



# First of the Month

March 2011

CDSA CONFIDENTIAL

## In This Issue

POS Standards=  
Limits

Stakeholders...

CDSA Board  
Election

Legislative Affairs  
Conference

## Quick Links

Legislative Center  
CDSA Website

## CDSA Calendar

March 8

Inland Empire  
Caucus

VIP  
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  
Anderson's, Buellton

## The News

### The Budget Relay Race Continues

You're going to get tired of reading this, but don't stop communicating with your legislators. Here's why.

At the time this is being written, the Budget Conference Committee has approved a budget and trailer bills for DDS, and the CDSA opinion of the approved budget is, succinctly, "Better but terrible." We believe we have alternatives that will meet the fiscal needs of the budget, but keep the cuts even further from the direct services that people with disabilities rely on.

The budget is better because we have gone:

- FROM the Governor's proposal to make new cuts of \$533.5 million.
- TO a Budget Conference Committee to make new cuts of \$150 million.

(A brief pause for applause: This amazing reduction is due to the tremendous grassroots efforts across the state. You have organized thousands of people to march and demonstrate - and even more to call, fax, write letters, and e-mail. It also happened because some key CDSA public policy committee members and our lobbyists crunched numbers, analyzed trailer bills, and worked hard to educate key legislators and staff.)

This budget remains terrible because it:

- Continues all the cuts from the past three years.
- Applies a new \$150 million cut in State funds that are supposed to come out of the purchase of service budget. Cutting state funds also means we leave behind matching federal funds, which brings the total cut to approximately \$250 million!
- A trailer bill that instructs DDS to develop with stakeholders standards for regional center purchase of services. (More on that below.)
- A trailer bill that says 85% of funds your agency receives through DDS and regional centers must fund direct services, leaving only 15% to cover all other expenses of your organization. (More on that below.)

CDSA is working with a number of other organizations to see if we can address some of the problems while the Budget Conference Committee continues to meet. This is an uphill battle, and it's one of the reasons we still need you to communicate with Legislators and

9:00-11:00 am

keep the pressure on them to do the right thing by people with developmental disabilities.

**March 15**

CDSA Board Meeting  
Citizen Hotel  
10:00 am-Noon

The Governor has set a deadline to have the spending plan on his desk by March 10. That would mean the Budget Conference Committee has to finish its work and both houses of the legislature have to approve the budget in the next 10 days.

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

**85% / 15%**

The trailer bill on direct service and administrative costs has two parts. One requires service providers spend 85% of funds received for negotiated rates from regional centers on direct services, and one requires regional centers spend 85% of their operations budgets on "direct services." For service providers, this means that all indirect costs related to programs become part of the 15% "administrative costs," including things that are not generally administrative costs like staff training.

**March 16**

Legislative Affairs  
Conference  
Citizen Hotel  
7:30 am-5:00 pm

Rally to Save  
Disability Services!  
State Capitol West  
steps, intersection  
of Capitol Mall and  
10th St.  
10:00 am to Noon

CDSA has developed alternative language for the trailer bill that would apply "generally accepted accounting principles" to the allocation of expenditures. Then, a cap on purely administrative costs would be workable and your annual audit would be consistent with the requirements of this bill.

**March 17**

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

The Association of Regional Center Agencies (ARCA) sent a letter to Budget Conference Committee objecting to elements of the bill and urging that the split be changed to 80% / 20%. We will be working with ARCA to achieve our goals.

**March 23**

Central Valley  
Caucus  
ABLE Industries  
10:00 am-Noon

**POS Standards = Limits**

Another trailer bill says that DDS will submit to the Legislature a plan that may include standards (read limits), "to provide more uniformity and consistency in services, funding, and administrative practices or regional centers." It also says, DDS is supposed to "consider eligibility for the service; duration; frequency and efficacy of the service; services providers' qualifications and performance; rates; parental and consumer responsibilities and self-directed service options."

Membership  
Committee  
Teleconference  
2:00-3:00 pm

The standards "may vary by service category" and:

- "Establish criteria and limits on the type, scope, amount, duration, location, and intensity of services and supports."
- "Prohibit the purchase of specified services."
- "Change payment rates."
- "Impact family and consumer responsibilities."

**April 5**

PR Committee  
Teleconference  
10:00-11:00 am

While the term "standards" implies a concern for quality, the focus here is on quantity and cost. And DDS has started to develop the new limits through a stakeholder workgroup process.

