TDH Enterprises, Inc.

Outcome Management Report 2015 - 2016





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Introduction

Purpose

The Outcomes Management System, that has been developed for TDH Enterprises, Inc., is a formal system established to measure and manage results for the agency. It has been designed to collate and assess data to determine overall responsiveness and effectiveness of service delivery in the programs seeking accreditation. The Outcomes Management System is intended to be a helpful tool for agency decision makers in identifying and implementing program and organizational improvements that better meet the needs of individual clients and the community.

The Outcomes Management Report lays the groundwork for what will become a regular series of reports, based on continuous data collection by the agency. It offers a summary of the results and recommended action plans for improvements.

The Outcomes Management Report will provide the basis for the agency's annual strategic planning process, and results of the report will also be used as a planning tool for program development and improvement.

The Company

Founded in 1994, TDH Enterprises Inc. is a privately owned corporation in the business of helping job seekers and employers meet their training and employment needs. As a for-profit corporation, TDH understands the importance of managing contracts and performance, and building strong community partnerships.

Qualified staff is the cornerstone of TDH's success. The owner and associates at TDH combine over 50 years of administering and implementing various government and non-government training and employment programs, including programs for economically disadvantaged and persons with disabilities.

TDH has evolved over time from a job development organization to one with the capacity to help individuals and businesses achieve success. The individuals are matched with jobs that provide satisfaction and career development pathways. Businesses are able to take advantage of Workforce Development and other government options to screen and hire employees with the added benefit of job coaching and life coaching provided by TDH.



Mission Statement

Mission: Providing client-focused services for individuals and the community that result in self-confidence, success and independence.

We Value: Individuals, Community, Self-Sufficiency, Work Readiness, Independence, Education, Training, Referral, Advocacy, Imagination, and Collaboration.

Service Delivery Area

TDH provides services to people with disabilities residing in the Erie, Huron, Ottawa, Sandusky, and Seneca Counties. Services are *subject to program eligibility and availability of funding*.

Sponsor Agency

Ohio Opportunities for Ohioans with Disabilities (OOOD)

The OOOD is Ohio's state agency that provides vocational rehabilitation (VR) services to help people with disabilities become employed and independent. TDH Enterprises Inc. deals with two of the three OOOD bureaus that provide vocational rehabilitation:

<u>1) Bureau of Vocational Rehabilitation</u> which provides services leading to employment for people with physical, mental and emotional disabilities. Eligibility is based on three factors:

- 1. You have a physical, mental or emotional impairment which creates or results in a substantial barrier to employment.
- 2. You can benefit from vocational rehabilitation services in terms of employment outcome.
- 3. RSC's vocational rehabilitation services must help you get and keep a job.

2) <u>The Bureau of Services for the Visually Impaired</u> helps Ohioans who have low vision and blindness succeed in the workforce. Individuals do not have to be totally blind to qualify for services. Eligibility is based on three factors:

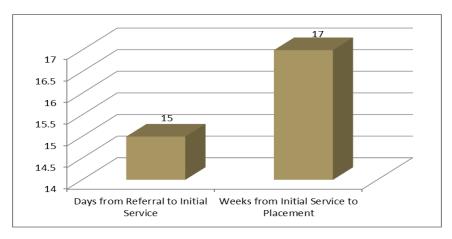
- Your visual impairment creates or results in a substantial barrier to employment.
- You can benefit from vocational rehabilitation services in terms of employment. Vocational rehabilitation services must help you get and keep a job.

Accreditation

Since 1996, we have been accredited by the Commission on Accreditation of Rehabilitation Facilities for "Employment Services: Community Employment Services" for job development, job supports, and job site training. Accreditation demonstrates "*TDH*'s commitment to developing and delivering quality and professional programs and services".



As an agency dedicated to helping an individual meet self-sufficient goals, TDH Enterprises, Inc. strives to collect the proper data that would allow for management to analyze the consumer's access to services, as provided by the agency.



