

Annual Report 2019

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.



"There's nothing we can't do. Regardless of having a disability we were able to do our jobs as long as we stay focused on our goals. My goal is to learn my job thoroughly and complete my digital printing training project. Employment means that I have the opportunity to work on something I like to do while interacting with other people."

**—Lakisha R of Hudson Community Enterprises
an ACCSES NJ member agency**



"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. of Inspiritec
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 2019 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 2019.

The end of 2019 marked three years for me at the helm of ACCSES NJ. In addition to building on the initiatives launched over the last two years, 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 2019 was a successful year for the program. Wages paid during the year amounted to \$8,944,049, with an average hourly wage of \$12.15. Individuals with disabilities put in 740,505 hours of work. We intensified our effort to increase Set-Aside Program online sales, resulting in \$112,783 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 2019 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.

I am very pleased that that we continued to enhance several facets of our operations in 2019. 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;
- Held our 3rd Annual STAR Conference training and networking event to highlight the achievements and capabilities of people with disabilities;
- Enhanced communications with our 40 member-organizations;
- Expanded our social media campaign to raise awareness of the need for more job opportunities for the population we serve.
- Bolstered our comprehensive training program.

I am confident that the progress we made in 2019 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

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 2019 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 worked closely with the state and made strong efforts with counties, municipalities, school districts and quasi-government entities in 2019 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 740,505 productive hours through the program at an average hourly wage of \$12.15;
- The hours worked by people with disabilities amounted to 80.8 percent of all direct labor hours worked in the program (The minimum requirement is 75 percent).
- The number of workers with disabilities in the program reached an all-time high at 1,593.

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.

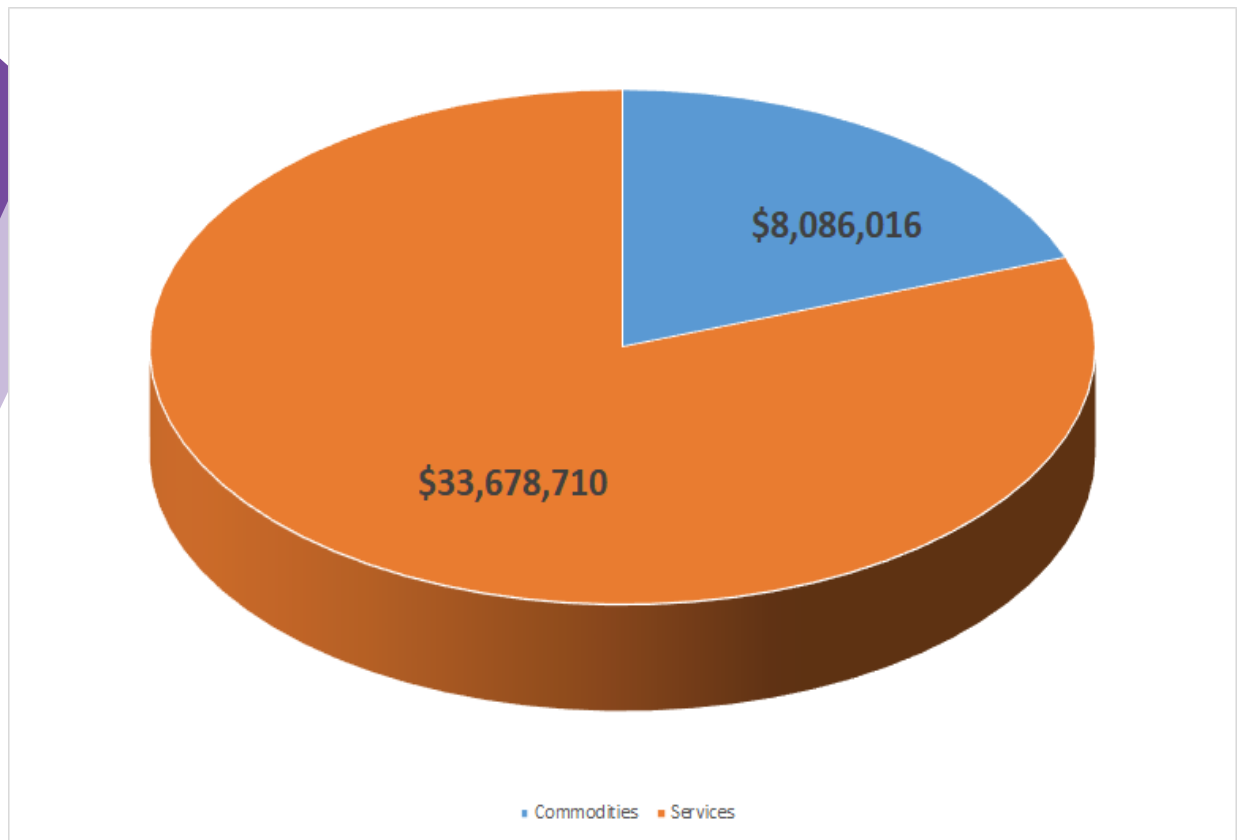
I am pleased to report significant improvement in ACCSES NJ's sharing of data with the CSC, including results of janitorial work inspections. ACCSES NJ brought workers with disabilities to two of our meetings during the year, and it was valuable for Council members to hear directly from them about the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

