



Dave Toeniskoetter,
Chair, Leadership Development Committee
c/o ANCOR
1101 King Street, Suite 380
Alexandria, VA 22314

Dear Dave,

Please accept the enclosed application for consideration for the ANCOR Board of Directors opening. As of August 2, 2016, I will be leaving my position at SJCS to become the Chief Executive Officer at The Arc of Montgomery County starting August 15, 2016.

As mentioned in the attached application, I have served on both the Board and Board of Representatives at various times during my membership with ANCOR. In my recent participation on the Board of Representatives I've observed that this entity has to find a way to reinvent itself and bring new relevance and meaning to its participants if it is to remain a viable part of ANCOR. I'm willing to work towards that goal and know that I could well represent ANCOR membership on the board of directors.

I have been a part of this great provider community for almost two decades now and have seen firsthand how crucial the work of a vibrant national network of providers can be in moving forward progressive and high quality service delivery. ANCOR has been such a force and I am glad to have served in several capacities with this organization but wish to further my service through board participation at both levels.

William Loyd, Jr.
State Director, SJCS-DC

Application: ANCOR Board of Directors

My current role at SJCS is as the director of the DC operations which employs nearly 400 staff and has a budget of approximately \$18 M. SJCS-DC provides an array of services (outlined below) to children and adults with disabilities. As State Director, I support three division directors who each has program directors and other supporting staff including DSPs. I report to the agency Chief Operating agency and we both serve on the senior management team at SJCS. I'm also a member of several provider and state agency groups in Washington DC (Medicaid Advisory Group, Long Term Care Coalition, DC Coalition for Special Education) which brings perspectives from multiple provider arenas. My former position with SJCS involved business development in which I was responsible for seeking business opportunities for the agency throughout the east coast so I also have a multi-state perspective. I am also a former CARF surveyor and intend to again involve myself in that agency's efforts of developing and implementing cutting edge industry performance standards. In between my years at St. John's I served as the Executive Director for the Midlands Community Development Corporation for 10 years. There I assisted distressed communities and their citizens is improvements that included brick and mortar products (housing, senior centers, infrastructure improvements, etc.) as well as self improvement initiatives (housing counseling,

adult education, after school care, child development, tax preparation, emergency services, etc.). My work there involved more direct services to persons who were primarily economically distressed and helped them to find supports and resources to better their lives.

Services Provided

John's Community Services embraces the concept of providing services to people with disabilities without separating them from the community as so often happens. SJCS's innovative, community-based services to people with intellectual, developmental and other disabilities embodies a continuing search for the most effective ways to include people into the living fabric of our community. SJCS and its subsidiary organizations in the District of Columbia, Pennsylvania, Tennessee, Delaware and Virginia, advocate for full citizenship and equal rights for people with disabilities. SJCS is looking to expand services into Maryland, West Virginia and Arkansas.

Employment Services: SJCS supports people with disabilities to develop a career path and acquire and retain competitive employment. By working with SJCS, individuals and employers have benefitted from successful experiences in a variety of settings including retail, government and nonprofit agencies. Similar services are operated at The Arc of Montgomery County, including work groups and fee for service contracts.

Education Services: SJCS Education Services uses a unique model with classrooms located within the District of Columbia public schools for children and young adults with disabilities ages 4 to 22. Students participate fully in the public school environment and develop relationship and interactions with their peers. Similar services are operated at The Arc of Montgomery County, with a primary focus on child development.

Community Living Services (Residential Services): People with disabilities receive support to find suitable living accommodations, including houses or apartments in their chosen communities. Staffing in the residences can vary from drop-in to 24-hour care as needed for support towards maximum independence and integration. Similar services are operated at The Arc of Montgomery County, including group homes.

Community Participation (Adult Day Services): Unlike many traditional adult day services, SJCS's Community Participation is a "program without walls." SJCS staff support their participation in activities such as shopping, banking and using library services, and volunteering in their community while building a resume for future employment. Similar services are operated at The Arc of Montgomery County, including a facility based day program which is scheduled to transform to community based services as of this calendar year.

ART Options: ART Options is an arts-infused program designed to support the development of vocational, social and life management skills for adults with disabilities. Our focus is on applied, fine arts and digital design instruction, internships and jobs, museum and gallery visits, salesmanship and communications skills.

In-Home Services: Support provided to adults with intellectual, developmental and other disabilities so that they may live independently in their own home or the home of their family in the community. The services provided, which may range from training on activities of daily living to utilizing

community resources. Similar services are operated at The Arc of Montgomery County.

Most of the services provided at both agencies are funded through Medicaid Waiver but we also are funded through a variety of local dollars, grants, private pay, social enterprise, and insurance.

My history with ANCOR

I currently serve on the ANCOR Board of Representatives for the District of Columbia and since my election I am glad to report increased participation by the DC provider coalition with ANCOR and look to even greater participation moving forward.

During my previous tenure with SJCS I was very active in ANCOR including participation on the Board of Representatives and on the ANCOR Board. I have served on several ANCOR committees ranging from those focusing on specific products and services offered by ANCOR to membership, conferences, quality, and legislation. This participation was particularly beneficial to SJCS and to me as we learned from and combined with colleagues from across the nation. I hope that my participation was also beneficial to ANCOR and its constituents as we shared areas of expertise in the various forums offered by this fine association. Once again, I am ready to contribute and to learn thereby helping to achieve ANCOR's goal of advancing excellence in supports and services. Being an active member of the local provider association, I believe that I can be a bridge between the two organizations to the benefit of both. Finally, I have had SJCS staff beyond me participate in many of the ANCOR initiatives. Given my experience at SJCS as a multistate provider, I bring perspectives and participation beyond Washington, DC and will soon be able to add a Maryland provider perspective through The Arc of Montgomery County. I would love to work to bridge stronger alliances between ANCOR and the state and national offices of The Arc. I believe that there are many synergies to be achieved between these entities.

I would love to again serve on the ANCOR Board of Directors to support the current administration on forging ANCOR's future. At SJCS, much of what we do as an organization is already in line with the recent definitions and trends announced by CMS and DOL. As such, I can be an asset in ensuring that ANCOR membership has active resources for strategic planning in areas such as transitioning to community based service models. As ANCOR seeks to strengthen its supports to employment and day support agencies, I bring years of experience in operating those services and can be a direct connection between other associations with an employment focus (other SJCS staff hold board positions in some of those associations). SJCS and The Arc of Montgomery County are also building strong business models that support healthy operations and growth as a non-profit organization and our leadership has many combined years of experience in areas like managed care, organic growth, acquisitions and other forms of expansion. SJCS recently sponsored a conference detailing strategies and ideas on transformation for providers looking to shift to community based services. I was a part of the team planning for and facilitating that event.

I believe that as we move into a new era of community based services as an industry per CMS' missives, that will mean that ANCOR and its constituents must reinvent ourselves to stay relevant and continue to shape the future for our industry and the people we support. Given my physical presence in the nation's capital, I can be an asset in further expanding contact and front of mind presence for ANCOR with many of the federal agencies. I also believe that the ANCOR leadership should reflect its current and desired membership base in terms of types of services provided and in terms of diversity.

Sincerely,
William Loyd, Jr.
State Director, SJCS DC