

Annual Report 2017

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.



"I'm thankful for the opportunity to get up in the morning & have a place to go to work. People with disabilities have unique gifts & if given a chance, will do their very best to please employers with our work performance."

—Diana J.



Erric spent his early life in Queens, NY & worked at a bowling alley for some time. Just last summer, he was recommended by the Institute of Career Development in NYC to join Hudson Community Enterprises as an intern.

—Erric A.

Message From the CEO



On behalf of the staff, members and affiliates of the Association for Choices in Community Supports and Employment Services (ACCSES New Jersey), I am pleased to present this 2017 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 currently exercise this role for 41 member and affiliate organizations.

I thank the ACCSES NJ Executive Committee and staff, our member-organization community and our government and business partners for all their help in making 2017 a smooth transition period after I took over as President and CEO upon Nils Richardson's retirement early in the year. Among my major challenges were acquiring knowledge of New Jersey's initiatives for helping people with disabilities and analyzing the prime factors that impact our work, including the views of other segments of the disability-support community. This groundwork was needed to advance our goal of providing jobs and services to individuals 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. We have served in that role since 1984. I am pleased to report that 2017 was a successful year for the program. Wages paid during the year amounted to \$10,075,170, with an average hourly wage of \$11.74. Individuals with disabilities put in 858,244 hours of work. Until 2017, the State Set-Aside Program was our sole business pursuit. We launched a Commercial Business unit during the second half of the year to expand our reach and provide more jobs for people with disabilities. It is our goal to grow this unit into a major part of ACCSES NJ's business. Following are some of the other new initiatives we undertook in 2017:

- Strengthened our relationship with the NJ Division of Purchase and Property
- Enhanced our branding impact with a new website and marketing materials
- Formed an Internal Compliance unit
- Established an ongoing training program for staff and member-CRPs
- Elevated our Government Relations endeavors
- Initiated a Social Media campaign to support our mission
- Inaugurated the annual STAR Conference
- Planned and participated in a Day on Capitol Hill with our national organization.

The advances we made in 2017 will enable ACCSES NJ to maximize 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 first annual report that covers the entire scope of our organization – the Association for Choices in Community Supports and Employment Services – better known by its acronym: ACCSES New Jersey.

The prior annual reports focused exclusively on our work managing the State of New Jersey's Set-Aside Program for Rehabilitation Facilities, for which we used the name CNA Services. While that task still accounts for the major share of our operations, we expanded the organization this year to include a commercial business division, bolstered our internal infrastructure and launched new initiatives. These changes occurred during the 2017 transition to a new President and CEO: Mohsen Badran. Some of the initiatives are covered in Mr. Badran's letter in this report, and I will note others here. Our primary purpose remains the same – to provide jobs and services for people with disabilities.

I am very pleased that the transition to a new CEO – our Association's first in 17 years – went smoothly and that we have enhanced several facets of our operations. High on the list are vastly improved communications with our members and strengthened relationships with our government partners and customers. We modernized the organization by creating a new and expanded website and a vibrant social media campaign. We introduced technological changes that upgraded and simplified ordering and record-keeping for our members and staff, and we strongly reinforced the Association's branding. These are just the highlights.

I am confident that the progress we made in 2017 will enable us to continue adding value to and amplifying our work on behalf of people with disabilities.

I will close with this appeal to our member-organizations: I encourage all of you to embrace the changes and initiatives we launched this year and to fully participate with us in continuing to implement them. I mainly call on those who have not been engaged with the Association to activate your partnership with ACCSES NJ, so all of us can work together to better serve individuals with disabilities.