The year 2020 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.

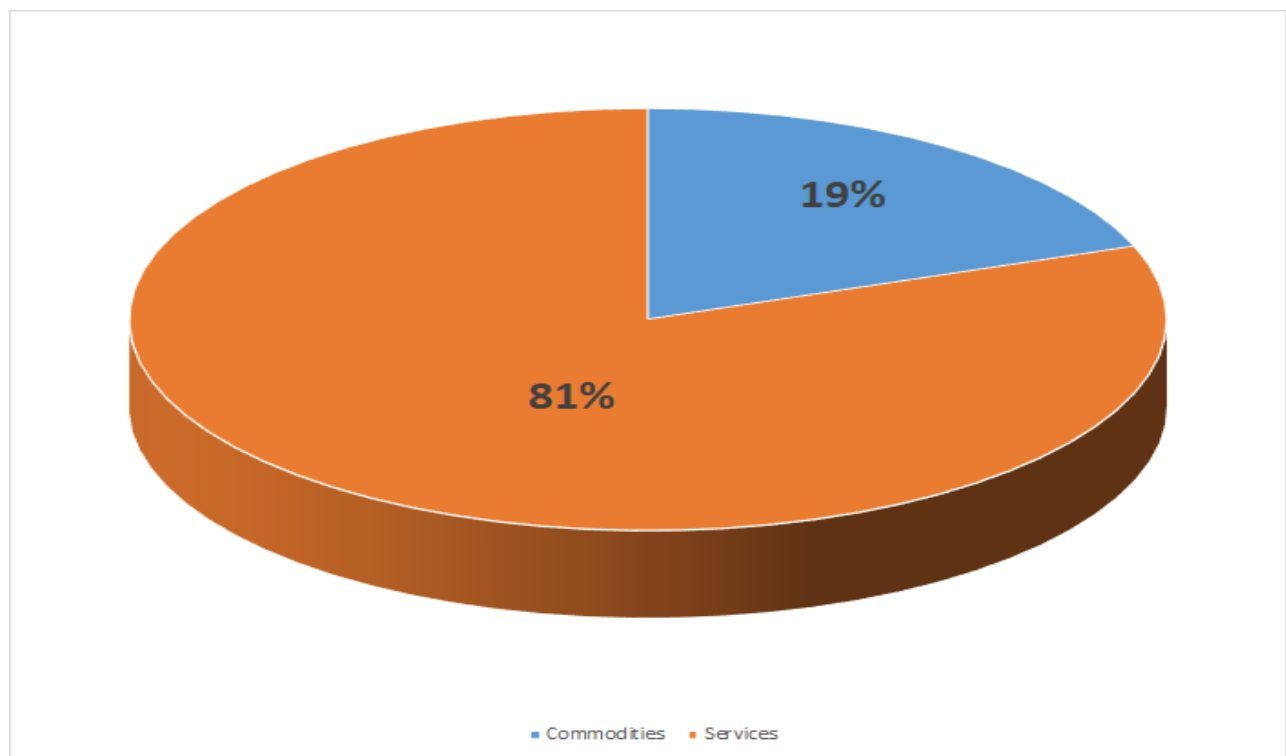
Roger Pearly

Roger Pearly
Chairperson, Commodities & Services Council

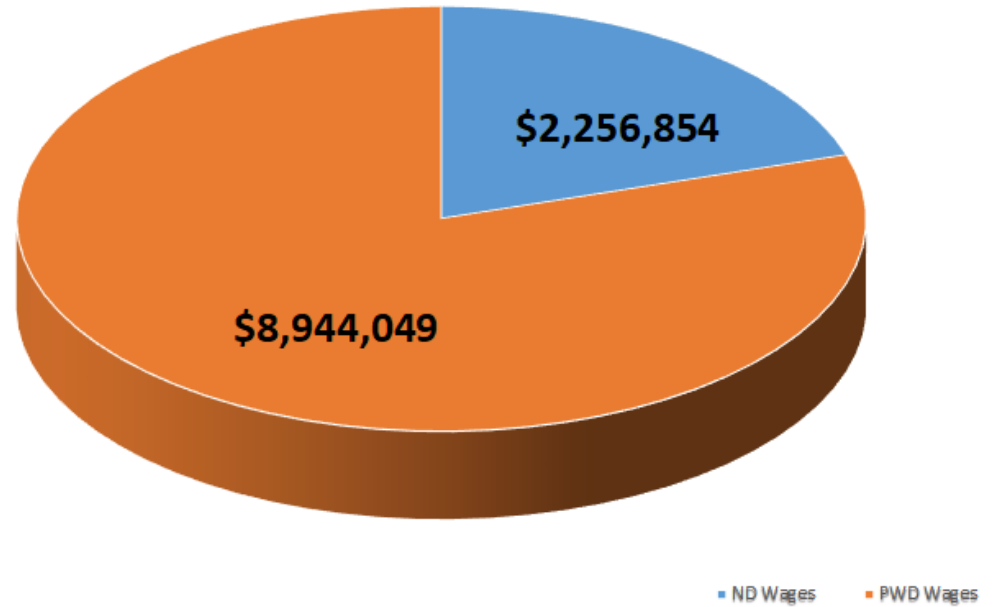
2019 State Use Program Sales By Type



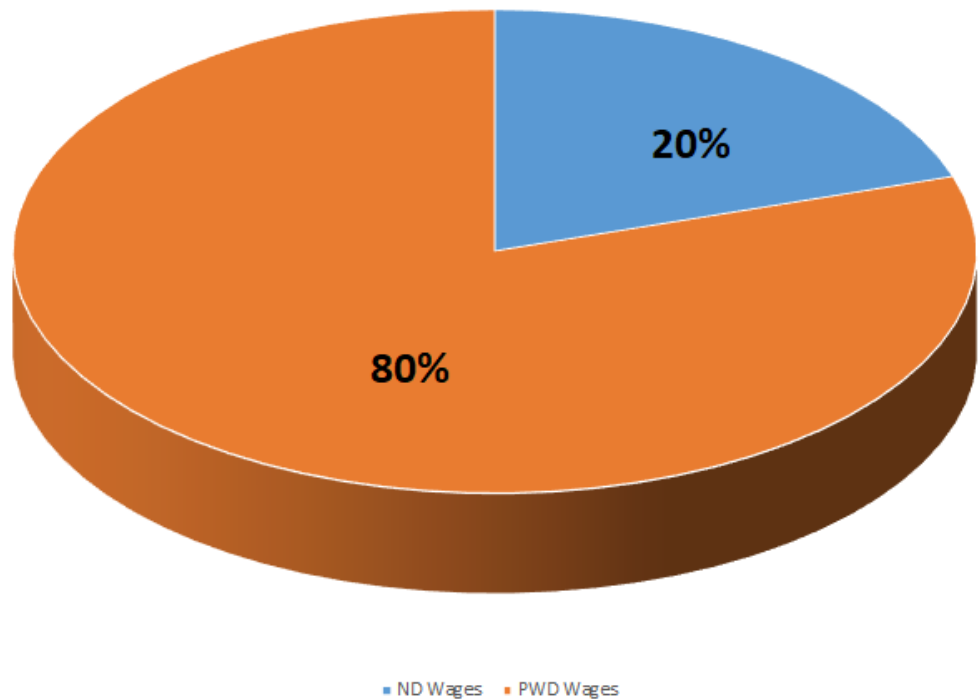
% of 2019 Sales Commodities vs Services



2019 Wages paid for the State Use Program



Labor Hours % For State Use Program 2019



ACCSES NJ Training Program Highlights

In 2019, ACCSES NJ continued to expand 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 more personal and professional development sessions for our members.

