

Warm Wishes & New Year's Resolutions

Strong Santa Ana winds are bringing a definite change to the air. As I bundle up for the chilly weather, I am reminded how blessed I am to have warm clothes, good food, and a loving family. The last two and a half years have certainly helped all of us to laser focus on these incredible gifts. Of course, I am equally blessed with the resiliency and love of the Tierra family. We have endured two and a half solid years of the COVID-19 winds, yet we remain standing; many of us stronger for the effort.

During this extraordinary time, Tierra has reinvented itself. We launched entirely virtual services in 2020, converted to hybrid models in 2021, and have intentionally moved to in-person services in 2022. Throughout all of this, you were our shipmates during this staggering journey. You stayed engaged. You stayed hopeful, and for that, I will be forever grateful.

Remarkably, as the clouds gave way to blue skies, we have grown as an organization in several ways, and what better way to express our growth than with the launch of our newly named newsletter: **Engage**.

Through our mutual engagement, we now:

- Serve almost 800 associates each day; driving their own lives with a Productive and Personally Meaningful Life Plan
- 120 of our employment, paid or volunteer, partners are back or returning soon.
- 14 associates are currently working at Paid Internship placements
- Six associates have been hired out of Paid Internships in 2022
- 22 associates were hired into competitive and integrated employment this past year
- Colleges are back, full steam, either through online or in-person offerings and we are serving 175 students
- 120 artists are back in the studios

We could not have done this amazing work without you. But, we have several miles yet to go, and we need your prayers and efforts.

Here are our New Year's Resolutions:

- Find a pathway forward for the 38 people whom we have not been able to serve due to COVID-19 challenges
- Continue to increase employment, both volunteer and paid, for all associates
- Continue increasing opportunities for our artists to show and sell their amazing work
- Diversify our Board of Directors so that more voices are represented

Our motto for 2023 is "A rising tide lifts all boats." If you are interested in making any of these your New Year's Resolutions, let me know and I will sign you up. Until then, Stay Engaged!

Happy Holidays from our family to yours,

Rebecca Lienhard
Tierra del Sol CEO



Meet newly elected Board Member, Steve Toscher

This fall, Tierra welcomed Steve Toscher to our Board of Directors, bringing its count to 19 members, who are fully committed to the mission, vision, and values that lead this organization.

While Steve may be new to Tierra's Board, his involvement began in 2008, when he was invited to play golf in Tierra's Annual Tournament. During the last 16 years, his firm, Hochman Salkin Toscher Perez P.C., a tax litigation law firm, has sponsored foursomes and, more recently, has supported Tierra as a major sponsor. "Learning about Tierra and the accomplishments of the associates over the years has been an inspiration to me and my colleagues," shares Steve. "Supporting Tierra has been a tremendous opportunity to give back, not only because it benefits our worthy associates, but it also helps build a stronger community and better society."

Steve specializes in civil and criminal tax controversy and litigation. He is a Certified Tax Specialist in Taxation by the State Bar of California Board of Legal Specialization, a Fellow of the American College of Tax Counsel, and has received an "A-V" rating, the highest peer review level from Martindale Hubbell. In addition to his law practice, Steve has served as an adjunct Professor at the USC Marshall School of Business since 1995, where he teaches tax procedure. He has also served on the faculty of the American Bar Association of Criminal Tax Fraud Program since 1998. During his career, Steve has received numerous accolades for his professional accomplishments, articles, and lectures.

Pat Moore, Tierra Board Chair and parent, shares, "We are thrilled to have someone with Steve's background and expertise join Tierra's Board. His appreciation for the value our associates bring to the community and strong business acumen make him an integral part of Tierra's leadership."



Getting the Most Out of a Special Needs Trust



Mark your calendar for Wednesday, January 18, from 4-5 pm, when Proxy Parent Foundation's Carol Larkin presents the ins and outs of establishing a Pooled Special Needs Trust. Proxy Parent Foundation (PPF) is a non-profit organization founded in 1991 by parents of children with disabilities. As providers of expert financial, trust, and personal support services to persons living with disabilities, PPF assists them and their families through the creation and operation of a Pooled Special Needs Trust (PSNT).

