

# CW Resources, Inc.

*Our Business Is WORKing*

*Prepared and Presented by Sandie Lavoy, Michael Carnright and Tyrone Smith*

# Topics Covered

Vision and Mission

Brief History

CW's Employment Approach

Organizational Overview

CT Overview

How we Create Employment Opportunities

Pictures Say a Thousand Words

# Vision

CW envisions an American society where persons with disabilities and the economically challenged enjoy the results of integrated vocational training and are valued and empowered as employees. The principal characteristics of this society will be the opportunity for people to make and exercise individual choices concerning their own lives, welfare and personal dignity.

Bottom Line: Everyone who wants to work should be working and make choices about their work.

# Mission

Dedicated to the creation of integrated vocational training and employment opportunities for individuals who are physically, mentally, emotionally and/or socioeconomically challenged.

Bottom Line: CW seeks out and creates work opportunities specifically for people with disabilities.



# Brief History

- 1964 – Incorporated in New Britain, CT (as Constructive Workshop, Inc.)
- 1973 – Moved to larger space to meet growing needs
- 1974 – Opened a second program in Bristol, CT
- 1982 – Opened a third program in West Hartford, CT
- 1986 – Opened a fourth program in East Hartford, CT
- 1988 – Opened a fifth program in New London, CT
- 1989 – Opened a sixth program in Harford, CT
- 1994 – Opened a seventh program in Waterbury, CT
  - Changed name to CW Resources, Inc.
- 1995 – Moved headquarters to current location, 200 Myrtle Street, New Britain
- 2002 – Opened a second New Britain facility in New Britain, River Valley Products
- 2005 – Began our quest to become a national organization meeting the employment needs of individuals with disabilities.

# CW's Employment Approach

## Traditional Job Development Efforts

- Knocking on doors, Networking, Marketing our services, Chamber events

## Creating Our Own Work and Business Ventures

- Food Services/Meals on Wheels Delivery, Bottle/Can Redemption, and Huskies Café

## Commercial Contracts

- Porter and Chester Institute, Hallmark, R and R Corrugated

## State Procurement (CCPA set-aside and DAS portal)

- State Office Building at 3580 Main Street in Hartford CT, SMHA in Norwich CT

## AbilityOne Contracts (NISH)

- Mark Center in VA, USCGA and Naval Base in CT

# NISH

NISH, is a nonprofit agency that develops and maintains employment and training opportunities for people with significant disabilities through the AbilityOne Program. The AbilityOne Program leverages the buying power of the United States government to generate jobs for people with severe disabilities.