**April 8**

Orange County  
Legislative  
Breakfast

Because the current trailer bill language requires a plan to be submitted to the Legislature, we have two opportunities to continue to develop a better plan. We will be asking the Legislature to consider an alternative plan now that would make the trailer bill unnecessary. Even if that doesn't happen, the plan we develop can be submitted to both DDS and to the Legislature as an alternative when the DDS plan

**April 12**  
Inland Empire  
Caucus  
OPARC  
10:00 am-Noon

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

**April 19**  
Capitol Caucus  
InAlliance  
10:00 am-Noon

Orange County  
Caucus  
Project  
Independence  
11:30 am-1:00 pm

**April 20**  
Caucus Steering  
Committee  
Teleconference  
2:00-3:00 pm

**April 21**  
Bay Area Caucus  
Contra Costa Arc  
10:00 am-Noon

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

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

**April 26**  
Leadership Retreat  
CDSA Office  
1:00-5:00 pm

**April 27**  
Leadership Retreat  
CDSA Office  
8:00 am-3:00 pm

comes forward.

## Stakeholders, Tally Ho

Having concluded a survey that defies statistical analysis but allows quotation cherry picking, DDS is proceeding with assembly of eight workgroups, each group composed of 30 people. DDS sent out letters late on Friday, February 25, inviting CDSA to identify three representatives for the "Day, Supported Employment and Work Activity Programs" workgroup:

- 1) One representative of the organization
- 2) One consumer/family member using the workgroup related services
- 3) One service provider of the workgroup related services

This would be three out of the 30 people in the group. DDS wants to identify all participants March 4.

The other stakeholder groups, to which CDSA has not been invited (but member service providers may through other connections) are:

- Behavioral Services
- Early Start Services
- Healthcare and Therapeutic Services
- Independent Living and Supported Living Services
- Residential Services
- Respite and Other Family Supports
- Transportation Services

## Institute on Facebook

The Institute Facebook page, designed for people with developmental disabilities and their families, is enjoying a strong response. Since the page's creation on January 18, a total of 165 people (and growing) have "liked" the page. Those 165 people get notified when we update the page, and Institute page activity shows up in their News Feeds. Since its inception, the Institute's page has more than 20,000 "post views," that's the total number of times people - ones who have "liked" the page AND those that haven't - have viewed any of our items. The 10 most popular items we have posted are averaging about 400 views each.

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.



## Retroactive Cut Lawsuit

Our day in court on the retroactive application of the 1.25% rate cut has been delayed by the judge to April 15.

## DLSE and \$1 per Hour

CDSA has sent a second letter asking the Division of Labor Standards

Central Valley  
Caucus  
ABLE Industries  
10:00 am-Noon

April 28  
San Diego Caucus  
TMI  
10:00 am-Noon

Enforcement office to help us understand the process and material used to establish what seems to be a new minimum wage policy. There isn't consistency on this across the state, and we're trying to resolve this in a collaborative manner. We want to work closely with the DLSE on this issue, to establish ongoing communication with an enforcement agency that could well be involved in such critical issues as meal and break, overtime for "personal attendants," and alternative work schedules common in many program types.

## Upcoming Events and Opportunities

### CDSA Board Election

The Nominating Committee presented the Board with a slate of candidates for the upcoming election.

#### **Candidate for Vice President** (4 years as officer)

1 Position:

- Sam Seaton, Pride Industries, Capitol Caucus

#### **Candidates for Board Director** (2 year term)

3 Positions Open:

- Tim Chervenak, Project Independence, Orange County Caucus
- Diana DeRodeff, InAlliance, Capitol Caucus
- Joyce Hearn, OCARC, Orange County Caucus
- Liz Sutton, North Bay Industries, Bay Area Caucus

As required in the bylaws, this announcement serves as notice to all CDSA members at least 60 days before the conclusion of the election. Service provider members will have one voting representative per agency. Respite affiliate members will have one voting representative for the entire affiliate group.

### 2011 CDSA Legislative Affairs Conference

On March 15-16, CDSA members will visit every legislator in Sacramento. We hope you and family advocates from your agency registered and will help us deliver a new set of messages as we deal with the aftermath of the Brown budget, part 1. We'll meet at the Citizen Hotel.

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 there will be a rally at the West Steps of the Capitol from 10am-Noon for family members, self advocates and anyone else who wants to participate. The conference will conclude with a debriefing session from 4:00 to 5:00 pm. Attendees will be able to book flights out on Wednesday night.

