

Director's Report
February 7, 2019

Budget: We are on track and looking good relative to our revenue and expenditures. SSA shutdown ticket payments for a few months but have reopened and the payments are flowing in.

Ticket Revenue Enhancement Plan: James has organized a meeting for a team of staff to come together in early March to develop a comprehensive plan to increase our ticket revenue. We have added a benefits counselor in Brattleboro, met with a marketing professional and looked at our ticket data over the last 10 plus years. We believe we can significantly increase our revenue. Ticket revenue has very few strings attached. We must spend it on rehabilitation activities.

Development Team: This team continues to meet and are exploring several opportunities for funding. We recently submitted a proposal that went to Senator Leahy. It was competitive and we ended up in the top ten that went to the Senator from the Governor's Office. This would provide \$1.8 million dollars to jumpstart our plan to increase ticket revenue. Staytuned.

Governor's Summit: We are working in partnership with the SRC AOE committee to plan and host a Governor's Summit on the Employment of People with Disabilities in early December. We hope to have a morning meeting by invitation to focus on transportation and a luncheon-open to the public with an emphasis on inviting employers. We have reached out to the Governor's Office for his support. After we hopefully have Governor Scott's support, we will reach out to Ted Kennedy Jr. to see if he would be willing to keynote the lunch. It will be a lot of work but worthwhile.

Careers Initiative: Our CI keeps rolling along. We will be rolling out the first piece of the dashboard next month. We have created a list of assessments, are training counselors and ECs on them and will have training on the ethics of assessment next month. James has been busily writing policy to support this work. District Projects are well underway. We have an all staff Skype meeting scheduled for the end of March to check in on how the paradigm shift is going.

Case Review: We have finished the first round of case reviews. Amanda Kohle is leading this work. We spent the morning at our Expanded Management Team

meeting breaking into small groups and reviewing a case and then discussing the findings. We are striving to reach consistency on case practice. Each district will go through a similar process. I would suggest inviting Amanda to come to an SRC meeting to provide an overview of the process and our results to date.

Youth Advisory Council: The YAC will have its second meeting next week. A few members will join the SRC for the card room event at the Statehouse in March. There will hopefully be a tour of the Statehouse and perhaps a meet and greet with Governor Scott. We have booked a date in May at VTC for a Youth Summit and Tara is working hard to engage other youth groups in participating.

Linking Learning to Careers: A major event was held at Lake Morey to celebrate and end enrollment and focus on the provision of enhanced services. We reached our target of 802 youth enrolled in LLC-400 in the treatment and 400 in the control group. All VR and VABIR staff are excited to begin services in earnest with a heavy focus on summer activities.

RSA: We will not have an RSA Monitoring Review this year.

VR Senior Management Team: We meet quarterly for a day to get out of the "whirlwind" of our day to day work and focus on our Wildly Important Goals (WIGs). We spent the day developing a grid of all the projects going on in the division and ended up with over 30 projects on the grid. This will be a good tool to manage progress in the coming year. I will bring a copy to pass around.

VT Legislature: Workforce issues have been front and center in the statehouse already in the session. Hugh Bradshaw has been testifying on CWS and business outreach and being very well received. There was acknowledgement that CWS is the "gold standard" in business outreach in the state.

Opioid Recovery and Employment: The US Congress has made a substantial investment in opioid treatment and recovery services. Employment is key to recovery. We are in active discussions with ADAP on the importance of employment and hoping to expand VR services to Vermonters in recovery.

It's been a long hard winter already ... Stay warm and safe travels.

Diane