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First of the Month

November 2011
CDSA CONFIDENTIAL

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Quick Links

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CDSA Calendar

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

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

November 8
Inland Empire Caucus
VIP
10:00 am-Noon

Upstate Caucus
North Valley Services
10:00 am-Noon

Institute Board
Meeting
Teleconference
3:00-4:00 pm

November 11
Veterans' Day
DDS Uniform Holiday
CDSA Office Closed

November 14
System Reform
Subcommittee
CDSA Office
10:00 am-3:00 pm

November 15
Capitol Caucus
InAlliance
10:00 am-Noon

Central Valley Caucus
Arc Fresno
1:30-3:30 pm

November 16
Public Policy
Committee
Teleconference
3:00-4:30 pm

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

November 18
Central Coast Caucus
Anderson's, Beullton
9:00-11:00 am

The News

Community Care Licensing

On October 28, the Community Care Licensing Division (CCLD) held a stakeholder's meeting on the progress they are making toward designing and testing a key indicator system intended to increase their efficiency and effectiveness. A key indicator system is a shortened version of a comprehensive licensing inspection based on statistical methodology that predicts compliance with all of the rules, based on the results of the smaller set of indicators.

An audio recording of the meeting will be available for download, and we'll share that URL when it's announced.

Community Care Licensing also informed CDSA that the Division's Adult and Senior Care Program (ASCPO) is reorganizing "to enhance efficiencies, flexibility, staff development and workload equity throughout the state." Starting next calendar year, Licensing Program Analysts (LPAs) will have responsibility for all six licensing categories under the ASCPO that are in their assigned geographical caseload (RCFEs, ARFs, RCFCLs, SRFs, ADPs and ARFPSHNs). The reorganization will also change regional lines throughout the state.

Legislation

Governor Jerry Brown acted on the two remaining bills on CDSA's agenda before his October 9 deadline to sign or veto bills:

AB 101 (Perez) - This bill organizes day care workers, and, as written, it applies to respite providers. The governor vetoed it.

SB 946 (Steinberg) - This is the insurance mandate bill for behavioral health treatments for people with autism. The governor signed it. The DDS prediction is that, with start-up processes, this could save approximately \$50 million in 2012-13.

CDSA's Employment Issues Subcommittee is working on a response to H.R. 3086 - the "[Fair Wages for Workers with Disabilities Act](#)" that was introduced on October 4, 2011. The subcommittee is drafting a policy statement for the association that will enable us to respond to Employment First and subminimum wage legislation. The group is also putting together a comprehensive list of current barriers to employment.

Audit Training by Your RC?

Members report that some regional centers are conducting audit trainings for vendors, put on by an accounting firm. Please send any information about these meetings - and material from them - to awall@cal-dsa.org.

Policymaker Awareness Campaign

Our ad "We Can't Face Another Cut" is running on both [Capitol Morning Report](#) and [Rough and Tumble](#) websites. Click on the ad to learn more. Feel free to use the ad or the [webpage](#) in your outreach efforts.

We can use more stories of consumers or families that have been negatively affected by budget cuts. Please email stories to awall@cal-dsa.org.

DDS May Visit You!

DDS has started field visits to SEP and WAP programs in order to comply with various provisions of Title 17. This review is in addition to any visits/reviews already conducted by regional centers or CARF. DDS will ultimately be looking at every work program in the state. DDS has informed several CDSA members that they will be scheduling visits, and some members have already experienced the review/audit process.

CDSA has started a dialog with DDS to encourage coordination with existing CARF reviews to eliminate unnecessary duplication of efforts. We will continue to work with DDS to help them identify the best way to meet their statutory oversight requirements.

