



First of the Month

November 2010

CDSA CONFIDENTIAL

The News

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 Hearing

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CDSA Calendar

November 2

PR Committee
 Teleconference
 10:00-11:00 am

November 9

Inland Empire
 Caucus
 OPARC
 10:00 am-Noon

November 11

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

Institute Board
 Teleconference
 3:00-4:00 pm

November 11
 Veterans Day
 Holiday - CDSA
 Office Closed

November 12

Central Coast
 Caucus
 Anderson's,
 Beullton
 9:00-11:00 am

November 16

Capitol Caucus
 InAlliance
 10:00 am-Noon

November 18

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

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

November 22

CDSA Board
 Meeting
 Teleconference
 10:00-11:30 am

November 24

Central Valley
 Caucus
 ABLE Industries
 10:00 am-Noon

November 25-26

Thanksgiving
 Holiday - CDSA
 Office Closed

December 7

PR Committee
 Teleconference
 10:00-11:00 am

Orange County
 Caucus
 Project
 Independence

Meeting with DDS on Retroactive Cuts

At 8:00 am on November 1, representatives of CDSA, Arc of California, California Respite Association, California Supported Living Network, and Easter Seals met with DDS Chief Deputy Director Mark Hutchinson and other staff to share our belief that the 1.25% rate cut should not be applied retroactively.

We explained that it makes no sense for a state to be able to retroactively change agreements and lower its payments, and urged careful consideration of this action. Mark Hutchinson responded that DDS believes the dates listed within SB 853 require that the 1.25% cut be applied retroactively. He confirmed that DDS and the Regional Centers intend to implement this reduction retroactively back to July 1, 2010.

We explained our position that this is both unfair and a misunderstanding of the standard operation of legislation. We told him that we respect that DDS has to follow the directives given, but urged reference to legal counsel to better interpret the correct implementation of the bill. We believe a dangerous precedent could be established if retroactive rate reductions are allowed.

Mr. Hutchinson asked those assembled whether, the last time there was a rate increase, did we object to the retroactive application of the increase?

We thanked the DDS staff for their time. A report on other means to address this issue will be sent to CDSA members shortly.

Hearing on Audit

The Audit of Regional Centers gets a hearing on November 4, and the Public Policy Committee recommends attendance by as many people as possible. From 9:30 to noon, in room 113 of the Capitol there will be a joint meeting of the Senate and Assembly Human Services Committees.

The meeting will start with statements by Carol Liu, Jim Beall, and Hector De La Torre. State Auditor Elaine Howle will present the audit report, followed by two panels, and then the public can comment. (That's you, if you attend.)

The first panel will be Terri Delgadillo (DDS), Bob Baldo (ARCA), and Carol Fitzgibbons (Inland RC). They are likely to minimize the importance of the audit. The second panel will be Catherine Blakemore (DRC), Marcia Good (State Council), David Mulvey (SEIU), Barbara Maizie (Arc of California), and Boyd Bradshaw (ResCoalition).

We want to see the problems identified in the audit fixed. We need people in the audience to speak to the important issues it identified!

New GA Director Hired

Amy Wall will start as the CDSA Government Affairs Director on November 15. Ms. Wall has a strong association background, extensive public affairs and public relations experience, and a demonstrated ability to communicate well with others. A graduate of California State University, Sacramento, she says that building relationships has been key to her success.

She will assume responsibility for defining CDSA positions, communicating them to members, and crafting materials for use by CDSA. Working closely with our lobbyists, she will ensure they have the materials they need. At the same time, she will apply her expertise in building grassroots efforts across the state, integrating public relations strategies with CDSA's government affairs agenda. Ms. Wall will support the Public Policy and Research and Development Committees, as well as subcommittees and ad hoc groups working in the public policy arena. She will start immediately to learn the regulatory issues of CDSA members.

For the past five years, Ms. Wall has worked as Vice President of Perry Communications Group, Inc. in Sacramento, where she was responsible for developing and activating grassroots and advocacy networks, as well as communicating with elected and appointed officials on legislative and regulatory issues. She converted broad messages and positions into easily understandable message points suitable for the target audience, which included the media, community advocacy organizations, or legislators. She developed and implemented educational and advocacy campaigns for clients, including product launches, "Legislative Days" and office visits at the Capitol, the Partnership for Prescription Assistance (PPA) Bus Tour, and the Medicare Rx Access Network of California.

Prior to her tenure at Perry Communications Group, Ms. Wall worked as a legislative assistant for the Veterans for Foreign Wars, Department of California, for two years. She developed and communicated the VFW's position on proposed laws and regulations, prepared testimony and represented the VFW in legislative hearings, tracked bills, wrote position pieces and press releases, staffed the Department's legislative committee, and produced the legislative newsletter. She also made PAC recommendations to the legislative committee and assisted with PAC data management and reporting.

Her career started with three years at the California Trucking Association (CTA), ultimately serving as Senior Manager of Environmental and Regulatory Affairs. At CTA, she established relationships with dealers, trucking company owners and member leadership, using the grassroots organization to defeat proposed early implementation of regulatory requirements. Ms. Wall assessed and quantified the potential impact of policies, regulations, standards and legislation on the trucking industry, and helped to develop CTA's position on proposed laws and regulations. She also managed PAC financial data and assisted with reporting.

