



# First of the Month

February 2011

CDSA CONFIDENTIAL

## In This Issue

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Institute on  
Facebook

Legislative Affairs  
Conference

Registration Open

## Quick Links

Legislative Center  
CDSA Website

## CDSA Calendar

February 2

Capitol Caucus  
Alta RC Provider  
Meeting  
On My Own  
6060 Sunrise Vista  
Dr. Ste 3425  
Citrus Heights, CA  
95610  
10:00 am-Noon

February 4

Inland Empire  
Legislative  
Breakfast  
Doubletree Hotel  
Ontario  
8:00-10:30 am

Dynamic Solutions  
Board  
Teleconference  
11:00 am-Noon

February 7

BAT

## The News

### Budget Action Needed Now

The proposed cut is too big. For community service providers, the bottom line of the Governor's budget proposal is a 20% cut. We don't know which services will be cut, whether whole programs disappear or if various cuts will hit everything. Can your agency survive a 20% cut?

Now is the time for EVERYBODY to take action. Click the following links to get the kits for [providers](#) and families ([English](#) / [Spanish](#)).

- Share the provider kit with your peers and employees.
- Communicate with your employees.
- Communicate with community leaders.
- Share the family kit with employees, clients, and families.
- Urge everyone to contact legislators.
- Complete the DDS survey, [click here](#).

### Budget Breakdown - The Numbers and the Process

The Governor's budget proposes a \$750 Million reduction in General Fund expenditures for the DDS budget. This includes picking up a little more federal money, continuing the 4.25% rate cut, and whacking another \$533.5 Million from community services. Most community services are matched with federal funds, so the cut could easily hit \$1 Billion.

The \$533.5 Million cut is undefined right now. DDS is supposed to develop purchase-of-service limits to achieve the cut over several months, consulting with stakeholders. But legislators are supposed to vote for the cut without knowing the specific impacts.

DDS has started the stakeholder process with a survey. The survey addresses eight areas of service, and it plans to convene eight groups to develop proposals. Julius Caesar called this "Divide and Conquer." In the past two years, the DDS stakeholder process has provided coverage for its recommendations while ignoring the logical, accurate objections raised by stakeholders.

Service limits can be drastic. Service limits that will cut 20% of the budget could eliminate services to 48,000 individuals. Moreover, DDS has not demonstrated accuracy in projecting savings. They set up a service limit last year for in-home respite to save \$5 Million, and they now indicate they've saved \$70 Million.

The Governor is politically savvy and is determined to pass this budget. He has set up a three-step process. First, get his proposed ugly cuts approved by the end of March, along with ballot initiatives to continue

Teleconference  
2:00-3:00 pm

**February 8**  
Upstate Caucus  
Green Barn, Red  
Bluff  
11:30 am-1:00 pm

**February 15**  
Capitol Caucus  
InAlliance  
10:00 am-Noon

Orange County  
Caucus  
Project  
Independence  
11:30 am-Noon

BAT  
Teleconference  
2:00-3:00 pm

**February 16**  
Caucus Steering  
Committee  
Teleconference  
2:00-3:00 pm

**February 17**  
CARI & Business  
Services Committee  
Teleconference  
10:00-11:00 am

Bay Area Caucus  
Contra Costa Arc  
10:00 am-Noon

Public Policy  
Committee  
Teleconference  
3:00-4:30 pm

**February 21**  
Presidents' Day  
State Holiday  
CDSA Office closed

**February 23**  
Central Valley

some taxes and fees. Second, explain to voters that the next round of cuts will come out of public education (K-12) and public safety if they don't vote yes on the initiatives. Third, either win the ballot initiatives or make the cuts. Each step in the process is fast and neatly separated for legislators and voters.

### **Institute on Facebook**

To support outreach to clients and families, the California Disability Services Institute (Institute, for short) has opened a Facebook page. It will provide our perspective on what everyone should know and encourage sharing of ideas among clients and families. Right now, the family kit on the budget cut is available on the page.

To help people find this new resource, please "like" the [Institute page](#) through your agency or personal Facebook page. The Institute is our association's 501(c)(3) educational arm.

