

October
Employee of Month



Mark Wingate

Length of service: 2 years

Favorite Job at LSE: He loves working on all jobs.

Volunteer Site: He volunteers at the Wicomico County Library, once a week.

Mark's Supervisor says: He is willing to do any job and he does great with every job he works on.

Mark's co-workers say: He is a good guy and works very hard.

November
Employee of Month



Lionel Chisum

Length of service: 2 years

Favorite Job at LSE: His favorite job was putting LSE Holiday Boxes together for people in the community.

Volunteer Site: He volunteers at PRMC & the Wicomico County Library.

Lionel's Supervisors say: He is very happy, has a desire to help everyone, loves to help clean and does whatever job is asked of him.

Lionel's co-workers say: He is a good man and a good worker.

December
Employee of Month



Kevin Rivera

Length of service: 1 year

Favorite Job at LSE: He most enjoys working on shredding textbooks for Wicomico County Board of Education

Volunteer Site: He volunteers each week Genesis Eldercare.

Kevin's Supervisor says: Kevin is an excellent worker who stays focused on his job at LSE and at his volunteer work.

Kevin's co-workers say: He is funny & nice to everyone.

Lower Shore Enterprises, Inc.
P.O. Box 1692
Salisbury, Maryland 21802

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Among Friends

A Newsletter from Lower Shore Enterprises, Inc.

4th Quarter 2008

Events

Please mark your calendars for our exciting upcoming events.

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Production

News from the mailing and production center, where everyone is hard at work.

Page 2

Career Development Center

Take a peek inside the newest branch of Lower Shore Enterprises, where you can learn about a great employer and an employee success story.

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Employees

Meet last quarter's employee of the month. See what their favorite jobs to work on here at LSE and what their co-workers and supervisors had to say about them.

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Please Join Us...

Thursday, April 30th, LSE will host its Third Annual Longaberger Basket Bingo at the Salisbury Moose Lodge. Please join us for a fun evening. All baskets filled with goodies and lots of chances to win a beautiful baskets. We will also be having two raffles and a 50/50. Tickets are \$20 per person in advance. Only 200 tickets will be sold, so please hurry! If interesting in becoming a basket sponsor or have items to donate to fill the baskets please contact Nicole at 410-749-6183x115 or nbozman@lseworks.org



SAVE THE DATE
Friday, June 5th, we will be having our 2009 Jack R. Nichols Founder's Dinner at The Fountains Wedding & Conference Center. We hope to see you there!

If interested in being a sponsor or you have auction items to donate for our auctions please contact Nicole at 410-749-6183x115 or email nbozman@lseworks.org



Jamie was raised in Queen Anne's County MD. She received her Bachelor's in Psychology from Wesley College in Dover, DE in 2006. After graduating, she worked for an agency providing psychiatric rehabilitation services to adults, and then in a residential/vocational agency for adults with disabilities. She then received her Master's Degree in Psychology from Washington College in Chestertown, MD in December 2008. She is married to Daniel, an accountant in Salisbury. Jamie is very excited to be a part of the LSE team!





How May We Help You?

A message from Dan Robinette, Director Business Development

I'm very excited about joining the management team at Lower Shore Enterprises (LSE). As the new Director of Business Development I have been challenged to grow our business by identifying new work opportunities and turn these opportunities into real work for our clients. LSE has maintained long term partnerships with many businesses throughout the community. Our reputation in providing quality service is well known with a 100% guarantee. LSE has a proven track record in meeting critical deadlines, and most important save businesses time, energy, and MONEY. Its a win-win partnership and gives our clients the opportunity to earn a paycheck. We want to thank all of our repeated customers who send work our way. For LSE to grow, new partnerships must be established. There are many companies throughout the Lower Shore who have never heard about LSE and our many capabilities. One of my many goals is to promote our valuable services to the business community, and plant the seeds for the future. I want the community to think about LSE when they need to outsource their work opportunities.

Some of the many jobs that match our capabilities are mailings, small assemblies, packaging, small shrink-wrapping projects, bagging, kit assemblies, imprinting services, labeling, re-work, just to name a few. We also provide custodial and grass cutting mobile work crews. Another great service is our customized On-Site enclaves. We can provide a Supervisor and a group of our clients to work at your facility. LSE is responsible for all transportation, taxes, and insurances. This saves your company all the headaches associated with all that paperwork. If you have a possible job opportunity, I can provide a free job analysis and price quote.

My immediate priority is to fill our facility with new jobs and help place our clients in the community where they can reach a maximum level of productivity, and be a successful part of society.



I invite everyone who reads this newsletter for a personal tour of our facility, and to see our clients working on the many jobs on the production floors. Please call me any time at 410-749-6183, Ext 133, or via e-mail at drobinette@lseworks.org. You can visit our website at www.lseworks.org.