Ms. Wall met her pasta-chef husband in Sacramento, where he has worked in restaurants for more than a decade. She finds that

11:30 am - 1:30 pm attempting to keep up with their two young children and assorted pets keeps her in prime condition to navigate the political process.

December 13

CDSA Board
Teleconference
10:00 - 11:30 am

Workforce Development Hearing

The California State Assembly Select Committee on Workforce Development within the Developmentally Disabled Community (chaired by Assembly Member Tom Ammiano, D-San Francisco) held its second hearing in a series last week. The hearing had three panels, DDS/DR, service providers, and transition. The service agencies were East Bay Innovations (Tom Heinz), InAlliance (Diana DeRodeff), and Contra Costa Arc (Barbara Maizie).

December 14

Inland Empire
Caucus
VIP
10:00 am-Noon

It was clear from the hearing that there is not a clear understanding by those in government or academia what employment of people with disabilities means or what is involved in successfully locating jobs and securing long-term employment. While the Select Committee has not yet indicated what if any legislation may result from these hearings, the Chair did indicate that he believes the select committee should continue in the next legislative session. It will be important to monitor and participate in the ongoing work of this committee. The perspective of CDSA members that have done this work for decades will be vital to any successful outcome.

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

December 15

Caucus Steering
Committee
Teleconference
2:00-3:00 pm

Need Your Newsletters

The PR Committee is launching an external newsletter that will go to legislators and others who need to understand the wonderful things all of you do. We need material for that newsletter, and we want to steal it from you.

December 16

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

If at all possible, please e-mail your newsletters - or the copy for them - to [Chris Rice](#). As a fallback, put the CDSA office on your mailing list. We're also looking for photos.

Upcoming Events and Opportunities

Policy Meetings

CDSA's next gatherings will be the North/South Policy Meetings in January:

- South - January 26 at San Gabriel Valley Training Center, La Puente/Bassett
- North - January 27 at the CDSA office, Sacramento

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

Watch for an email announcement later this month; registration will begin November 15.

December 17

Dynamic Solutions
Board
Teleconference
11:00-11:45 am

CARI and Work Contracts

December 22

Central Valley
Caucus
ABLE Industries
10:00 am-Noon

New Opportunities

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

December 27-30

Christmas/New
Year's Holiday -
CDSA Office Closed

Members' Noteworthy News

Desert Haven Enterprises, Inc.

After more than 40 years in operation, DHE's sheltered workshop program closed effective September 30, 2010, another casualty of recurrent funding cuts by the State of California and sluggish economic conditions that have caused subcontracting businesses to fold or to leave the State. Executive Director Jenni Moran confirmed that, following a very thorough discussion and careful consideration during the organization's annual Board Retreat, the Board of Directors had voted unanimously to close the workshop.

"Unfortunately, multiple rate cuts and rate freezes by the State of California have led to serious under funding for service provision," stated Moran. "Without question, this was an extraordinarily difficult decision, yet it is a responsible business decision that will ensure the ongoing viability of this organization and protect our ability to provide valuable programs and services to persons with developmental disabilities into the foreseeable future.

"Make no mistake, Desert Haven is not going anywhere. The organization has been in operation for 56 years now and it will still be going 56 years from now," concluded Moran.

Becoming Independent

Becoming Independent has been making a lot of headlines recently:

- Named "Service Provider of the Year" for the second time, by the Sonoma County Mayor's Committee on the Employment of People with Disabilities.
- North Bay Business Journal named them one of the "Best Places to Work" for the second year in a row.
- Becoming Independent received the 2010 "Healthy Business Leader Award" by the Northern California Center for Well-Being.
- Board Member Bonnie Burrell received the 2010 "Outstanding Board Volunteer Award" from the Sonoma County Volunteer Center.
- Board Member and Past President Eileen Adams was honored as Becoming Independent's "Sonoma Valley Star Volunteer" by the Sonoma Valley Fund, an affiliate of Community Foundation Sonoma County.

Employment Classifieds

Build Rehabilitation Industries

Program Manager

Build Rehabilitation Industries a multi-faceted 501c3 agency with many traditional services for people with developmental disabilities and an entrepreneurial bent is looking for a person with a Masters Degree from a known college in Business or Rehabilitation Administration. Must have the vision to take Build to a higher level and the creativity and writing ability to bring the vision to reality. Should have at least 3 years of experience managing programs for the Developmentally Disabled. Experience may be considered in lieu of Master's Degree. This position

reports directly to the President/CEO, is responsible for CARF and must be able to work congenially with a highly skilled and successful management team. Build has a 42-year history of success, even in the toughest of times, and needs someone special to continue its tradition.

If you enjoy doing new and different things and the freedom to grow yourself and the agency you work for concurrently, then Build is the place to work.

Salary negotiable based on ability, experience, and vision, with full benefit package.

