

**Final**  
**Employment Services Organization Steering Committee (ESOSC)**  
**July 12, 2011 Meeting Minutes**  
**DRS Central Office**

**Members Present:** ESOAC Chair: Thalia Simpson-Clement, Chris Lavach, Robin Metcalf, Sharon Harrup, Quintin Mitchell, Alisha Meador, Dave Wilber, Chuck McElroy, Ericka Neville, Lance Wright, Sharon Barton, Heather Norton, Marshall Henson, Nova Washington, Bruce Phipps, Gary Cotta, Torie Goodman for Amy Thomas, Rex Par for John Craig, Mark Keith via VTC, Beth Dugan Via VTC and Lee Williams for Linda LaMona via VTC

**Members Absent:** None

**Guests Attending:** Kate Drake, MD DORS, Ken Rush, Shirley Lyons, Lance Elwood, Vickie Brook, Joanne Ellis, Nicole Jewell, Beth Tetrault, Diana Messer, Rob Froehlich, Evan Jones, Ron Burnop, Veronica Rhame, Taylor Greene, Lisa Morgan, Carmen Mendez, Dennis Brown, Michelle Howard-Herbein, Warren Mills, Adam Sass, Barbara McLain, Ryan Bryson, Ralph Bryson, Chris Wright, Carmen Mendez, Margie Stuart, Mark Keith, Randy Harris, Evan Jones Thomas Johnston, Kelly Lambert

**DRS Staff Attending:** Jim Rothrock, Kathy Hayfield, Donna Bonessi, Judy Hill, Dale Batten, Doug James, Jean Steveson, Polly Sweeney, and Carrie Worrell.

**Call to Order:**

Thalia Simpson-Clement, Chair, called the meeting to order at 9:30 AM and asked that all present to introduce themselves starting with the Committee members.

**Draft Minutes Review and Approval:**

The chair asked if there were any changes or corrections to the minutes of the previous meeting. A motion was made by Bruce Phipps and seconded by Chuck McElroy to approve the minutes as written. The minutes were approved and are available on the ESSP Website under Minutes at <http://www.vadrs.org/essp/minutes.htm>

**Commissioner Rothrock Comments:**

Commissioner Rothrock introduced Polly Sweeney, Special Advisor to Governor McDonnell for Disability Issues. Ms. Sweeney may be calling upon ESOs to provide “Good News” articles for various publications that DRS contributes to or develops. ESOs should send ideas for news articles for the agency and business partners to Ms. Sweeney.

Commissioner Rothrock discussed a meeting held with Lisa Hicks-Thomas, Secretary of Administration. Ms. Hicks-Thomas is interested in increasing Diversity of suppliers in Virginia and is looking at the possibility of ESOs being included in the SWAM designation. CARF accreditation may be helpful as a certification for SWAM. Commissioner Rothrock will be setting up a meeting with Ms. Hicks-Thomas, Kathy Hayfield and Donna Bonessi to discuss the CARF certification process and requirements.

The Commissioner discussed the financial situation of the Vocational Rehabilitation program and his efforts to work with both the Disability Commission and Secretary Hazel to secure General Funds to bring the program back to 2008 levels. Kathy Hayfield will be presenting to the Disability Commission on this need at their August 17, 2011 meeting. Additionally, a request will be submitted to increase LTESS funding in the amount of the FY 2011 shortfall of approximately \$1 Million.

The agency has undergone a significant reorganization that resulted in numerous staff being laid off. WWRC continues to undergo reorganization as well that has resulted in a significant reduction in non-VR services.

The Commissioner stated that Joe Ashley and David Leon continue to work on the Partnership Plus program. There have been some changes to the program and the changes seem to have a bigger impact on more organizations. The program appears to be becoming more manageable and could be a nice complement to LTESS funding.

**Field Rehabilitative Services Directors Report:**

Kathy Hayfield thanked the ESOs for the collaborative manner in which they worked with DRS over the last several months when VR funds were so tight. She reported that categories continue to be closed and there is no projected timeframe planned at this time to reopen any categories.

The agency is ahead of its employment numbers for Federal FY 2011. In FFY 10 there were 3390 successful closures. DRS has a goal of achieving 4,000 successful employment closures. She explained that to date we have had 2758 successful closures and 1400+ are currently in employed status.

The next Disability Commission meeting is August 17<sup>th</sup>. Kathy Hayfield will be presenting information related to cases served and current funding levels. In October 2008, DRS had 19,000 open cases. Since 2008, we have had 10 million dollars in funding reductions. In July 2011, there were 21,039 open cases, an increase of 2000 consumers and 10 million dollars less to serve them.

The new FRS Regions map was distributed and reviewed along with a listing of Counselor Managers new office responsibilities and an explanation of “Unit Supervisor” responsibilities.

Bruce Phipps asked if the plan was to revert back to previous staff levels if more funds become available. Ms. Hayfield responded that there is no intention at this time to deviate from this reorganization if new funds become available.