Mark Boyd

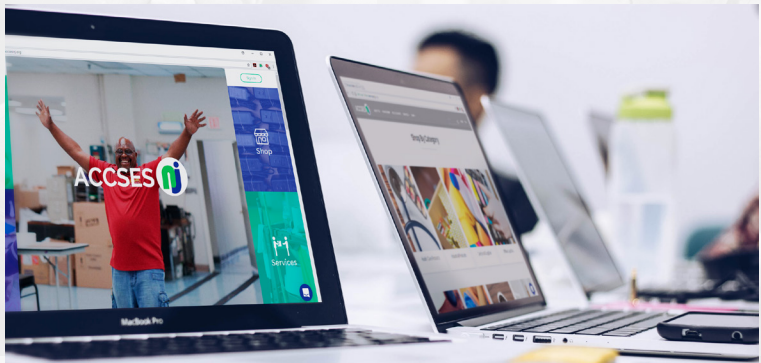
Mark Boyd
Chairperson, ACCSES NJ

Highlights Of 2017

Elevated government relations by visiting Capitol Hill



Launched modern branding with ecommerce & social media pages



Introduced New Commercial Sales Unit



Inaugurated the first annual ACCSES NJ Star Conference

Launched New Internal Compliance Unit



Established comprehensive training program

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

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

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 Southern NJ & Philadelphia
Maple Shade, Camden County

Hudson Community Enterprises
Jersey City, Hudson County

Inspiritec
Newark, Essex 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

OTC of Burlington County
Burlington, Burlington County

Inroads to Opportunities
Roselle, Union County

PAFACOM, Inc.
Vineland, Cumberland County

Opportunity Project
Millburn, Essex 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 2017 Annual Report for the State of New Jersey's Set-Aside Program for Rehabilitation Facilities, which was prepared for the Commodities and Services Council by ACCSES New Jersey (Association for Choices in Community Supports and Employment Services). ACCSES NJ has been managing the Program since 1984 as the state's Central Non-Profit Agency.

ACCSES New Jersey continued a vigorous marketing campaign to the state, counties, municipalities, school districts and quasi-government entities in 2017 to fulfill the Set-Aside's purpose of providing jobs and related services to people with disabilities (PWD). The year was highly successful in that regard:

- Workers with disabilities logged 858,244 productive hours through the program in 2017 at average hourly wage of \$11.74;
- Wages paid to individuals with disabilities totaled \$10,075,170;
- The program's 2017 sales amounted to \$40,257,017

Additionally, New Jersey's investment in the program provides a de facto return to the state:

- The jobs reduce entitlement expenses and generate tax revenue from each person with a disability who is put to work;
- An \$11,000 a year job in the community is estimated to produce a \$6,750 annual impact, including \$1,650 in combined income and sales taxes and \$5,100 in reduced assistance;
- Every dollar spent in the set-aside program resulted in money being injected into local economies.

The Council thanks then-Governor Christie and his administration for strong support of good jobs for citizens with disabilities. The continuation of this partnership with New Jersey officials and government purchasers in 2018, under a new administration, will be of great help to us in maintaining the Set-Aside Program's achievements.

