

CALIFORNIA EMERGING TECHNOLOGY FUND

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SENSORY ACCESS FOUNDATION

JANUARY 30, 2007

– ORGANIZATION AND PROJECT OVERVIEWS –

Name of Organization	SENSORY ACCESS FOUNDATION
Name(s) of Principal(s) and Complete Titles	Diana L. Drews, Executive Director, ddrews@sensoryaccess.com , Ext. 21 Marie King, Director of Employment Services, mking@sensoryaccess.com , Ext. 42 Todd Teixeira, Director of Training Services, tteixeira@sensoryaccess.com , Ext. 33 Jo Bailard, Director of Development, jbailard@sensoryaccess.com , Ext. 22
Contact Information	1142 W. Evelyn Avenue, Sunnyvale, CA 94086, P (408) 245-7330, F (408) 245-3762
Name of Program or Project	Employment Services Program
Geographic Location or Focus of Program or Project	While SAF's main office is in Sunnyvale, CA, SAF serves people who are blind or visually impaired throughout the state of California.
Demographic Overview of Focus Community or Population	Age: 16 years and older. Eighty-five percent of SAF clients come from the Bay Area. Over 60% of the clients who come to SAF are on Supplemental Security Income (SSI) and/or Social Security Disability Insurance (SSDI), which means they could be living on as little as \$850 per month. Client Demographics: Gender - 48% Male; 52% Female Age Distribution: 19-29 - 15%; 30-39 - 18%; 40-49 - 23%; 50-59 - 29.5%; 60-69 - 11%; 70-79 - 2.5%; 80-89 - 1%. Ethnicity: African American - 11%; American Indian/Alaskan - .5%; Asian/Pacific Islander - 10%; Caucasian - 47%; Hispanic - 14%; Other/Not Indicated - 17.5%.
Description of Program or Project	SAF seeks to empower people who are blind and visually impaired by facilitating their employment, which is all the more possible with the assistive technology available today. SAF's Employment Services Program assists clients in obtaining new employment or retaining their current employment if they are in jeopardy of losing their jobs due to changing functional vision, new job tasks, or changes in the work environment. Clients are provided with a full vocational skills assessment in order to determine their skill level. After the assessment, clients can go into training or into job placement services. They may
o Goals, Objectives, Strategies, Actions, Outcomes	

5 Third Street, Suite 520 | San Francisco, CA 94103 | P 415.744.CETF (2383) F 415.744.2399

www.cefund.org

1000 Alameda Street | Los Angeles, CA 90012 | P 213.346.3222 F 213.808.1009

	<p>require updated or additional competitive technological skills, in which case, SAF trainers offer computer application and adaptive technology training courses in small classroom or individual one-on-one settings. These courses are geared to provide the beginner and intermediate computer user with the fundamental skills necessary for today's job market. Clients may also create their own computer application/adaptive technology training plan according to their own needs, and on-site trainers may also teach clients at their place of work or at their home. As needed, clients will acquire or update their computer and adaptive technology skills needed for: Windows with leading screen reader/text enlargement; Word processing, Internet and email; Spreadsheets and databases; Optical Character Recognition tools; Electronic Note Takers; and Braille Displays.</p> <p>Overall, SAF will perform the following services for individuals who are blind and visually impaired and looking for competitive employment:</p> <ul style="list-style-type: none"> ● Assess client employment needs based on vision, job requirements and vocational skills; ● Identify access technology suitable to those needs; ● Design strategies to acquire access technology including short term equipment loans; ● Teach vocational and computer skills identified in Vocational Service Plans or as needed to prepare clients for employment or to help them retain their current employment; ● Work with employers to accommodate and/or reconfigure each client's work environment; ● Work with employers to integrate access technology with their existing systems; ● Monitor and evaluate client progress and job environments for up to 3 months; ● And, train rehabilitation professionals on access technology. <p>SAF also provides monthly lab tours to the public and numerous employer/community related presentations through its ESP community outreach.</p> <p>SAF's Employment Services Program makes a difference in the local, regional and state-wide community, unlocking the talents of and expanding the opportunities for people who are blind and visually impaired, who want to work but have not had the proper training to do so. When SAF clients obtain or retain competitive employment, they also obtain or retain their independence from government assistance and are empowered to contribute fully to the communities in which they live.</p>
<ul style="list-style-type: none"> ○ Brief History (when founded or launched) 	<p>A nonprofit 501(c)3, founded in 1973, Sensory Access Foundation's mission is <i>"to assist people who are blind or visually impaired to obtain or retain competitive employment by providing the highest quality access technology assessment, computer training, job placement and accommodation services with the goal of achieving 100% job retention."</i> SAF provides Employment Services that include job development and preparation; Rehabilitation Technology Services that include workplace accommodation and functional vision and assistive technology assessment; and Occupational Skills Training that includes computer and access technology training.</p>

