

Dignified and meaningful employment for people with disabilities...Quality services for Missouri.

MASWM and Workshops Facing Change in 2012

At our April Association meeting, we said goodbye to a couple of good friends of MASWM and sheltered workshops.

Martha Stevens, longtime manager at Pemiscot Progressive Industries in Hayti, passed away not long after her retirement. Before her passing, the Association presented her with a plaque recognizing her years of service. Bill Kaltenborn, technical field representative with the Department of Elementary and Secondary Education, is retiring after 29 years of providing service to shops in Missouri. Also, a plaque was presented to the family of Gary Schneider, also a longtime technical field representative with DESE, recognizing his years of service and dedication to workshops.

Past MASWM President Stan Shurmantine retired June 30 after many years of service with IBS Industries and more recently Job1One.

As we say goodbye to these good friends, we welcome new ones. Good luck Martha, Bill, and Stan and a warm welcome to our new friends. Hope to see all of you in October.

Strategic planning got underway at our April Association meeting with committee chairs stepping up and committees formed. The committees had an opportunity to meet for a couple of hours on Thursday, setting goals and objectives and making plans to move forward. We will have more at our fall meeting in Branson.

As Randy Hylton and Richard "MO" McCullough are telling us on a

regular basis, we have to be diligent in our legislative efforts. Our efforts have gone from dealing with legislation on



Bob Koch sees change as the ever-present constant for Missouri workshops.

the state level to the federal level as we have had what seems like a constant barrage of legislation aimed at workshops.

While most of these at the federal level have been dismissed or have little chance of passing, there are still a couple out there that could impact workshops in Missouri and across the US. In addition, the number of bills introduced seems to be increasing, all with the same goal—closing the doors on employment to thousands of citizens in the US with disabilities.

Have a safe and happy summer. I look forward to seeing everyone at our meeting in October in Branson.

Bob Koch
MASWM President

Volunteer Managers Push Plan Forward

A notable number of workshop managers have volunteered for key efforts pursuing MASWM's Strategic Plan.

Adopted in January, the Strategic Plan was created in order to move the Association into the future and to better address all of the challenges facing workshops.

Key areas are financial stability, membership services, legislative advocacy, public awareness, organization structure, and agency and department relations.

Financial stability will address funding streams to assure the long-term financial security of MASWM with the goal of offering more to the member-

ship.

Under membership services, the organization will provide services, training and programs that will enhance the mission of workshops and the lives of employees.

With legislative advocacy, the Association will work to develop better relationships with our legislative and political leaders at local, state and federal levels to advocate for the financial needs of members and those served.

Public awareness will cultivate and develop these relationships, along with community and business support.

Organization structure will address

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MASWM
www.moworkshops.org

Volunteer Managers Push Strategic Plan Forward

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how Association meetings operate, along with staffing.

MASWM

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Mission

Sheltered Workshops in Missouri share a common mission of providing dignified and meaningful employment opportunities for people with disabilities.

If you have questions regarding the Missouri Association of Sheltered Workshop Managers, please contact: Legislative Chair Randy Hylton at (816) 781-6292 or e-mail rhylton@vsiserve.org; or President Bob Koch, (636) 239-2744 or e-mail bkoch@shelteredworkshopsinc.org.

Agency and department relations will build key partnerships that will utilize the resources of all parties and maximize employment opportunities.

MASWM strategic plan committees and their leaders are:

- Financial Stability: Bob Engemann and Dee Froneyberger.
- Membership Services: Sharon Tyger.
- Organization Structure: Aaron Martin.
- Public Awareness Campaign: Nicki

Samson.

• Agency and Department Relations: Brent Blackwell and Peggy Kutchback.

The strategic plan takes its lead from the Association's Mission Statement: The Missouri Association of Sheltered Workshop Managers promotes all community-based employment opportunities and support services for people with disabilities in Missouri through training and by cultivating community and governmental relationships that provide partnerships and funding.

Workshop Updates Include New Contact Info and New Managers

• Tabatha Sawyer is the new manager of Christian County Enterprises, Inc. in Nixa. Her e-mail is tsawyer-cce@ipa.net.

• Bob McCorkendale of Ideal Industries notes that his e-mail is bobm.idealinc@gmail.com, and the workshop's website is www.idealindustries.net.