Reach Out to Your Legislators

Legislators are in their districts! Take advantage of this opportunity and invite them for a tour or visit their office and let them know:

November 23
Membership
Committee
Teleconference
2:00-3:00 pm

November 24
Thanksgiving Day
DDS Uniform Holiday
CDSA Office Closed

November 25
Day after Thanksgiving
DDS Uniform Holiday
CDSA Office Closed

December 5
CDSA Board
Teleconference
10:30 am-Noon

December 6
PR Committee
Teleconference
10:00 -11:00 am

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

December 13
Inland Empire Caucus
VIP
10:00 am-Noon

December 14
Safety Training
CDSA Office
10:00 am-1:00 pm

December 15
Bay Area Caucus
Contra Costa Arc
10:00 am-Noon

December 20
Capitol Caucus
InAlliance
10:00 am-Noon

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

December 21
Caucus Steering
Committee
Teleconference
2:00-3:00 pm

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

December 22
San Diego Caucus
TMI
10:00 am-Noon

December 23
Christmas Eve
Observed
DDS Uniform Holiday

December 26
Christmas Day
Observed
DDS Uniform Holiday

December 27
Day after Christmas
observed
DDS Uniform Holiday

December 26-30
CDSA Office Closed

- **Service providers (like me) are terrified of the impending January trigger cuts and the 2012-13 budget.** The resourcefulness of service providers has been tapped out. We have no more flexibility to respond to additional budget cuts.
- **Funding for community-based services has not kept pace with the cost of providing services.** For nearly two decades funding has been inadequate and inconsistent in direct service programs, large and small, across the State. Most of the day program rates have been frozen for more than a decade. When they were created they were based on actual historical costs that are far out of date.
- **In he last two years, developmental services have been cut nearly \$1 billion in State funds alone!** Add in the loss of Federal matching funds and the results are staggering - countless families throughout the state have had their services dramatically reduced, or even eliminated. My organization has had to absorb... *detail the cuts that your organization has had to absorb over the last 2-5 years here.*
- **The average annual cost of services for the approximately 1,700 consumers living in the developmental centers is about \$346,000 per bed. Annual community-based services cost about one third of that, per person.** We must do all that we can to quickly and effectively transition these individuals into more cost-effective, community-based care. State owned and operated developmental centers (institutions) house just 0.7% of the total population of persons with developmental disabilities in California, but consume 14% of the DDS budget.
- **DDS appears to be out of touch with its own system and continues to make incorrect savings assumptions.** For example, their proposal to achieve a \$2 million reduction in program costs from a cap on respite service hours resulted in savings closer to \$70 million - at the expense of families who need respite services the most.
- **Talk about your personal experience.** My organization has been in operation for # years, employs # people and serves # people with developmental disabilities ranging from type of disability to type of disability. We have...*talk about how you have had to adapt here - i.e. sacrificed raises for our staff for X years, cut back on employee benefits, laid off employees, closed programs, etc.*

A Survey a Month!

Remember to complete your full day/half day survey or your SLS survey each month. We are collecting data on the unintended consequences of these requirements. If you have programs in either of these areas, please take a few moments to download the spreadsheets (below) and work with your billing staff to submit information.

[Full-day/half-day Billing Survey Form](#)

[CDSA/CSLN SLS Survey Form](#)

We will send a reminder to you once a month to facilitate reporting. If you would like us to directly work with your billing staff please email msmith@cal-dsa.org and indicate the name, email address and phone number of the person who should receive this reminder each month.

Upcoming Events and Opportunities

CDSA Policy Meetings

In the last week of January, CDSA will hold its north and south policy meetings, providing briefings on the new proposed budget and other current issues.

North Policy Meeting: Wednesday, January 25, 2012, 10:00 am to 3:00 pm, at the USC Public Policy Classroom in Sacramento.

South Policy Meeting: Thursday, January 26, 2012, 10:00 am to 3:00 pm, at San Gabriel Valley Training Center, in La Puente/Bassett.

Registration will open later this month.

Safety Seminar

We have scheduled our next safety seminar in Sacramento on December 14, from 10:00 am to 1:00 pm at the CDSA office. It will cover:

- Drivers safety for vans and personal owned vehicles
- Work positioning for landscape, care providers and janitorial workers

The three-hour seminar, presented by Mary Vreeland of Vreeland Safety Consulting, will include lunch, all for \$10. [Register Now!](#)

January 25
Northern Regional
Policy Meeting
USC Public Policy
Center, Sacramento
10:00 am-3:00 pm

January 26
Southern Regional
Policy Meeting
San Gabriel Valley
Training Center, El
Monte
10:00 am-3:00 pm

Harles Wage-Hour Webinar

Charles Harles reports that there are a few slots left in the November 8-9 wage-hour webinar on 14(c) related issues. He'll repeat the webinar on December 7-8. You can go to www.harles.com for more details or to register. CDSA members receive a \$50 discount on registration.