If you are interested in bettering your life and the life of others, please send a resume to Isabel Boniface at Build Industries, 1323 Truman St., San Fernando, Ca. 91340.

Open until filled.

Porterville Sheltered Workshop

Director of Business Services

Salary: \$4733.38-\$6343.18/mo

Education: Bachelor's Degree in Business or Marketing. Eight years work experience in the field may be substituted for education.

Experience: An additional four (4) years experience in retail sales, marketing, management, janitorial, landscaping, recycling or industrial sales and area involving contract procurement, scheduling of contracts. Knowledge or awareness of time and motion studies and sub-minimum wage requirements. Four years of management/supervisory experience required. Will be responsible for the of Business Operations as well as fiscal management of the Production and Marketing Departments.

Hours: Exempt position

Duration: Full time position

Training: Industrial Arts, Retail Management/Marketing

The Director of Business Services for a non-profit organization dedicated to serving disabled members of the community through a variety of programs and services. This position advises and reports to the Executive Director.

The Director of Business Services is responsible for the management of the Production and Marketing Departments. Works on the development of new products and procuring work services to provide meaningful paid activities for the clients. Obtains contracts from public and private industries that are appropriate and beneficial for the overall purposes of the Porterville Sheltered Workshop programs. Oversees all marketing and advertising of Porterville Sheltered Workshop business services departments; maintain a balance between types of work activity that will enhance the vocational programs in the Workshop programs; coordinate all contracts with the necessary departments. Responsible to prepare annual budget for programs supervised.

The ideal candidate will possess a Bachelor's Degree in Business or Marketing and have 4 years of experience in supervision, management, retail sales/management, janitorial, landscaping, recycling or industrial sales and area involving contract procurement, scheduling of contracts, time and motion studies and sub-minimum wage requirements. Strong organizational, supervisory and communication skills are required. A self motivated individual with high integrity and the ability to foster and enhance teamwork.

We offer a competitive benefits package to qualified employees which includes medical/dental/vision/life insurance and a 401(k) retirement plan.

For consideration, submit a resume and cover letter to include availability date to:

Porterville Sheltered Workshop
Attention Human Resource Department
187 W. Olive Avenue
Porterville, Ca. 93257.
Fax# (559) 782-8474.
Phone calls not accepted. Open until filled.

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

In a vote by e-mail, the Board approved taking the steps necessary to pursue legal action on the retroactive 1.25% cut, if necessary. It further discussed the current options at its regular meeting. The Board reviewed the first quarter financials, which are about where expected. The Board approved a slate of three for the Nominating Committee: Ron Killingsworth, Karen Jones, and Liz Sutton.



California Disability Services Institute Board

No meeting in October.



Dynamic Solutions Incorporated Board

No meeting in October.

Audit Committee

The Audit Committee met with representatives of Damore Hamric and Schneider to review the audited financial statements and any recommendations. The auditors reported that they will provide an unqualified opinion on the CDSA financials. They recommended that CDSA put a statement on its dues billings that dues are not tax deductible. This relates to use of dues funds for lobbying and is a concern only to for-profit members.



CARI Committee

The Committee has assigned work on policies and procedures to several members. It revised the demographic survey that will go out to CARI participants and CDSA members. And, the Committee made a clarification on the costing tool that will be made available to CARI participants.

Caucus Steering Committee

Caucus chairs agreed to take charge of the mentoring of new members. The **Central Coast Caucus** September legislative event was successful with 200 people attending. It focused on educating the legislators/staff and establishing good relationships. A legislative staffer visiting the **Orange County Caucus** warned the group that next year's budget deficit is projected to start at \$20B and could possibly reach \$30-\$40B. News from **Inland Empire** was that San Gabriel Valley Training Center just finished an OSHA audit. CDSA should consider asking Randy Hyatt to review the process and results at an upcoming association meeting. The **San Diego Caucus** is concerned about the union push into their operations through Regional Center staff.

Membership Committee

CDSA now has 97 members. This includes a new member, Old Adobe Developmental Services in Petaluma. The Committee started a discussion on membership dues, looking at short-term changes and a longer-range analysis.

Public Policy Committee

The Committee discussed possible legal action on the retroactive cut. If DDS cannot be persuaded to implement from October 19 forward, the Committee believes legal action should be taken. Otherwise a terrible precedent would be set.

The Committee discussed the hearing on the audit of regional centers and believes it's very important that service providers and families attend. The audit findings identify important problems, but legislators may not take action if there isn't public interest. The Committee discussed specific recommendations it could offer to legislators.

The Committee concluded that the workforce development hearing revealed lack of understanding about how employment works for people with developmental disabilities. It isn't clear where the workforce development hearings are going, but SEIU involvement is a concern.

The Committee discussed the importance of activating families and the value of establishing benchmark measurements that will expose the misleading assumptions of DDS.

Public Relations Committee

The Committee discussed the future external newsletter and the image of CDSA.

Who's Who & How to Contact

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Government Affairs Director
Amy Wall - Starts November 15
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Office Manager/Event Coordinator
Melissa Smith, x 113, msmith@cal-dsa.org

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LA County Caucus

TBA

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Upstate Caucus

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

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