Carol will address the benefits of the PLAN of California Master Pooled Trust, and how to establish one, as well as how it protects eligibility for public benefits; and safeguards an inheritance,

settlement, or insurance payout. Proxy Parent Foundation's focus on personal support services gives families ways to improve the quality of life for a loved one with disabilities through education, recreation, and personal support.

Watch your email for details or register at tierradelsol.org.



MEET AUSTIN HEISLEY-COOK

Austin Heisley-Cook has been with Tierra since 2017. He started out in Tierra's College to Career program and later transitioned to Workforce Development (WFD). His dedication and commitment have resulted in numerous achievements, including several academic certifications and, most recently, an associates degree in Web Development.

"Since being accepted into an internship with Los Angeles Cleantech Incubator (LACI) Program several months ago, Austin has made incredible progress," shares Diana King, Tierra WFD Program Manager. "This is an incredibly exciting opportunity for Austin!" The innovative LACI program was founded as an economic development initiative by the City of Los Angeles and the Department of Water and Power to create an inclusive green economy for the people of Los Angeles.



collaboratively with other small power grids. Upon completion, participants will have a comprehensive understanding of microgrid systems and their operations as well as the electrical design of distribution networks."

David Sanders, Tierra WFD Instructor, says, "The staff at LACI agrees that Austin is a valuable asset to his cohorts and is recognized for his knowledge of the Canvas design platform. In this short time, Austin has started helping his colleagues in the program with learning and navigating Canvas."

Diana shares, "It has been a very exciting adventure supporting Austin through his goals and, with this opportunity, he is one step closer to working in the tech field."

So, what does Austin think about his internship? "I am very happy to participate in these programs and I feel I am on my way toward a career that I love. It has been a journey with Tierra, to discover my niche. I am happy to have finally found a place for myself."

Breaking Barriers

On Tuesday, October 18th, Tierra hosted a recognition reception for the City of Los Angeles Department on Disability (LADD), which helped associates end their isolation during the pandemic by funding Tierra's purchase of 90 new Chromebook laptop computers.

Recalling the drastic changes that occurred at the start of the pandemic in 2020, Rebecca Leinhard shares, "We realized we hadn't anticipated where the new walls of segregation would be with the sudden loss of access to the larger world. People were locked behind four walls with no technology to connect."

For Randy Lopez, Tierra Workforce Development associate, the isolation took a toll. Prior to the pandemic, Randy volunteered at Travel Town Museum. He enjoyed serving the community with his cohorts and meeting new people each day. But, when the world shut down, Randy lost his job and found himself spending more and more time alone with no technology to connect with others. The Chromebook was a welcomed game changer.

Kevin Lehmann, Tierra Program Manager, shares, "Randy uses the Chromebook daily to meet with his coach on Zoom and explore careers of interest. He also increases his workforce skills, pursues personal goals, accesses virtual opportunities on Tierra's Adult Education Calendar and has even developed his own virtual class. The value of the device and its positive contribution to Randy's support is immeasurable."

When asked how his Chromebook helped him over the last two years, Randy shares, "I use it for classes, work, even the DMV driving test! I also use it for other things, like sending emails to my manager, the program director, and staff, or if I'm going to be out. These devices are so helpful and assist me in reaching out to others properly."

Lourdes A. Sinibaldi, Program Coordinator for LADD, who played an instrumental role in the success of this project, said, "Bridging the digital divide really allowed the people in our community to connect and continue to learn. One of our missions at LADD is to remove barriers and make things accessible. We are proud to have made this possible and look forward to more collaborations with Tierra del Sol."



(L to R) Ricky Rosales and Lourdes Sinibaldi of LADD, and Rebecca Lienhard.

2021-22 annual GIVING

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Department on Disability

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“ *Tierra del Sol has been and will continue to be the ray of hope for families like ours. They work endlessly to maximize the potential of their clients, and our son has benefitted immensely from their service and support. We are eternally grateful for all they have done.”*

*Sal & Caroline Esparza
Parents of Erik*

Circle of Inspiration 2

Visionary	\$50,000 and above
Innovator	\$25,000 – \$49,999
Partner	\$10,000 – \$24,999
Advocate	\$5,000 – \$9,999

value for all people with disabilities through creative pathways to
our exceptional generosity is a true commitment to empowering
lead productive and personally meaningful lives.