• Manager Lauren Boland of United

Enterprises, Inc., Perryville, has a new e-mail address: lboland53@yahoo.com.

• Dave Doherty at WEB-Co in Marshfield has a new e-mail: ddoher-
ty@webcocustom.com.

• General Manager Laura Johnson of Pulaski County Sheltered Workshop, Richland, has a new e-mail address: psw@embarqmail.com. The workshop phone is (573) 765-2500.

• Chuck Blossom, CEO of Boone Center Industries, St. Peters, has a new e-mail address: ccblossom@boonecenter.com.

• Manager Charlie Fischer of Canterbury Enterprises Inc., St. Louis, has a new e-mail address and website. His e-mail is cfischer@canterburyinc.org and the website is www.canterburyinc.org.

• Interim Manager at Project, Inc., St. Louis, is Matt Burridge. His e-mail is matt@projectinc.org. The phone is (314) 647-3300.

• NEMO Workshop in Hannibal has a new workshop e-mail: info@nemoworkshop.com.

• Cotton Boll Workshops in Kennett has a new e-mail address: cbsw@sbc-global.net.

• Ken Wagner of Capitol Projects, Inc. in Jefferson City has a new e-mail address: cpinc@socket.net.



Office Manager Charlene Chiles reports that a new sortation system at Kingdom Projects was recognized in a January 2012 issue of Waste and Recycling News and ranked 80th according to the number of recycling and waste related employees based in the US and Canada.

Training Session Covers Wide Range of Topics

Workshop managers covered a lot of ground in a May training session in Jefferson City.

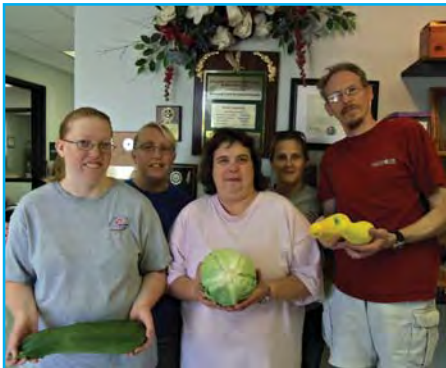
The Department of Secondary and Elementary Education session included subjects from web systems-funding requests and maintenance to time stud-

ies on industrial standards.

In addition to workshop background information and advice from experienced managers, participants also received instruction on OSHA requirements and record-keeping, as well as how to calculate overhead and bidding

practices.

Additional topics included information regarding the vocational training program for DESE funding and discussion of the prevailing wage survey, as well as commensurate wages-worker evaluations.



Pulaski County Sheltered Workshop's new manager started on Feb. 1. Since then the new garden and greenhouse has been blossoming, and the shop is selling fresh produce.

SWIM Annual Meeting Sees Shops Recognized for Zero Claims

Zero insurance claims led to recognition for twenty-nine workshops. The workshops were honored for their 2011 no-claims year at the annual meeting of Sheltered Workshop Insurance of Missouri.

Twenty-five workshops were represented at the meeting which opening with the 2011 financial report given by Bob Klutho of Conner Ash, the loss control report by Alan Schmitt of Arthur J, Gallagher Risk Management Services and a presentation by Leslie Miles, fund administrator regarding how the SWIM premium is calculated.

Bob Engemann and Harvey Cooper were elected to three-year terms on the SWIM Board of Directors and surplus distribution checks totaling \$179,739 were distributed bringing the total distribution since its inception to \$1,332,263.

2012 Legislative Effort Brings Major Accomplishments On Several Fronts

To say MASWM's legislative efforts have been strong in 2012 is an understatement.

Legislative Chair Randy Hylton has kept Association members informed on issues ranging from national health care to state budget issues.

Among the most recent topics was the Supreme Court's decision on the Patient Protection and Affordable Care Act. Working with the national organization ACCSES, MASWM members learned details of this and other impor-

tant issues that affect workshops and other service providers for people with disabilities.

In 2012, these topics included detailed and important issues such as Medicaid proposals, Department of Justice enforcement of the Olmstead decision and access for those with disabilities.

Among the most important efforts dealt not with Washington but Jefferson City where this year's budget discussions were especially critical.



