

Annual Report 2018

Mission & Purpose

Our mission is providing **LEADERSHIP** and **SUPPORT** to members who advocate for and serve persons with disabilities through community based programs located throughout New Jersey.

The purpose of **ACCSES NJ** shall be to strengthen the resources of members so that through effective and efficient operation they may provide high quality services to individuals with disabilities and the community at large.



"People should know that those of us who are physically challenged have many marketable skills despite our apparent infirmities. I've had gainful employment for over two years now, and I'm grateful to show the world skills."

—**Edward R. of InspiriTec**
an **ACCSES NJ** member agency



"Work is a place where I can meet new people and build friendships. My employment gives me a sense of independence and my paycheck allows me to pursue my hobbies, run errands and go bowling!"

—**Bobby of Employment Horizons**
an **ACCSES NJ** member agency

Message From the CEO



On behalf of the Board of Directors and management of the Association for Choices in Community Supports and Employment Services (ACCSES New Jersey), I am pleased to present this 2018 Annual Report on our achievements and operations.

Our mission is to provide leadership and support to members that advocate for and serve persons with disabilities through community-based programs located throughout New Jersey. We exercised this role for 41 member and affiliate organizations in 2018.

The end of 2018 marked two years for me at the helm of ACCSES NJ. In addition to building on the initiatives launched in 2017, we placed more emphasis this year on training, compliance, advocacy, quality assurance and improving communication with our partners at the New Jersey Division of Purchase and Property, DVRS and other state agencies.

We continued to modernize the organization with enhanced online technical capabilities and marketing techniques, initiatives that will benefit our members and customers. Among the major steps that enabled our progress in these areas were bringing on board a CFO/Compliance Officer and a Vice President of Business Development. We also stepped-up our advocacy/public policy efforts, resulting in more consistent funding for jobs and services for people with disabilities.

ACCSES New Jersey operates the State of New Jersey's Set-Aside Program for Rehabilitation Facilities, the primary purpose of which is to create jobs for people with disabilities. The program enables the set-aside of designated commodities and services to be sold to state, county and municipal government units and their related entities on a sole-provider basis by a Central Non-Profit Agency (CNA). We have served in that role since 1984. I am pleased to report that 2018 was a successful year for the program. Wages paid during the year amounted to \$8,377,741, with an average hourly wage of \$11.81. Individuals with disabilities put in 799,366 hours of work. We intensified our effort to increase Set-Aside Program online sales, resulting in \$68,963 of online Set-Aside business. Commodities and Services Council Chairperson Roger Pearly has more information on the Set-Aside in his letter in this Annual Report.

The advances we made in 2018 will enable ACCSES NJ to optimize our value to our membership and provide greater employment opportunities for people with disabilities. I am pleased with our progress and optimistic about the outlook for the years ahead.

Mohsen Badran

Mohsen Badran
President & CEO, ACCSES NJ

Message From the Board Chair



It is a pleasure for me to introduce this annual report of our organization, the Association for Choices in Community Supports and Employment Services, better known by its acronym: ACCSES New Jersey.

Our main purpose is to provide jobs and services for people with disabilities. We do this primarily through our work managing the State of New Jersey's Set-Aside Program for Rehabilitation Facilities. We also launched a commercial division and are presently working on alternatives for making it a viable part of our operations.

Our transition to a new CEO in 2017 was the Association's first in 17 years. I am very pleased that we navigated the transition successfully and that we have continued to enhance several facets of our operations in 2018. Our President and CEO, Mohsen Badran, covered some of the initiatives in his letter in this report, and I will note others here. These are some of the ways in which we bolstered our organization to support an expansion of jobs and services for individuals with disabilities:

- Implemented a government relations/advocacy campaign that assured stable funding for the State Set-Aside Program;
- Conducted another successful "Day on the Hill" in partnership with our national organization, and followed-up with 12 meetings on Capitol Hill to promote Competitive Integrated Employment;
- Achieved our first "Day at the New Jersey State House" to better inform legislators of our job and service programs;
- Held our 2nd Annual STAR Conference training and networking event to highlight the achievements and capabilities of people with disabilities;
- Enhanced communications with our 41 member-organizations;
- Expanded our social media campaign to raise awareness of the need for more job opportunities for the population we serve.
- Provided a comprehensive training program for the second year in a row.

I am confident that the progress we made in 2018 will enable us to continue adding value to and amplifying our work on behalf of people with disabilities.