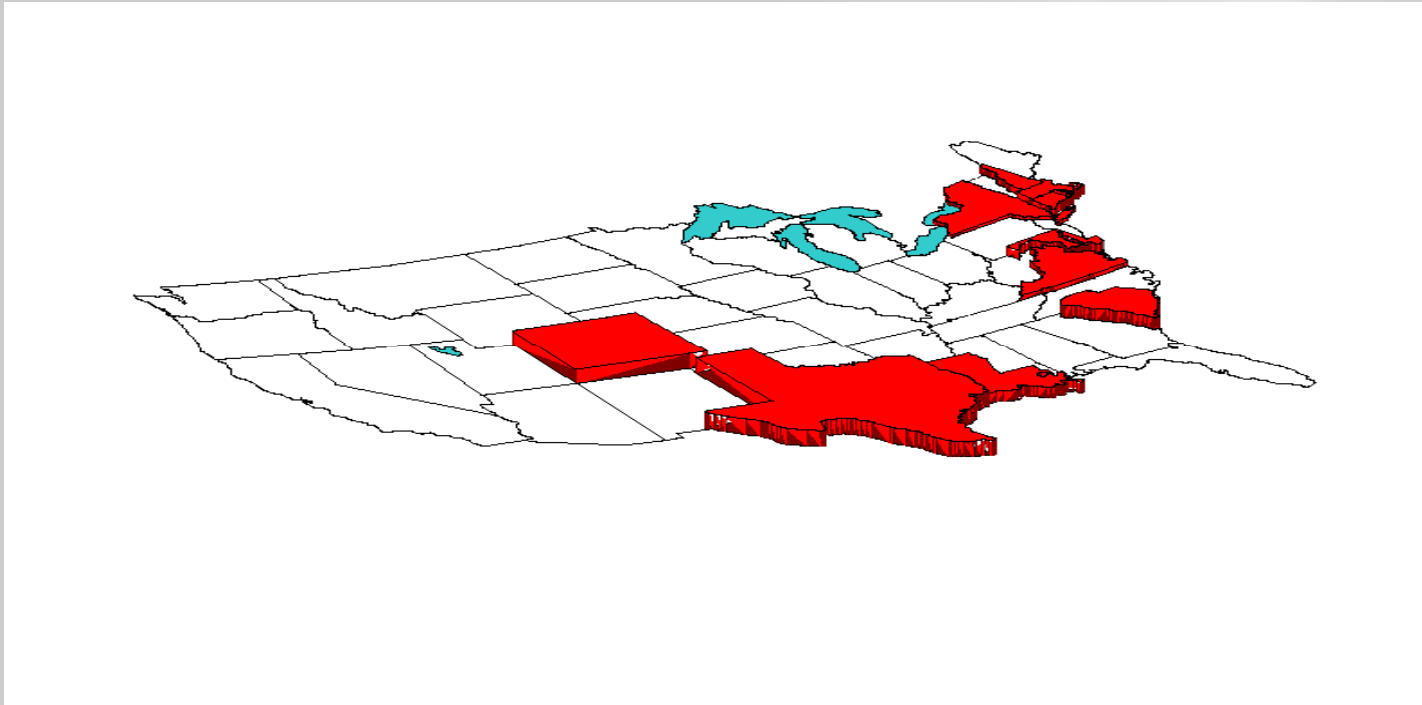
<http://www.nish.org>

The AbilityOne Program is a Federal initiative to help people who are blind or have other significant disabilities find employment by working within a national network of over 600 Nonprofit Agencies that sell products and services to the U.S. government.



