

Among Friends

A Newsletter from Lower Shore Enterprises, Inc.

2012

A word from our CEO..

Our New Director of Operations

I would like to introduce our new Director of Operations, Luis Luna. Luis brings experience in both the for-profit and nonprofit sectors. Luis has a degree in government from the University of Maryland, College Park and a law degree from Georgetown University. He went on to serve two Presidents in policy positions at the Consumer Product Safety Commission, the Department of Agriculture and the Environmental Protection Agency. He also worked for ten years for members of the U.S. House and Senate, handling legislative and media issues. Locally, he was the corporate spokesman for Perdue Farms, and he headed the Greater Salisbury Committee for more than a decade.



In addition, his wife Bonnie is very active in our community, helping nonprofits and raising funds for the poor and homeless. Luis and Bonnie live in Salisbury.

Luis is responsible for the manufacturing, mailing, custodial and document destruction operations, as well as the facility and grounds. Luis has visited many customers in the short time he has been here and will continue to do so. We welcome his new perspective and enthusiasm and wish him much success.



Please Join Us...

LSE is holding its 7th Annual Longaberger Basket & Vera Bradley Bingo on March 21st 2013 at 6:30 p.m. at the Salisbury Moose Lodge. This event helps promote our mission through community awareness and showcase our sponsors, as well. We are in need of basket/bag sponsors, donations to fill each basket/bag, ticket sales, food donations and volunteers. Please contact Heather Malone at 410-749-6183 x 112 if you would like to purchase a ticket in advance. We can reserve tables if 8 or more tickets are purchased together.



Custodial

*A Message from Dan Robinette,
Custodial Manager*

Happy New Year to all of our loyal customers! We wish you a very successful 2013.

To start the new year, LSE welcomed Delmarva Broadcasting Service, LLC (WMDT-47) as our latest customer. We were contacted in December to see whether we could handle the broadcaster's custodial needs. I immediately conducted a site visit and job analysis, met with station managers, got agreement to proceed, and started our work crew there on January 14. The crew consists of one supervisor and three LSE clients.

This new partnership provides employment, of course, but it does far more. It gives our clients the chance to interact with others in the community. WMDT-47's busy environment also exposes our clients to the fast-paced jobs of the business world. Finally, it lets us show the great work we do by providing quality service that meets our customers' needs. This job is just the latest opportunity LSE's clients have to be gainfully employed and productive. We appreciate the trust WMDT-47 has placed in us.

LSE's reputation as a dependable, flexible, and on-time workforce is well known in our community. Your support of LSE provides real work for real pay for individuals with disabilities. I can assure you our employees work hard every day to hold up our end of the bargain.

Drop by and see the kind of work our clients can do. We can discuss our custodial services, and I can provide referrals as well. Please call me at 410-749-6183, extension 141, or e-mail me at drobinette@lseworks.org, to schedule a tour.



Standing in front of the WMDT news desk are, from left to right Shawn Owens, Alet Zito, Cory Hunter and Tymecka Sturgis.

Production

*A Message from Jill Todd,
Mailroom Coordinator*

It may be cold outside, but here at LSE we are already dreaming about sunny days in Ocean City. That could be because our employees are labeling the initial order of Ocean City Vacation Guides that even now are being sent to vacationers all over the U.S. and Canada.

For several years, we have worked in partnership with the Ocean City Chamber of Commerce to send these guides to potential visitors who have asked the Chamber for information.

Our clients take pride in each label they affix. They feel they are part of helping promote beautiful Ocean City and bringing visitors to our Delmarva Peninsula. Our partnership is an example of how people with disABILITIES™ are being productive and helpful to the local community, while learning work skills to increase their ABILITIES.

In turn, we help the Chamber. For instance, we not only mail the guides, we also continually check and correct addresses to remove duplicates. We keep a master file of the weekly addresses generated by visitor inquiries, and export the list back to the Chamber for their use on other projects. Along with our mailing services, we also store the Chamber's annual supply of guides, ship bulk boxes via UPS for distribution, and deliver completed mailings to the Ocean City post office. All these services save the Chamber money, and they appreciate the "extra mile" of our customer service.

If your company or organization has any regular mailings, be they newsletters, publications or bills, let us give you the same outstanding customer service. Please call me at 410-749-6183, extension 142, or email me at jtodd@lseworks.org for a free mailing quote.



Ocean City Vacation Guide
(Jewel Louie)

Document Destruction

*A Message from Clyde Adkins,
Document Destruction Sales
Manager*

One of Lower Shore Enterprises' major Document Destruction customers is Peninsula Regional Medical Center (PRMC). We thank them for fully recognizing our abilities, certifications, commitment and focus on "Clients First."

Throughout the hospital and twelve of its satellite facilities, we provide a total of 110 containers of various types and sizes. Of these, we service 94 regularly, three times per week. The others are on an "on call" basis. Along with our driver/operator, as many as five LSE clients may be on site to do the job quickly and efficiently.