Mark Boyd

Mark Boyd
Chairperson, ACCSES NJ

Highlights Of 2018

Elevated government relations by visiting Capitol Hill



Celebrated 2nd Annual ACCSES NJ Star Conference



Launched Online Member Compliance Reporting Highlights Of 2018



Received DOL Grant for Comprehensive Leadership Training

Launched Online Training Program for ACCSES NJ Members via LinkedIn

LinkedIn LEARNING

ACCSES NJ Members

Abilities of Northwest Jersey
Washington, Warren County

Abilities Solutions
Westville, Gloucester County

The Arc of Bergen/Passaic Counties
Hackensack, Bergen County

The Arc of Camden County
Berlin, Camden County

The Arc of Mercer County
Ewing, Mercer County

The Arc of Monmouth County
Long Branch, Monmouth County

The Arc of Ocean County
Lakewood, Ocean County

The Arc of Salem County
Salem, Salem County

The Arc of Somerset County
Manville, Somerset County

The Arc of Sussex County
Augusta, Sussex County

The Arc of Union County
Springfield, Union County

Bestwork Industries
Cherry Hill, Camden County

BrightStar Scanning Solutions
Newark, Essex County

Care Plus NJ, Inc.
Paramus, Bergen County

Career Opportunity Development Inc.
Egg Harbor, Atlantic County

Catholic Charities
Newark, Essex County

Center for Educational Advancement
Flemington, Hunterdon County

The Center for Vocational Rehabilitation
Eatontown, Monmouth County

Community Quest, Inc.
Egg Harbor Twp, Atlantic County

Easter Seals New Jersey
East Brunswick, Statewide Office

Edison Sheltered Workshop
Edison, Middlesex County

Elwyn NJ
Vineland, Cumberland County

Employment Horizons
Cedar Knolls, Morris County

Family Guidance Center
Washington, Warren County

FEDCAP Rehabilitation Services
Fairfield, Essex County

**Goodwill Industries of Greater NY
& Northern NJ**
Harrison, Hudson County

**Goodwill Industries of Souther NJ
& Philadelphia**
Maple Shade, Camden County

Hudson Community Enterprises
Jersey City, Hudson County

Inspiritec
Newark, Essex County

Inroads To Opportunities
Roselle, Union County

Jersey Cape Diagnostic Center
Cape May CH, Cape May County

Jewish Vocational Services
East Orange, Essex County

North Jersey Friendship House Inc.
Hackensack, Bergen County

**Northwest Essex Comm.
Healthcare Network, Inc.**
Montclair, Essex County

OTC of Burlington County
Burlington, Burlington County

Opportunity Project
Millburn, Essex County

PAFACOM, Inc.
Vineland, Cumberland County

Pathways To Independence
Kearny, Hudson County

Spectrum Works
Secaucus, Hudson County

St. John of God Community Serv.
Westville Grove, Gloucester County

Message From the Commodities & Services Council Chair

Carole Johnson, Commissioner
New Jersey Department of Human Services
P.O. Box 700
Trenton, NJ 08625-0700



Dear Commissioner Johnson:

Enclosed please find the 2018 Annual Report for the State of New Jersey's Set-Aside Program for Rehabilitation Facilities, which was prepared for the Commodities and Services Council (CSC) by ACCSES New Jersey (Association for Choices in Community Supports and Employment Services), which has been operating the program since 1984 as the state's Central Non-Profit Agency. The CSC oversees their management of the Set Aside.

ACCSES NJ continued a vigorous marketing campaign to the state, counties, municipalities, school districts and quasi-government entities in 2018 to fulfill the Set-Aside's purpose of providing jobs and related services to people with disabilities. The year was highly successful in that regard:

- Workers with disabilities logged 799,366 productive hours through the program at an average hourly wage of \$11.81;
- The hours worked by people with disabilities amounted to 78.2 percent of all direct labor hours worked in the program (The minimum requirement is 75 percent).
- The program's 2018 sales amounted to \$40.556 million;

The Council thanks Governor Phil Murphy and his administration for strong support of good jobs for citizens with disabilities. New Jersey's investment in the program provides a substantial return to the state:

- The jobs reduce entitlement expenses and generate tax revenue from each person with a disability who is put to work;
- A typical job in the community is estimated to produce a \$4,745 annual impact, including taxes paid and reduced assistance;
- Every dollar spent in the set-aside program resulted in money being injected into local economies.

I am pleased to report significant improvement in ACCSES NJ's sharing of data with the CSC, including results of janitorial work inspections. ACCSES NJ brought workers with disabilities to two of our meetings during the year, and it was valuable for Council members to hear directly from them about the importance of their jobs and the positive impact on their lives.