[Find us on Facebook](#) 

### **Retroactive Cut Lawsuit**

The hearing on retroactive application of the 1.25% rate cut has been changed to April 1. DDS has now finished its technical support piece for Regional Centers to collect the retroactive cut. It doesn't make sense for a Regional Center to "collect" funds it might have to give back, so we're expecting everyone waits for the judge's decision.

### **DDS Puts Inland Regional Center on Notice**

On January 19, DDS placed the Inland Regional Center on probation saying it illegally used state money to develop housing, violated the center's contract with the state and circumvented a statutory freeze placed on rates paid to care providers.

DDS wants an inventory of state property it maintains, analysis of purchase-of-service funds used for housing services, and improvements in the employee culture of "fear of intimidation and retaliation." The due date is March 31.

The Inland RC Board President sent a letter to providers promising a plan that, "will work toward improving relationships with consumers and their families, our providers of service and staff. These areas include 1) intimidation and fear of retaliation; 2) conflict of interest; and, 3) use of Request for Proposals and Contracts.

To see the [Inland letter to providers](#) and the DDS letter to Inland RC, click here. To see newspaper coverage, click [here](#) and [here](#).

### **DLSE and \$1 per Hour**

The Division of Labor Standards Enforcement office in San Francisco committed to reviewing the renewal of licenses for San Diego providers. Latest word from one San Diego member is that their renewed sheltered workshop license arrived with no minimum wage listed.

Caucus  
ABLE Industries  
10:00 am-Noon

Membership  
Committee  
Teleconference  
2:00-3:00 pm

February 24  
San Diego Caucus  
TMI  
10:00 am-Noon

February 28  
CDSA Board  
Teleconference  
10:00-11:30 am

March 1  
PR Committee  
Teleconference  
10:00-11:00 am

March 7  
BAT  
Teleconference  
2:00-3:00 pm

March 8  
Inland Empire  
Caucus  
10:00 am-Noon

Upstate Caucus  
Green Barn, Red  
Bluff  
11:30 am-1:00 pm

Institute Board  
Teleconference  
3:00-4:00 pm

March 10  
Public Policy  
Committee  
Teleconference  
3:00-4:30 pm

March 11  
Central Coast  
Caucus

There is still no clarity on the requirement some Deputy Labor Commissioners have made for a letter of "good standing" from DDS. A DDS employee indicated that the department would discuss the new workload such a category of recognition would require.

## Upcoming Events and Opportunities

### 2011 CDSA Legislative Affairs Conference

On March 15-16, CDSA members will visit every legislator in Sacramento. We hope you'll be part of the posse as we push the message that a 20% cut is too much. We'll meet at the Citizen Hotel.

**Schedule** - The meeting starts at 1:00 pm on Tuesday, March 15, with a public policy review and advocacy training sessions. Visits to legislators take place on Wednesday, March 16, and attendees will be able to book flights out that night. The conference will conclude with a debriefing session from 4:00 to 5:00 pm.

**Registration** - Register by February 10 for a discount. Early registration for members is \$365 (after 2/10 - \$445). Multiple registrants from the same agency can take advantage of additional savings by registering early for \$330 each (after 2/10 individual member rate applies). Non-members are welcome, at a higher registration rate of \$485 (after 2/10 - \$525). Registration closes February 28. [Register online now!](#)

**Family Participation** - This year, we welcome clients and family members to participate in visits to legislators. We will provide a separate educational session for them on Tuesday. Registration for clients and family members is \$100 per attendee. Member agencies can raise travel and registration funds for clients or family members by selling raffle tickets - CDSA runs the raffle, so all agencies do is sell tickets and keep the cash. Contact [Melissa Smith](#) if you're interested in participating at (916) 441-5844 x113. Registration for family participation closes February 28. [Register online now!](#)

**Scholarships** - Thanks to a grant from Dynamic Solutions Incorporated, CDSA can offer professional scholarships for members experiencing a financial hardship to attend this conference. Awarded scholarships will cover attendee registration. If you would like to apply, please contact [Melissa Smith](#) at (916) 441-5844.