CARI & Work Contracts

Bid Worksheet

Do you want to be as competitive as possible when putting together contract bids? Members can be sure that all of their organization's possible expenses have been covered by costing out contract opportunities using a bid costing worksheet approved by the CARI Committee. [Click here](#) to test it out.

New Opportunities

We research 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.

Members' Noteworthy News

Members Highlighted in News Across the State

The [Merced Sun Star](#) highlights the crews from Kings View Work Experience Center, the threat of trigger cuts & CDSA's support of the Arc CA /UCP San Diego lawsuit.

Foothill Vocational Opportunities & Lincoln Training Center are highlighted in a [Pasadena Star News](#) article about organizations in the San Gabriel Valley helping people with disabilities find work.

PathPoint San Luis Obispo participates in the [Great California Shakeout](#) earthquake safety drill and gets on TV!

HOPE TV received the WAVE (Western Access Video Excellence) award presented by the Alliance for Community Media. The award ceremony was held in San Jose on October 8, 2011. Mike Nichols, Toby Ames, and Canaan Vaage proudly accepted the award. Congratulations to the HOPE TV Santa Cruz media team! Check out their [YouTube Channel here](#).

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 the concept for a new bonus program for current members that recruit new members and asked staff to work out the details. The program will reward referrals by reducing the dues of the recruiting member for one year, but only after the new member has maintained membership for a year.

The Board reviewed the value of operating Dynamic Solutions to handle unrelated business income and concluded that this is the best approach. The Board also reviewed CDSA's current operating budget, identifying some unbudgeted costs and some planned economies for the remainder of the year.



California Disability Services Institute Board

The Institute Board did not meet in October.



Dynamic Solutions Incorporated Board

The Dynamic Solutions Board discussed ways to identify possible business opportunities for Dynamic Solutions.

Audit Committee

The Audit Committee heard a presentation from Damore Hamric & Schneider and accepted the unqualified opinion on the audited financials. The presentation also included a report on a management suggestion offered last year that has been implemented.



CARI and Business Services Committee

The Committee did not meet in October.

Caucus Steering Committee

The **Inland Empire Caucus** committed to talking with each of its legislators during fall. It has started work on its Legislative Breakfast scheduled for January 27. The Bay Area Caucus met during the Annual Meeting for a social gathering.

The **Central Valley** reviewed the CDSA Annual Meeting, legislation, and current activities with their regional center. But to make the meeting really exciting, they discussed their bylaws.

The **Central Coast** Caucus started planning for their December meeting, which will host some legislators. The group discussed the local vendor advisory meeting which discussed the Community Care Licensing and the Quality Assurance. There's a perception these groups are not working together and may be expanding into areas outside of their mission. Publishing standards to which the organizations can be held accountable would be helpful.

The **Upstate Caucus** planned its November 8 Upstate Caucus Legislative Panel, to be held at WTC headquarters in Chico. Doug LaMalfa has agreed to participate and members are pursuing Dan Logue and Jim Nielsen. The group discussed a new federal legislative initiative to curtail and eliminate special certification allowing sub-minimum wage payments, the "Fair Wages for Workers with Disabilities Act." Caucus members will educate Congressman Wally Herger and business suppliers about the employment and business implications of this bill. The caucus also discussed contacting potential members and the PR Committee's economic impact spreadsheet. Caucus members reviewed the DDS Program Review form and agreed it's an unnecessary and redundant piece, especially for CARF agencies.

Staff asked caucuses to identify potential incoming legislators and forward that information to [Amy Wall](#). These individuals should also be invited to the regional caucus meetings. Caucuses can request staff participation in key meetings.

Caucuses are asked to review the economic impact spreadsheet developed by the Public Relations Committee. The Committee suggested adding an explanation for the basis of the "Indirect Benefit of Local Spending" calculator. Caucuses should review the worksheet at their next meeting and consider:

- Does it make sense?
- Are the numbers accessible without too much difficulty?