In this reporting period, an individual waited an average of 15 days from the date of referral to the initial service date. This wait time was due to staff scheduling, consumer's availability, and the fact that the first meeting date was scheduled with advisors, parents and guardians, and the remainder of the consumer's support group. Due to the organization process needed for fulfilling the meeting needs, the wait period the increased, as compared to the last reporting period, which had an average wait time of 7 days. Furthermore, TDH Enterprises, Inc. found that the average days needed for placement after the initial service was 121 days, or 17 weeks. This is a decrease from 165 days, or 24 weeks, that was reported for the previous program year.

To further help determine consumer's access to service, as provided by TDH Enterprises, Inc., data was collected concerning Consumers who refused services. Of the 337 consumers served during the reporting period, zero refused services, representing 0% of the consumer base. This percentage was same that was found in the 2015-2016 reporting period.

Objective	Goal	Outcome
Access To reduce waiting time from date of referral to the date in which the initial service is received.	Under 20 Days	15 Days
To minimize the number of refused services by the consumer base	5%	0%



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Consumer Characteristics

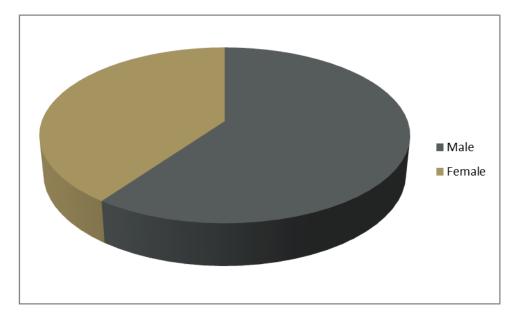
This section summarizes the results of TDH Enterprises, Inc.'s compilation of consumer demographic information in the programs seeking accreditation.

The consumer characteristics that the agency has reviewed for this report includes: gender, age, ethnic background, disability, and service areas. These following summaries are based on information collected on the 337 consumers who received services during the current reporting period (October 1, 2015 to September 30, 2016).

Gender

Of the 337 consumers served during the reporting period, 59.68% were of male gender while the remaining 40.32% were female.

Gender	# of Individuals	Percentage
Male	202	59.94%
Female	135	40.06%

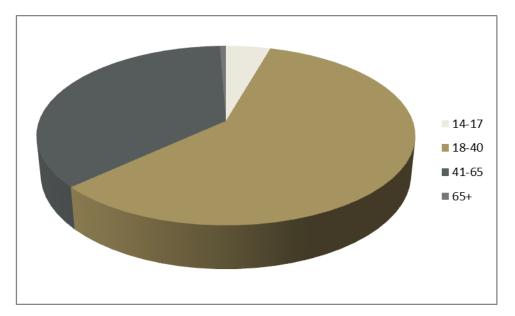


While a 19.88% difference between male and female consumers exists, it was determined by the agency that this difference is insignificant, as it is an uncontrollable characteristic. This is due to the fact that consumers have a choice of vendor and TDH Enterprises, Inc. accepts all referrals based on the *Acceptance Into Services* Policy. During the previous reporting period, a difference of 20.32% existed between male and female consumers.



Age

According the information collected from the 337 consumers served during the reporting period, it was found that 58.75% of the individuals who received services were between the ages of 18 and 40. Additionally, 36.20% of consumers were found to be between the ages of 41 and 65, and 4.45% of consumers were between the ages of 14 and 17. A total of 0.59% of consumers served were over 65 years of age.



This is a slight difference from the previous period, in which 55.80% of individuals receiving services were between the ages of 18 and 40. In addition, there has been a decrease of 0.35% of consumers between the age of 14 and 17, as compared to the last reporting period. This is despite the Opportunities for Ohioans with Disabilities Agency's goal of serving more transitional youth. The Opportunities for Ohioans with Disabilities Agency's Agency has contracted with the Ohio Department of Education to increase transitional youth referrals and TDH Enterprises, Inc. is pursuing a relationship with the Sandusky County Board of Developmental Disabilities to more aggressively serve this population.



