

# CES Point of View

## Fun Facts about our NBA Champion Cleveland Cavaliers

The Cavaliers have had 6 #1 Draft Picks in its history (2 are currently on the team)

The Cavaliers have had 2 Rookies of the Year in LeBron James and Kyrie Irving.

After Game 2 of the 2016 NBA Finals, the Cavs were given an 8% chance of winning the title.

## From The Director's Chair

Although CES is not directly affected, July 11th is very significant day for the Adult Services program. Due to the mandate from the Centers for Medicaid and Medicare Services (CMS) waiver services cannot be administered in a facility that is adjacent to an institution. CMS defines the term "institution" as a residential facility that houses more than eight individuals.

Because ARC and JCDC would be classified as "institutions" waiver services cannot be provided at VGC.

Therefore, the following changes were implemented on July 11th:

All individuals currently enrolled in Work Training or Work (waiver or non-waiver) will receive services at the **Willoughby Branch**.

All **waiver** individuals enrolled in Day Habilitation will receive services at **Broadmoor School**.

All individuals enrolled in Multi-Handicapped (MH) (waiver or non-waiver) will receive services at **Broadmoor School**.

All **non-waiver** individuals enrolled in Day Habilitation will receive services at **VGC**.

Although the locations will change as well as some staff, our



individuals will continue to receive the care we have grown to know. As this transition continues, we will strive to engage our individuals and provide them with opportunities to be integrated in their community.

*Bob Fratino*

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## Employer Spotlight—Manhattan Deli

Since 1991, and two venues, the Manhattan Deli of Willoughby has been an outstanding employer for our Deepwood Industries employees.

Owned by Wadi and Sue Ina, the Manhattan Deli is a staple for the

Willoughby area restaurant goer. The "Deli" serves traditional breakfast and lunch items with a touch of New York City.

Supervised by Job Coach, Bob Razzante, the Manhattan Deli employs seven individuals

working varied shifts throughout the day.

If you're looking for the best matzo ball soup in Lake County, stop by the "Deli". You'll be glad you did

## Moving Forward with Laketran



Deepwood Industries & Laketran taking their relationship to the "next level"

Its July 25th Board of Directors meeting proved to be a historic day for two dynamic Lake County agencies. Laketran entered into an employment contract with Deepwood Industries to provide daily cleaning services to its offices located on Lakeshore Boulevard in Painesville Township.

Beginning September 1st, a crew consisting of 10 individuals (not all will work every day) will provides cleaning to the administrative offices.

The administrators at Laketran

(Ben Capelle, Terry Goodson, Keith Bare and Ray Jurkowski) have been very cooperative and accommodating though the entire process.

The Lake County Board of DD and Laketran already have an outstanding relationship, and this partnership through Deepwood Industries, takes that relationship to the "next level".

As both federal and state governments urge agencies such as ours to move toward community integration, this partnership defines that

underlying concept.

We look forward to the opportunities that this Laketran contract presents, and we hope that it will be a springboard for other governmental agencies who are looking for opportunities to employ a fantastic work force.

Go to <http://www.news-herald.com/general-news/20160726/laketran-contracts-with-deepwood-industries-for-facility-cleaning>

for the News-Herald article.

## Job Coaches Do More Than Just "Supervise"

*"As one of the few "direct care" positions in the agency that require a Bachelor's Degree...the CES Job Coach wears many hats"*

The CES Job Coach does much more than meets the eye.

As one of the few "direct care" positions in the agency that require a Bachelor's Degree as well as experience in community employment, the CES Job Coach wears many hats.

First, and most importantly, the Job Coach provides guidance and direction to the individuals working across the 13 CES

enclaves in Lake County. In addition to this responsibility, the Job Coach writes an individualized employment outcome into the Individual Plans for the individuals they serve.

Another important responsibility of the Job Coach is to act as a liaison between the employer and the individuals served. Our CES Job Coaches do not have the luxury of having assistance from

staff as in our facility based settings. In addition to providing guidance in the enclave settings, our Job Coaches are also responsible for serving individuals working independently in the community.

We are very thankful for these mentors, teachers, counselors and leaders that we proudly call Job Coaches.

## How Does CES "Get a Job"?



There's more than meets the eye when we obtain jobs for our individuals.

A question that is quite often asked is "How do you get a job?" Maybe a better question would be "Why do employers want to hire our individuals?"

The answer to both questions is relatively simple: Employers want a work force that can effectively perform work to its needs at a cost that is beneficial to them.

From our perspective, we want to be able to meet the needs of the employer at a reasonable cost to them. Therefore, whenever a potential customer expresses interest in the services we provide, we determine how many individuals it would take to perform the particular job and submit a proposal to them.

Similar to any contract negotiations, the potential employer would either accept, reject, or "counter" the bid proposal. Once a bid proposal is accepted, both CES and the employer determine the start date for the particular job, and the Deepwood Industries business office will create a billing system for that employer.