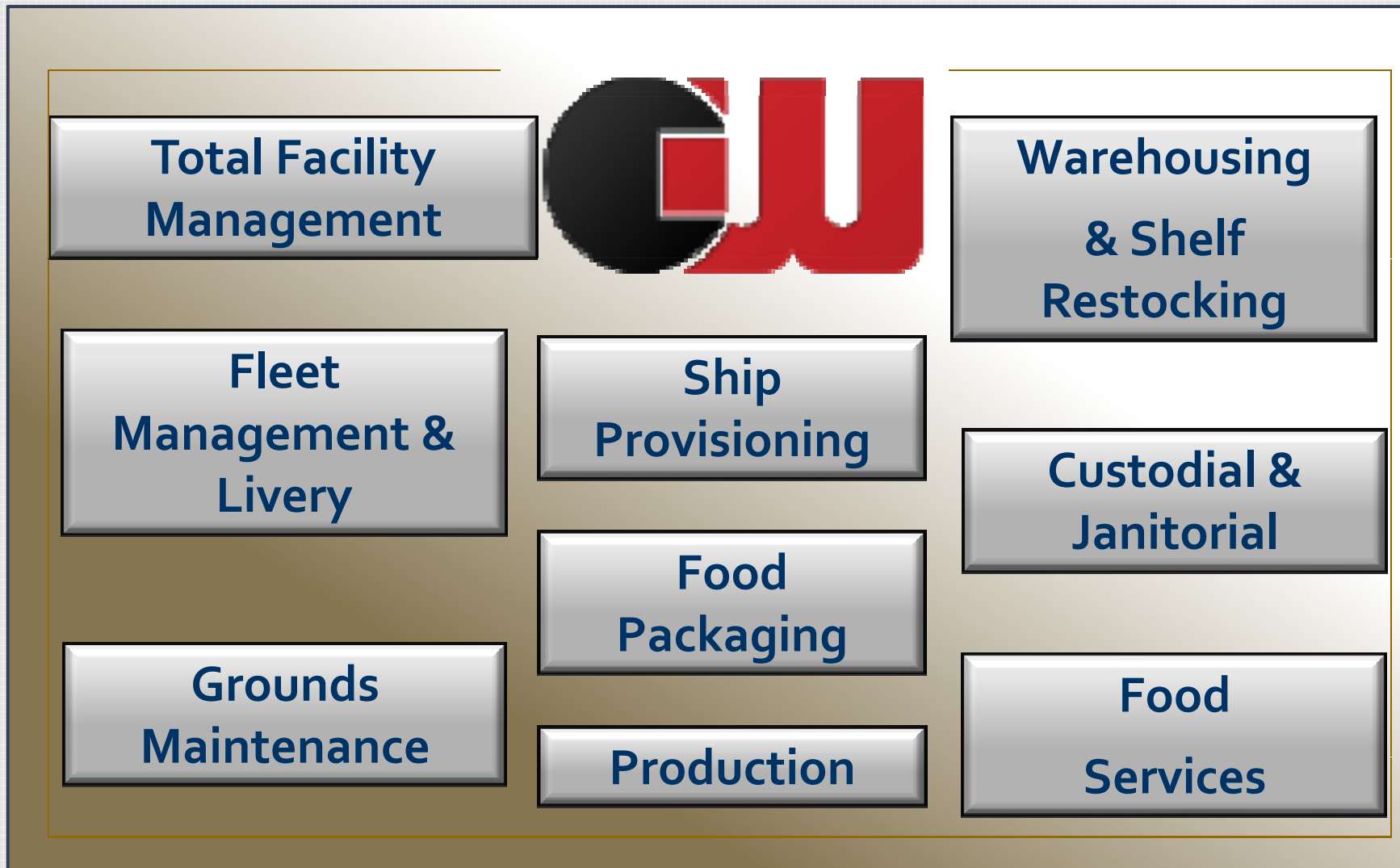
Bottom Line: Products and services are set-aside and placed on the procurement list and Federal agencies purchase these products and services from the not for profit agencies, whereby keeping people with disabilities employed. Agencies who are awarded the AbilityOne contracts, keep the contract forever, provided they maintain 75% direct labor hours performed by workers with disabilities and meet or exceed the work specifications.

# Where are we now



Currently hold AbilityOne contracts in Colorado, Texas, Louisiana, Virginia, Maryland, South Carolina, Connecticut, New Hampshire, New York, Rhode Island, and Massachusetts

# Lines of Business



# Where we are now

| State          | Location/Contracts                                                                                                                                                                                                                                                                                                                                                                                                        |
|----------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Colorado       | Buckley AFB – Commissary Shelf Stocking & Custodial                                                                                                                                                                                                                                                                                                                                                                       |
| Connecticut    | Naval Submarine Base, New London – Base-wide Grounds Maintenance, Custodial, Mess Attendant & Ship Provisioning<br>USCG Academy – Base-wide Custodial & Maid Service<br>Hartford – Numerous Class A office buildings - Custodial<br>Bridgeport – Elderly Nutrition Program<br>New Britain – National & overseas packaging<br>Across state – Meals on Wheels/Congregate Meals, Livery Service and Custodial Class A office |
| Louisiana      | Ft Polk – Commissary Shelf Stocking & Custodial<br>NAS/JRB New Orleans – Commissary Shelf Stocking & Custodial                                                                                                                                                                                                                                                                                                            |
| Maryland       | Ft Detrick – Commissary Shelf Stocking & Custodial                                                                                                                                                                                                                                                                                                                                                                        |
| Massachusetts  | Hanscom AFB – Commissary Shelf Stocking & Custodial<br>Waltham – GSA Custodial<br>Western Mass – Congregate Meals                                                                                                                                                                                                                                                                                                         |
| New Hampshire  | Pease AFB – Mess Attendant & Custodial                                                                                                                                                                                                                                                                                                                                                                                    |
| New York       | Ft Hamilton – Commissary Shelf Stocking & Custodial                                                                                                                                                                                                                                                                                                                                                                       |
| Rhode Island   | Newport NAS – Commissary Shelf Stocking & Custodial                                                                                                                                                                                                                                                                                                                                                                       |
| South Carolina | Shaw AFB - Grounds                                                                                                                                                                                                                                                                                                                                                                                                        |
| Texas          | Ft Hood - Child Development Centers                                                                                                                                                                                                                                                                                                                                                                                       |
| Virginia       | Ft Lee – Commissary Shelf Stocking & Custodial<br>Mark Center – TFM & Custodial                                                                                                                                                                                                                                                                                                                                           |