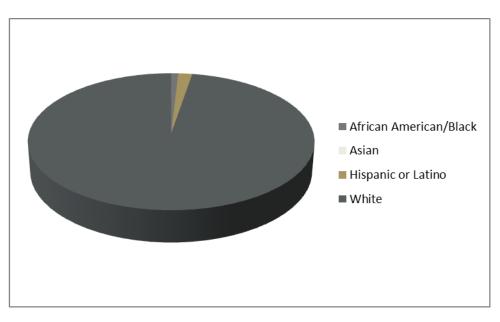
Ethnic Background

While data is collected concerning the ethnic background of individuals who receive services, it is difficult to make any conclusive statements about this particular characteristic. This is due to the fact that the term "White" does not necessarily reveal individual cultural differences and that the rural service area in which the agency operates does not offer a diversity of ethnicities like many other larger urban service areas.

RACE/ETHNICITY	337
African American/Black	3
Asian	0
Hispanic or Latino	6
White	328

As the numbers above indicate, over 97.33% of the consumers served during the 2015 - 2016 reporting period were of "White" ethnicity. The remaining percentage was made of Hispanic or Latino (1.78%), a 0.38% increase from the last program year, Asian 0.0%, and African American (0.89%), a 2.41% decrease from the previous reporting period.

This distribution of ethnicity accurately reflects the communities and service area in which the area operates. The Northwest Ohio area is primarily "White", and the most significantly visible minority group is African American/Black. TDH Enterprises, Inc. is pursuing methods to increase the number of Hispanics or Latinos consumer base by looking to hire a more diversified staff and pursuing potential trainings.





Disability

In order to ensure a firm grasp of the individuals served during the reporting period, information was collected concerning the primary disabilities of those served during the program year. This information was collected based on the referral to facility and authorizations that indicates the primary disability of the consumer referred.

OTHER DEMOGRAPHICS	337
A) HIV Positive/AIDS	1
B) Homeless Individuals	0
C) New Immigrants	0
D) Hard of Hearing/Deaf	4
E) Acquired/Traumatic Brain Injury	9
F) Dementia	0
G) Developmental Disabilities	65
H) Other	0
I) Other	0
J) Dual Diagnosis (AOD/MI)*	1
K) Mental Disorders	161
L) Physical Disabilities	90
M) Substance Abuse or Other Addictions	1
N) Visual Impairments/Blind	5
O) Unemployed/underemployed	0

As the above table indicates, a majority of the consumers served during the reporting period possessed mental disorders (47.77%). Furthermore, physical disabilities made up 26.71% of the consumers. The remaining percentages consisted of developmental disabilities (19.29%), Hard of Hearing/Deaf (1.19%), Acquired/Traumatic Brain Injury (2.67%), Substance Abuse (0.30%), Visual Impairments/Blind (1.48%), Dual Diagnosis (0.30%), and HIV Positive/Aids (0.30%).

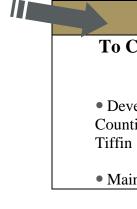


Service Area

Program services have been classified into eleven distinct categories based on geographical county boundaries, including Cuyahoga County, Erie County, Hancock County, Huron County, Lorain County, Ottawa County, Richland County, Sandusky County, Seneca County, Wood County, and Wyandot County. This information was collected in order to give a clearer and more detailed picture of the distribution of services within the eleven areas. It is of interest to note that a majority of the services were delivered in Huron County and Sandusky County, the same counties in which the TDH has promoted its services. Additionally, TDH expanded its service area to include Cuyahoga, Richland, and Wood Counties this program year. The picture provided by this comparison is a useful tool in planning and developing services and has provided an avenue in which service offerings can be expanded.

	201	4-2015	2015-2016	
SERVICE AREA	364	100%	337	100%
Cuyahoga	0	0.00%	1	0.30%
Erie	62	17.03%	46	13.65%
Hamilton	1	0.27%	0	0.00%
Hancock	0	0.00%	3	0.89%
Huron	118	32.42%	109	32.34%
Lorain	9	2.47%	22	6.53%
Ottawa	36	9.89%	44	13.06%
Richland	0	0.00%	1	0.30%
Sandusky	80	21.98%	63	18.69%
Seneca	56	15.38%	44	13.06%
Wood	0	0.00%	1	0.30%
Wyandot	2	0.55%	3	0.89%

As the above table indicates, TDH Enterprises, Inc. showed increases in the number of served consumers in Cuyahoga, Hancock, Lorain, Ottawa, Richland, Wood, and Wyandot Counties, while Erie County, Hamilton County, Huron County, Sandusky, and Seneca County decreased slightly.