Nicki Samson, manager of NOCOMO Industries, Inc. in Maryville, reports the shop has received a Department of Natural Resources/Department of Elementary and Secondary Education recycling grant. The \$100,000 grant is allowing NOCOMO to expand its recycling program from just paper and cardboard to plastic, aluminum and tin. Even prior to the grant, recycled product quantities had increased extensively.

Boonslick, Unlimited Opportunities Undaunted by Fire

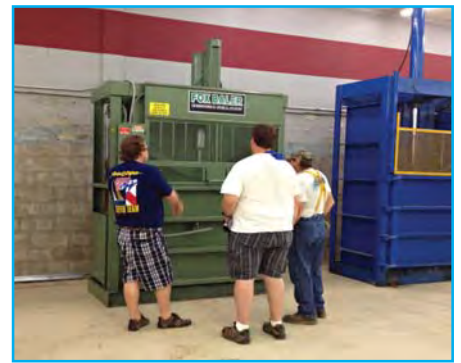
Only three months after Unlimited Opportunities, Inc. (UOI) and Boonslick Industries, Inc. (BII) in Boonville were destroyed by fire, the first bale of cardboard was produced. Not only that, hard work by BII Recycling has Boonslick Industries approaching last year's numbers with the Recycling Center at full employment.

After the fire, offices and programs were relocated to three temporary facilities in Boonville with The Recycling Center sharing commercial space with Savvy Seconds, the UOI resale store also displaced by the fire. Collected materials were still processed, keeping everyone working thanks to the efforts of Civic Recycling in Columbia and Federal International in Jefferson City. Trucks only missed one day of picking up routes.

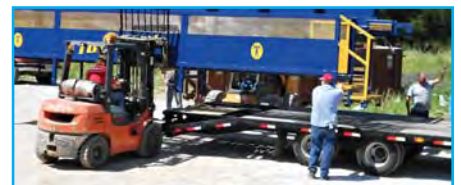
Thanks also to Bruce Young, director of Central Missouri Subcontracting Enterprises (CMSE), who called CJ Welch, BII facilities manager, on the day of the fire to offer his facility to employees from recycling, sorting and Savvy Seconds. Many of BII's certified employees worked at CMSE during the two months before the recycling center was back on line. The BII/UOI mission continued with the addition of new friends and new skills.

Grant awards from DESE, DNR, Region H Solid Waste District, Cooper County and the city of Boonville have supplied a sorting station, bins, gaylords and other equipment. Kit Brewer, recycling manager, is expecting production to increase once the horizontal baler is installed and running.

Before the fire, the center had just



Like a phoenix rising from the ashes, Boonslick Industries and Unlimited Opportunities in Booneville have rebuilt their operations in remarkable time after a disastrous fire earlier this year.



started recycling plastics, aluminum and glass, as part of an agreement with Endless Options, Central Methodist University in Howard County and Mid-Missouri Solid Waste. While future plans have yet to be finalized, Brewer said everyone at UOI and BII is hopeful that all programs will be rebuilt on the original building site on the eight acres owned by UOI.

Please note the contact information

below:

- UOI Administration Offices: 2535 B Hwy, Boonville MO, 65233 (660) 882-5576.
- BII Recycling Center: 1907 Boone Village Plaza, Boonville, MO; CJ Welch, Facilities Manager (660) 537-5574.
- Savvy Seconds Resale Store: 1907 Boone Village Plaza, Boonville MO (660) 882-3948.



Missouri Representative Myron Neth (right) and Randy Hylton at VSI.

VSI Programs Receive State Recognition

Missouri Representative Myron Neth recently visited Vocational Services, Inc. (VSI) in Liberty to present them with a state resolution in recognition of 45 years of service.

Neth took a tour of VSI and commented, "They service people in our area with developmental disabilities by providing an opportunity for them to

do meaningful work that gives them some income and something productive to do. They are a great asset to our community and do great things for a lot of people in our area." He encouraged others to find out more about VSI by checking their website, www.vsiserve.org.

Hope Haven Celebrates 45th Anniversary in Chillicothe

The city of Chillicothe recently added another holiday when March 30, 2012 was proclaimed, "Hope Haven Day." David Moore, Chillicothe Councilman-at-Large, presented a proclamation of the day, signed by Mayor Chuck Haney, as part of the celebration of the 45th anniversary of Hope Havens Industries, Inc.