<ul style="list-style-type: none"> ○ Size or Magnitude of Program or Project 	<p>Entire state of California</p>								
<ul style="list-style-type: none"> ▪ Number of People Served, Involved, Impacted 	<p>SAF provides services for 200 to 250 clients per year</p>								
<ul style="list-style-type: none"> ▪ Budget and Staff 	<p>Project Budget: Fiscal Year 2007 Employment Services Program Budget (July 1, 2006 – June 30, 2007)</p> <table border="1" data-bbox="472 468 1141 1528"> <thead> <tr> <th colspan="2" style="text-align: center;">ESP Program Expenses Total</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Personnel</td> <td style="text-align: center;">\$1,010,571</td> </tr> <tr> <td style="text-align: center;">Operating Expenses</td> <td style="text-align: center;">\$326,814</td> </tr> <tr> <td style="text-align: center;">Total Personnel & Operating Expenses</td> <td style="text-align: center;">\$1,337,385</td> </tr> </tbody> </table> <p>Staff: SAF has a staff of 18. Besides the Directors listed above, SAF has three Access Technology Trainers, three Access Technology Specialists, four Employment Specialists, three Program Assistants, and an Accountant.</p> <ul style="list-style-type: none"> • SAF has a Case Service Contract with the CA Department of Rehabilitation. SAF holds fundraising events, conducts matching fund campaign, and writes grants to foundations and corporations to obtain funding. SAF also has fee-for-service revenue. SAF is currently pursuing business opportunities which would provide additional funding and jobs for clients. 	ESP Program Expenses Total		Personnel	\$1,010,571	Operating Expenses	\$326,814	Total Personnel & Operating Expenses	\$1,337,385
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<ul style="list-style-type: none"> ▪ Funding Sources and Partners 	<p>For FY 2006 (July 1, 2005 – June 30, 2006), SAF served a total of 248 unduplicated clients and placed or retained 85 clients into competitive employment. SAF placed or retained clients in a number of different careers and did so with a Return-on-Investment (ROI) of 169%.</p>								
<ul style="list-style-type: none"> ○ Results and Evidence of Success 	<p>For FY 2006 (July 1, 2005 – June 30, 2006), SAF served a total of 248 unduplicated clients and placed or retained 85 clients into competitive employment. SAF placed or retained clients in a number of different careers and did so with a Return-on-Investment (ROI) of 169%.</p>								

	<p><u>FY 2007 Goals</u> For FY 2007(July 1, 2006 – June 30, 2007), SAF seeks to: Serve 250 unduplicated clients who are blind and visually impaired with applicable services; Place or retain 90 clients into competitive employment with a goal of 100% job retention; Provide 65 clients with Occupational Skills Training; Provide 65 individuals with Rehabilitation Technology Services; Provide 170 clients with Employment Services.</p> <p>Since 1995, SAF has served over 2,500 clients, and have placed or retained over 1,100 into competitive employment. Over this time period, SAF’s average ROI is 166%.</p>
<ul style="list-style-type: none"> • Metrics for Evaluation Progress 	<p>Program evaluation is an integral component of the SAF model. The formal evaluation process ensures that the quantitative (population served) and the qualitative (curriculum and staff delivery) goals of the program are met. SAF has created a database that allows us to track client services and their effectiveness. In addition, SAF uses Project Manager to track program timelines and have regular project meetings to monitor progress. SAF’s database evaluation system provides a monthly snapshot of program status. Quarterly reports, which are based on the monthly service statistics, are submitted to all SAF sponsors. In addition, SAF staff review and discuss all program results at the bi-monthly board meetings.</p> <p><u>Time-line for Project</u> One year. SAF’s fiscal year runs from July 1 through June 30.</p>
<ul style="list-style-type: none"> • Change in Outcomes or Metrics Over Time (How long does it take to secure results?) 	<p>Depending on the client’s individual stage of readiness, the time required to obtain/retain competitive employment can range from 30 to 60 days, to 12 to 18 months.</p>