of Greater Washington's (GGW) policy is to pay every employee above minimum wage regardless of any disability. Additionally, GGW's starting wage actually exceeds both local and federal minimum wage standards. Therefore, the NFB's claims do not apply to Goodwill of Greater Washington.

GGW provides free job training and community-based services to people faced with barriers to employment including, but not limited to, those with physical, developmental or emotional disabilities, as well as individuals who are trying to get off welfare, lack an education or are ex-offenders. Some of Goodwill's services include skills-based training in hospitality services and unarmed security & protective services, in addition to career navigation and disability services. Last year, Goodwill of Greater Washington helped almost 3,000 people in and around our nation's capital.

Goodwill of Greater Washington is one of 158 independently operated and autonomous Goodwill agencies throughout the U.S and serves the following jurisdictions:

Washington, DC

Montgomery County, MD

Prince Georges County, MD

Calvert County, MD

Charles County, MD

St. Mary's County, MD

Arlington County, VA

Alexandria, VA

Fairfax County, VA

Loudoun County, VA

Fauquier County, VA

Prince William County, MD

For additional information, contact Brendan Hurley at (202) 715-2605.