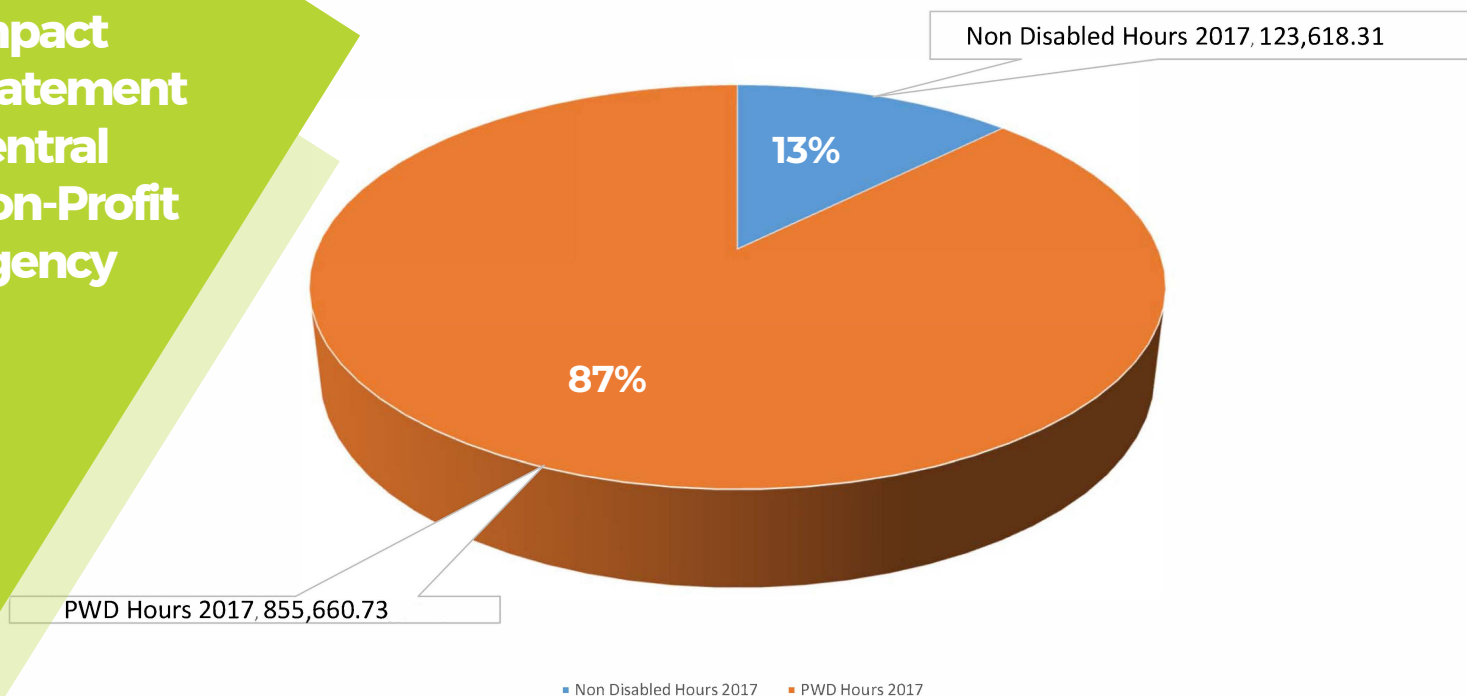
The year 2018 will present many new challenges, with accompanying opportunities. With your support, the Council believes we can continue to grow the Set-Aside Program and provide additional job opportunities for New Jersey citizens with disabilities.

