

VETERANS' PREFERRED SOURCE CONNECTIONS CONTINUE TO MOBILIZE

NYSID outreach aimed at cultivating Preferred Source jobs for veterans and business opportunities for veteran-owned companies through its Veterans' Preferred Source Employment Program has taken several recent steps forward.

NYSID distributed its Veterans' Preferred Source Employment Program Progress Report to a wide audience, including State Legislators, members of the Veterans' Committees in both Houses, as well as the veterans' community, NYSID member agencies, and other interested parties.

The Progress Report communicated substantial "connectivity" to the veterans' community, with almost 100 veterans already hired by NYSID member agencies and corporate partners, and identification of veteran-owned businesses for partnerships.

President & CEO Larry Barker took part in the Assembly Committees on Governmental Operations and Veterans' Affairs and the Subcommittee on the Oversight of Minority and Women-Owned Business Enterprises roundtable discussion on procure-



ment opportunities open to individual veterans and businesses owned by veterans. Along with other Preferred Source represen-

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TAKING IT TO THE NEXT LEVEL: NEW NYSID MEMBERSHIP AGREEMENTS INKED!

Revised Membership Agreements are now in effect for NYSID's 155 member agencies and private sector business partners, an important move which addresses the dramatic expansion in both scope and scale of NYSID's business relationships with its wide-ranging membership.

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Jennifer Lawrence, Editor - 518-463-9706
fax: 518-455-0325/e-mail: JLawrence@nysid.org

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The revised agreements support both NYSID and its members, and strengthen the Preferred Source Program generally. As NYSID continues taking further strategic steps, strengthening the organization's governance structure is important to achieving long-range goals.

The revised Membership Agreement changes indemnification and insurance requirements, and includes a HIPPA addendum, clarification of the NYSID/member relationship, the employment relationship, and other matters. The new agreement was developed with input from corporate counsel and approval by the NYSID Board

of Directors. As NYSID members in good standing, community rehabilitation programs and corporate partners are assured of numerous communication, educational and business benefits, including participation in the ongoing Training & Information Program, marketing seminars, the Guaranteed Payment Program, and other initiatives.

According to Larry Barker, "Our new agreements benefit NYSID's members by reinforcing their Preferred Source status and NYSID's role as the prime contractor responsible for our high performance standards to all customers."

VETERANS' PREFERRED SOURCE CONNECTIONS *Continued from page 1*

tatives, key state government agency decision-makers, and spokespeople from important veterans' groups, Larry participated in the May 28th roundtable and a followup session in order to help ensure NYSID's contribution to planned veterans' procurement legislation. The importance of providing opportunities for returning veterans and businesses is underscored by the fact that almost 150 veteran-related bills are pending in the NYS Legislature, and a

number of these concern procurement preferences.

Finally, NYSID Sales Manager Joe Messina met with Veterans' Administration representatives in Albany and Syracuse to review NYSID opportunities in support of veterans' employment. He also met with 30 veterans seeking employment in Albany and 50 veterans in Syracuse, and gave each group an overview of the Preferred Source Program and NYSID's role as a facilitator for the procurement of goods and

services between government departments and member agencies. Several veterans submitted resumes, which NYSID reviewed and distributed to member organizations.

Next up, outreach on behalf of NYSID's Veterans' Preferred Source Employment Program will expand to concentrate resources on individual veteran-owned businesses to explore corporate partner, supplier, and veterans' workshop relationships with NYSID.

PREFERRED SOURCE EXPO 7 SETS ANOTHER BENCHMARK

With over 1,400 government agency procurement representatives attending the State Purchasing Forum on May 21st and 22nd, NYSID's annual opportunity to interact with the largest single gathering of state and local government customers was bolstered by 34 member agencies who manned booths in support of "Preferred Source Solutions."

This year's State Purchasing Forum emphasized "green" procurement, as NYS purchasing professionals continue to recognize the value of environmentally responsible purchasing practices.