When Hope Haven opened its doors in March of 1967, there were 15 employees with developmental disabilities and three staff members. Today, 45 years later, that number has grown to 18 staff, 47 employees and two locations.

Hope Haven has become a thriving business with a recycling center, pallet shop, sub-contracting department, a warehouse/logistics center and an outlet store, along with the expansion of its physical operations with its second location in Chillicothe.

With Hope Haven for the duration of that history was Nancy Clinkscales, who was honored for her service as an employee since Hope Haven's inception. Carole Hobbs, Hope Haven manager, thanked her for her hard work and dedication. Clinkscale summed up her feelings when she said working makes her "feel alive."

Ed Robertson, director, dedicated a granite bench in honor of John and Virgie Irvin. The inscription notes gratitude for their lifetime of service to the organization. Hope Haven would not have been possible without their donation of land and the many donations from others in the community.

A groundbreaking ceremony for a greenhouse to be opened in 2013 in Chillicothe was presided over by Kris Daniel, president of Hope Haven's Board of Directors.

Tours were also part of the celebratory open house and conducted at the main building by Donna Windmeyer, human resources manager and at the recycling center by its Manager Adam Reeter.

Thanks also went to families and friends of people with developmental disabilities for providing bus service between the two locations.

Hope Haven speakers also thanked

those who attended the open house and/or went on the tours. "Thanks for caring about us and how we are making a difference in the lives of our employees with developmental disabilities," said Hobbs. "We are grateful to live in a community where people help others and appreciate your kindness in helping us to provide safe, secure employment for our employees with developmental disabilities."

Hope Haven is proud to have served the area with high quality service and workmanship for its customers.

They are especially proud to have provided a safe, functional environment for employees with developmental disabilities where they have been treated with dignity for 45 years.



John Irvin, 100, tests the new granite bench that was dedicated to his late wife Virgie and himself. The bench is located on the east side of the Clay Street building.



Board Members Chuck Shouse, Karie Black, Bill Everett, Ed Robertson, Armand Peterson, Kris Daniel, Father Bill Bellais and Manager Carole Hobbs breaking ground for a new greenhouse.



Handi-Shop Adds to Resale Business in Mexico

When Handi-Shop celebrates its 40th anniversary next year, it will be with the addition of a new warehouse for storage at the Seconds to Go resale shop in Mexico. The expansion will be funded through a \$520,000 USDA low-interest loan.

Square footage at the site will be increased by 4,800, and the additional space will be used to store furniture and larger donated items. Four to six

additional employees and at least one full-time staff member will be hired.

Originally opened in 1973, the Handi-Shop sheltered workshop started the Seconds to Go resale shop in Liberty in 2000. Relocated in 2004 to Mexico, this is the first construction at that site. The funding was finalized and the Mexico City Council rezoned the property to general commercial in April, making the start of the project

possible.

According to Rodney Shivers, Handi-Shop manager, the shop will keep its normal Monday through Friday hours of operation during the construction. Shivers expressed deep appreciation for the past and current support of the community, stating that without them and their continued donations, the expansion would not be possible.

Legislative Breakfast Addresses Tough Issues for Workshops

Rob Libera, executive director of Lafayette Industries, joined representatives in attending the annual West (St. Louis) County Chamber of Commerce legislative breakfast where the topics were budgets, deficits and tough choices at both the state and federal level.

Representative Sue Allen, (R) 92nd district, said, "This will be about tough choices, and we will have to ensure that we protect those that are vulnerable

who do the best to their ability and make a contribution." She then noted Lafayette Industries as an example of workshops doing a great job.

Libera made a connection with U.S. Representative Todd Akin, Missouri's second district, regarding updates on the status of HB3086.

The introduced bill, Fair Wages for Workers with Disabilities act of 2011, would affect thousands of employees in

the state and numerous employees and citizens in Akin's district. His advisor set a date to tour the Lafayette workshop.

Also in attendance were Representatives Tim Jones, 89th, John Diehl, 87th, Don Gosen, 84th, Dwight Scharnhorst, 93rd, local mayors and St. Louis County Executive Charlie Dooley.