To meet PRMC's requirements, as well as the needs of all our customers, all LSE crew members are fully certified by the National Association for Information Destruction, which establishes standards for the secure handling and destruction of sensitive documents. Our crews are licensed, bonded and insured, giving our customers peace of mind that their document destruction is being done in compliance with all federal, state, local and insurance regulations.

If we can be of any assistance to you, please give me a call at 410-749-6183, extension 140, or drop me an email at cadkins@lsework.org. I'll be glad to discuss our program with you and work out a service schedule to accommodate your needs.



Hauling 96 gallon containers filled with hundreds of pounds of sensitive documents is routine for Kenny Smith (left) and Jason Davis.

What's happening at LSE . .

Article submitted by

Laurie Andrews, Director of Client Services

In 2011, LSE identified that many of the individuals that we serve have a very limited knowledge of nutrition and basic self care. Several individuals have moved from their parents homes or group homes in their own apartments. Many others retain this as a goal for the future. In order to help these people improve their independent living skills, a new program was developed.

Because of the high rate of diabetes among our consumers, nutrition became the main focus. The first day of class deals with understanding food groups, the food pyramid and hand washing prior to food preparation or eating. Day 2 ventures into portions, my plate, and putting together a healthy meal. On days 3-5 we tackle oral hygiene, personal hygiene, laundry and basic cleaning skills. We end the program on day 6 with games and role play to teach basic manners and interpersonal communication. Every class ends with the individuals creating their own healthy snack, which gives them 6 new healthy recipes. It is very rewarding when days, weeks and even months later, an individual shows or tells us about using the skills they learned!



EMPLOYMENT SUCCESS STORY

Off to a Great Start

Submitted by Linda Hedinger – CDC

Regardless of how long you have been a part of the work world, it seems people generally tend to remember their very first paid job. Judging by how well things are progressing for Alexander Dyke, employed at McDonald's for one month now, when he looks back on the experience of his first job, it will very likely be a good memory for him.

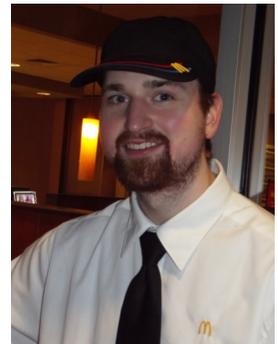
At the LSE Career Development Center, Mr. Dyke was found to be open to receiving guidance for the purpose of exploring his vocational interests and goals. The process appeared to be an enjoyable one for Mr. Dyke, who was very quickly able to identify his interest in obtaining work at a very specific McDonald's restaurant within walking distance of his home. With intent enthusiasm, Mr. Dyke submitted an online application, and the wheels of his success were set in motion.

With permission, the job developer next advocated on Mr. Dyke's behalf with the General Manager, an individual who really took the time to listen with an open mind, and subsequently granted an interview opportunity. At this meeting, Mr. Dyke pushed any nervousness aside, and quickly rose to the occasion by championing for himself, and described how his own unique strengths and abilities could become an asset to his prospective employer. Mr. Dyke was heard to refer to the employer as "Sir", and at a second interview, Mr. Dyke was informed of a start date for work as a lobby attendant.

It is apparent Mr. Dyke wears his uniform with pride. When asked what he enjoys most about working for McDonald's, he remarked he enjoys cleaning and keeping things in order. The employer has shared his feeling Mr. Dyke is off to a good start and doing a good job.

Mr. Dyke backed up his own words that he was interested in joining the work world with his actions that show great job ownership and pride in a job well done.

In the future, when Mr. Dyke looks back on the experience of his first job, there is every expectation it will be with thoughts of the good memories he is busy creating by the great effort he is putting forth today.



If you would like to receive your newsletter through email please submit your email address to Jamie at jwells@lseworks.org and save a tree.



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4

L O W E R S H O R E E N T E R P R I S E S

**November
Employee of Month**



Stephen Kelley

Stephen has been working at LSE for 5 months. In his time here Stephen has proven to be an excellent employee. He is willing to try any job offered to him and volunteers to work outside LSE whenever possible. Stephen is very caring and enjoys helping others. Stephen has excellent communication skills and sets a wonderful example for others in his work ethic, attitude and desire to succeed.

**December
Employee of Month**



Sedric Taylor

Sedric has been working with LSE since 2004. He has worked both in house and in the community. Sedric current works 5 days a week on a custodial crew providing professional service at Pepsi Bottling Ventures. Sedric is very motivated to do a good job. He has improved his reliability and become a valuable crew member.

**January
Employee of Month**



Michael Davidson

Michael began his vocational training at LSE as a summer program participant while still in high school. He became a full time worker in 2011 and has grown over the last year and a half in many ways. Michael had perfect attendance last year, missing 0 work-days. He is reliable and always willing to try new jobs. He always follows work rules and has learn to resolve conflicts with other workers on his own. His supervisors appreciate his hard work