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## First of the Month

September 2011

CDSA CONFIDENTIAL

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### CDSA Calendar

September 5  
State Holiday  
CDSA Office Closed

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

September 13  
Inland Empire Caucus  
OPARC  
10:00 am-Noon

Upstate Caucus  
North Valley Services  
10:00 am-Noon

September 14  
CDSA Board Meeting  
San Diego Westin  
4:00-6:00 pm

September 14-16  
CDSA Annual Meeting  
San Diego Westin

September 15  
CDSA Legislative Reception  
San Diego Westin  
5:00-7:00 p.m.

September 20  
Capitol Caucus  
InAlliance  
10:00 am-Noon

September 23  
Dynamic Solutions Board  
Teleconference  
11:00 am-Noon

September 28  
Central Valley Caucus  
Arc Fresno  
10:00 am-Noon

Membership Committee  
Teleconference  
2:00-3:00 pm

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

October 4

### The News

#### Employment First Hearing

On August 23, Vice Chair Brian Jones (R - La Mesa) led the Assembly Human Services Committee in an oversight hearing on "Employment First: A Priority for California." Employers were noticeably absent, as were the rest of the committee members. Except for a short-lived appearance by Assemblymember Anthony Portantino (D-Pasadena), Vice Chair Jones was the only legislator in attendance.

The hearing included scheduled testimony by state officials, academics, consumer advocates and a service provider. While very positive in tone, the panel overall failed to adequately address the barriers to employment and limitations faced by people with significant disabilities. These were addressed in public testimony from people with developmental disabilities, service providers, and CDSA, which offered this alternative statement:

*"It is a priority of the State of California to remove barriers and provide resources for necessary supports so that all individuals with developmental disabilities of working age have opportunities for integrated, competitive employment consistent with their rights under the Lanterman Act. In plain language - OPPORTUNITY IS FOR ALL."*

We can certainly support an emphasis on competitive employment/transition services as long as we don't allow the policy to slip off into supporting only self employment and only minimum wage or higher.

#### AB 350

We have officially stopped opposing AB 350 (Solorio) after the author accepted an amendment that eliminated AB 350's impact on service providers with food service contracts. AB 350 would have denied persons with developmental disabilities jobs by requiring agencies with food service contracts to hire the workers of the previous contractor.

AB 350 now exempts our members as long as no more than 200 workers with that organization are working in food service. We provided language that clearly exempts federal set aside contracts (these contracts are not competitively bid and are therefore not part of the market in which AB 350 operates) and does not allow workers in those contracts to be counted towards the 200 worker cap.

CDSA's letter dropping our opposition makes it very clear that we do not favor AB 350 or similar proposals because they would almost directly impede our ability to secure employment for people with disabilities, just as prior legislation relating to janitorial services has resulted in many lost, or blocked, opportunities for our population to gain employment in the janitorial service area.

With amendments to AB 350, we have now successfully muted or eliminated the negative impact of several union-sponsored bills on people with disabilities, including AB 350, AB 508, AB 889, and SB 411. While this success is somewhat of a relief, we must recognize that there may be future efforts like this that would limit our ability to secure employment for people with developmental disabilities.

#### Reach Out to Your Legislators

It's never too late to open a dialog on our issues with your elected officials. You may recall that we urged you to contact your legislators and staff over the summer recess. Well the legislature is back in session until September 9 and you are still encouraged to visit with your legislators and staff to let them know:

- **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. Ask: Does your legislator, or their staff, believe that the trigger will be pulled?
- **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 the last two years, developmental services have been**

PR Committee  
Teleconference  
10:00-11:00 am

October 10  
Columbus Day

October 11  
Inland Empire Caucus  
OPARC  
10:00 am-Noon

Upstate Caucus  
North Valley Services  
10:00 am-Noon

October 18  
Capitol Caucus  
InAlliance  
10:00 am-Noon

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

October 19  
Caucus Steering  
Committee  
Teleconference  
2:00-3:00 pm

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

October 20  
CARI & Business  
Services Committee  
Teleconference  
10:00-11:00 am

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

October 24  
CDSA Board  
Teleconference  
10:30 am-Noon

October 26  
Central Valley Caucus  
Arc Fresno  
10:00 am-Noon

Membership  
Committee  
Teleconference  
2:00-3:00 pm

San Diego Caucus  
TMI  
10:00 am-Noon

**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 their own system and continue 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.*

#### DOR Survey Request

Many vocational rehabilitation program providers have received emails with information on a Department of Rehabilitation vendor survey. If your organization is a DOR approved CRP vendor, this survey is for you.