ACCSES NJ provided a total of 5,496 hours of training to 989 individuals in 2019 through a combination of live and virtual sessions. Most of the training hours were spent in live sessions, however, we started a virtual series of weekly “Lunch and Learn” sessions covering 38 different topics. 295 people attended the virtual sessions for a total 362 hours of training. ACCSES NJ is committed to professional development and we plan on continuing to explore new avenues of training during 2020.



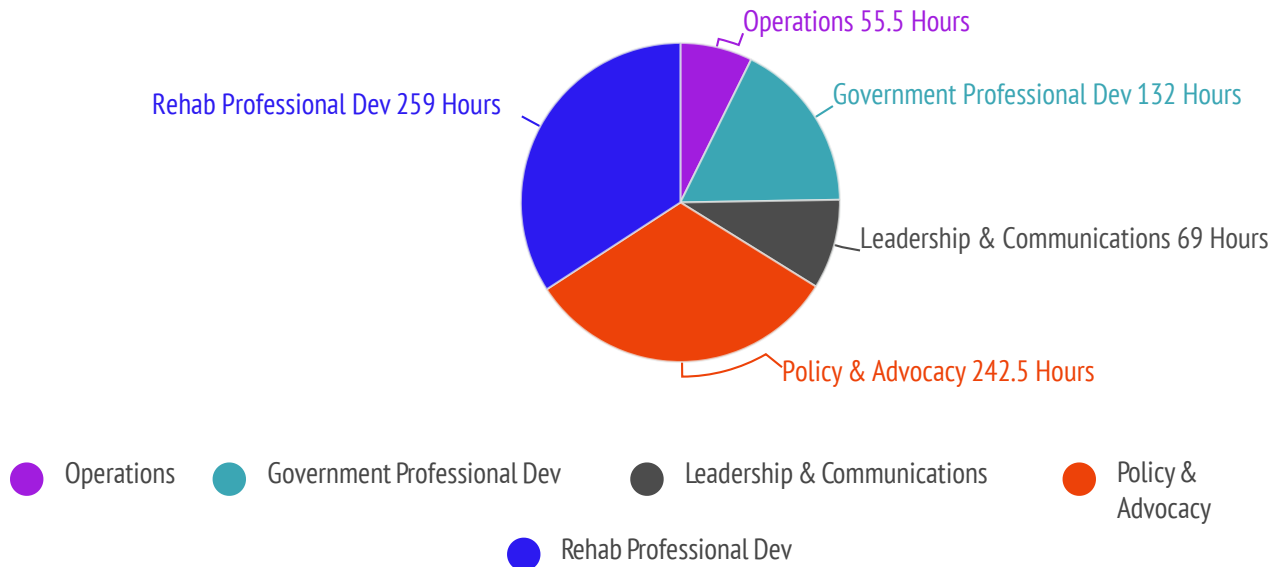
3rd Annual STAR Conference Oct-2019

In 2019, we held our 3rd annual STAR conference, a two-day event that featured over 216 attendees and an inspiring Keynote Speaker, Paul Aronsohn, from the New Jersey Ombudsman for Individuals with Intellectual or Developmental Disabilities and Their Families. We continued our STAR awards to recognize outstanding achievements of our consumers throughout the program. The conference featured 24 training sessions, 46 presenters and a total of 529.50 training hours. Training sessions categories included Policy and Advocacy, Leadership, Business Development, and Operations. The conference was highlighted with the addition of a Centennial Luncheon celebrating NJ DVRS.