Once content is finalized, staff will package the document to make it "user friendly."

Membership Committee

The Membership Committee agreed on a new bonus system to reward current members for recruiting and mentoring new members. It submitted this idea to the CDSA Board.

The Committee noted that three members who have committed to membership for the year have not paid dues yet, and three others have not responded to messages about renewal. A subcommittee has finished updating marketing materials.

Caucus chairs have received materials on potential members providing behavior management services, and caucuses will invite these organizations to meetings. Staff is reaching out to organizations in the Los Angeles area through mailings and phone calls. The Business Advisory Team is now investigating community care facilities as potential members.

The Committee reviewed the results from the survey on developing a

service like craigslist on the CDSA website and concluded there doesn't seem to be enough interest. The Committee continues to look for additional members.

Public Policy Committee

The Budget and Trigger Cuts subcommittees have developed a short list of alternatives for the trigger cuts, with estimated savings, which are in the process of being firmed up.

The Emergency FMS Regulations Task Force reviewed the regulations and concluded that financial management services may be a potential new business opportunity for our members if a number of significant questions about requirements and liability can be answered. But adding these additional requirements on consumers and families could also have the unintended consequence of reducing or eliminating vouchered services. For example, identifying and working with/under the partial direction of an employer of record or fiscal agent may be too much of a process for families and in-home respite providers.

There do not appear to be any immediate red flags that warrant negative comments. The subcommittee indicated that there were areas where we could make comments seeking clarification regarding:

- Liabilities as co-employers or fiscal agents
- Record keeping requirements and what the RC's will want to see to meet the expectations of CMS
- Consistent definitions/processes throughout the 21 RC's

Survey response has dropped off significantly for both the full-day/half-day billing and SLS surveys CDSA is conducting. A reminder email was sent and the committee was urged to respond monthly to the surveys.

The Committee received a heads-up about DDS's plans to review SEP and WAP programs through field visits by DDS staff in order to comply with various provisions of Title 17. This review would be in addition to any visits/reviews already conducted by regional centers or CARF.

Dianne Rose shared her recent influx of referrals with the committee. Since there is no one in her area providing FMS and the RC doesn't know what to do with people affected by the new regulations, they have been referring them to her.

Public Relations Committee

The committee reviewed the draft economic impact one-page spreadsheet document developed by Cindy Burton. The group highlighted areas of importance (jobs and total community impact), clarified what was included in certain figures, and discussed the data source for the statewide multiplier (US Dept. of Commerce, Bureau of Economic Analysis Regional Input-Output Modeling System). Members of the committee will have caucus and other vendor groups review and bring feedback to the next meeting.

The Committee discussed progress on the Policymaker Outreach Campaign and the Arc lawsuit press release. CDSA is not a plaintiff in this case and we are not financially backing the lawsuit at this time. The suit is not looking for damages, but rather injunctive relief from the 4.25% rate cut, half-day billing and the uniform holiday schedule. The Committee indicated interest in messaging and help using the lawsuit to bring attention to the problems providers are facing.

The Policymaker Ad Campaign is in full swing, with ads on Capitol Morning Report and Rough and Tumble websites. Clicking on the ads takes you to a website "[landing page](#)" that shares stories about people affected by the current cuts and has facts and figures for people interested in more information. Members can use the ads or the webpage in their outreach efforts.

Who's Who & How to Contact

California Disability Services Association

1029 J Street, Suite 380
Sacramento, CA 95814
P: (916) 441-5844
F: (916) 441-2804

CDSA Staff

Executive Director

Christopher Rice, x 106, crice@cal-dsa.org

Assistant Executive Director

Andrea Gallippi, x 111, agallippi@cal-dsa.org

Government Affairs Director

Amy Wall, x 104, awall@cal-dsa.org

Membership Manager

Jim Scott, x 110, jscott@cal-dsa.org

Office Manager/Event Coordinator

Melissa Smith, x 113, msmith@cal-dsa.org

Caucus Chairs

Bay Area CaucusMike Huckins, (707) 644-4491, mike@bayrespitecare.org**Capitol Caucus**Joe Jaquez, (916) 685-7666, jjaquez@egact.org**Central Coast Caucus**Kirk Spry, (805) 928-5000 x 324, kspry@vtc-sm.org**Central Valley Caucus**Michael Mast, (209) 357-0371, MMast@kingsview.org**Inland Empire Caucus**Andrea Wells, (951) 780-8444 x 223, andreaatexceed@aol.com**LA County Caucus**