Chris Lavach asked if there was a way to find out the percentage of successful closures by ESOs. This information is included below.

Successful Closures	FFY 2010		FFY 2011 YTD	
	Number	Percent	Number	Percent
No SE	2322	68.5%	1947	68.6%
SE or JCTS	1068	31.5%	891	31.4%

Total	3390	100%	2838	100%
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### **Public Comments**

None

### **Old Business**

#### **GWU TACE Program Update:**

Rob Froehlich discussed the two essential functions of GWU-TACE related to the ESO community – Technical Assistance and Continuing Education.

TA- Learning Communities have been developed for several areas of VR such as CRP Liaisons, Training coordinators, Transition Specialists. These communities share information between states.

Bob Burton and Rob Froehlich are preparing a combined training regarding services to Blind and Vision Impaired clients for ESOs - more information will be distributed.

Continuing Education - TACE is beginning their second year of ACRE Certification in May. The final year 2 onsite portion will take place in August. The second year web series portion of the course will begin this October. It is a 6 week series.

#### **New Business:**

Employment First - Rie Kennedy-Lizotte, NASDDDS gave a presentation on Employment First and what it means for Virginia. The power point presentation is attached.

Adam Sass updated the group on the Employment First Summit in October. The summit will begin immediately following the Collaborations Conference and just prior to the VACSB conference. All three events are being held in Virginia Beach. Contact information is [Adam.Sass@dbhds.virginia.gov](mailto:Adam.Sass@dbhds.virginia.gov) , (804) 382-1515.

#### **ESO Rate Adjustment FY 2012:**

DRS continues to develop a “Free Market” rate system for ESOs. The intent is to begin implement beginning with Fiscal Year 2013.

Donna Bonessi informed the group that while letters had been sent out to organizations that had a vendor agreement modification on July 1, 2011, organizations that are not due for a vendor modification were not aware that for Fiscal Year 2011 DRS is offering a 1% rate increase (CPI-W) to organizations. DRS will not be accepting POS packages for increases above 1%. If organizations rates are below 20% of the regional rate for a service they will have the option of increasing that rate above 1%. Additionally, DRS will not be accepting POS packages from potential new vendors unless they offer a unique service, want to serve an underserved part of the state or had began the process prior to May 15, 2011.

#### **ESOSC Guidelines**

The new ESOSC and LTESS Guidelines were briefly reviewed. The group determined that a third standing committee (Public Policy Committee) was developed when they met on June 10, 2011. Donna Bonessi will add the committee to the guidelines. Committee members have until July 26 to review the guidelines and submit feedback to Donna Bonessi.

Sharon Harrup recommended that the statutory mandate of the Committee in regards to LTESS functions be more apparent in the first page of the document and under the Authority Section.

The committee decided to keep the documents as two separate documents, a LTESS Guide and an ESOSC Guide.

Each committee member was asked to send an email to Donna Bonessi indicating which standing committee they wish to participate. Donna Bonessi will send out a reminder email.

**LTESS Business:**

Judy Hill presented two allocation options plans for FY 12 LTESS allocations. After a brief discussion Sharon Harrup made a motion to choose option #1, the motion approved by a 15 to 0.

The final allocation plan is attached.

The committee also requested that annual allocation plans be brought before the committee each FY.

A discussion was generated regarding ESOs not billing for all services provided or not adding clients to the LTESS program due to lack of funds. However, these services are not being captured and the true lack of LTESS funding is not being realized. The Funding Committee will discuss further and bring recommendations to the full ESOSC.

**Public Comments:**

Rex Par stated that he objects to the “unilateral decision to not allow rate increases above 1%.” He stated that this is “a fundamental break” in the way business has been conducted and he doesn’t know what the circumstances are around the state.

**Adjourn:** The Chairperson adjourned the meeting at 12:30 PM

**2011 Meeting Schedule:**

**October 13, 2011 – Note this is a change**

Note: VTC sites at Abingdon, Roanoke, Portsmouth, Danville and Fairfax have been confirmed for these dates.

