

A Dose of Inspiration

Ariel Jackson has an infectious smile and a drive that will inspire the most skeptical. In addition to a meticulous nature, her dream to obtain a paid position in a demanding medical field is admirable. After having joined Tierra's College to Career Program in June of 2016, Ariel successfully completed the Nexus Program in two years. As a result, she officially graduated from Los Angeles Mission College with a Pharmacy Technician certificate in 2018.

Reflecting on the moment she became a college graduate, Ariel beams with pride, "When I finally saw my certificate and held it, I felt so good. It was hard work. I studied so much, and did it. My Dad and Step-Mom were so proud of me."

Completing an externship with CVS Pharmacy last summer, Ariel quickly learned how to properly label prescriptions, scan medications, and count pills. This year, Ariel landed a volunteer opportunity with Tierra's partner, Valley Presbyterian Hospital (VPH), and currently works in the VPH Pharmacy Department.



Ariel Jackson, VPH Pharmacy Volunteer

A first for many, Corina Gutierrez, Tierra Client Services Manager, explains, "This is the first time a Tierra client has ever worked in Pharmacy, because you have to be fully certified. When Ariel began volunteering in the VPH Pharmacy Department, it was a strict requirement that a Tierra coach be with her at all times. Ariel had to prove she could do the job independently, which she did. As of today, Tierra coaches have completely faded away, which is always the goal."



Virginia Napoles, VPH Director of Volunteer Services, and Ariel Jackson

VPH's Director of Pharmacy, David Choi, shares, "I have never, up until Ariel, worked with an individual who had a developmental disability. You have to be certified to work in this department, and I've never known a program like Tierra that makes that possible. Ariel is definitely helpful. Labeling medication, checking expiration dates, those things take a tremendous amount of time, so we really appreciate her." Virginia Napoles, VPH's Director of Volunteer Services, echoes Choi's sentiments, stating, "Ariel is very friendly, loves to greet people in the halls, and is doing a great job in Pharmacy. She's learning a lot and we love having her here!"

When asked why she chose to pursue a career as a Pharmacy Technician, Ariel said, "It's an important position and I really like helping people."

A Message from Tierra's CEO, Rebecca Lienhard



Only 30.4 percent of individuals with disabilities, ages 16-64, are working. Of that, 31 percent are only working part-time (Bureau of Labor Statistics, 2019).

Let's think about that. People with disabilities are not working at the same rate as their peers. Of those who are, they earn less than their peers without disabilities. This is in direct conflict with our values; we believe that 'regardless of the notion of disability, each person has the potential

and the right to lead a full, productive, and personally meaningful life.' This means that the folks we support have a right to work, just as their peers do.

We must achieve more. We must act now.

In this issue, we have highlighted various pathways to employment that Tierra can offer those we serve. While these are steps in the right direction, it is not enough. We need more employers to hire. We need more staff to support those getting jobs. We

need advocates at the local and state level to work with policy initiatives, so that earning a livable wage is not a punishment, but rather a success story of launching oneself out of poverty.

So now, I ask you for help. We all have a sphere of influence. The time is now to tap into it! The men and women we support want to work and earn a paycheck. They want to contribute. The question for us is not *if* they will work, but *when*. That is where you come in. Won't you look at your connections, friends, and associations, and see how they can help us find job opportunities for the people we support? Won't you call me with job leads that you know are available, for not only your family member, but also the other 750 people ready and committed to launch themselves out of poverty? Won't you refer your extended family or friends to come work for us so that we have enough coaches available to support any new workforce opportunities that come our way?

We all can play an important role in launching people into employment. Won't you join me today?

-Rebecca

Tierra's Employment & Volunteer Partner Recognition Reception

Partners, supporters, families, clients, staff, and board members gathered at Tierra's Sunland campus on Wednesday, October 9th, to honor the businesses, organizations, and leaders who have helped the men and women Tierra serves to fulfill their dreams to achieve excellence as employed and valued contributors in our community.



Pictured L to R: Hamer Toyota & Scion's, Margarito Morales (Service Support and Facilities Manager), Amichai Rubinstein (Service Team Member) and Dave Gilman (General Manager), are joined by Bud Brown (longtime Tierra advocate) and Rebecca Lienhard (CEO).

Seventeen-year employment partner, Hamer Toyota & Scion, was honored with the 2019 World Changer Award for innovation and leadership in employment diversity and inclusion. "The people we hired from Tierra are a key part of our Hamer Team," tells Margarito Morales. "They come to work every day, on time, with big smiles, and do an incredible job. We have expensive inventory and they keep it pristine."