In accordance with federal regulations, the DOR is currently developing the Rehabilitation Resources Database (RRD), an online repository of information on vendors who provide vocational rehabilitation services in California. The Department retained Chang & Adams Consulting to help collect vendor data for the RRD. They are contacting vendors now via email with the survey request.

The survey is being conducted online through Survey Monkey, and must be emailed to you directly. Each organization gets its own link to the survey. Contact Chad Brackett at Chang & Adams to request a survey link at [chad.brackett@ChangAdams.com](mailto:chad.brackett@ChangAdams.com) or 916-476-3438.

#### Have a Problem? Have a Survey! Trailer Bill Implementation Surveys

In the past couple of weeks we've alerted you to two on-going surveys that we really hope you'll (make somebody at your organization) complete. We need this information because we want to get some of the trailer bill language fixed and we have found the following methods ineffective (even though they work for political candidates):

- Making sad faces.
- Telling one anecdote about the impact over and over again.
- Promising that changes will save the state millions of dollars.

So, we have returned to trying to collect actual data on the unintended consequences of the full-day/half-day billing and SLS review process. If you have programs in either of these areas, please take a few moments to [download the spreadsheets](#) and work with your billing staff to submit information each month.

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](mailto: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 Annual Meeting - Last Day to Register!

Registration for the CDSA Annual meeting, September 14-16 at the Westin San Diego, was supposed to close on August 31. But we have it on good authority that **you can still register until the end of the day.**

Details on the 16 breakout sessions are [now available online](#) and keynote presentations feature:

- "California Business & the Economy" - Dr. Lynn Reaser, Chief Economist at the Ferminian Business & Economic Institute, Point Loma Nazarene University
- "Beyond Opportunities with Team Diversity Media" - Michael Cooney, President of Team Diversity Media

[Click here to learn more about the conference and to register now!](#)

### 15% Admin Cap, Audits, and other TBL Impacts on You Seminar in San Diego

Are you a provider with questions about the changes in law related to the recent Trailer Bills?

Join attendees at the CDSA Annual Meeting for this auxiliary seminar during; this session will review California's new requirements resulting from the passage of SB 74 and AB 104.

Public policy and finance experts will share information, including negotiated rates, the 15% administrative cap and new financial review/audit requirements for vendors receiving more than \$250K/\$500K in payments from Regional Centers in a year.

This seminar is included in the registration for Annual Meeting participants, but you must reserve your seat ahead of time! If you are not registered for the Annual Meeting, you can still attend this seminar through an auxiliary registration for the seminar along. Seating is limited to the first 25 auxiliary registrations and will fill up fast; [register today](#) for \$120 member / \$175 non-member to guarantee your seat! *Registration will be open until the first 25 seats are filled or September 2.*

## CARI and 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

### A New Member!

We are happy to announce that Trinity CHANGE, San Jose, CA, has joined CDSA as a service provider. Executive Director Kim Dodd describes their services:

We assist participants to choose their own homes, select their support people, and participate as full members of their local communities. Trinity CHANGE provides as much or as little support as necessary to help create a successful supported living environment for each person we support.

Welcome Kim!

### The Farm

InAlliance Sutter Buttes made the front page of the Appeal-Democrat with coverage of their Pleasant Grove farm project. Launched last summer, The Farm gives people who are developmentally disabled a chance to garden. In partnership with the sustainable nonprofit Farm to Fork, the bounty of their harvests is now sold at a Yuba City farmers market and by delivery subscription. You can read more about the people and produce behind The Farm [here](#).

### New Leadership The Fontana Rehabilitation Workshop, Inc./ISS

This news just in; The Fontana Rehabilitation Workshop, Inc./ISS has a new Executive Director! Help us congratulate [Sylvia Anderson!](#)

## Employment Classifieds

### Vice President/General Manager

OPARC, a non-profit agency serving people with developmental disabilities since 1950, seeks a Vice President to join its senior management team. The agency, headquartered in Montclair, operates eight (8) facilities in the West End of the Inland Empire and Los Angeles County.

This professional will be responsible for all operations of Diversified Industries, including consumer services, production operations, facilities, and equipment. DI consists of a large Work Activity Program and a thriving Supported Employment Program.

The agency seeks a people oriented, entrepreneurial, highly organized individual with demonstrated management success and the ability to ensure continued compliance with all applicable regulations.