Registration closed February 28. If you or family and self-advocates from your agency haven't registered but would like to attend, please **contact [Melissa Smith](#) at (916) 441-5844 x113 ASAP**. Please be aware late registrants may not be scheduled in as many legislative visits and we cannot guarantee appointments will all of your Legislators.

## CARI and Work Contracts

### 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

### Giants Reaching for New Adventures

Word has reached us of four towering sequoias of our industry, long-time members of CDSA and CRA (and maybe Cal-ARF) who, after decades (that only seem like centuries) have decided to raise their long networks of roots to start new adventures. Officially, they're retiring. We contacted all four with a few short questions, and below are the responses from three of them. The fourth was as silent as a tree, and we will respect the tree's silence.



#### **John Rumsey, Executive Director, Marin Ventures**

Years Serving and Advocating for People with Disabilities: 37 years

Most Memorable Accomplishment:

1. Starting Marin Ventures with no money in February of 1990 and now serving 100 clients a day.
2. Being elected by my CDSA peers to be the Division chair in 1994 and then board president in 1996-97. In my opinion, there is nothing more flattering than to be acknowledged by your peers.

I want to thank the many friends and professional acquaintances I've made through CDSA over the past 30 years. You all have been great sources of information and support and you have sustained me in ways I can't even begin to articulate.

Plans for the Future: I believe in the value of service, so I plan to expand my volunteer activities. I will be helping my wife with her new business, volunteering for the Grand Jury, and doing some consulting. In between activities, I plan on taking a lot of naps.

Contact Information: I will be keeping my current email address and having mail forwarded to a new email address when I create it.

Retirement Date: John hopes to be moving into retirement within the next few months.

#### **Ronald Wolff, President/CEO, OPARC**

Years Serving and Advocating for People with Disabilities: More than 16 years.

Most Memorable Accomplishment: During my tenure, OPARC has started several new programs and tripled the number of clients served. We have raised more than \$3 million from individuals, corporations, and foundations, enhancing our financial stability and enabling us to construct a large new building in 2004. We have earned a well-deserved reputation for exceptionally high quality programs.

Plans for the Future: I plan to spend more time with my active hobbies, which include writing, photography, and travel. To the extent that I can share my knowledge of management and fund development, I would enjoy consulting with other nonprofit organizations.

Contact Information: Those interested in contacting me after retirement can call (909) 815-2031 or e-mail me at rpwinsocal@aol.com.

Retirement Date: Ron's successor will be named later this year and then Ron will be at OPARC in a consulting capacity for the remainder of the calendar year 2011.

### **Jim Hall, Executive Director, Foothill Vocational Opportunities, Inc.**

Years Serving and Advocating for People with Disabilities: 42 years

Most Memorable Accomplishment: Very hard to say. I feel very proud having been a part of the team that has developed Foothill into a strong, client centered organization. My greatest satisfaction, though, has been the opportunity to get to know and work with so many wonderful clients and staff.

Plans for the Future: Decompressing from 40 years of pressure and then having fun. Will travel, do fun things like hiking, reading, taking classes and going to plays, learn to cook (more than scrambled eggs) and hopefully volunteer in ways where I can use my experience. My contact info is jah011@msn.com.

Retirement Date: March 1

### **Giants in the Making**

Congratulations to the newly named executives:

- Steve Mendoza, Executive Director, Kings Rehabilitation Center
- Matthew Smith, Director, Innovative Rehabilitation Services
- Bill Murphy, CEO, Foothills Vocational Opportunities, Inc.



### **Bright Start at Arc of San Diego**

Because state budget cuts restricted access to Early Start intervention services, the Arc of San Diego launched Bright Start to meet the growing needs of young children at risk for developmental, behavioral, or

communication challenges. The first five years of a child's life are the most important time for basic motor abilities, language development, and social skills. Program staff work closely with parents to create specialized programs tailored to the developmental needs of each child. Parents and children learn how to play and grow together, with support at home, an Arc center, preschool, or day care. Families can also participate in field trips and in Saturday Play Pals, an integrated community play group.

### **A Future in Silicone at PVW**

Pomona Valley Workshop has ventured into manufacturing ear plugs, through silicone extrusion, thanks to a partnership with Silmix, a division of Wacker Chemical Corporation. With projected sales of more than 1 million earplugs annually, production is in full swing. Work activity program participants package ear plugs in various quantities and ship the end product around the globe.