As part of the Preferred Source Program training class offered to government attendees, NYSID seized this opportunity to highlight products and services in its catalog that are environmentally friendly, including the Green Seal-approved cleaning products, as

well as recycled products such as Bathroom Tissue, Paper Towels and Writing Pads. Continually-growing green services include electronics recycling, secure document destruction and furniture refurbishment.

Thanks go out to all of the NYSID member agencies and corporate partners who supported Expo 7, especially the 13 members who have been on hand each year since 2002 – this track record brands NYSID as a reliable purchasing resource!

Mark your calendars now for the 2009 Preferred Source Expo: May 20th and 21st.



Andy Grosso, NYSID's Vice President of Marketing & Sales, held center stage on behalf of NYSID's "Preferred Source Solutions."



Oswego Industries, Inc., one of 34 NYSID members attending the annual State Purchasing Forum, was represented by Gladys Quackenbush and Mary Ann Benkoski.

ENLARGED FOCUS ON PREFERRED SOURCE COMPLIANCE

NYSID's commitment to providing quality assistance to its entire membership remains as strong as ever through the expanded Technical Assistance and Quality Management program [TAQM].

Most recently, TAQM efforts focused on the VESID definition of disability, and the oversight agency's policies and procedures linked to the employment of individuals with disabilities. **It is extremely vital that member agency workforces are in compliance with required disability documentation and labor ratios for Preferred Source contracts!** Working closely with VESID and the NYSID Board of Directors, Senior Quality Assurance Coordinator Sharon Segura developed some tools to simplify the requirements of the definition and identified types of acceptable supporting documentation. Once the Board of Directors approved the new NYSID guidelines, updated disability/employability documentation requirements were shared with members and corporate partners. Training is already being conducted upon individual member agency

request; classroom sessions will be offered very shortly as part of NYSID's Training & Information Program (TIP) seminars. In one instance, NYSID met with Northeast Career Planning, located throughout the Capital District, to guide them through the revised disability documentation. According to Christine Oughton, Northeast's Marketing Manager, "In my experience, in the rehabilitation field the 'verbiage' gets changed based on organizations, programs and funding sources. Very often each person looking for eligibility criteria will have their own interpretation based on where they have been trained or employed. NYSID's new guidelines clarify what documentation is most suitable, securing our responsibility as a contract-holding member agency."

In other TAQM initiatives, 23 member agencies and two corporate partner on-site quality reviews were conducted from January 2007- April 2008. The positive results of these ongoing reviews prove that as NYSID's Quality Review Program matures, agencies are more aware of their responsibilities and are becoming even

more proactive in their role of providing employment to individuals with disabilities.

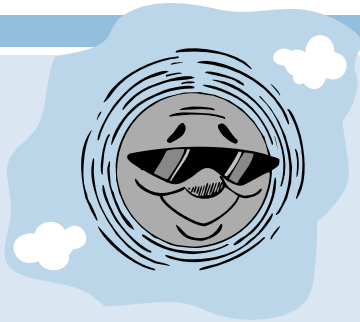
Congratulations to the twelve member agencies that came through NYSID quality assurance reviews with no negative findings during this review period:

- Arc of Steuben [Bath]
- CWI...Community, Work, Independence, Inc. [Glens Falls]
- Capabilities, Inc. [Elmira]
- Center for Disability Services [Albany]
- The Doe Fund [Manhattan]
- Dutchess County Chapter NYSARC, Inc. [Poughkeepsie]
- Erie County Arc/Allentown Industries [Buffalo]
- Genesee County Chapter NYSARC, Inc. [Batavia]
- Human Technologies Corporation [Utica]
- J.M. Murray Center [Cortland]
- Rensselaer County Chapter NYSARC, Inc. [Troy]
- Southeast Works, Inc. [Depew]

Plans through Fiscal Year 2008 and beyond include the development of training sessions related to Disability Documentation, the Corporate Partnering Program, Responsibilities as a NYSID Associate Member, and New Member Orientation, as well as publishing an updated NYSID Member Manual. More to come!