Expressing similar sentiments, Tammy Resse Williams, Executive Nutrition Director of the Valley InterCommunity Council (VIC), said, "Tierra volunteers are making a difference in the lives of the

seniors we serve. When they open the door for those entering our facility, their smiles change a person's day! We can't thank them, and Tierra, enough. We greatly value our partnership."



Executives, staff and clients from Valley InterCommunity Council (VIC) sites, celebrate receiving the Star Thrower Award for including Tierra volunteers throughout their entire organization.

Additional honorees included Independent Studio Services, who received the Trailblazer Award for pioneering accomplishments in exemplary internship opportunities, and the YMCA of the Foothills, who received the Pacesetter Award for innovation and leadership of an exemplary volunteer program. Select individuals were also acknowledged for volunteering their time and talents in Tierra's Careers in the Arts program.

Wrapping up the evening, Rebecca Lienhard, Tierra's CEO, remarked, "This reception is about you...to take a moment and thank you for taking that leap of faith. Because of you, our workforce is becoming more inclusive, and, together, we are flipping the switch on the unemployment rate for individuals with disabilities."

Thank You, Jan. Welcome, Dan.

As Tierra began its new fiscal year on July 1st, it bid farewell to out-going Board Chair, Jan Maseda, and welcomed new Chair, Dan Taay, to the helm.

Reflections from Jan....

During her decade of service on Tierra's Board (the last four as Chair,) Tierra parent, Jan Maseda, has seen the organization grow and develop in leaps and bounds. Her numerous contributions as chair of Tierra's Resource Committee and co-chair of the Fall Festival, as well as ongoing advocacy efforts, and most recently becoming a certified Late Life Planning Instructor, have contributed greatly to the success of the organization. "I've enjoyed being able to make a difference, especially at an organization that provides such great care to its clients and families," tells Jan. "My husband, Steve, (also a board member) and I, love Tierra and plan to stay involved for as long as possible."

Thoughts from Dan...

With more than 40 years of experience in the financial services industry, Dan Taay, Chief Executive Officer of Technicolor Federal Credit Union, brings a new realm of expertise to the organization. His passion for helping others and level of involvement since joining Tierra's Board in 2016, has been instrumental in his newly-elected role as Chair of the 18-member Board.

"Having seen the depth and growth of Tierra's services for adults with disabilities increase dramatically over the last several years has been nothing short of inspiring," shares Dan. "I'm proud to lead such a dynamic and innovative organization, not only because they empower the people they serve to discover their own unique talents and abilities, but they also teach them to establish a valued role in society. And, that makes a positive impact throughout the entire community."



Dan Taay and Jan Maseda

Welcome, Greg!

Recently-elected Board member and insurance industry executive with Gallagher, Greg Eisenman reflects on why joining Tierra's board is a commitment he doesn't take lightly.



Greg Eisenman

"As long as I've been aware of Tierra del Sol, I've always found its mission to be empowering and inspiring. After being invited to sit in on a Board of Directors meeting and getting to know Rebecca, it was clear how much passion and energy everyone in this organization puts forth. I'm honored to have been considered to be part of Tierra's leadership. And, I look forward to bringing a different perspective to Tierra, while providing the same energy and commitment as my counterparts, to help move this great organization forward."

Leave a Legacy that Inspires Others

So much has changed since Tierra began nearly half a century ago....Tierra clients graduating, earning a paycheck, mentoring their peers, giving back to the community and creating and selling art. Each and every day, these individuals are changing the way people think about people with disabilities.

While many of us do not have a crystal ball to look into the future, we do know that investing in the values that propelled Tierra forward during the last 50 years, can make a difference, even after we are gone. By making a planned gift today, you can help shape the future of what people with disabilities will experience tomorrow.

Think about it. Plan now. Take care of your loved ones, while investing in an organization that truly cares about them and their future.

For details regarding ways to get started on your legacy plan, visit tierradelsol.org/plannedgiving or contact Cathy Galarneau, at cgalarneau@tierradelsol.org. Information on selecting an estate planning attorney and details regarding Special Needs Trusts, Charitable Gift Annuities, Fund Shares, IRAs and other planned giving vehicles are available.



Thank You

to those who believe in the value of generosity is a true reflection of developmental disabilities to be

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"I see my contributions to Tierra as getting, not giving. They are helping my son. As a mother, I see Tierra like a second set of hands. They do the hard part. Giving is the easy part. Everyone should support this amazing organization. I am not sure what the alternative would be, if Tierra wasn't here."

- Sally Metry
Tierra Parent, COI Patron

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your commitment to empowering all individuals with
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2018-19 Giving Levels

Visionary	\$50,000 and above	Benefactor	\$2,500 - \$4,999
Innovator	\$25,000 - \$49,999	Patron	\$1,500 - \$2,499
Partner	\$10,000 - \$24,999	Friend	\$1,000 - \$1,499
Advocate	\$5,000 - \$9,999	In-Kind	\$2,500 and above

* Founding Circle of Inspiration Members

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mental in fulfilling Tierra's mission

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"More than providing
outstanding support, Tierra
del Sol does a fantastic job of
empowering those they serve."

