

Vendor name	St. Madeleine Sophie's Training Center
Vendor number(s)	HQ0053, HQ0254, HQ0860, HQ0688, HQ0098
Primary regional center	San Diego
Service type(s)	Activity Center (AC) 505, Adult Development Center (ADC) 510, Work Activity Center (WAP) 954, Behavior Modification Program (BMod) 515, Senior Program 505
Service code(s)	505, 510, 954, 515, 505
Number of consumers currently serving	400
Please describe your person-centered approach <sup>1</sup> in the concept development process; how did you involve the individuals for whom you provide services?	The SMSC Consumer Advocacy Board consisting of ten (10) individuals representing all program areas was enlisted for their feedback. This group is elected bi-annually by all program participants and meets monthly with SMSC senior staff. They indicated that having a Person-Centered Planner/ facilitator and CHOICES dedicated staff would provide the additional support consumers require to get their needs addressed. Every person in attendance wanted to have someone available to them if needed to "speak up" on their behalf as they cannot always convey their wishes and desires to their over-protective (albeit well-meaning) families and/or caregivers.
Does the concept address unmet service needs or service disparities? If so, how?	The concept addresses the need for additional funds for staff to effectively support consumers on a more individualized basis in overcoming barriers to community integration and employment.
Barriers to compliance with the HCBS rules and/or project implementation	For SMSC clients, these barriers may include: 1) Family/care provider reluctance and fear of providing decision-making power to the individual with developmental disabilities; 2) The need for education of family/care provider, consumers, staff as to the intent, need and implementation of HCBS compliant services; <b>3) Lack of available staff under current funding and ratio compliance restrictions to allow for a full-range of community-integrated program and employment options; 4) Needed funding for SMSC transitional assessment, training and compliance planning activities</b> 5) A limited availability of community-based "non-disability-specific setting" to be able to meet the needs of the individual as documented in the person-centered plan; 6) Needed funding to implement a broader range of "choice" program options; and <b>7) Creation of new program policies and procedures to ensure compliance and track outcomes of HCBS implementation.</b>
Narrative/description of the project. Identify	The HCBS grant funds received in 2017 allowed SMSC to address barriers #1 and #2 listed above. The 2018 concept proposal moves

which HCBS federal requirements are currently out of compliance; include justification for funding request

the program into the next phase of implementing organizational HCBS compliance by addressing barriers #3, #4 and #7

The program will provide funding for CHOICE dedicated staff to assist consumers in accessing self-determined program and life choice opportunities. The program will also train existing staff and provide additional staff to allow for the individualized support necessary for the implementation of a Person-Centered Services plan including employment, business development, art-based vocations, assistance with living a more independent life, or other desired options that are realized through the person-centered planning process.

Project funding would be used to fund four **(4) CHOICE Specialists (Person-Centered Planners), one (1) Career Counselor/Job Developer, and four (4) Support Staff** who will be assigned to 400 consumers over six (6) program areas.

The **CHOICE Specialists** would:

- Develop individualized, self-determined community interests with each consumer which will be added to their Individualized Service Plan (ISP). One specialist will be assigned per 100 clients.
- Train and educate staff on the participant's CHOICE Plan and how to implement the plans on a day-to-day basis with community-focused ideas and activities.
- Enable participants' day-to-day choices when the participant prefers an alternative to a scheduled curriculum activity.

We will continue to seek and provide opportunities for viable and varied job opportunities. SMSC will employ a **Career Counselor** to identify opportunities for our clients to gain competitive integrated employment within their community of choice.

The position will:

- Develop volunteer opportunities and/or or internships to identify and support our clients' career preferences.
- Network with community businesses to identify employment opportunities in the community.

The **Support Staff** positions will support individualized needs and transitions in assuring that the CHOICE plans are implemented while maintaining mandated staffing ratios for all SMSC program requirements.

All staff will report to SMSC's Director of Day Programs who will oversee new program policies and procedures to ensure compliance and track outcomes of HCBS implementation.

The proposed concept will move SMSC towards compliance by providing the funding for staff resources to transition from pre-HCBS program goals and activities to a person-centered program-based process.

<p>Estimated budget; identify all major costs and benchmarks — attachments are acceptable</p>	<ul style="list-style-type: none"> <li>• <b>(4) staff persons (HCBS CHOICE specialists)</b> to complete person-centered plans for 400 individuals: (\$20/hr. @ 2,080 hours/yr. plus 15% benefits and taxes) = \$191,000.</li> <li>• <b>(1) Career Counselor/Job Developer:</b> \$50,000.</li> <li>• <b>(4) Support staff positions:</b> (\$13.00/hr. @2080 hrs./yr. plus 15% benefits and taxes) = \$125,000.</li> </ul>
<p>Requested funding for 2017-18</p>	<p>\$366,000 for 400 consumers (\$915 per consumer)</p>
<p>Estimated timeline for the project</p>	<p>A minimum of 12 months to develop individualized CHOICE Plans for each of the 400 program participants. We anticipate addressing the needs identified in the person-centered plans through existing and newly-modified day programs as the CHOICE plans are completed.</p>