TBA

Orange County CaucusTim Chervenak, (714) 549-3464 x 242, tjm@proindependence.org**San Diego Caucus**Bill Mara, (760) 721-1706 x103, billm@terriinc.org**Upstate Caucus**Jane Work, (530) 225-5725, jwork@co.shasta.ca.us

Committee Chairs**Audit**Wendy Rogina, (909) 483-5924, wendyr@vipsolutions.com**CARI & Business Services**Joan McKinney, (714) 557-6313 x38204, jmckinney@caelwyn.org**Caucus Steering**Kirk Spry, (805) 928-5000 x324, kspry@vtc-sm.org**Membership**Sylvia Anderson, (909) 428-3833 x 11, seanderson@industrial-support.org**Public Policy Committee & State Budget Subcommittee**

Nancy Batterman, (858) 565-9870 x104,

nbatman@communityoptions.org**Public Policy Legislative Subcommittee**Diana DeRodeff, (916) 381-1300 x 102, dderodeff@inallianceinc.com**Public Relations**Cindy Burton, (805) 966-3310 x 12, cindy.burton@pathpoint.org**Research & Development**Will Sanford, (925) 963-4950, willsanford@futures-explored.org

CDSA Board of Directors**President**Ron Killingsworth, (559) 799-6815, ron.cdsa@yahoo.com**President-Elect/Treasurer**

Sylvia Anderson, (909) 428-3833 x 11,

seanderson@industrial-support.org**Vice-President**Sam Seaton, (916) 788-2114, sam.seaton@g.prideindustries.com**Immediate Past-President**Patty Enger, (805) 966-3310 x 14, patty.enger@pathpoint.org**Directors**Tim Chervenak, (714) 549-3464, tchervenak@p-i.orgDiana DeRodeff, (916) 381-1300 x 102, dderodeff@inallianceinc.comWendy Rogina, (909) 483-5924, wendyr@vipsolutions.comLiz Sutton, (707) 585-1991, liz@nbrs.orgKirby Wohlander, (858) 467-0600, kirbyw@tmi-inc.org

CDS Institute Board of Directors**President**George Molano, (831) 320-9271, gmolano@hopeservices.org**Treasurer**Patty Enger, (805) 966-3310, patty.enger@pathpoint.org**Secretary**Vic Wursten, (916) 550-6005, vwursten@prideindustries.com**Directors**

Wendy Forkas, (858) 565-9870 x115,

wforkas@communityoptions.orgJohn Nash, (559) 784-1399, jnash@pswrehab.comCaron Nunez, (626) 442-0621, cnunez@lincolntc.orgFred Robinson, (805) 650-8611, frobinson@arcvc.orgWill Sanford, (925) 284-3240 x 14, willsanford@futures-explored.orgJosh Sullivan, (925) 219-6847, joshullivan@futures-explored.org

Dynamic Solutions Board of Directors**Chair**Chris Rice, (916) 441-5844 x 106, crice@cal-dsa.org**Vice-Chair**

David De Leonardis, (916) 568-5230 x 301,

davidd@crossroadsdiversified.com**Corporate Secretary**Will Sanford, (925) 284-3240 x 14, willsanford@futures-explored.org**Treasurer**Patty Enger, (805) 966-3310 x 14, patty.enger@pathpoint.org**Directors**Bill Murphy, (626) 449-0218, bill@foothillvoc.orgPaul Rengh, (209) 239-5050, paul@valleycaps.orgMike Sweeney, (209) 267-5978, msweeney@volcano.net

Endorsed Insurance Broker



License #0564249

Melani Conti
Senior Vice President
(925) 295-2542
melanic@heffgroup.com

Steve Parkhurst
Producer
(925) 942-4660
stevep@heffins.com

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



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California Disability Services Association | 1029 J Street | Suite 380 | Sacramento | CA | 95814