Action Plan

To Continue to develop and foster relationships that will allow TDH Enterprises, Inc. to serve more consumers:

• Develop more integrated relationships with VRC contact in Cuyahoga and Seneca Counties offices that will help to generate referrals for the cities of Cleveland and Tiffin

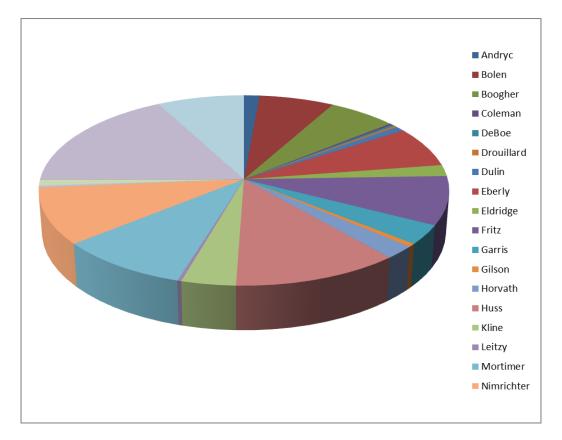
• Maintain referrals from Erie, Huron, Ottawa, and Sandusky Counties



Analysis of Services Provided

Counselors

Data was collected in order to help with the analysis of services provided by counselors. Of the 337 consumers served during the reporting period, TDH Enterprises, Inc. received authorizations from twenty-eight Vocational Rehabilitation Counselors. This is five more counselors as compared to the previous reporting period, due to the reorganization of the Ohio Opportunities for Ohioans with Disabilities agency and the various VRP3 Programs.



As of the 2015 – 2016 reporting period, a majority of the referrals came from Counselor Spehar with 50 referrals, followed by Counselors Fritz and Stine with 33 referrals each, and Counselor Eberly with 29 respectively. It is interesting to note that the agency received seventeen referrals from Counselor Horvath, a counselor in which the agency had not had a previous opportunity to work with. It is expected that the number of referrals from Counselor Horvath will continue to increase as he has reported that he is very pleased with the agency's services.



Services Provided

As an agency that specializes in helping job seekers and employers meet their training and employment needs, it seems appropriate that a majority of the authorizations received were for Job Placement and Job Follow-Up. The remaining authorizations were for Job Seeking Skills Training, Career Exploration, Community Based Assessment, Educational Services, Job Coaching, and Benefits Analysis.

SERVICES DELIVERED	
Job Placement	179
Job Follow-Up	69
Career Exploration	28
Community Base Work Experience	16
Work Adjustment	1
Personal Adjustment	2
Summer Work Experience	17
Job Coaching	14
Educational Services	6
Job Seeking Skills Training	45
Benefits Analysis	99

Of the 179 individuals referred to the agency for Job Placement services, 139 individuals became employed within the 2015-2016 reporting period, which represents a 77.65% employment rate. This rate is a 5.24% increase, as compared to the previous reporting period, and this a very commendable feat by the agency's Employment Specialists, especially when considering the downgraded economic environment found in the service area. Further analysis of the Job Placement service revealed that the average hourly wage of the employed was \$9.81. This was \$1.31 per hour more than our anticipated outcome of \$8.50 per hour. Additionally, those consumers that found employment during the 2015-2016 reporting period averaged 29 working hours per week. A total of thirty-eight consumers who were placed also received fringe benefits from employment, ten fewer consumers than the previous reporting period.

Objective	Goal	Outcome
<i>Efficiency</i> To reduce the number of weeks from Initial Service to Placement	14 Weeks	17 Weeks
		- 12 -



In order to track consumers through their new placement, TDH Enterprises, Inc. continued to maintain contact with the consumers and their supervisors for ninety days after the hire date. This is a continuing tradition of the agency, despite the fact that the Opportunities with Ohioans with Disabilities Agency has reduced the number of Job Retention authorizations as counselors began providing the service in-house. Of the 139 consumers employed during the 2015-2016 reporting period, 85 were still employed after 90 days and 31 consumers will complete their 90 days retention rate during the next reporting period. These consumers had a working an average work week of 32 hours and at the average wage of \$9.78 per hour.

