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## June 2014/July 2015 Annual Report to the Board of Directors

The 2014/2015 Operational Budget consisted of the following revenue:

- United Way of Southeastern Michigan \$9,300
- Social Security (WIPA) - \$186,617
- BOND (WIC)- \$223,710
- BOND (EWIC)-\$ \$137,282
- Service Contracts - \$250
- Other Contracts/Agreements (ARC) \$28,330
- Quick Ramps\$1,100
- Donation Income -\$13,225
- Hockey \$39,454
- Annual Luncheon \$5,810
- UCP Day-\$7,684 (through June 30<sup>th</sup>)
- Misc Fundraising \$3,880
- UCP National \$1,182
- Fee for Service-\$30,585
- AT Conference-\$2,578

### Assistive Technology

- Assistive Technology continues to be a focus for the organization. This year's conference was held on May 14, 2015. Next year's conference we hope to increase the number of attendees. The date is May 12, 2016.
- We also continue to provide assistive technology resources and financial support through the Bellows Fund. Last year we provided the following equipment:
  - Gait Walker
  - 2-Apple iPads
  - Microsoft Surface Pro 3

### Quick Ramps for Kids: Provides free portable wheel chair ramps to families of children with paralysis causing conditions in Metro Detroit.

A total of 171 ramps have been provided to children who live in Wayne, Oakland and Macomb Counties since the beginning of the Quick Ramp program in 2008. During the 2014/2015 fiscal year, we provided total of 4 ramps.

Efforts continue to increase revenue and promote the QuickRamps for Kids program, currently we have a GoFundMe campaign that has generated \$800.

**Person Centered Advocacy:** Provides direct advocacy and support in accessing resources to individuals with disabilities and families residing in Metro Detroit. Additional resources are available for educational support, provided through the Michigan Alliance for Families project to support families in Oakland County.

# United Cerebral Palsy *of* Metropolitan Detroit

Leslynn R. Angel, President and CEO



The following services were provided:

	Total
Michigan Alliance for Families Calls-Education	115
Unduplicated Calls/Emails	302
Duplicated Calls	380
Unduplicated Units of Service	405
Direct Advocacy	12 average per month

Direct Advocacy was provided in the following areas:

- Education/Transition, Suspension, Expulsion, Seclusion, Transportation, Graduation, Behavior Plans, Functional Behavior Assessments, IEP plans and violation of confidentiality
- Medicaid & Medicare Programs (health insurance)
- Mental Health Programs/CLS Services
- Dept of Human Services (Home Help, Food Assistance, etc.)
- Housing
- Assistive Technology (Funding sources, how to access through IEP process, Medicaid, etc.)
- Basic Needs (food, rent, utilities)
- Social Security benefits, denials and appeals
- Guardianship
- CLS/PCP Appeals
- Home Modifications
- Bullying in Schools
- Social Security Benefits
- Recipient Rights

## **Social Security Administration Work Incentive Planning Assistance (WIPA) Project:**

The goal of the Work Incentive Planning Assistance Project is to support Social Security beneficiaries in returning to work through counseling and by providing benefit analysis on all public benefits. A total of 245 beneficiaries were served during the fiscal year.

Application for the new funding cycle has been submitted and we are now waiting on approval by August 1, 2015-**\$245,700**

In addition to the WIPA project we have also provided fee for service for individuals served by Michigan Rehabilitation Services. During the 2014/2015 fiscal year we served over 35 individuals.



**Benefit Offset National Demonstration (BOND):** **Work Incentive Counseling (WIC), Enhanced Work Incentive Counseling (EWIC)-** The goal of the BOND demonstration project is to create additional incentives for a randomly selected group who earn more to keep more of their Social Security benefits. Under the current Social Security Disability program rules, people earning more than \$12,000 typically have their benefits stopped. Under the BOND project, benefits will be reduced \$1 for every \$2 in earnings above \$12,000, rather than being stopped.

- Currently over 800+ Social Security Beneficiaries have been served by both the WIC and EWIC projects

**Social Security Representative Payee Program:** The Social Security Representative Payee program is designed to provide financial management to Social Security beneficiaries who are not able to manage their finances. Currently, we are managing benefits for 51 people.