Position requires a B.A. or a combination of education and experience substantially equivalent. A minimum of three years successful experience in working with people with developmental disabilities is required. OPARC offers a competitive salary and benefits package. Apply to: OPARC, 9029 Vernon Ave., Montclair, CA. 91763, Attn: R. Wolff, fax: (909) 982-6791, email: [rwolff@oparc.org](mailto:rwolff@oparc.org). EOE

#### 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 elements of a plan for eliminating the deficit in the association's budget. The Board reviewed the full proposal for a three or four month public relations campaign on the impact of the trigger cut and redirected it to the PR Committee.



#### California Disability Services Institute Board

The Institute Board did not meet in August.



#### Dynamic Solutions Incorporated Board

The Dynamic Solutions Board did not meet this month. It will meet in September.



#### CARI and Business Services Committee

The collaboration with Npact (a firm that specializes in drug and alcohol testing) has begun to bear fruit. The Department of Corrections and Rehabilitation has stated that they will be making a beta test purchase of 4,000-6,000 kits. There are several challenges to address in this program, including packaging and possible participation in court hearings to testify on chain of custody. The Committee reviewed recommendations on fee structures for C-27 license holders and concluded this requires further investigation to develop a more competitive pricing guideline.

#### Caucus Steering Committee

The Committee discussed recruitment of potential members, using contacts gleaned from the DDS vendor list, peculiar statements from regional centers, scheduling visits of staff or lobbyists to caucus meetings, legislative redistricting, and possible impacts from the prison releases.

#### Membership Committee

To promote participation in the Membership Committee, all registrants to the Annual Meeting will be invited to attend a Committee meeting on Thursday, September 15, at 7:30 pm.

CDSA is at 94% of the dues revenue budget, and the Committee believes the association will reach the budget or slightly exceed it with most of the remaining members renewing their membership. Two members of the Committee identified potential members for contact.

The Committee reviewed the basis of the membership goal of 200 member agencies by 2014. It was agreed that the goal should be

changed to 150.

The Business Advisory Team is in the process of reviewing data on potential groups of service providers that may be good additions for CDSA membership. Data on behavioral management and consulting agencies will be reviewed at their next meeting (Aug 31) and the next group(s) of service providers for analysis will be selected.

The Committee agreed to continue encouraging all Regional Caucuses to actively recruit agencies into their caucus meetings. Increased attendance in the Regional Caucus meetings has the potential of increasing our advocacy work, benefiting all of our clients and agencies, as well as increasing the pool of new CDSA members.

The group discussed the possibility of a "Craig's List" for members. The perceived value, amount of content, and participation are unknowns, so there will be a survey at the Annual Meeting.

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### Public Policy Committee

The Committee held its annual planning meeting on August 17, with 31 people participating. Some participants weren't members of the Committee. The group reviewed all current issues, defining status, potential goals, and action steps. The immediate concerns identified by the Committee are:

- Trailer Bill Language Clean Up
- CDSA's Response to the Trigger Cuts
- Employment First

There was also concern about self-directed services and system reform. Discussions led to the formation of the following subcommittees:

- Trigger Cuts Subcommittee
- Budget Subcommittee
- Employment First (and other Employment Issues) Subcommittee
- Self-Directed Services Subcommittee
- R & D/System Reform Subcommittee
- Legislation Subcommittee
- Union Efforts Subcommittee

The Public Policy Committee held a teleconference yesterday to prepare for presentations at the Annual Meeting.

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### Public Relations Committee

The Committee discussed the PR campaign proposal from Grayling and recommended against pursuing the project as defined. This was based on frustrations members felt from earlier campaigns that didn't produce sufficient results to justify the costs.

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### Relocation Committee

The Committee did not meet this month.

## 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

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### CDSA Staff

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#### Government Affairs Director

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#### Membership Manager

Jim Scott, x 110, [jscott@cal-dsa.org](mailto:jscott@cal-dsa.org)

#### Office Manager/Event Coordinator

Melissa Smith, x 113, [msmith@cal-dsa.org](mailto:msmith@cal-dsa.org)

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### Caucus Chairs

#### Bay Area Caucus

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

#### Capitol Caucus

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

#### Central Coast Caucus

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

#### Central Valley Caucus

Michael Mast, (209) 357-0371, [MMast@kingsview.org](mailto:MMast@kingsview.org)

#### Inland Empire Caucus

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

#### LA County Caucus

TBA

#### Orange County Caucus

Tim Chervenak, (714) 549-3464 x 242, [tim@proindependence.org](mailto:tim@proindependence.org)  
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 Bill Mara, (760) 721-1706 x103, [billm@terriinc.org](mailto:billm@terriinc.org)  
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 Jane Work, (530) 225-5725, [jwork@co.shasta.ca.us](mailto:jwork@co.shasta.ca.us)

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



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