New Executive Director for County Group, MACDDS

The Missouri Association of County Developmental Disabilities Services (MACDDS) has hired an executive director. The new position will be filled by Les Wagner, who has over 30 years of experience working with individuals with disabilities as executive director of Boone County Family Resources in Columbia, Mo.

In addition to being a founding member of MACDDS, Wagner has also served in numerous roles in the Association including president and legislative chair. He has co-authored several research papers whose purpose has been to move the system for those with developmental disabilities forward. One of these, the "2008 Campaign for Excellence: A Medicaid Waiver Research Paper and Recommendations," was published by MACDDS with funding from the Missouri Foundation for Health. Wagner also co-authored the paper, "Chart a Bold Course," a proposal to

the Legislative Study Committee on Services for the Developmentally Disabled.

MACDDS will be benefiting from

his expertise soon as Wager is expected to begin full time employment in early July. Please join us in welcoming him to his new position.

Bates County Industries Adds Warehouse

Recycling is the name of the game in Butler. Bates County Industries has opened a new warehouse enabling not only expansion, but also the addition of three employees and new business collaborations.

The building was made possible by a Community Development Block Grant signed in 2009. "This has been a long anticipated project," said Pam Martin, executive director, "but it was certainly worth the wait.

The additional building increases the amount of recycling product that can

be accepted and is currently being used for loading and unloading, sorting and storage. Extra space has also allowed the formation of recycling partnerships with two nearby towns. Future plans include the addition of a horizontal baler with a conveyor belt.



A ribbon cutting opened the new warehouse at Bates County Industries.

Medicaid Spenddown Changes Impact Those with Disabilities

Several managers expressed interest in recent changes to Missouri's (HealthNet) Medicaid "spenddown."

Spenddown is a part of the Missouri program that allows Medicaid eligibility for individuals who are eligible for HealthNet but who have income over the HealthNet limit. It recognizes that people still need medical help even though their income is over a certain level. All other eligibility guidelines such as assets under \$1,000, age or disability must be met.

Eligibility for spenddown is determined on a monthly basis by the Family Support Division. An individual's spenddown amount is determined by gross income minus allowable deductions. The remaining net income is the spenddown amount. The individual's medical care expenses for the month must at least be equal to the spenddown amount.

A person's spenddown obligation can be met by either:

1. Submitting incurred medical expenses to their eligibility specialist on a monthly basis; or
2. Paying the monthly spenddown amount to the MO HealthNet Division, much like an insurance premium payment. Individuals have the option to have their spenddown automatically deducted from their bank account. This avoids having to submit incurred expenses or send payments to MO HealthNet Division.

Medical expenses that are counted for spenddown are:

- Prescribed Drugs
- Prescribed dental care
- Physicians, hospital, emergency ambulance, independent laboratory and x-ray, and other medical services covered by the Medicaid program

- Durable medical equipment
- Certain health care services provided in the home
- Personal care services not provided through other federally funded programs
- Medically related homemaker services
- Certain medically related health care or adult day treatment
- Private duty in-home nursing services
- Prosthetic devices, hearing aids and eyeglasses
- Services of an optometrist, optician, chiropractor, chiropodist, podiatrist, Christian Science Practitioner
- Waiver services
- Targeted case management

Once it is shown that the individual has incurred the spenddown amount of medical expenses, eligibility has been met for the month. Coverage begins on the day that spenddown is met and goes to the last day of the month. The reapplication process is automated so that recipients do not have to file a new application for each spenddown period.

For more information, visit www.dss.mo.gov/mhd/faq/pages/faq-part2.htm and www.dss.mo.gov/fsd/mas-sist.htm.

Gateway Industries of Eldon Receives Grant

Recycling in the city of Eldon and surrounding areas has been dramatically increased due to a USDA Rural Development grant awarded to Gateway Industries. The grant funds enabled Gateway Industries of Eldon to purchase a baler, conveyor and shredder for their workshop.

Visiting to view the program and new equipment were Representative Blaine Luetkemeyer and Senator Mike Kehoe.

Also in attendance were representatives from Claire McCaskill's office and the U.S. Department of Agriculture, as well as administrators from the city of Eldon and Miller County.



