



Division of Vocational Rehabilitation
FLORIDA DEPARTMENT OF EDUCATION

Florida Division of Vocational Rehabilitation

John T. R. Howell, VR

Kathy Davis, VR

Mona Andrews, PlacementWorks, Inc.





Overview

- Current Structure of Rate Contracts
 - ✓ John Howell, Florida General
- PlacementWorks, Inc. Philosophy and Services
 - ✓ Mona Andrews, Employment Specialist Director
- Business Relations and Wrap-up
 - ✓ Kathy Davis, Florida General



Rate Contracts

- Rate Contracts with Community Rehabilitation Providers provide a method of funding the delivery of Employment Services, Supported Employment, On-the-Job Training and Pre-Placement Training
- Payments are delivered through a benchmark system
- There are currently 209 Providers statewide





Counselor & Provider Expectations

Counselor Expectations

- Make appropriate **referral** to Provider and selects applicable benchmark payments
- Ensure job obtained matches the Client's **job goal** and considers amending the job goal as appropriate
- **Review** monthly progress **reports** and requests for benchmark **payments**

Provider Expectations

- **Provide services** directed at achieving the job goal and as requested on the Counselor's referral form
- **Develop employment** situations consistent with the Client's job goal
- **Submit** monthly **progress Reports** within 30 days following the month services were delivered
- **Submit invoices** when benchmarks are achieved





Employment Services



- Assist the Client in securing & maintaining integrated, competitive employment.
- Services vary and must be tailored to the Client's needs.
- Provided both prior to & after job placement.
- May include developing employability skills, assisting with job development, providing job leads, assisting with the interview process, and occasional Job Coaching.



Employment Services Benchmark Payments

- Pre-Placement Training (*Optional*) \$302 (20 hours)
- Placement \$1,509
- 45 Days \$1,509
- 90 Days \$2,415
- **Total Amount Paid \$5,735**





Supported Employment

- Provided to VR Clients with the most significant disabilities to assist them with securing and maintain employment
- Clients require intensive supports and ongoing extended services to maintain employment





Supported Employment Benchmark Payments

■ Individual Career Plan (ICP)	\$1,334
■ Job Placement	\$1,334
■ Stabilization	\$1,779
■ Transition	\$1,779
■ Supported Employment Outcome	\$2,668
■ Total Amount Paid	\$8,894





On-the-Job Training

- Time limited individual skill acquisition that can be learned on the job
- VR reimburses the employer of record for the Client's gross wages for the duration of the OJT





On-the-Job Training Benchmark Payments*

- OJT Plan & Agreement \$980.00
- OJT Final Report \$ 653.00
- **Total Amount: \$1633.00**



- Pre-Employment Transition Services



Pre-Placement Training

- 20 hours of classroom training
 - Topics include: resume writing, interviewing skills, searching for and applying for jobs online, finding and completing job applications, managing employer initial contacts, handling conflicts, navigating public transportation, and review of Client benefits
 - Payment is **\$302.00** per Client

- Pre-Employment Transition Services





PlacementWorks, Inc.

- Message from Christy Brown, President



PlacementWorks, Inc.

Mona Andrews, Employment Specialist Director

- ✓ Relationships
- ✓ How Businesses Can Grow
- ✓ Educating Human Resources
- ✓ Morale in the Work Place



Kathy Davis, Business Relations

Partnering with CRPs to Engage and Support Businesses

- What is being done?
 - Education and Communication
 - Coordination and “single point of contact” model
- What is the CRP role? The VR Role?
 - Work together and respond with referrals
- What did it take to get started?
 - Develop internal processes, IT project, training
- What’s working well?
 - Desire for a solution that satisfies WIOA
- What’s working less well?
 - Changing culture



Questions