Objective	Goal	Outcome
Effectiveness		
To increase the average hourly rate	\$8.50	\$9.81
To maintain threshold of percentage of consumers who maintain jobs throughout 90 Day Follow- Up Period	80%	78%
To increase the average hours worked per week	25 Hours	29 Hours

Action Plan

To continue to improve on efficiency and effectiveness measures:

• Reduce the number of days from Initial Service to Placement goal to 10 Weeks

• Maintain the average hourly rate goal to \$8.50

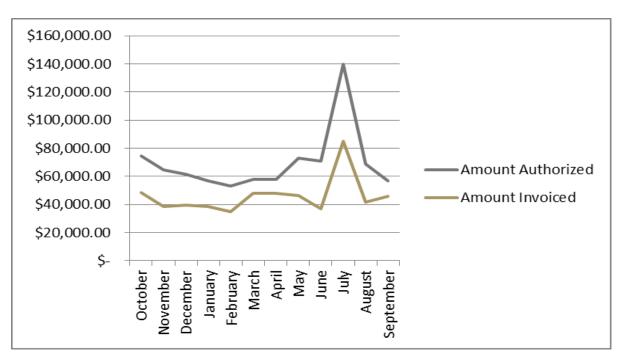
• Maintain the percentage of consumers who maintain employment throughout 90 Day Follow-Up Period

• Maintain the average hours worked per week (25 Hour)

Of the 6 consumers receiving Educational services, 6 were completed successfully or carried over to the next reporting period. Furthermore, the analysis of services provided showed that 100% of the authorizations for Job Coaching were completed successfully.



Staffing & Budget



During the 2015 - 2016 reporting period, TDH Enterprises, Inc. was able to collect data that would be used to analyze the agency current staffing and budget processes.

Of the 157,788 units authorized by the Vocational Rehabilitation Counselors in the 2015 – 2016 reporting period, TDH Enterprises, Inc. was able to provide services in 120,552 units. This total represents 76.40% of the total authorized units, an increase from the last reporting period's 69.52%.

During the current reporting period, TDH Enterprises, Inc. received authorization of services in the amount of \$834,992.58. Of this amount, 66.17% was invoiced resulting in a total program invoicing of \$552,503.84. This amount represents an increase from the last reporting period in which 64.33% of the total authorizations were actually invoiced.



Quality Improvement Plan

- 1) TDH Enterprises, Inc. should explore methods and procedures that would allow the agency to expand service delivery options, including expanding the agency's service areas and to provide vocational evaluation assessments.
- To continue to develop and foster relationships that will allow TDH Enterprises, Inc. to serve more consumers in a wider service area, including Cuyahoga and Seneca County Areas:
 - Develop more integrated relationships with ORSC offices in Cuyahoga and Seneca Counties
 - Maintain referrals from Erie, Huron, Ottawa, and Sandusky Counties
 - Explore other service options in order to help maintain and potentially increase consumer case load
- 3) Increase training for Employment Specialists that will allow for more advanced and updated service delivery
- 4) Review internal annual goals and adjust appropriately

Performance Plan

- 1) To continue to improve on efficiency measures:
 - Reduce the cost per consumer receiving services
 - Reduce the number of days from Initial Service to Placement goal to 14 Weeks
- 2) To continue to improve on effectiveness measures:
 - Maintain the percentage of consumers who maintain employment throughout 90 Day Follow-Up Period
 - Maintain the average hours worked per week (25 Hours)
- 3) Increase the number of successful closures