**Hotel** - For the third year, we're at the Citizen Hotel ([www.citizenhotel.com](http://www.citizenhotel.com)), at 10th & J Street in Sacramento. The room rate is \$182/night (available until 2/28). To reserve a room, call (916) 492-4460 and refer to group reservation - California Disability Services Association. Valet parking is \$25/night, and Self-serve is \$18/night.

**Free Shuttle** - To help with travel expenses and encourage family and consumer involvement, a shuttle will be available for attendees to/from the airport on Tuesday (3/15) from 10:30 am-12:30 pm and on Wednesday (3/16) from 5:00 pm-7:00 pm. Reservations are required for shuttle service; contact [Melissa Smith](#) at (916) 441-5844 x113 to place your reservation by Feb 28.

## CARI and Work Contracts

Anderson's, Buellton

**March 15**  
Capitol Caucus  
InAlliance  
10:00 am-Noon

CDSA Board Meeting  
Citizen Hotel  
10:00 am-Noon

Legislative Affairs  
Conference  
Citizen Hotel  
1:00-5:00 pm

**March 16**  
Legislative Affairs  
Conference  
Citizen Hotel  
8:00 am-5:00 pm

**March 17**  
Bay Area Caucus  
Contra Costa Arc  
10:00 am-Noon

**March 23**  
Central Valley  
Caucus  
ABLE Industries  
10:00 am-Noon

Membership  
Committee  
Teleconference  
2:00-3:00 pm

## New Opportunities

We are working on identifying contract opportunities weekly. New contract opportunities are sent out on Tuesdays. If you're interested in receiving these notifications, would like bid packets or information about any of the current bid opportunities, please e-mail [Andrea Gallippi](#). More opportunities are coming soon.

## Members' Noteworthy News

### Orange County Goodwill PSAs Takes Home Two Awards

The Association of Marketing & Communication Professionals recently announced that the Goodwill Fitness Center PSAs won its Platinum Award in two categories the Television/Public Service Announcement Campaign and Pro Bono.

The Platinum Award is the most prestigious award, recognizing excellence in terms of quality, creativity and resourcefulness. More than 5,000 organizations submitted entries for the 2010 MarCom Awards, ranging in size from individual communicators to media conglomerates and Fortune 500 companies. Only the top 15% received platinum awards.

Goodwill of Orange County and Akorn Entertainment teamed up in 2010 to create three thirty second videos highlighting three Goodwill Fitness Center members who shared their personal stories and how they "Rise to the Challenge," thanks to the Goodwill Fitness Center.

### Villa Esperanza Gets Mayoral Help

Villa Esperanza in Pasadena has started recognizing local businesses that employ Villa clients with plaques, but two employers got a bigger pat on the back when Pasadena Mayor Bill Bogaard and the Mayor's Committee for Employment of People with Disabilities gave them awards. At the mayor's 24th annual awards breakfast, he gave awards to a law firm and a salon that employ Villa clients.

## Employment Classifieds

### CDSA Employment Advertisements

Do you need to fill a position or are you looking for a new position or career advancement?

List your open position in the CDSA Classifieds. Your open position will be posted on the Listserv, the monthly newsletter and our web site for 30 days. Service fees are \$99 for members and \$275 for non-members; contact [Melissa Smith](#) to place an ad.

## Board & Committee Meetings



### California Disability Services Association Board

The Board approved expenditure of \$1,000 to sponsor the Supported Life Institute statewide conference and accepted the Audit Committee recommendation to continue for a second year with the auditing firm of Damore Hamric & Schneider. The Board also approved investigating the viability and costs of a lawsuit on cuts to the DDS budget. Staff will investigate properties near the Oakland Airport for the 2012 Annual Meeting.



### California Disability Services Institute Board

The Institute Board reviewed the agenda for the legislative affairs conference and reviewed progress on developing a seminar on autism.