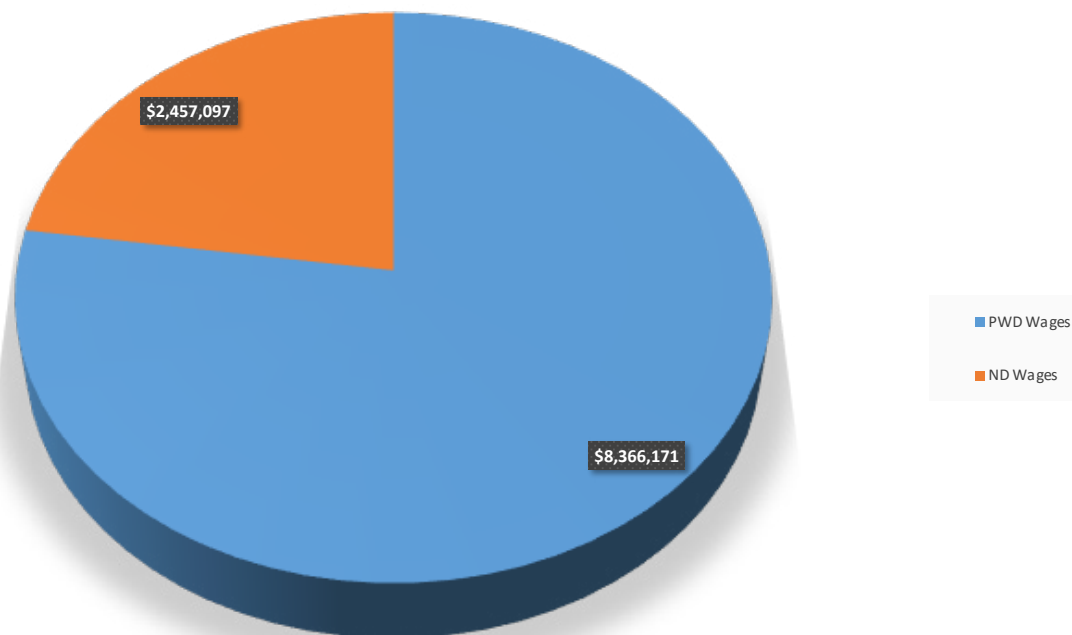
The year 2019 will present many new challenges, with accompanying opportunities. With your support, the CSC believes we can continue to grow the Set-Aside Program and provide additional job opportunities for New Jersey citizens with disabilities.