		FFY 2016: October 1, 2015 through September 30, 2016	FFY 2016: October 1, 2015 through September 30, 2016	through September 30, 2010			
	YTD %	EMPLOYER PARTICIPATION			-		
PROGRAM EXITS	Ē		Corso's Flower & Garden Center	JBT Foodtech	MV Transportation	Securitas	Valley View Healthcare Center
1) Successful	198 58.75%		Country Inn and Suites	Jim Engle Trucking	Norwalk Custodial Services	Shoe Department	Veterans Services
2) Un-Successful (See Reasons)			CVS	Jimmie John's	ODOT	Silver Spoon Café	Vista Care Center
Administrative Separation	0	Amherst Animal Hospital	Dave's Food Mart	Kalahari Resort	Ohio Tumpike	Spader Freight	Walmart
Closed by Sponsor Agency	33	Applebee's	Dollar Tree	Kroger's	Oriana House	Sperion/MTD	Wendy's
Family Issues	2	Aramark	Double Tree	Lagoon Saloon	Otterbein North Shore	Spherion / Balreich's	YMCA
Health Issues	16	Ashland Theological Seminary	Dutch Maid	Long Way Home	Pizza Post	Starbucks	
Moved From Area	9	Bassett's Market	ECI	Longhorn Steak House	Port Clinton Ford	Steak N Shake	
Poor Attendance	+	Borger's Ohio	EHOVE / Norwalk City Schools / ABLE	Los Buenos Amigos Restaurant	Pristine Senior Living	Strategic Solutions	
Refused To Continue	0	BSGU Firelands Student Library	Elmwood Healthcare Center	Lowe's	Quaker Steak & Lube	Stratosphere Quality LLC	
Transportation Issues	0	Buckeye Impact Group	Emsthausen Community Center	Maple City Rubber	Quality Inn and Conference Center	Surge Staffing - Ballreich's	
3) Carry-Overs To Next FFY	81 24.04%	Burger King	FI Community Housing	McDonalds	R & L Trucking	Taiho Corp of America	
JOB PLACEMENT	*	Cardinal Staffing / IAC	Flat Rock Care Center	Menard's	Red Roof Inn	The Fremont Company	
Number Employed	139	Cardinal Staffing / THIHO	Flex Temp/Graham Packaging	Menorah Park	Renhill HR On Demand	Thrifty Propane	
Average Hourly Wage Rate	\$9.81	Christie Lane	Gardner's	Mercy Hospital Willard	Renzenberger	Tiffin Rehabilitation Center & Sojourn	
Employment Rate	77.65%	Circle K	Gilhuly's Pub and Grille	Metraco Transportation	RR Donnely's	Tiffin University	
Average Hours Per Week	29	Clean Team	Goodwill Industries	Metro Technology & Communications	ns Rumpke	Time Staffing	
Number Receiving Fringe Benefits	38	Cleaning and Such	Hardee's	Motel 6	Sacred Heart	Tower Automotive	
Average Weeks From Initial Service To Placement	17	Colter Stables	HIMS Lifestyle Innovations	MSI Hospitality Solutions	Safe Staffing	US 20 Metal	
Average Direct Job Coaching Hours	25	Comfort Keepers	Hogue's IGA	MTO - Sperion	Samaritan Regional Health System	US Securities	
ACCESS TO SERVICES	*	Corner Restaurant	Home Shopping Network	Murphy USA	Sawmill Creek	Valley Transportation	
Average Days from Referral to Initial Service	15	TYPES OF JOBS					
FOLLOW-UP	*	Activities Associate	Customer Account Service	Gate Guard	Order Clerk	Substitute Office / Admin Staff	
Follow-Ups Completed	108	Assistant Plaza Manager	Customer Care & Cashier	General Laborer	Packer	Teacher	
Number Employed	85	Automotive Tech	Customer Courtesy Clerk	Home Rep Customer Service	Picker/Packer	Teacher Assistant / Closer	
Average Wage	\$9.78	Bailer Operator	Customer Service	Host	Production Laborer	Tech Support/Customer Service	
Employment Rate	78.70%	Boarding Attendant	Customer Service Representative	Hostess	Production Worker	Truck Driver	
Average Hours Per Week	32	Cafeteria Worker	Dean of Students	Housekeeper	Project Supervisor	Unload Associate	
Number Receiving Fringe Benefits	26	Car Detailer	Dietary Aide	Houseman	Puller	Utility Worker	
Number Unemployed (See Reasons)	30	Carryout Kitchen	Director of Administration	Industrial Custodian	Receptionist	Van Driver	
Administrative Separation	0	Cashier	Dishwasher	Janitor	Registered Nurse	Weekend Team Member	
Closed by Sponsor Agency	0	CDL Driver	Dispatcher	Kitchen aide Janitorial & Maintenance Registrar	nce Registrar	Welder	
Family Issues	4	Cleaner	Driver	Laborer	Road Driver		
Health Issues	5	Clerk	Drop Cook	Laundry Room Attendant	Sales Representative		
Laid-Off	7	CMA	E SOL Instructor	Library Aide	Security Officer		
Moved From Area	2	CNC Operator	Expo	Life Guard	Snow Plow Driver		
Poor Attendance	8	Cook	Flooring Specialist	Load Broker	Sorter		
Refused To Continue	0	Courtesy Clerk	Food Prep	Loader	Stable Cleaner		
Transportation Issues	4	Crew Member	Food Service (Utility Worker)	LSW Case Manager	STNA		
Other (HOLD)	0	Custodian	Front Desk Clerk	Maintance/Janitorial	Stock Clerk		