# CW Resources - FY 2012 Statistics

CW Resources paid \$14,633,572 in wages 989 individuals with disabilities

Provided employment or other services to 1,258 individuals with disabilities

- 485 of whom were funded by CT DDS and served by CW
- 773 of whom were either funded by other state agencies or were employed by CW but supported by other service providers

Custodial – Cleaned over 10,000,000 square feet

Grounds – Maintained over 1,600 acres

Transportation– Have over 150 vehicles on the road transporting people to work, delivering meals on wheels, and bringing work supplies to locations

Food Service – Prepared, packaged and delivered over 1,800,000 meals to 5,500 customers in CT & MA

Commissaries – Off loaded and shelved 2,488,800 cases of food

Bottle and Can Redemption – Sorted and redeemed over 7,000,000 plastic and glass bottles and cans

# CT Overview

Where are we in CT and who are we providing services to

Who we are

What we provide

How we interface to meet our mission by creating and finding opportunities

Sampling of work in CT

Pictures



# Where We Are



**Greater Hartford Center  
Andover Drive**

**Headquarters  
New Britain**



**Bristol  
Center  
Broad Street**



**RVP  
New  
Britain**

**Southeastern Center – Gales Ferry**



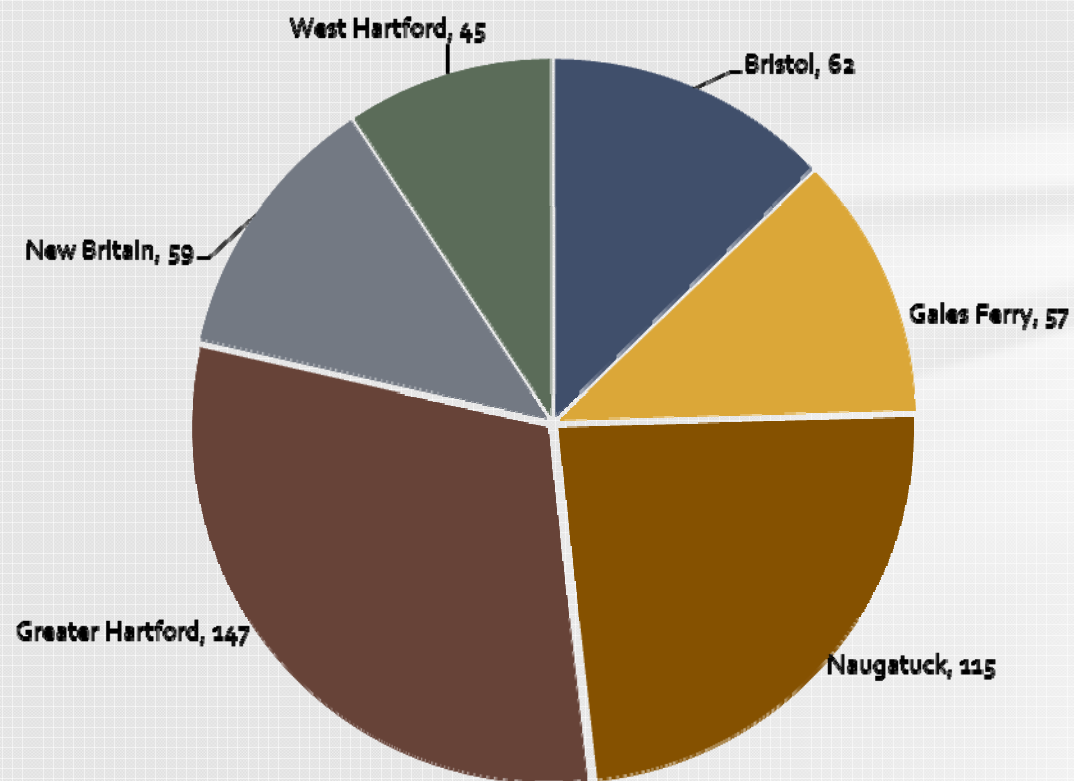
**Greater Waterbury  
Center – Naugatuck**