- Garry Spanner
CEO, TDA Investment Group
COI Partner





TIERRA DEL SOL GALLERY

In the heart of Chinatown, the Tierra del Sol Gallery has been showing some of the most imaginative and talked-about works in the L.A. Art scene.

Tierra's new gallery is located just east of downtown on Chung King Road and is under the direction of Paige Wery, Gallery Director, and Pete Verdin, Gallery Manager.

Since opening in July, the Tierra del Sol Gallery has already had two highly successful shows. In its inaugural opening, the public positively received *Rebel Alliance*, a show featuring Upland Art Studios artist, Evan Hynes. Collectors from London, New York, and Los Angeles have stopped by to purchase Evan's works, as well as works by other Tierra artists, Jaqueline Montes de Oca, Terra Clendening, and Herb Herod.

Following the success of Evan's show, the gallery opened its newest exhibition, a solo show by Sunland Studio Arts artist, Hugo Rocha. Hugo, who has been with Tierra's progressive studios since 2007, exhibited his colorful and lively drawings, which often depict Mexican telenovelas from the 1990s. Rocha's pieces are highly stylized and loved by the patrons who stop by to see his work.

"Tierra's Gallery will provide extended exposure for the Tierra artists and put them at the forefront of the Los Angeles contemporary art scene. I'm thrilled to be promoting and working with the incredible artists in Tierra's Careers in the Arts Program" shares Paige Wery, Gallery Director.

COME VISIT US!

Tierra del Sol Gallery

945 Chung King Road, Downtown Los Angeles

Open to the public

Thursday – Sunday from 12 pm to 6 pm, or by appointment.



Check out *Left and Right Hand*
by Mary Lou Dimsdale
November 9 - December 20, 2019

For more information about the shows and artists,
visit us online at tierradelsolgallery.org



Evan Hynes, Upland Art Studios Artist



Maria Jones, Tierra's Sunland Studio Arts Program Director, Hugo Rocha, Sunland Studio Arts Artist, and Rebecca Hamm, Tierra's Director of Arts



Pete Verdin, Gallery Manager and
Paige Wery, Gallery Director

Progressive Studios Tile Shows & Open House

This August, the Progressive Studios of Tierra del Sol hosted Tile Shows and Open Studios. In addition to incredible, unique tiles and works available for purchase, both studios offered engaging opportunities for artists and attendees alike.

Sunland Studio Arts presented a cutting-edge, original Runway Fashion Show where artists showcased costumes and clothing they designed and crafted, followed by an artists' reception. Upland Art Studios, who celebrated their first Tile Show since relocating, offered free public art workshops to all participants.



Upland Art Studios Tile Workshops Free to the Public



Esmeralda Ballesteros, Artist of Sunland Studio Arts, and family



Christiam Osorio, Featured Artist at Upland Arts Studios and her artwork

Artist Spotlight: CHRISTIAM OSORIO

"I'm a happy person. My heart is big, and everything I need in life comes from my heart. I love dancing, singing, and making jokes, and I love watching movies, especially the Three Stooges. All of these things go into my art. I've been painting since I was a little girl. Art is a huge part of my life. I like drawing and



painting. When I draw and paint, I put all my energy into my artwork. I make my artwork for myself, my own satisfaction, and my own pleasure. When people see my pictures, I would like them, most of all, to feel happiness. I am happy being at Upland Art Studios and working with the teachers, because it is enjoyable and I learn a lot. In many ways, life is sad and short; I try to get the most out of it by making my art."



Mark Your Calendars for Sunland Studio Arts

Holiday Boutique

Coming December, Sunland Studio Arts will host a boutique, featuring stunning textiles, ceramics, wreaths, scarves, pillows, and so much more! All purchases support the artists of Tierra's Careers in the Arts programs.

Additional details to follow. Inquiries, contact Maria Jones at mjones@tierradelsol.org



9919 Sunland Boulevard, Sunland, California 91040

www.tierradelsol.org

A Whole NEW Course for Tierra!
SAVE THE DATE

We are thankful for....
our clients, their gifts,
and their successes.

We are thankful for...
their stories, their smiles, and
all that they make possible.

This holiday season,
the clients of Tierra,
give *you* a reason to be *thankful*.
Take a peek into their world and
watch our new video.

tierradelsol.org



TEE OFF FOR TIERRA

Annual Golf Tournament

Auction, Dinner, Raffle

Monday, May 11, 2020

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Details coming soon