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	YTD	%		YTD	%
	337	100%	CONSUMERS SERVED	337	100%
OOD (BVR, BSVI)	337	100.00%	Carry-Overs from Previous FFY	116	34.42%
BWC	0	0.00%	New Referrals for Current FFY GENDER	221 337	65.58%
Private Board of MR/DD	0	0.00%	Male	202	100% 59.94%
COUNSELORS	337	100%	Female	135	
Andryc	8	2.37%	AGE	337	40.06%
Bolen	7	2.08%	00-05 (Children)	0	0.00%
Boogher	19	5.64%	06-17 (Adolescents)	15	4.45%
Coleman	2	0.59%	18-40 (Adults)	198	58.75%
DeBoe	1	0.30%		190	
Drouillard	1	0.30%	41-65 (Adults) 66-85 (Adults)	2	36.20%
				0	
Dulin	4	1.19%	86+ (Adults)		0.00%
Eberly	29	8.61%	Other Age Group	0	0.00%
Eldridge	5	1.48%	RACE/ETHNICITY	337	100%
Elwood	3	0.89%	Aboriginal Canadians (First Nation)	0	0.00%
Frank	1	0.30%	African American/Black	3	0.89%
Fritz	33	9.79%	Asian	0	0.00%
Garris	3	0.89%	Hispanic or Latino	6	1.78%
Gilson	1	0.30%	Native (American or Alaskan)	0	0.00%
Heyman	1	0.30%	Native Hawaiian or Pacific Islander	0	0.00%
Horvath	17	5.04%	White	328	97.33%
Huss	28	8.31%	Other	0	0.00%
Kline	25	7.42%	OTHER DEMOGRAPHICS	337	100%
Merlino	1	0.30%	A) HIV Positive/AIDS	1	0.30%
Miller	5	1.48%	B) Homeless Individuals	0	0.00%
Mortimer	21	6.23%	C) New Immigrants	0	0.00%
Mueller	3	0.89%	D) Hard of Hearing/Deaf	4	1.19%
Nimrichter	16	4.75%	E) Acquired/Traumatic Brain Injury	9	2.67%
Perry	5	1.48%	F) Dementia	0	0.00%
Slosser	13	3.86%	G) Developmental Disabilities	65	19.29%
Soper	2	0.59%	H) Other	0	0.00%
Sephar	50	14.84%	I) Other	0	0.00%
Stine	33	9.79%	J) Dual Diagnosis (AOD/MI)*	1	0.30%
SERVICES DELIVERED	*	ı .	K) Mental Disorders	161	47.77%
Job Placement	179	-	L) Physical Disabilities	90	26.71%
Job Follow-Up	69	-	M) Substance Abuse or Other Addictions	1	0.30%
Career Exploration	28	-	N) Visual Impairments/Blind	5	1.48%
Comm Base Work Experience	16	-	O) Unemployed/underemployed	0	0.00%
Work Adjustment	1				
Personal Adjustment	2				
Summer Work Experience	17				
Job Coaching	14				
Educational Services	6				
Job Seeking Skills	45				
Benefits Analysis	99				
SERVICE AREA	337	100%			
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Ottawa	44	13.06%			
Richland	1	0.30%			
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Seneca	44	13.06%			
Wood	1	0.30%			
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Wyandot	3	0.89%			