NYSID Technical Assistance and Quality Management Program Staff:

Karin Thorne Manager, Technical Assistance and Quality Management	ext. 219
Sharon Segura Senior Quality Assurance Coordinator	ext. 298
Megan Fuller Quality Assurance Coordinator	ext. 243
Nadina Chavez Technical Assistance Coordinator	ext. 240



“BEAT THE HEAT” WITH NYSID’S SUMMER PROFESSIONAL WORKSHOPS FOR MEMBERS:

Date	Session	Location
July		
15	Supervisory Skills – Performance Management I	Albany
15	Supervisory Skills – Performance Management II	Albany
16	NEW! Managing Difficult Employees *	NYC
17	NEW! Managing Difficult Customers *	NYC
30	NEW! NYSID’s Quality Review Program: What To Do, How To Do It	Rochester
30	Preferred Source Contracting	Rochester
August		
7	Business Writing and Grammar Skills	Albany
7	Communicate With Fact and Finesse	Albany
12	NEW! Back to the Future: NYSID’s Commodity Business Plan	Albany
19	Employment Law For Managers and Supervisors	Rochester
September		
10	Supervisory Skills – Behavioral Based Interviewing	NYC
18-19	NEW! Building Service Contractors Association (BSCAI) Custodial Supervisor*	Albany
23	Federal Wage and Hour Law – Commensurate Wage Issues	Albany

* This program in conjunction with NISH.

September 15-17: NYSID Annual Meeting and NYSRA Conference:
 Keep watching for announcements of NYSID’s calendar of professional workshops during
 the 2008 conference, or check www.nysid.org for forthcoming conference details!

*Register on-line at www.nysid.org
 or contact Nadina Chavez, Technical Assistance Coordinator: nchavez@nysid.org.*

RECENT STAFF CHANGES:

Regina Kilmer Senior Accounts Receivable Specialist	ext. 232
Sara Dwyer Contract & Account Administration Specialist	ext. 301
Megan Fuller Quality Assurance Coordinator	ext. 243
Amy Lacey Accounts Receivable Specialist	ext. 238

THE NYSID MISSION:

“Turning business opportunities into JOBS for New Yorkers with disabilities.”

NYSID IS PEOPLE LIKE...

Elizabeth Padilla of the Genesee County Chapter NYSARC, Inc. in Batavia.

A 2007 Joslin Outstanding Performer, Elizabeth has been a member of the night Janitorial Mobile Crew since coming to the agency after graduating high school in 2003. Over time, she has grown to become a reliable worker and role model to her colleagues, even moving into her own apartment and learning to drive.

Elizabeth's employment progress and personal success is so inspiring that she was also chosen as the agency's Supported Work Employee of the Year in 2007.



THE NYSID-GENESEE COUNTY NYSARC CONNECTION:

- Delivering on NYSID Preferred Source contracts since 1984
- Seven ongoing contracts for janitorial, laundry and trash removal services
- 34 Genesee workers with disabilities worked 31,527 hours and earned \$248,771 in wages on NYSID contracts in 2007!

NYSID CONTRACT ADDITIONS!

*March
through
May 2008*

NEW service opportunities: 25

NEWLY APPROVED products: 35

Member agencies starting **NEW** contracts: 21

Total **NEW** jobs for people with disabilities: 76

Total value of **NEW** NYSID contracts: \$3,558,062



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NYSID ANNUAL MEETING: Monday, September 15th, 2008

Be sure to mark your calendar now, and look for registration information during the summer.

This year's review of fiscal year 2008 and people-centered awards presentation will take place at 5:00 at the Desmond Hotel in Albany.

NYSID will also offer a series of Preferred Source workshops as part of the NYSRA Conference, September 15th-17th:

- Getting It Right: Disability Documentation
- Introducing the 2008 NYSID Member Manual
- How To Do A Strategic Plan – In Less Than A Lifetime
- Primal Branding: Finding Your Organization's DNA
- Behavioral-Based Interviewing – Strategies and Skills
- Helping Our Veterans: Meeting The Need With Services And Employment