### **Award Recipients at Pasadena Mayor's Breakfast**

Pasadena Mayor Bill Bogaard recognized Foothill Vocational Opportunities' client Lynn Higa as Employee of the Year and her employer, Disney Store Pasadena, as Employer of the Year at the annual Pasadena Mayor's Breakfast. The Mayor and his Committee for Employment of People with Disabilities declared October as National Disability Employment Awareness Month, promoting employment options to all Pasadena citizens with disabilities.



Lynn Higa, Mayor Bogaard, and Chris Otero Employee of the Year

## **Employment Classifieds**

### **Arc of San Diego, Area Director**

The Arc of San Diego, a private, not-for-profit Corporation, is one of the region's largest human-service agencies. Founded in 1951 by a determined group of people who felt they had to "do something" for children with mental retardation, Arc blends a long history of service with a national reputation for success. Today, we are guided by the same sense of purpose and dedication that inspired those parents over fifty-five years ago.

The Arc of San Diego is committed to its employees by offering an outstanding work environment, which affords them every opportunity to thrive and grow both professionally and personally. We are hiring for the following position: Area Director.

**Basic Functions:**

- The Area Director oversees plans, administers, and directs daily operation of Department of Developmental Services funded programs AC, ADC, CBP and Senior Programs.
- The Area Director will promote and supports community awareness of the programs.
- Participates in the development of new services for individuals with intellectual and developmental disabilities.
- Interprets policy for and works in close cooperation with the Chapter Advisory Board by performing the essential duties of the position.
- Participates in the preparation and implementation of long range plans for the department, including identifying and developing funding and establishing facilities/programs to meet the needs of individuals with intellectual and developmentally disabilities.
- Manages staff including hiring; training; professional development; assigning and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.
- Represents The Arc of San Diego to parents, care providers, government agencies, community organizations, funders, referral sources, and the media.
- Demonstrates on a daily bases the organization's Vision, Mission and Core Values.

**Requirements:**

- Bachelor's degree from an accredited college/university or equivalent with 2-years related experience in the management of a human services delivery system, including two years of management experience in this field.
- Experience to include human resources, fiscal management, resource development and program planning.
- Possess a valid California Drivers license, have 24 months of driving experience, and be able to transport consumers in an Arc vehicle.

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The Arc of San Diego offers competitive salary and benefits package. Please send resume and salary requirement to email [jobs@arc-sd.com](mailto:jobs@arc-sd.com) or fax (619) 234-6070 Attn: Recruiter, Human Resources. EOE/AA /MFDV.

## OPARC, Chief Executive Officer

Montclair (near Los Angeles), California

OPARC is a non-profit organization located in the "Inland Empire" region of Southern California and dedicated to serving people with disabilities and their families. More than 725 adults with developmental and vocational disabilities utilize OPARC's programs, which include a Work Activity Program, Supported Employment, three behavior management programs, and four Adult Development Centers. Founded in 1950 by parents of children with disabilities, OPARC has evolved into an organization with about 200 employees, an annual budget of about \$10 million, and net assets exceeding \$4.5 million (including ownership of three program locations and more than 40 vehicles). The agency has grown at an average annual rate of 8% since 1995. The Corporate office is in Montclair, California, with program facilities located in Montclair, Ontario, San Bernardino, Upland, Walnut, and Rancho Cucamonga, California.

The President and Chief Executive Officer of OPARC will be retiring in 2011 after sixteen years in this position, and the board of directors invites exceptional non-profit leaders to be considered for this critically important role.

The new President and Chief Executive Officer must have a passion for enabling those who live with extensive physical, cognitive, mental, and emotional disabilities to achieve their full potential. The ideal candidate will be an outstanding leader, team builder, communicator, and ambassador for the organization. Reporting to the Board of Directors, the CEO will guide a dynamic and experienced management team responsible for programs, operations, fund development, and finance and administration. The candidate will also have a track record of innovation, ability to deal successfully with the challenges inherent in managing a complex, multi-faceted organization, and demonstrated experience in setting high performance standards and inspiring others to achieve meaningful objectives. Success in fund development and a high comfort level with personal interaction with key donors, community leaders, and government leaders are also central to this role.