News For Our Mailroom Customers

We're on the move with USPS's "Move Update"

The US Postal Service (USPS) always keeps us on the "move" with changes, and this time the change affects all of our first class and standard mailing customers in the form of "Move Update" requirements. As of November 23, 2008 the address list used for every mailing submitted to receive discounted first class or standard postage rates, is required to have gone through "Move Update" processing within the past 95 days (approximately every 3 months). Move Update processing is a simple electronic procedure that matches an address list with the USPS data base for all those people who have filed changes of address within the past 48 months. Jill Todd, our Production Coordinator, recently contacted customers and submitted many lists for this Move Update processing. Customers were amazed at how many changes had occurred in their lists, and how many of their mail pieces would not have reached their destination. Using each customer's list of changes, it is then critical for the customer to update their main database on their organization's computer so they have an accurate mailing list.

For any customer who fought the change to "Move Update," the USPS has given us a six month "period of grace," but states that after that time, any customer submitting a mailing for discounted rates who has not undergone "Move Update" processing will be charged an additional \$.07 per address. That's probably enough to make people comply to this new requirement!



For more information about the USPS "Move Update" requirement, or to get your list into compliance, call Jill Todd at 410-749-6183 at her new extension 131. We always stand ready to help fulfill your mailing needs!

A Tribute to TR Fastenings

We will miss working with you.

It is with great gratitude and much sadness that we bid adieu to T. R. Fastenings, the Phoenix, Arizona based company, which housed its Salisbury satellite company right here at LSE. For many years, T. R. Fastenings has provided work for literally every one of our clients, as we assembled nuts on millions, and maybe even billions or trillions of screws! Unfortunately, "TR's" main Salisbury customer, Powerwave Technologies, has moved from Salisbury to California, so their Salisbury satellite is no longer sensible. We sincerely thank Joe Haymes and Scott Wilkerson, who have become like members of our LSE family, for capturing our hearts with their winsome personalities, and for providing as much work as they possibly could for our clients. We will truly miss your smiling faces, and your "shopping sprees" from our inventory of completed screws. With every closed door, however, comes a window of opportunity. This opportunity might be for another vendor to take over "TR's" warehouse space, and "move in" to provide employment opportunities for LSE. Whether it be hardware assemblies or anything else, we're open to possible employment partnerships. Just call Dan Robinette at 410-749-6183 ext 133 to discuss the potential opportunities.

Employers Spotlight



Anchorage Nursing and Rehabilitation Center

This employer is located in the heart of Salisbury, Maryland, and the warmth of their newly remodeled reception and visitors' area is rivaled only by the warm greeting you will receive from long time receptionist, Rose Wood, with whom the employment process begins. Earlier this year, three fortunate consumers found employment in the housekeeping and dietary departments at Anchorage, under the direction of Virginia Daniels and Amy Garrison, respectively. These individuals have flourished in their positions, this would not have been possible without the employer's willingness to hire young workers, and the open lines of communication the employer kept with LSE Career Development Center (CDC).

Anchorage has a very structured and positive orientation process to ensure employees are well acclimated to their new work environment. In addition, both directors went beyond with facilitating a positive interface between themselves, and their new employees, by communicating with career counselors in a timely fashion when issues arose. These counselors were then able to provide needed on-site job coaching to remedy the situations. This process promoted the likelihood of long-term employment success for the consumers who report they are still satisfied with their choice of employment. The key to this satisfaction is the partnership Anchorage entered into with LSE CDC, which unlocked the door to positive, employment opportunities.

Success Story

*Article submitted by
Linda Hedinger, LSE Career Counselor*

Walter Rice was born and raised in Crisfield, Maryland, a city renowned for nearly three centuries for the seafood, especially the Blue Crab, pulled from the adjacent waters of the Chesapeake Bay. Like many residents of his community, Mr. Rice also earned his living from the Bay's bounty, and for more than a decade, he and his brother traveled to Washington D.C. where Mr. Rice set up displays at a seafood market.

After his eyesight began to deteriorate, Mr. Rice began a second career at Blind Industries and Services of Maryland, where he became an exemplary employee for 8.5 years. Still residing in his home town of Crisfield, Mr. Rice reported he utilized public transportation to travel to and from his job in Salisbury, remarking this sometimes added as much as three additional hours to his work day.

At this point in his life, Mr. Rice expressed a strong desire to locate work closer to home. A career counselor from the LSE Career Development Center was able to facilitate a meeting between him and the Food and Nutrition Coordinator at the Somerset County Board of Education. Since September 29th, 2008, Mr. Rice has been working as a substitute cafeteria worker in Crisfield, and works daily as a permanent substitute at Woodson Elementary School. A walking enthusiast, Mr. Rice now walks the one mile trek to work on good weather days. There he reports he enjoys serving food to the young students, and speaks with obvious pride about his ability to work independently, and contribute to the cafeteria's overall operation.

Of his endeavors, Mr. Rice's supervisor at the Board of Education recently remarked, "Walter is a Godsend. The women love him. He doesn't use a cane in the kitchen anymore, and does everything any one else in the kitchen does, and, with a good humor."

When asked about his new career in food services, Mr. Rice stated with a characteristic twinkle in his eyes, and a smile, "Success", and indeed he has proven himself just that, a success!