**West Hartford Center  
South Street**



## DDS Supported Individuals Served Per CW Program Center



# Who We Are

150 Rehabilitation Staff

77 Vehicles

88,169 Square Feet of Program/Work Space

- New Britain = 46,000
- Naugatuck = 16,423
- South Street = 10,000
- Bristol = 4,800 soon to be
- Andover Drive = 7,746
- Gales Ferry = 3,200

# What We Provide

- Work Services
- Group Supported Employment
- Individual Supported Employment
- Individual Day Supports – vocational and non-vocational
- Day Support Options
- Personal Supports
- Transportation



## What We Provide

Assessments of employment skills and interests

Identify capabilities

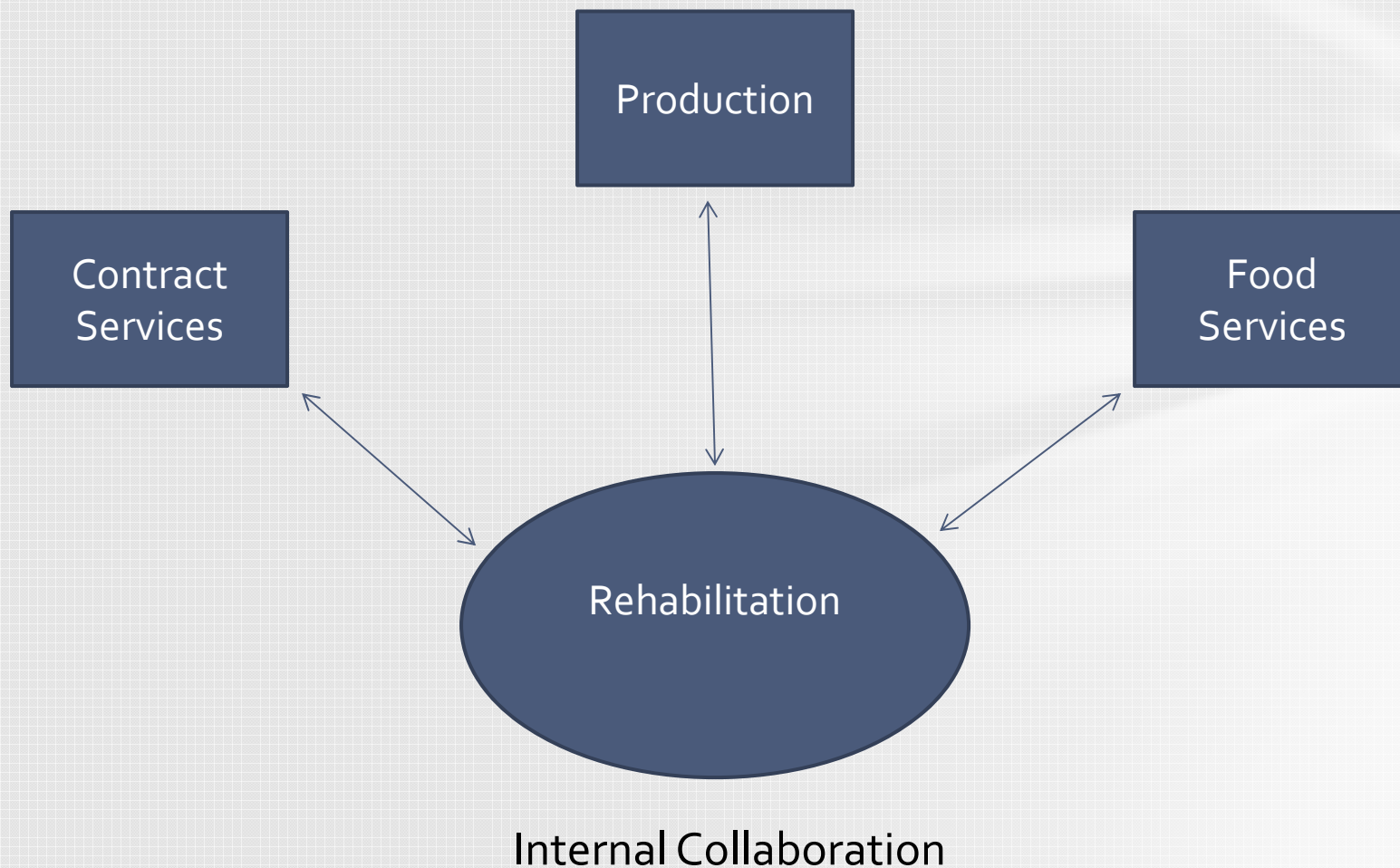
Develop goals and objectives

Training and support

Transportation

Opportunities to grow and learn

# How We Create and Find Work Opportunities





# United States Coast Guard Academy

On site since 1995  
Square Feet =  
650,000  
Class "A" Office  
Space



*Over 2000 Cadets, Civilian's and Visitors Each Day*

*Dormitories*

*Hospital*

*Hotel*

*Child Development Centers*

# United States Coast Guard Academy



# New London Submarine Base

Integrated Pest Control, Custodial, and Recycling

Grounds Maintenance & Snow Removal

Ship Provisioning, Mess Attendant and Military Housing

Over 600 Acre campus

# Stats at the Sub Base and USGCA

*Collaborate with 14 area agencies employing 97 individuals :*

Arc of New London

American School for the Deaf

Bureau of Rehabilitation Services

Buckingham

