



PRE-CONFERENCE SESSION

*The Lean Machine:
Efficiencies and
Innovation in
Not-for-Profits*

**TUESDAY, APRIL 12, 2011
SAGAMORE HOTEL
BOLTON LANDING, NY**

The New York State Association of Community and Residential Agencies is pleased to offer participants a pre-conference session on efficiencies and innovation for not-for-profits.

The Keynote Speaker is Doug Sauer, Chief Executive Officer for the New York Council of Nonprofits, Inc. Mr. Sauer will provide his insight into the changing economic landscape in the not-for-profit sector.

In addition, a workshop focusing on office efficiency and a panel of expert presenters on efficiencies and innovation will be offered following the keynote presentation.

The Lean Machine: Efficiencies and Innovation in Nonprofits

12:00 pm

Welcome & Lunch

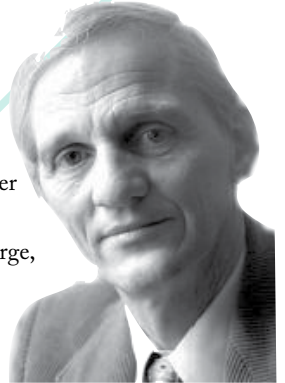
Ann Hardiman, *Executive Director*, NYSACRA

12:15 pm

Shaping the Transformational Change to Come

Doug Sauer, *Chief Executive Officer*
New York Council of Nonprofits, Inc.

Like it or not, dramatic change will be occurring over the next five years in the provider landscape. There will undoubtedly be many debates about what specific scenarios may emerge, but the fact is there will be fewer independent providers. It is also clear that mission, service continuity, and organizational competitiveness and survival of providers will greatly depend on the ability to achieve economies of scale and how provider realignment will shake out through corporate restructuring.

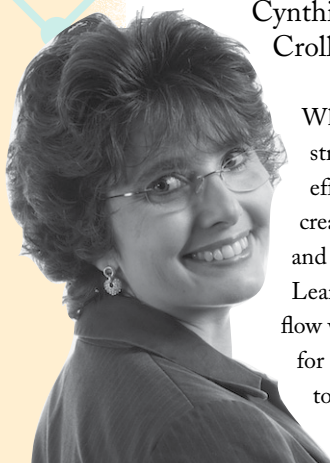


1:30 pm

The 5 Step Process to Get Your Office Running Efficiently with Your Present Staff & Resources

Cynthia Marsh-Croll
Croll Productive Synergy

When you attend this presentation, you'll discover the simple stream-lining strategies you can implement to operate efficiently with your current staff and resources. You will create an environment of increased morale, less burnout and the ability to provide quality service to your community. Learn the elements that decrease efficiency such as faster cash flow while reducing costs, how to re-allocate your current staff for maximum productivity and how to maximize technology to increase your overall efficiency.



Not-for Profits

2:45 pm – 4:15pm

Panel of Presenters on Innovation & Efficiency

- Robert Budd, *Chief Executive Officer*, Family Residences and Essential Enterprises
- Barbara Lamoreaux, *Executive Director*, Claddagh Commission Inc.
- Jim Lawler, *Executive Director*, Crystal Run Village
- Anthony Lombardo, *President*, The Bajan Group

The axiom that two heads are better than one really may be true when it comes to strengthening an organization's financial position. Building collaborative partnerships with other organizations and developing innovative ideas may very well be the solution for dealing with issues in these difficult economic times. There have been a number of partnerships formed recently in different regions of the state that have resulted in significant pooled resources and substantial savings. NYSACRA has put together a panel of colleagues that have successfully worked in collaboration with other organizations to form collective partnerships and innovative business practices for the benefit of all and ultimately for people with developmental disabilities served. The panel is:

- **Robert Budd**, Chief Executive Officer, FREE (Family Residences and Essential Enterprises, Inc.), will present a variety of agreements that FREE has been part of and various partnerships that have been successful in preserving the mission, vision, founders and key leaders of organizations while achieving administrative and compliance efficiencies available through a larger network of services.
- **Barbara Lamoreaux**, Executive Director, Claddagh Commission Inc., will describe the beginning years of her agency and their operation under the umbrella of another larger not-for-profit. This unique arrangement helped to support Claddagh during unstable economic times yet allowed them the autonomy to expand and operate according to their own mission. Barbara will talk about the pluses and some of the reasons why the partnership was eventually dissolved.

- **Jim Lawler**, Executive Director, Crystal Run Village, will present a business venture of Crystal Run and three other not-for-profit agencies to own a long term care pharmacy.
- **Anthony Lombardo**, President, The Bajan Group, has developed a unique business model that provides middle market and small businesses with the ability to reduce the costs of their business expenses by joining The Bajan Group's Procurement Service Center. Bajan has partnered with industry leaders to provide the best products and services to its clients, while reducing costs and eliminating the management of buying and paying for a wide variety of products and services.

Please note that a separate registration is required for the Pre-Conference session. The form is provided on page 4.

**PRE-CONFERENCE
REGISTRATION FORM**

*The Lean Machine:
Efficiencies and Innovation
in Not-for Profits*

Contact Person _____

E-Mail _____

Agency _____

Phone _____

Address _____

City, State, Zip _____

Registrants

Name	Title

\$79.00 – Members / \$99.00 – Non-members

Check Enclosed

*Make check payable
to NYSACRA*

Credit Card Payment

Visa American Express MasterCard

Credit Card Number _____

Expiration Date _____ Security Code _____

Name on Credit Card _____

Authorized Signature _____

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