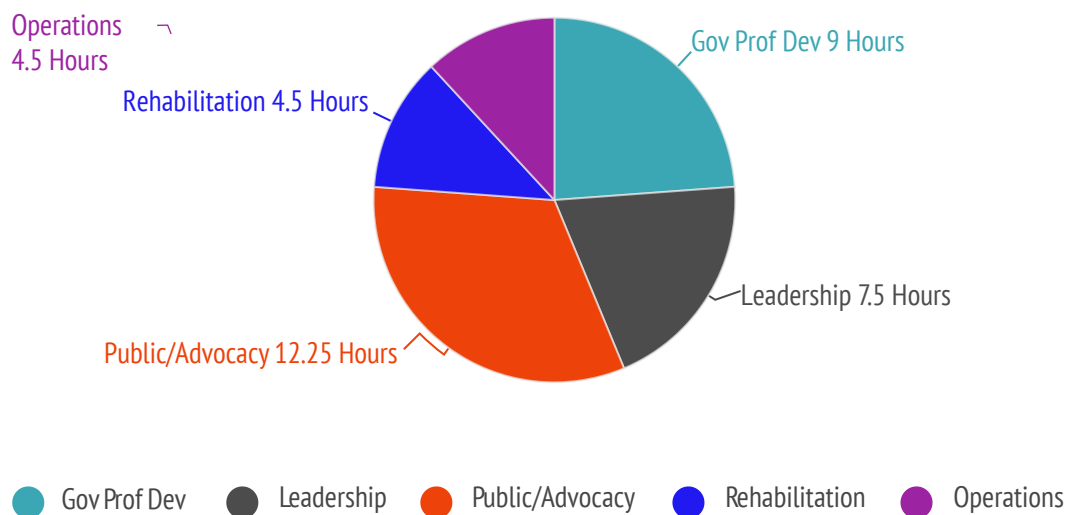


2019 Star Conference Training Stats

Total Training Hours By Learning Track



of Session Hours Offered by Track



*The NJ State Rehabilitation
Council
presents a
Centennial Luncheon
to
Celebrate
100 Years
of the
New Jersey
Division of Vocational
Rehabilitation Services*

Recognizing a Century of Service to the Community

October 11th 2019
Hilton East Brunswick
EAST BRUNSWICK, NEW JERSEY, 08816

This is a truly historic event, as the New Jersey Division of Vocational Rehabilitation Services (DVRS) is the oldest Vocational Rehabilitation system in the country. The DVRS has an enviable record of overseeing and managing state programs that provide jobs and other services to people with disabilities. Its mission is to enable eligible individuals with disabilities to achieve an employment outcome consistent with their strengths, priorities, needs, abilities, and capabilities.



Keynote Speaker

Stephen A Wooderson - Chief Executive Officer-CSAVR
swooderson@CSAVR.org

EventPhotos



Grassroots Advocacy Highlights

At ACCSES NJ, we are constantly working to reduce employment barriers and increase employment opportunities for people with disabilities. In 2019, we led advocacy efforts that covered dozens of issues both at the State and national level. Most significantly, we organized and executed our 3rd annual “ACCSES New Jersey Day on the Hill,” and our first ever “Day at the State House.”

2019 ACCSES NJ Day on the Hill

ACCSES NJ led a group of over twenty 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 Longworth House Office Building. We met with several members of the NJ congressional delegation highlighting the importance of employment and what lawmakers can do to increase employment opportunities for NJ citizens with disabilities.

2019 ACCSES NJ Day at the State House

As with the “Day on the Hill,” ACCSES NJ led a group of over twenty individuals, comprised of Community Rehabilitation Program leaders, ACCSES NJ staff, self-advocates, and family members, who came to Trenton for an all-day event at the State House. We met with several members of the NJ State Senate and Assembly, again, highlighting the importance of employment and what lawmakers can do to increase employment opportunities for NJ citizens with disabilities.



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