### Dynamic Solutions Incorporated Board

The DSI Board reviewed preliminary proposals from insurance brokers that would like to become the recommended broker for CDSA. The brokers can offer a range of services that DSI's small brokerage operation could not compete with, and staff believes that more income can be generated through such a relationship than through continuing the DSI brokerage. Staff and DSI's insurance consultant will meet with the most promising broker.



### CARI and Business Services Committee

The Committee did not meet in January.

### Caucus Steering Committee

The Committee discussed the issue of CDSA confidential information being shared at caucus meetings with non-members. The caucus chairs

participating in the call either had a method to deal with this or did not discuss confidential issues at caucus meetings. The discussion led to a discovery that caucus chairs needed an up-to-date list of CDSA members in their caucus.

### Membership Committee

The Committee reviewed progress of the Business Advisory Team and discussed the recruitment efforts of the Bay Area and Upstate caucuses, which have received lists of potential members, based on the vendor list provided by DDS. Staff will prepare similar lists for other caucuses when time permits.

### Public Policy Committee

The Committee discussed the \$750 million cut to the DDS budget, which includes continuation of the 4.25% cut and a new reduction of \$533.5 million, to be achieved through purchase of service standards. The Committee has developed a basic message that the cut is too large for the community service system to survive and that providers must involve clients and families. The Committee approved bullet-pointed messages for providers and families to deliver to legislators.

### Public Relations Committee

The Committee reviewed the first external newsletter and concluded that it met the intended goals to develop a positive image of service providers and demonstrate their expertise in supporting clients. The newsletter has now been distributed to the offices of legislators. The Committee has committed to work on a template for CDSA members to develop reports like BARC's economic impact report.

### Business Advisory Team

The objectives of the BAT are alignment of CDSA's public policy focus with members' business models and alignment of membership dues. The BAT has conducted a functional review, read the case statement, and reviewed recent public policy history. It is now collecting data on services delivered by member agencies outside the DDS system.

## Who's Who & How to Contact

### California Disability Services Association

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F: (916) 441-2804

### CDSA Staff

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#### **Assistant Executive Director**

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#### **Government Affairs Director**

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## **Membership Manager**

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## **Office Manager/Event Coordinator**

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## **Caucus Chairs**

### **Bay Area Caucus**

Mike Huckins, (707) 644-4491, [mike@bayrespitecare.org](mailto:mike@bayrespitecare.org)

### **Capitol Caucus**

Robin Rhoades, (916) 387-8080, [robin@southsideartcenter.org](mailto:robin@southsideartcenter.org)

### **Central Coast Caucus**

Kirk Spry, (805) 928-5000 x 324, [kspry@vtc-sm.org](mailto:kspry@vtc-sm.org)

### **Central Valley Caucus**

Wende Leigh Ayers, (559) 651-8150 x 103, [wende@ableindustries.org](mailto:wende@ableindustries.org)

### **Inland Empire Caucus**

Andrea Wells, (951) 780-8444 x 223, [andreatexceed@aol.com](mailto:andreatexceed@aol.com)

### **LA County Caucus**

TBA

### **Orange County Caucus**

Tim Chervenak, (714) 549-3464 x 242, [tim@proindependence.org](mailto:tim@proindependence.org)

### **San Diego Caucus**

Bill Mara, (760) 721-1706 x103, [billm@terriinc.org](mailto:billm@terriinc.org)

### **Upstate Caucus**

Carl Ochsner, (530) 343-7994 x 104, [carlo@ewtc.org](mailto:carlo@ewtc.org)

## **Committee Chairs**

### **Audit**

Karen Jones, 909-624-3555 x 223, [karen@pwwonline.org](mailto:karen@pwwonline.org)

### **CARI & Business Services**

Ron Killingsworth, (559) 280-7134, [ron.cdasa@yahoo.com](mailto:ron.cdasa@yahoo.com)

### **Caucus Steering**

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### **Membership**

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### **Research & Development Committee**

Will Sanford, (925) 963-4950, [willsanford@futures-explored.org](mailto:willsanford@futures-explored.org)

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# CDSA CONFIDENTIAL

For more information regarding CDSA's monthly newsletter, please contact [Melissa Smith](#).



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