Camp Horizons

Chapel Haven

Community Health

Easter Seals

Norwich Free Academy

Reliance Hours

Sarah

Seabird

Southeast Employment

Vista



# William R. Cotter Federal Building and Abraham Ribicoff Federal Building & Courthouse

Square Feet = 570,090  
Class "A" Office Space  
Employee Occupants = 735  
Daily Visitor Volume = 2,000

*Custodial*

*Integrated Pest Control*

*Waste Management & Recycling*

*Parking Garage & Grounds*





# A New Business Venture

## Huskies Café – Norwich CT

- Took over operation in May 2012
- Employs 5 individuals supported by DDS
  - Food Preparation, Dishwashing, Cashier, Serving, Cook, Custodial, Inventory, Food Temperature Checks
- Future Plans
  - Catering
  - Area Events/Dances
  - Food Service Training Program

# Pictures Say a Thousand Words



# Day Service Options





# Meals on Wheels



# Bottle Stop – Bottle and Can Redemption





# Redemption - Sorting by Distributor



# River Valley Products





# Big Y Supermarkets



# Gazebo, Rain Barrels and Lien and Clean





# Lawn Crew



Our Business Is WORKing...

# CW Staff Plan...





# CW Staff Teach...





# CW Staff Train...



# CW Promotes Employment



# CW Encourages Independence...





# CW Provides Quality Work ...





# CW Educates our National Leaders at home



# And in Washington DC





# CW Makes A Difference ...





# And is Proud of People's Accomplishments





**Joint Sustainment Command - Afghanistan**  
**Bagram Airfield, Afghanistan**



The End