Roger Pearly

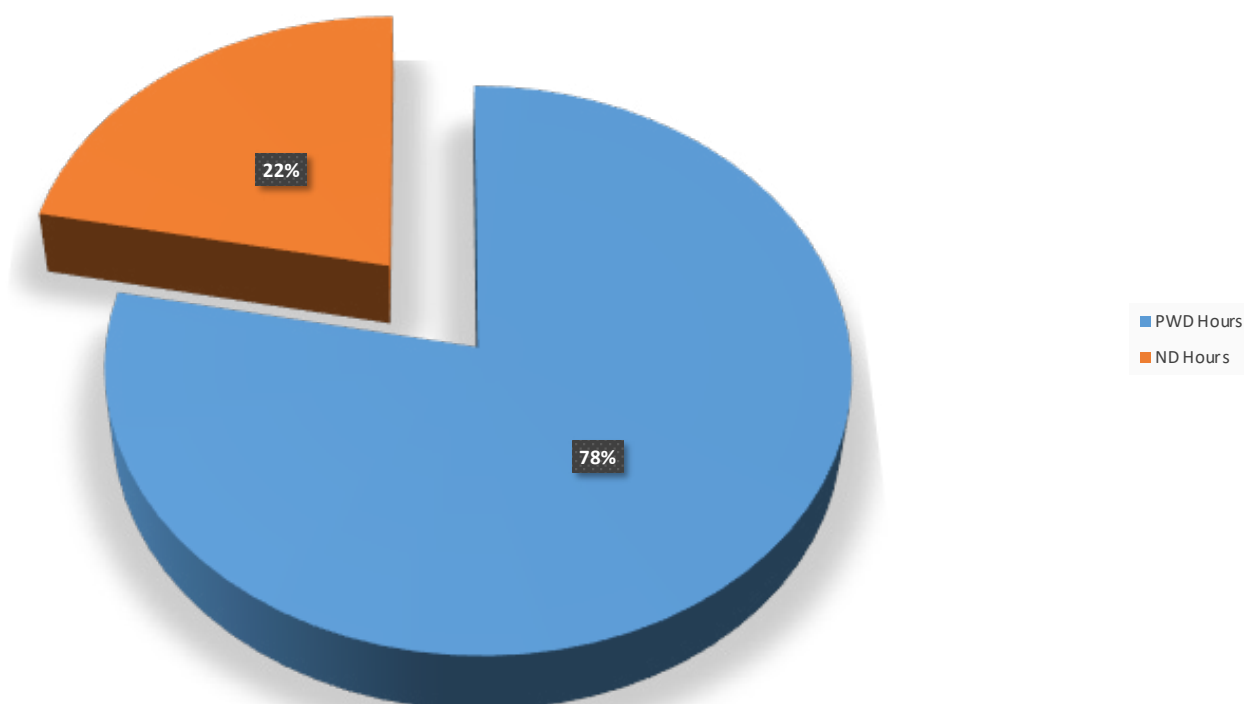
Roger Pearly

Chairperson, Commodities & Services Council

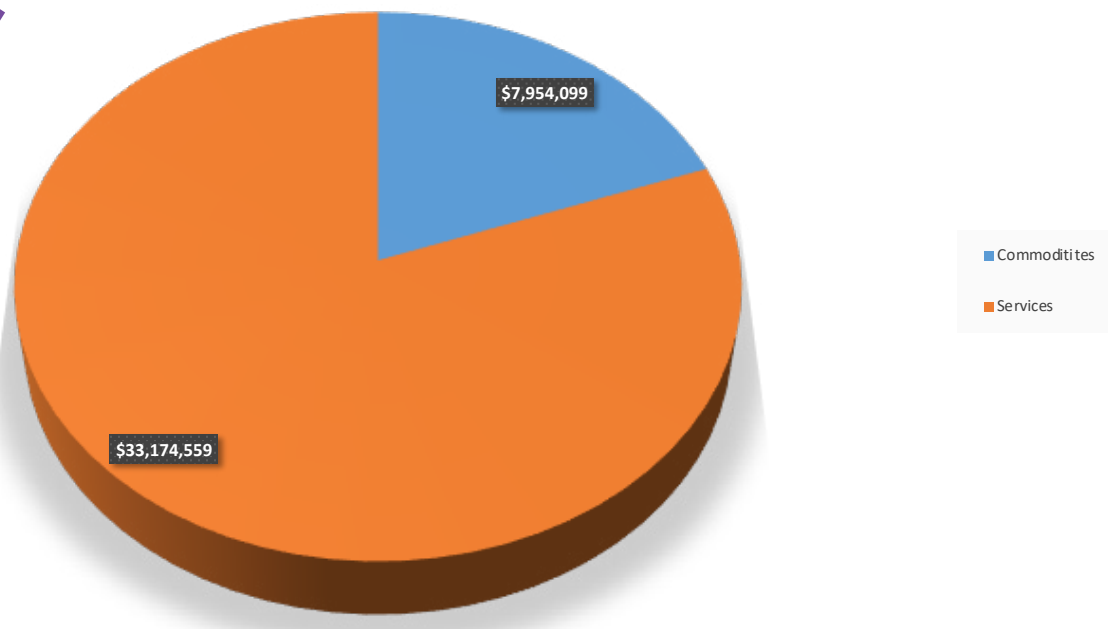
2018 Wages paid for the State Use Program