In August 2012 Social Security authorized UCP/Detroit to begin to receive payment for the payee services provided. We charge a maximum of \$35 dollars to each individual. **An average of \$1000 is now collected monthly. This amount will continue to increase as our number of beneficiaries increase.**

#### Development

- Donation Income-\$ 17, 926
- Hockey-\$39,454
- Annual Luncheon-\$5,810
- UCP Day-\$7,684 through June 30<sup>th</sup>

#### The following are plans for the 2015/2016 fiscal year:

- A. Continue to Increase grant funding and maintain existing grants.
- B. Continue to work with key board members to incorporate board development and identification of new board members.
- C. Continue to build relationships with existing funders
- D. Continue to increase revenue by decreasing expenses and increasing attendance and participation at fundraising events (Hockey, Annual Luncheon, AT Conference, UCP/Day).
- E. Update Agency Website and Marketing Materials
- F. Create a development plan that includes identifying additional staff/contractual supports, identification of ways to build our brand.
- G. Continue to explore opportunities for an AT Center and expanding programs related to assistive technology.
- H. Work with Board to implement a strategic planning process. Which includes the following priorities for :
- I. Implement Planned Giving Program

#### 2014-15 Priorities:

- 1) Achieve revenue budget of \$655,998 without dividend and interest contribution, and without negatively impacting the expense budget. The goal is to be more profitable than budgeted
- 2) Increase grants, contracts, fee for service, charitable donation (including planned giving) and program funding budget of \$519,498 to \$549,473 (5%) by year end June 30, 2016
- 3) Increase fundraising budget of \$62,000 to \$70,000 (12.9%) by year end June 30, 2016

# United Cerebral Palsy of Metropolitan Detroit

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- 4) Establish and implement a “UCP Detroit Planned Giving Program” to include, but not limited to, preparing and presenting a formalized plan, updating the agency’s website, developing a brochure, and utilizing various channels, cross marketing and icon/tag lines.

## Accomplishments

- Since the QuickRamp for Kids program began 171 ramps have been provided to children in Wayne, Oakland & Macomb Counties
- Revenue for the 2014/2015 fiscal year \$692,507
- The hockey event grossed \$39,454, the highest in the history of the event
- The fee for service programs continue to grow
- Implementation of Marketing Plan
- Began UCP/MI collaboration discussion

## Challenges

- A continued fear of decreased grant funding and the lack of my ability to spend needed time in identifying new opportunities.

## The following are current staff members:

- President & CEO (1FTE)
- Community Work Incentive Counselor (1 FTE)
- Work Incentive Counselor (1.5 FTE)
- Enhanced Work Incentive Counselor (1 FTE)
- Navigator (1 FTE)
- Administrative Assistant (1 FTE)
- Book keeper (.5FTE)
- Accountant (contractual)
- Community Work Incentive Counselor (contractual)

## Staff Stories

- Bennie Owens was randomly assigned to the BOND program 6/26/2012. Bennie completed a college degree program in 2013 and started working with a VA employment representative to obtain a job. Bennie Owens secured a job as a “Support Tech” for Caelum Research Company in 4/28/2014.

Bennie Owens was very afraid of losing his job when he had a mental episode so the WIC would read a section of the BSA to assure him of the SSA work incentives that was protecting his SSDI benefits. This encouraged the beneficiary to keep working his 40 hours per week.



Bennie started earning \$45,000 per year in the beginning and then his earnings increased to \$50,000 per year and now beneficiary is earning \$60,000.

- Back in early fall 2014 I connected with a BOND beneficiary that has been offset eligible since the beginning of BOND Program. For several years BOND had been trying to reach her with little to no success to discuss her current situation. She relocated out of Michigan to another State that doesn't have a local BOND Program. After she relocated she went to her local Social Security (SSA) field office to inquire what would happen if she began to work because she had a pending job opportunity. According to the beneficiary, her local office reported that BOND was not available to her now and she would follow normal Social Security Disability Insurance (SSDI) rules with employment and work incentives. Fortunately, when I connected with this beneficiary I was able to correct the misinformation given to her and explain the work incentives she had used like her Trial Work Period and re-introduced her to the BOND Offset information. In the past she had turned down the pending job offer because she was afraid of the cash cliff and losing her Medicare. After she was provided with a detailed BSA she felt more comfortable re-entering the workforce. She recently called and accepted a position and is excited to work again! Because she has been quick to report her return to work and now working closely with her WIC she knows what to expect from an offset.
- A SSI beneficiary is currently attending college as a graduate and is currently doing an internship at their school and a stipend is being paid to support her housing and food. This Community Work Incentive Counselor (CWIC) along with technical assistance from Virginia Commonwealth University was able to identify a procedure in the Social Security Operations Manual that excludes her stipend. Her local Social Security (SSA) office has been provided the necessary documentation and is waiting for final approval by letter from their local SSA office.