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2021-22 Giving Levels

Benefactor	\$2,500 – \$4,999
Patron	\$1,499 – \$2,499
Friend	\$1,000 – \$1,499
In-Kind	\$1,000 and above

AMBASSADORS*

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*Gifts of \$500 - \$999

Project SEARCH Expands to Kaiser Permanente Panorama City!



(Back L to R): Tierra's Sr. Regional Director Teresa Rathsam, WFD Program Director Sophia Bernal, (Front L to R): Project Search Direct Support Professional Delila Varela, WFD Program Manager Moriah Magdaleno.

Project SEARCH, a renowned international program model designed to provide high school aged youth with disabilities employment skills and workplace internships, has long aligned with Tierra's workforce development strategies.

On September 7th, Kaiser Permanente Medical Center in Panorama City (Kaiser PC) hosted a Project SEARCH launch reception for six graduates of Lowman Special Education & Career Transition Center. In



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conjunction with Tierra del Sol, North LA County Regional Center, and Lowman, graduates and their families were welcomed with enthusiasm and excitement by KP administrators and staff. Keren Shvarz, Area Supply Chain Director for Kaiser PC, shares, "I've partnered with Project SEARCH in the past and am thrilled to have the opportunity to do so again. This program not only provides recognized confidence and foundational skills for the interns, but also instills growth and mentorship opportunities for the employees working with them."

"Interns bring positive energy to the department and motivate us to show up and do our best work," adds Kaiser PC Amanda Haney, Director of Food and Nutrition Services. "As the new interns learn food service skills, we too are learning and growing as mentors, right alongside them."

While Project SEARCH is new to Kaiser PC, Tierra began a Project Search Partnership with Kaiser Woodland Hills in 2017, and at Valley Presbyterian Hospital (VPH), ten years prior. Similar to its successor, the VPH model focuses on giving adults in Tierra's College to Career program the unique opportunity to pursue internships with the potential for employment after

transitioning from college. Tierra College to Career student, Ariel Jackson, who interned at the VPH pharmacy and now works as a pharmacy technician for CVS, is a prime example of one such success.

With the program model's expansion, Patti Clausen, SVP and Area Manager of Kaiser PC, says, "We are so proud to provide these students with hands-on learning opportunities to gain critical skills to transition from school to adult life with our incredible staff and physicians."

Kaiser PC Eve Newton-Gill, Director of Volunteer Services, who's helping to onboard the new interns, shares, "I love the endless possibilities of working with these students and watching them become confident and find employment. Mentoring is my favorite part of my job!"

Congratulations to this year's Project SEARCH trainees. We can't wait to see how much each of you will learn, and how far you will go.



2022 Kaiser Permanente Panorama City Project Search interns

Check out Tierra's PIP partners!

Tierra's Paid Internship Program (PIP) is a state-funded program that covers the wages of individuals with disabilities while they work and gain valuable on-the-job experience. We would like to thank our current PIP partners for supporting our mission and giving our associates the opportunity to acquire marketable skills that lead to future employment.

- She Is Hope LA, Encino
- ACTS Thrift Store, Pasadena
- CSUN Resident Cafeteria (G'Mos), Northridge
- Grocery Outlet, Canoga Park
- Grocery Outlet, Chatsworth
- The One Mind and Body, Canoga Park
- My Lil' Town, Canoga Park
- Response Marketing & Mailing, Northridge