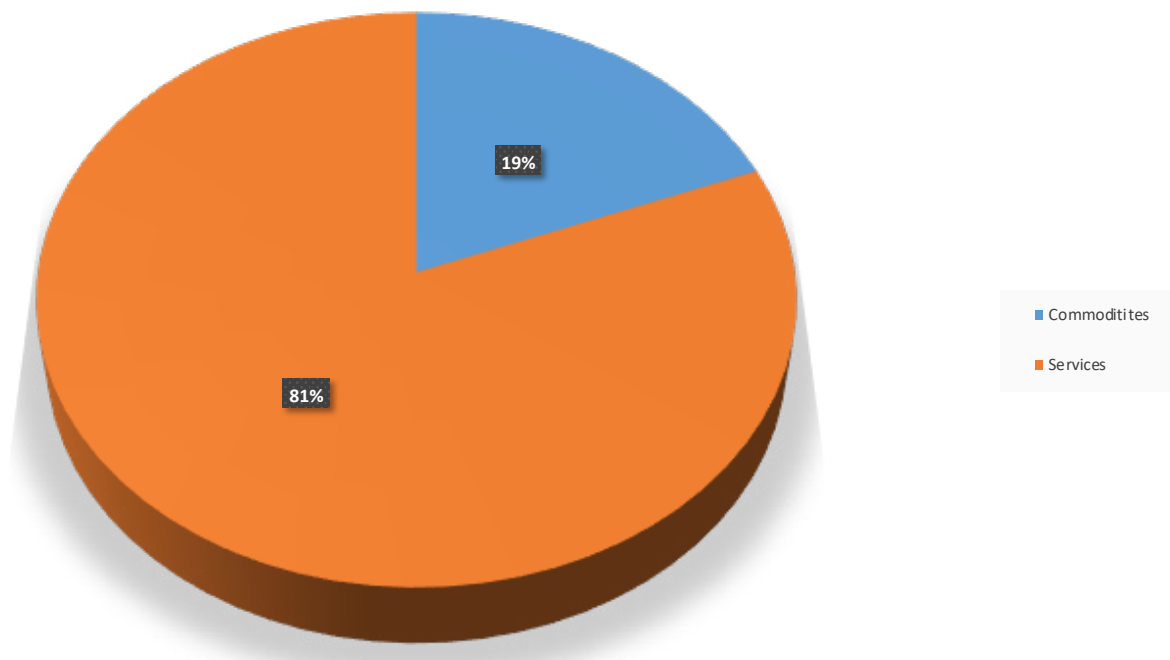
Labor Hours % For State Use Program 2018



2018 State Use Program Sales By Type



% of 2018 Sales Commodities vs Services



ACCSES NJ Training Program Highlights

In 2018, ACCSES NJ emphasized and expanded the CITS training program to provide credentials to front line workers in various aspects of providing quality janitorial services. We also grew our program to include personal and professional development sessions for our members.

In October, we hosted Leadership and Communications Business Roundtable event at the Star Conference, led by our CEO Mohsen Badran, and a Policy and Advocacy workshop was led by National ACCSES Vice President of Government Affairs and General Counsel, Kate McSweeney.

Also in 2018, we held our 2nd annual STAR conference, a two-day event that featured over 150 attendees and heartfelt an inspiring Keynote Speaker, John & Mark Cronin, from John's Crazy Socks. We continued our STAR awards to recognize outstanding achievements of our consumers throughout the program. The conference featured training sessions including ones in Policy and Advocacy, Leadership, Business Development, and Operations. This growth in educational support to our members set the stage for a further expansion of our training program in 2019.



Grassroots Advocacy Highlights

At ACCSES NJ we are constantly working to reduce employment barriers and increase employment opportunities for NJ residents with disabilities. In 2018, we led advocacy efforts that covered dozens of issues both at the State and national level. Most significantly, we organized and executed our 2nd annual “ACCSES New Jersey Day on the Hill.”

ACCSES NJ led a group of over two dozen individuals, comprised of Community Rehabilitation Program leaders, ACCSES NJ staff, self-advocates, and family members, who traveled to Washington DC for an all-day event at the Capitol Building. We met with nine members of the NJ congressional delegation, including both Senators, highlighting the importance of employment and what lawmakers can do to increase employment opportunities for differently-abled NJ residents.



ACCSES NJ Executive Committee

Mark Boyd
Chairperson

Kathy Walsh
Secretary

Peggy Englebert
Past Chairperson

Steve Cook
Director

Len Nicolosi
Treasurer

Dan Kelly
Director

Commodities & Services Council Members

Roger W. Pearly
Chair
MEMBER AT LARGE
Independent Business Consultant

Daniel Kelly
REPRESENTING ACCSES NJ
PRESIDENT/CEO
Community Quest, Inc.

Darrell E. Bethea
MEMBER AT LARGE
Sweet Heaven

Dr. Bernice Davis
EXECUTIVE DIRECTOR
NJ Commission for the Blind &
Visually Impaired

Kennedy O'Brien
DIRECTOR
Bureau of State Use Industries Deptcor

Jonathan Seifried
ASSISTANT COMMISSIONER
New Jersey Department of Human Services

Harry Pizutelli
DIRECTOR
NJ Division of Disability Services
Trenton, NJ

David Free
ACTING DIRECTOR
NJ Division of Vocational
Rehabilitation Services

Elizabeth P. Dixon
Vice Chair
MEMBER AT LARGE
AT&T

Maurice Griffin
ACTING DIRECTOR
NJ Division of Purchase and Property