Roger Pearly

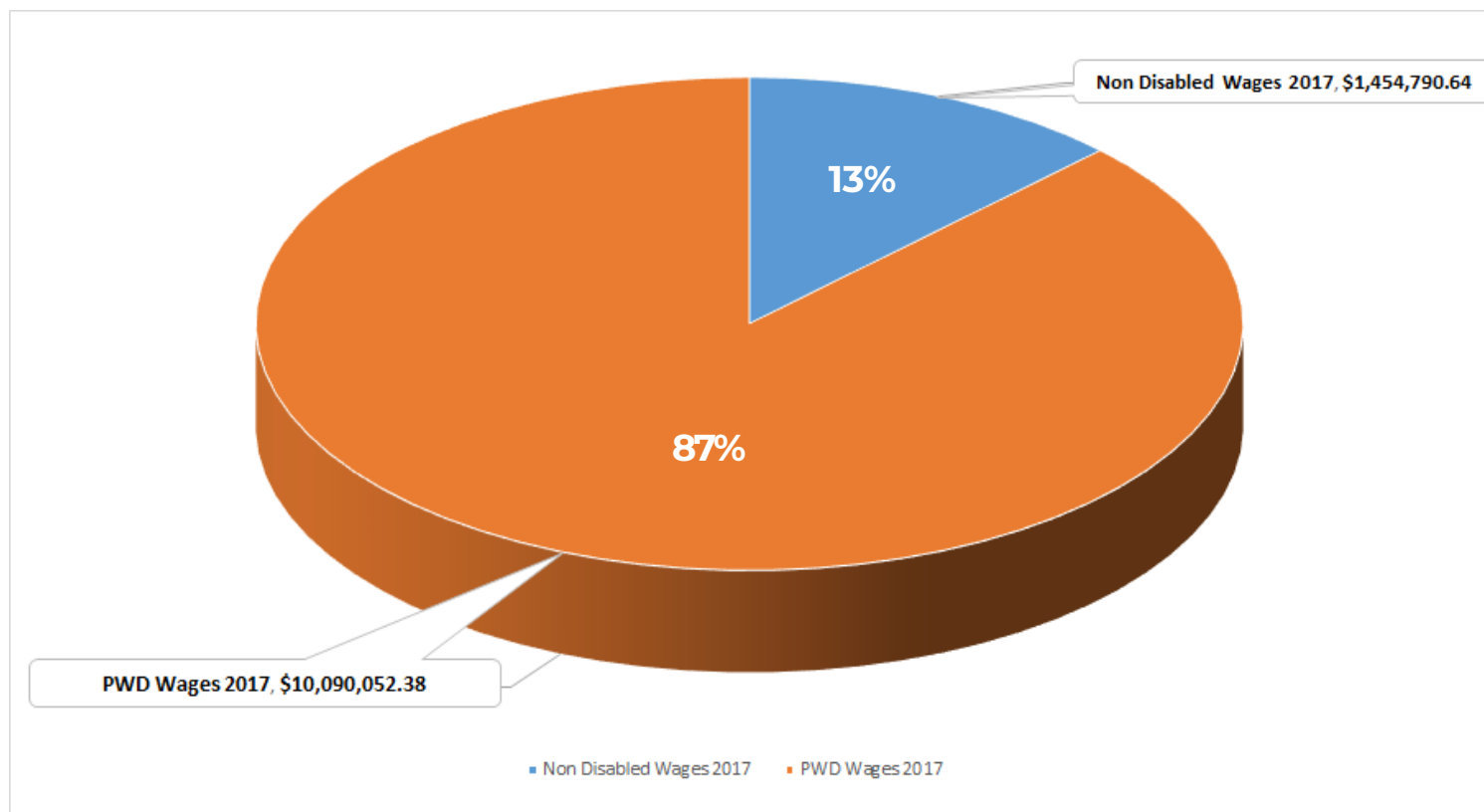
Roger Pearly

Chairperson, Commodities & Services Council

2017 Impact Of Hours Worked By People With Disabilities(PWD)

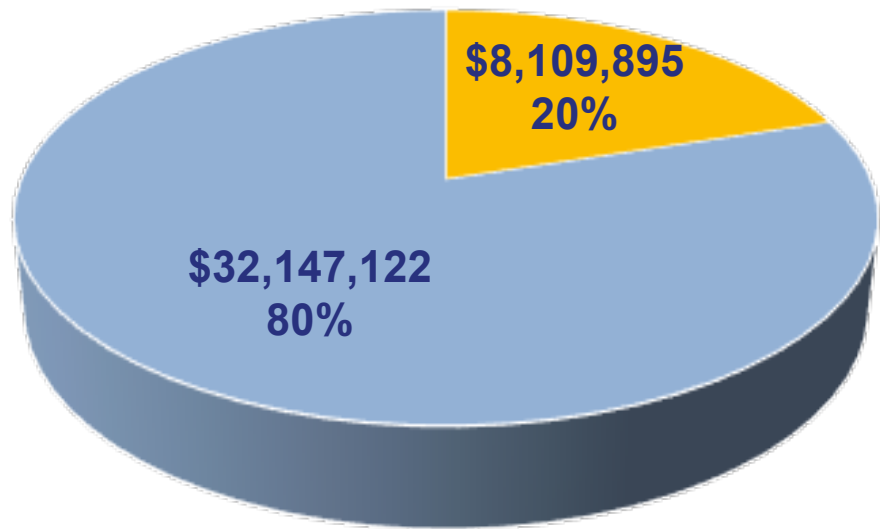


2017 Impact On Wages For People With Disabilities(PWD)



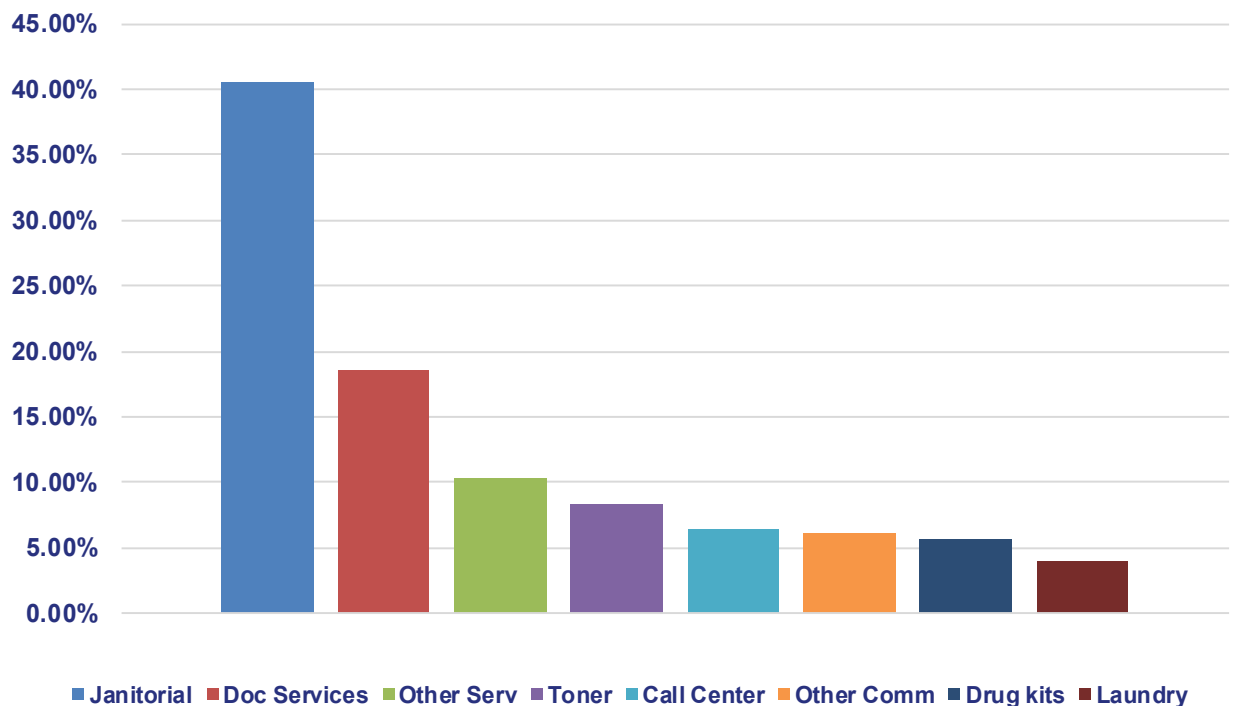
Sales & Financial Report

2017 Sales Distribution



■ Commodities ■ Services

Sales Distribution by Commodities & Services (% of Total)





In January 2018, ACCSES NJ set out to create a social media campaign that raised awareness of their employment advocacy efforts.

