



To: Township Board
From: Eric Johnson
Date: April 8, 2015
RE: GA Cleaning Product Assistance

As discussed at the last meeting I plan to start a home cleaning supply assistance program for General Assistance (GA) clients. While many forms of assistance are available to people of low income I have discovered that cleaning supplies for a person's home are often hard to come by and end up being a "luxury" item for most. As we all know these items are not really an optional item for maintaining a safe and clean home environment. With those thoughts in mind General Assistance will begin supplying our clients with basic cleaning products as part of their benefits

After much research, I have decided to use Shaklee products for our clients for several reasons. Founded in 1956, Shaklee is the first company in the world to obtain climate neutral certification and totally offset its CO2 emissions, resulting in a net zero impact on the environment. Shaklee Corporation actively supports the development, use, and approval of safe alternatives to animal testing throughout the world. As a matter of policy, Shaklee Corporation is opposed to and does not conduct animal testing of any kind on any Shaklee product. Shaklee also has an A+ rating from the Better Business Bureau. Furthermore, the cleaning supplies do not contain harsh chemicals and are safe to use around children and pets.

Using Shaklee also allows us to not have to physically handle any products and avoids the need to stock inventory. We will purchase through a specific DeKalb Township online portal and then drop ship to individual clients. Clients will not have to interact with the company directly and will not need to pick up or transport the products.

For the purposes of full disclosure my wife is a distributor for Shaklee products and it is how I first became aware of the company. The Township will not purchase products from her, but rather will become a distributor. Being a not-for-profit distributor allows us to receive discounts on the products and any sales bonuses for the volume of products purchased will be paid directly to DeKalb Township. Should you receive questions on this you can comfortably say that there is no impropriety taking place with this program.

In practice GA clients will be asked if they wish to participate in this program, which will not have an effect on their monthly stipends. If a client wishes to participate they will be directly shipped a home cleaning starter kit. The kit contains the following items:

- Basic H²[®] Organic Super Cleaning Concentrate, 16 oz. (1)
- Germ Off Disinfecting Wipes, 35 Wipes (1)



- Nature Bright® Laundry Booster and Stain Remover, 32 oz. (1)
- Dish Wash Concentrate, 16 oz. (1)
- Dish Washer Automatic Concentrate, 32 oz. (1)
- Fresh Laundry Concentrate HE Compatible, Regular Scent 32 oz. (Liquid) (1)
- Soft Fabric Dryer Sheets, 80 sheets (1)
- Dish Washer Automatic Concentrate Dispenser (empty) (1)
- Nature Bright® Dispenser (empty) (1)

Also included is all the accessories one needs to use the products:

- Organizer Caddy (1)
- Spray Bottles (3)
 - Windows and Mirrors
 - All-Purpose
 - Degreasing
- Dropper Pipette (1)
- 1/4 oz. Dispenser Pump for 32 oz. Bottle (1)
- Laundry Measuring cup (1)
- Dual Measuring Spoon (1)
- Cleaning Accessories (4)
 - Super Microfiber Cleaning Cloth
 - Super Microfiber Window Cloth
 - Super Microfiber Dish Sponge
 - Miracle Scrubber Pad

The products are shipped as concentrates that one mixes with water to get the equivalent¹ of:

- 60 Bottles of Fantastik, 32oz
- 32 Bottles of Mop 'n Glo, 32oz
- 728 Bottles of Windex, 26oz
- 1 Bottle of Woolite, 50oz
- 1 Container of Clorox Wipes
- 1 Bottle of Soft Scrub
- 2.5 Boxes of Cascade, 45oz
- 2 Boxes of Tide, 50oz
- 3 Bottles of Downy, 20oz
- 1 Box of Bounce

Following the initial starter kit we will follow up on a periodic basis to replenish supplies that have run out. Laundry and dishwashing supplies do not create as many uses as the surface cleaning supplies and will likely be the items that are refilled the most frequently. While we are in the initial phases we will limit the frequency a client may request more product to avoid abuses in the system. If a person is terminated from GA they will no longer be eligible to receive products. Should a client subsequently rejoin the program they will not be given another starter kit but will be allowed to request additional products.

¹ Based on number of uses per label directions.

I am projecting that a client who is part of this program for a full 12 months will cost the township less than one month of general assistance. This makes this a cost effective program as an alternative to increasing the monthly stipend for our clients. The cost to the township for each product is listed below:

- Starter Kit \$99.00
- Basic H₂, 16oz \$10.35
- Hand Dish Soap, 16oz \$6.90
- Dishwasher Soap, 32oz \$2.90
- Laundry Soap, 32oz \$12.95
- Dryer Sheets, 80count \$8.95

Billing will be placed on the Township credit card and submitted to the board each month as part of the monthly payments. As we get further into the program I will be able to better devise a schedule for replenishing supplies based on average usage. If you would like to sample to products in case you receive questions about the program let me know and I you can purchase any of the supplies directly through the Township. As always please contact me if you have any questions about this program.