Attachment A

15-Jul-11

FY 12 FINAL EES/LTESS ALLOCATIONS

	<u>FY 12 EES</u>	<u>FY 12 FINAL</u>
	<u>ALLOCATION</u>	<u>ALLOCATION</u>
<u>ESO</u>	<u>\$2,658,198</u>	<u>\$ 4,809,292</u>
ALEX WORKSHOP/CSB	\$ 43,979	\$ 21,639
ARC INDUSTRIAL SERVICES	\$ 100,036	\$ 57,081
ARC PENINSULA-PULLER	\$ 78,389	\$ 39,893
ARC PENINSULA-HAMPTON ROADS	\$ 59,556	\$ 74,994
ASSOC FOR RET CITIZENS/PARC SER		\$ 15,599
BLUE RIDGE OPPORTUNITIES	\$ 18,418	\$ 40,194
CAREER SUPPORT-SOUTHWEST		\$ 152,555
CAREER SUPPORT-CENTRAL		\$ 82,018
CHESAPEAKE SVCS SYSTEM		\$ 55,020
CHESTERFIELD VOC SVCS	\$ 30,840	\$ 54,217
COMMUNITY ALTERNATIVES	\$ 42,959	\$ 7,784
CROSSROADS SVCS		\$ 87,126
DANVILLE ARC-HATCHER	\$ 51,600	\$ 107,456
DEVELOPMENTAL SVCS	\$ 30,029	\$ 59,746
DIDLAKE INC	\$ 140,596	\$ 106,633
DIDLAKE - ES		\$ 27,431
DIDLAKE-REMINGTON	\$ 60,750	\$ 93,946
DIDLAKE - TIDEWATER		\$ 90,516
EGGLESTON SERVICES	\$ 115,300	\$ 127,936
EMMETT JONES & ASSOC.		\$ 10,003
ECHO	\$ 26,094	\$ 87,963
FRIENDSHIP INDUSTRIES	\$ 38,803	\$ 129,537
FRONTIER INDUSTRIES-BRISTOL	\$ 94,724	\$ 16,399
FRONTIER INDUSTRIES-KINGSPORT	\$ 4,211	\$ 5,732
GOODWILL OF DANVILLE	\$ 45,920	\$ 93,132
GOODWILL OF HAMPTON RDS.		\$ 80,368
GOODWILL OF TENNEVA	\$ 28,213	\$ 25,579
GOODILL OF CENTRAL VIRGINIA	\$ 91,954	\$ 86,298
HANOVER SVCS		\$ 61,032
HENRICO MR SVCS		\$ 33,909
HIRED HANDS		\$ 74,880
INDEPENDENCE UNLIMITED		\$ 58,868
JACKSON RIVER	\$ 40,186	\$ 87,508
JOB DISCOVERY		\$ 34,873
LONGWOOD INDUSTRIES	\$ 109,474	\$ 16,471
LOUDOUN CO		\$ 1,121
LYNCHBURG INDUSTRIES	\$ 79,618	\$ 85,374
MARC WORKSHOP	\$ 45,452	\$ 116,278
MT ROGERS IDC	\$ 132,891	\$ 133,000

MT VERNON LEE ENTERPRISES		\$ 50,213	
NW WORKS	\$ 47,351	\$ 121,016	
PLEASANT VIEW HOME		\$ 16,268	
PORTCO		\$ 2,626	
PRINCE WILLIAM M H SVCS		\$ 29,305	
PRS		\$ 102,785	
RADFORD GOODWILL CENTER	\$ 158,782	\$ 138,968	
RAPPAHANNOCK GOODWILL	\$ 94,801	\$ 84,109	
REGION X/BLUE RIDGE HOUSE		\$ 7,967	
ROANOKE GOODWILL CENTER	\$ 256,129	\$ 176,065	
ROCKBRIDGE AREA CSB		\$ 21,901	
ROCKBRIDGE AREA OCC CTR	\$ 29,825	\$ 79,553	
ROCKY MOUNT GOODWILL CENTER	\$ 56,139	\$ 99,512	
REHAB SERVICES (RSVP)		\$ 93,455	
SERVICESTOURCE	\$ 122,139	\$ 94,298	
SHEL OCC CTR OF NO VA	\$ 41,423	\$ 117,659	
SHEN-PACO	\$ 36,994	\$ 87,414	
STAND UP		\$ 14,705	
ST. JOHNS		\$ 35,092	
STEPS	\$ 59,461	\$ 122,135	
SUGAR PLUM		\$ 10,407	
SUPPORTED EMP OF VA		\$ 69,399	
SUSSEX-GREENSVILLE EMP.		\$ 23,317	
THE CHOICE GROUP		\$ 113,013	
VALLEY COMMUNITY SERVICES		\$ 6,195	
VCU HEALTH SYSTEMS		\$ 30,999	
VECTOR INDUSTRIES	\$ 66,295	\$ 77,666	
VA. BEACH DEPT. OF MH		\$ 110,115	
WORKSOURCE ENTERPRISES	\$ 120,708	\$ 131,320	
WRIGHT CHOICES		\$ 178,697	
CARVAGA		\$ 10,728	
STAUNTON GOODWILL		\$ 12,281	
RESERVE - FAR SW	\$ 58,159		
<b>TOTAL EES/LTESS FY 12 ALLOCATIONS</b>	<b>\$ 2,658,198</b>	<b>\$ 4,809,292</b>	

EES	\$2,658,198
LTESS	<u>\$4,809,292</u>
<b>TOTAL FY 12 ALLOCATIONS</b>	<b>\$7,467,490</b>

Attachment B  
Click on the title to access the full presentation

# Making Employment the First Choice

Rie Kennedy-Lizotte

National Association of State Directors of  
Developmental Disability Services (NASDDDS)