Partnering with Mission Disrupt, a digital marketing agency, the **#OurPurpose** campaign was created, designed to tell the stories of how employment impacted the lives of individuals with disabilities.

5
months

13
inspiring
stories

680+
online
advocates

94,806
reaches

8,345
Likes, Comments,
& Shares

8-10%
engagement
average

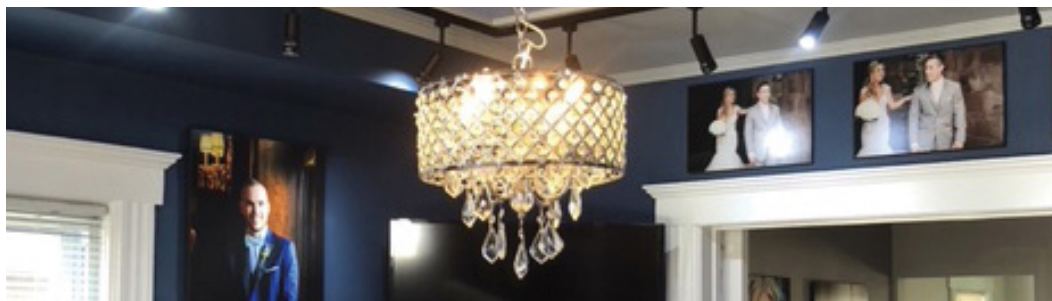
Commercial Business Development

ACCSES NJ's Commercial Division serves companies large and small, with quality janitorial services, high-volume packaging and more. We are proud to be creating rewarding jobs for our hardworking members and look forward to even bigger growth in the years to come!