While experience in California is preferred, candidates with appropriate experience in other states should apply. A Bachelor's degree is required. A Master's degree or doctorate in social work or a related field is desirable. At least five years of senior management experience in the non-profit sector is required, preferably with increasing levels of responsibility in delivering human service programs. OPARC is an equal opportunity employer. Compensation will be dependent on qualifications. Please visit the OPARC website at [www.oparc.org](http://www.oparc.org).

Please send your resume with a cover letter to our executive search partners at Shirley Associates: [martin@shirleyassociates.com](mailto:martin@shirleyassociates.com) / (323) 460-6202.

## 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 discussed CDSA representatives for the DDS workgroup on day programs, supported employment, and work activity programs, accepted the Nominating Committee's slate for 2011 Board elections, reviewed current public policy concerns, and modified the policy on document retention to allow for conversion of printed materials to electronic media.



### California Disability Services Institute Board

The Institute Board did not meet in February.



### Dynamic Solutions Incorporated Board

The DSI Board did not meet in February.



### CARI and Business Services Committee

The CARI Committee discussed a joint venture opportunity for putting together kits in cooperation with 13 other nonprofit agencies in the country. The Committee also discussed the new standard for sub-minimum wage this is being enforced in targeted regions in the state; the Committee will establish a task force to address this. The CARI program will address more than 30 contract renewals this year, 13 of which are active presently. The program has also secured two new set-asides in the last month, as well as obtaining extensions on two

existing contracts. Considerable resources have been focused on a problem district within Caltrans that threatened several long-term contracts. CARI's contacts with influential department leaders have proven to be beneficial in working through these issues while maintaining strong relationships between vendors and buyers.

### Caucus Steering Committee

To communicate CDSA's concerns about the Governor's budget, member agencies have organized letter writing, calls, and visits to legislators, and have participated in Area Board meetings and legislators' budget forums. Several caucuses have organized or supported additional events. Members of the Bay Area Caucus held events at San Quentin and in downtown San Francisco and organized educational sessions for families. Capitol Caucus members supported clients and family members who rallied and testified at the budget subcommittee hearings. They also have activated a vendor group that includes many parent vendors and supported the Mommy Tsunami walk and rally at the Capitol. The Inland Empire caucus held its legislative breakfast. Members of the LA Caucus contributed to a full-page ad in the LA Times and supported a rally at the state's building in LA. Orange County Caucus members organized the Rally for a Just Budget/Hands across Orange County. The Upstate Caucus hosted a legislative aide at a caucus meeting. The San Diego Caucus is planning a March 4 rally and has been visiting legislators. The Central Coast Caucus rallied people to attend an Assembly member's mobile office hours, has interviewed with local media regarding the budget cuts and has been working on generating letters.

### Membership Committee

The Committee did not meet in February.

### Public Policy Committee

During the last full Committee meeting, the Committee noted that the Senate Budget Committee voted to reduce the amount of unidentified savings to no more than \$150 million, instead of \$533.5 million. This shows that our outreach activities have been effective. There was bipartisan support for reducing the cuts, and this is good.

It isn't yet time to thank Legislators. There are still too many opportunities for us to lose our advantage by the time the budget is finalized. The fight is far from over. Everyone must continue their advocacy efforts.

The Committee concluded that we need to keep pushing the "cuts are too big message" in communications to the Budget Conference Committee and at events. Message points after this meeting were:

- "A \$750 million cut is too big" still works.
- The Senate Budget Committee reduced cuts to community services down to \$150 million. We urge the Assembly Budget Committee to also reduce the cuts to \$150 million (or less).
- We ask the Committee to spread the remaining cuts equally across the system in order to keep cuts as far away from people with disabilities as possible.

Since the full Committee meeting, a subcommittee has worked with staff to update messages and identify potential savings in the areas of: making DC's more effective, maximizing Federal dollars, and increasing transparency and efficiency. Our lobbyists are carrying these messages to legislators.

### Public Relations Committee

The Committee did not meet in February.

### Business Advisory Team

The team did not meet because of the budget crisis.

## Who's Who & How to Contact

### California Disability Services Association

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##### Office Manager/Event Coordinator

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#### Caucus Chairs

##### Bay Area Caucus

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##### Capitol Caucus

Joe Jaquez, (916) 685-7666, [jjaquez@egact.org](mailto:jjaquez@egact.org)

##### Central Coast Caucus

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##### Central Valley Caucus

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##### Inland Empire Caucus

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##### 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

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### CARI & Business Services

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



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