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Number of consumers currently serving	400
Please describe your person-centered approach <sup>1</sup> in the concept development process; how did you involve the individuals for whom you provide services?	<p>The SMSC Consumer Advocacy Board consisting of ten (10) individuals representing all program areas was enlisted for its feedback. This group is elected bi-annually by consumers across all SMSC programs and meets monthly with SMSC senior staff. They identified the following person-centered and community integration priorities for SMSC multi-faceted, quality arts programs.</p> <ul style="list-style-type: none"> <li>• They felt social media would be a great way to get their artwork seen by a wider audience. They had many suggestions, such as linking their personal Facebook pages to Sophie's Gallery and SMSC Facebook accounts, where photos of their artwork would be housed. That way, their friends and family could see photos of artwork, learn about shows that feature their artwork and find information on how to make purchases. They felt it would be great to hire a staff person to facilitate a web-based site that would house each artist's work together with their photo and bio, and possibly a video clip of them either working or sharing something about themselves.</li> <li>• They talked about getting into the community more to show their artwork and to find public places where other artists are working and selling their art. They felt joining other artists in the community would be great. A dedicated "arts vehicle" would allow them to get to the various sites around the county where many independent artists go to work, i.e. Balboa Park, Mission Beach, Coronado, and Ocean Beach.</li> <li>• In addition, it was felt that our artists could join or visit various art organizations and studios around the county such as NTC Liberty Station, Space4Art, and Art produce.</li> </ul>
Does the concept address unmet service needs or service disparities? If so, how?	The concept addresses the need for additional funds for staff to effectively support consumers on a more individualized basis in overcoming barriers to individual interest(s) development, as well community integration and employment opportunities.
Barriers to compliance with the HCBS rules	SMSC's barriers mirror those of the past year as we are in the process of implementing an education and training program for ALL

<p>and/or project implementation</p>	<p>constituencies, thanks to a 2017 HCBS grant award. The current grant enables SMSC to move forward in addressing barriers #1 and #2 listed below. We are making progress in this area. However, for SMSC clients, limiting barriers to HCBS compliance may include: 1) Family/care provider reluctance and fear of providing decision-making power to the individual with developmental disabilities; 2) The need for education of family/care provider, consumers, staff as to the intent, need and implementation of HCBS compliant services; <b>3) Lack of available staff under current funding and ratio compliance restrictions to allow for a full-range of community-integrated program and employment options;</b> 4) Needed funding for SMSC transitional assessment, training and compliance planning activities <b>5) A limited availability of community-based "non-disability-specific setting" to be able to meet the needs of the individual as documented in the person-centered plan;</b> <b>6) Needed funding to implement a broader range of "choice" program options;</b> and 7) Creation of new program policies and procedures to ensure compliance and track outcomes of HCBS implementation.</p>
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The HCBS grant funds received in 2017 allowed SMSC to address barriers #1 and #2 listed above. The 2018 concept proposal moves the program into the next phase of implementing organizational HCBS compliance by addressing barriers #3, #5 and #6.

Narrative/description of the project. Identify which HCBS federal requirements are currently out of compliance; include justification for funding request

Our Sophie's Gallery Art Program is in the historic core of Downtown El Cajon and serves as the umbrella program for most of our art activities; the work created by our students is shown at our other sites as well as at exhibitions across the region, nationally and internationally. Today, our three gallery and program sites include: Sophie's Gallery and Gift Shop in Downtown El Cajon; Sophie's Too on our Main Campus; and Sophie's Kensington Gallery in the City of San Diego. Over 300 adults with developmental disabilities attend Sophie's Gallery Art Program, Monday through Friday - 4 weeks a month - 12 months a year. Sophie's Galleries participates in approximately 30 shows and events in a calendar year. Sophie's Gallery's program media includes (but is not limited to): **Painting, Mosaics, Fused Glass, Jewelry-making, Ceramics, Print Making, Textile Arts and Weaving.**

This project moves our Sophie's Gallery Art program **to a new level of community integration and involvement by our individual artists.** Key program enhancement elements include:

- **A Van for the Arts program** (handicapped accessible) – This will allow for participation in additional community-based events and art shows, allow for individual choice program options (clubs, outdoor sites, studios, and community galleries) and expand

SMSC’s artists’ ability to participate/attend special functions as an individual artist.

- (Arts program new staff position) **Business Development & Marketing Coordinator** (*full-time*)  
Responsibilities will include:
  1. Assist with individual Artist portfolios.
  2. Coordinate exhibits with community-based Art Shows.
  3. Market artworks through fairs and festivals.
  4. Provide public relations and promotional support for artists and Sophie’s Gallery Programs.
  5. Provide support for Sophie’s Gallery artists’ on-line sales and social media outreach experiences.
  6. Coordinate master calendar of events and activities for individual artists and Sophie’s Gallery programs.
  7. Network to create new revenue and/or business opportunities and maintain new accounts.
  
- **Community-based specialty programs** - Photography Club Memberships in community-based clubs and Gallery tours.
  
- **On-line shopping cart software for sale of Sophie’s Gallery art works** – This component will provide for on-going revenue recognition by our artists. We also envision our artists participating in on-line sales sites such as ETSY. Items made by Sophie’s artists are exhibited and sold. Students earn a percentage of the sales price and the balance goes back into the art program to help fund program costs. By earning income, students gain self-esteem and independence.

<p>Estimated budget; identify all major costs and benchmarks — attachments are acceptable</p>	<ul style="list-style-type: none"> <li>• Van (handicapped accessible) - \$40,000.</li> <li>• (Arts program staff) Business Development &amp; Marketing Coordinator - \$50,000.</li> <li>• Community-based specialty programs fees -Photography (\$15,000), Club Memberships (\$1,000).</li> <li>• On-line shopping cart software for sale of art works; installation and 1-year support contract - \$15,000.</li> </ul>
<p>Requested funding for 2017-18</p>	<p>\$121,000.</p>
<p>Estimated timeline for the project</p>	<p>We will hire staff and purchase the van within the first 90 days of the contract. We anticipate having the shopping cart completed within 6 months. The positive benefits for clients and community will be swift, measurable and replicable.</p>