"My personal history involves working with children with special needs so I was excited to hear about the important work being done by ACCSES NJ and their member organizations. For Greater Newark Conservancy, this is an opportunity to expand on our mission. We understand that, sometimes, all it takes for someone to succeed is for someone else to give them a chance. We need janitorial services and ACCSES NJ provides janitorial services -- it's a win-win!"

Robin Dougherty
Executive Director, Greater Newark Conservancy



"The cleanliness of our small business is a priority. ACCSES NJ continues to do an outstanding job at providing us with all of our janitorial needs! Looking to support a great cause for a great price? ACCSES NJ has provided us with exceptional cleaning services at a great value.

Alex Michaels
Business Manager, Dean Michaels Studio



"Thank you so much for such a wonderful cleaning crew. Your guys at ACCSES NJ ROCK!! I'm very pleased and happy with the cleaning. Lez Bistro has a brighter shine thanks to your guys!!! I'm looking forward to a long relationship...."

Leslie Foye
Owner, Lez Bistro

ACCSES NJ Training Program Highlights

In 2017, 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 March, we hosted Source America for a day long class on the 7 Habits of Highly Effective People. A series of Leadership and Communications Roundtable events were held, led by Andy Grosso, and a Policy and Advocacy workshop was led by National ACCSES Vice President of Government Affairs and General Counsel, Kate McSweeney.

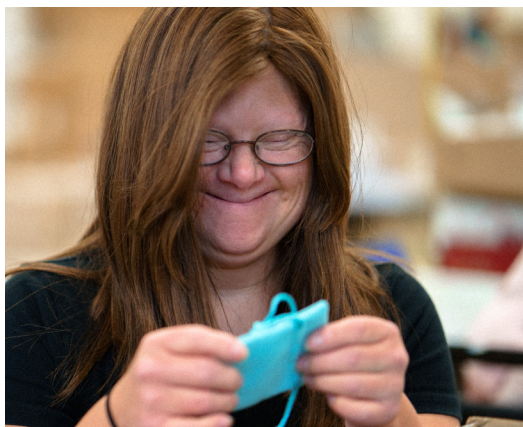
Also in 2017, we held our first STAR conference, a two-day event that featured over 190 attendees and the introduction of our STAR awards to recognize outstanding achievements of our consumers throughout the program. The conference featured training sessions including ones in Policy and Advocacy, Leadership, Business Development, and Operations. This growth in educational support to our members set the stage for a further expansion of our training program in 2018.



Grassroots Advocacy Highlights

At ACCSES NJ we are constantly working to reduce employment barriers and increase employment opportunities for NJ residents with disabilities.

In 2017, we led advocacy efforts that covered dozens of issues both at the State and national level. Most significantly, we organized and executed our first 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

Roger Pearly
Chairperson

Elizabeth P. Dixon
Vice Chair
Member At Large
AT&T

Kennedy O'Brien
DIRECTOR
Bureau of State Use Industries
Deptcor

Harry Pizutelli
DIRECTOR
NJ Division of Disability Services
Trenton, NJ

Dan Kelly
PRESIDENT/CEO
Community Quest, Inc.

Jonathan Seifried
ASSISTANT COMMISSIONER
New Jersey Department of Human
Services

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

David Free
ACTING DIRECTOR
NJ Division of Vocational
Rehabilitation Services

Darrell E. Bethea
Member At Large
Sweet Heaven

Maurice Griffin
ACTING DIRECTOR
NJ Division of Purchase and Property