Viewing the new equipment at Gateway Industries were (left to right) Assistant Manager Rebecca Hedrick, Recycling Supervisor Mike Raynor, 6th District Senator Mike Kehoe and Manager Dave Souders.



Staff and employees of Gateway Industries of Eldon received a grant from USDA Rural Development, which has allowed them to purchase a baler, conveyor and shredder.

Smooth Staff Transition at DESE Workshop Division

Steve Coffman is the new regional field technician for the Department of Elementary and Secondary Education Sheltered Workshop Division. He takes the place of retiring Bill Kaltenborn, who dedicated 29 years to the Department and Sheltered Workshops.

With a bachelors degree in Industrial Education, a masters in Industrial Technology and extensive knowledge and experience in many areas, Coffman will be an asset to the Workshop Program. Included in his background is work with business, economic development and educational institutions developing programs and opportunities for employment.

Coffman also has experience with school to community employment initiatives and programs, which have given him insight and expertise regarding the challenges faced by persons with developmental disabilities. We welcome him to our industry.

RI Industries Starts New Kind of “Bookwork”

Recycling and reselling are both happening at RI Industries of the Rehabilitation Institute of Kansas City (RIKC). Funded in part by the Mid-America Regional Council Solid Waste Management District and the Missouri Department of Natural Resources grant, RI has purchased a book debinder for use in recycling books. They are also reselling any viable books.

Working with donations from public schools, universities, libraries and private organizations, the books will either be recycled or sold in a small used bookstore in their lobby, staffed by individuals going through employment services with RIKC. An on-line book selling service will also be implemented.

The project has created work for 3-4

full time and 2-3 part time individuals. Only three months into the operation, over 50 tons of books have already been recycled by packing the debound books in gaylords and shipping them to a local recycling center. As space allows, future plans include the purchase of a baler for additional work opportunities for participants in the recycling program.



Volunteers from Helias Catholic High School in Jefferson City are helping at Heartland Industries.

Heartland Industries Benefits from Student Volunteers

Student ambassadors from the Mission Trippers’ of Helias Catholic High School in Jefferson City are continuing their volunteer efforts to help out at Heartland Industries. Two days of cleaning, organizing and lending encouragement to Heartland employees made it a brighter place for everyone.

For the past two years, the school’s volunteer work at Heartland has been emblematic of the Mission Trippers’ aim to foster spiritual growth, promote a lifetime of service and develop camaraderie between students and staff through a positive learning experience outside of the classroom.

NFL Celebrity Event Aids Tantone

Golf was the name of the game for NFL players, staff and coaches as they participated in the 6th Annual Gridiron Golf Classic supporting Tantone Industries, Inc.

The Kansas City Chiefs and St. Louis Rams met on May 19 in pursuit of the coveted Gridiron Golf Cup at the LedgeStone Country Club.

The following day, fourteen Pro Am Scramble Teams paired up with the celebrities for an additional round. The events raised \$15,000 and increased awareness for Tantone, a not-for-profit workshop for adults with developmental disabilities in Taney County.

The funds will be used to expand the recycling program, as well as assist with general operating costs. In addition to recycling, Tantone also offers laundry and secure document shredding, along with other commercial services. They operate a thrift store and have begun a weekly farmer’s market.

NFL players at the event included Kansas City Chiefs’ Neil Smith, Mike Maslowski, Billy Baber, David Whitmore, Lynn Stiles and Shawn Barber. The Rams “field” had Josh

Hull, James Laurinaitis, Craig Dahl, Dana LeDuc, Ray Ogas and Jim Hanison. Many former members of the St. Louis Cardinals were also in attendance.

Now with a 5-1 event record, Kansas City took the Gridiron Cup, and Hawthorn Bank was the winner of the Pro Am Scramble Teams.

Tantone employees and members of the Branson community had the opportunity to meet with the celebrities after Saturday’s game at a dinner catered by Ernie Biggs and dance to music by Lindsay With Issues. Next year’s event has been set for May 18 and 19.



St. Louis Rams’ linebacker, James Laurinaitis took time to autograph a helmet during the Tantone fundraising.



Tantone employees Toby, Sarah, Gary, Lance, Michael, Mike and Derek got together outside the LedgeStone Country Club.