JOE ZALDIVAR at **NADA MIAMI**



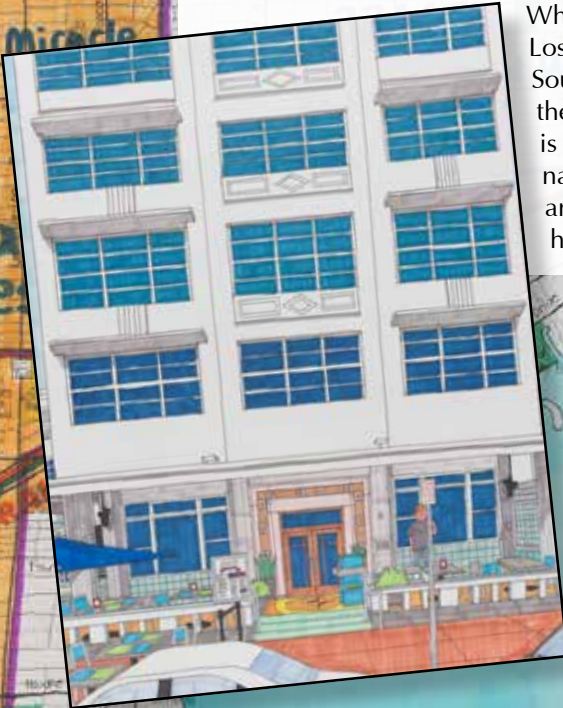
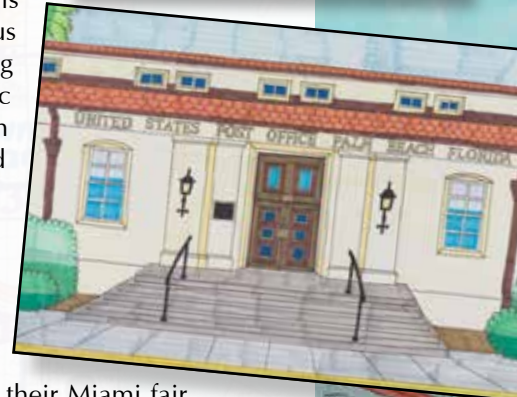
Tierra del Sol Gallery is excited to share details of our debut at NADA Miami, a prestigious annual art fair with a focus on emerging contemporary artists. From Nov 30 - Dec 3, 2022, the gallery exhibited a solo booth of drawings by Joe Zaldivar that explored prominent Florida-based landmarks as well as topographical depictions of the United States. NADA (the New Art Dealers Alliance) is a non-profit arts organization

dedicated to the cultivation, support, and advancement of new voices in contemporary art.

This year marks both the 20th edition of the New Art Dealers Alliance and their Miami fair, which showcased a diverse selection of 146 galleries, art spaces, and nonprofit organizations spanning over 40 cities around the globe. We are proud that Joe's work was selected for NADA's Curated Spotlight, a special section of the fair showcasing eight galleries chosen by Joeonna Bellorado-Samuels and sponsored by TD Bank.

Since becoming a fulltime artist at the Tierra del Sol's studios in 2011, Joe has expanded his practice, now innovatively sourcing subject matter using Google Maps Street View on an iPad. Without the aid of projection and rarely a ruler, Joe begins at the paper's center and maintains scale and perspective as he works his way to the edge. He starts with architectural pencils and saturates detailed compositions with felt-tipped markers and watercolor in bright cheerful palettes. The completed works are teeming with creative vitality, the unique cultural richness of each location revealed as they are animated by evidence of his meticulous process.

While much of the work for Joe's debut solo exhibition Street Views of Los Angeles (Tierra del Sol Gallery, May 2022) depicted scenes based in Southern California, the work featured at NADA Miami 2022 delved into the rich cultural and architectural history of Southern Florida. His practice is shaped by a sophisticated interpretation of space, but the hand-drawn nature of each piece recontextualizes the relationship between viewer and place, recalling that even the most massive creations originate from human hands.





9919 Sunland Boulevard, Sunland, California 91040
www.tierradelsol.org

SAVE THE DATE

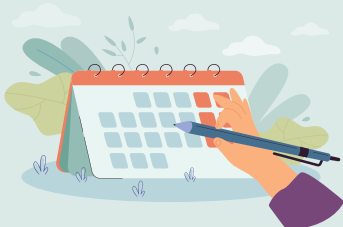
16th Annual *Tee Off for Tierra!* *Charity Golf Tournament and Reception*

Monday, April 24, 2023
details coming soon



 **NORTH RANCH
COUNTRY CLUB**
- Westlake -

Mark Your Calendar for these Exciting 2023 Art Events!



Tonmoy Khan's Solo Show at Tierra's Gallery
January 14th - March 4th | Artist's Reception January 14th, 6 - 9pm

Here Comes the Sun: 7 Artists from Tierra del Sol Studios
Leband Gallery at Loyola Marymount University
January 28th - March 25th | Artist's Reception January 28th, 1 - 3pm

Felix Art Fair at the Hollywood Roosevelt Hotel
February 15th - 19th