



December 2016

Year End Highlights in Self-Employment

The following data reflects approximately two and a half years of performance outcomes for Vocational Rehabilitation Customers participating in the Self-Employment Development Program. Tier 1 refers to the *5 Step* program participants seeking part-time self-employment ventures, and Tier 2 refers to the *10 Step* program participants seeking full-time self-employment.

1. Self-Employment Tier 1 & Tier 2 Funded Launches		
a. Tier 1 Cases (up to \$3K) Funded/Launched	16	
b. Tier 2 Cases (up to \$10K) Funded/Launched	<u>8</u>	
Total Tier 1 & Tier 2 Self-Employment Outcomes	24	17.64%
2. Self-Employment Launches w/out VR Tier 1 or Tier 2 Funding		
a. Launched w/out VR Tier Funding	48	
b. Combined Part-Time S/E & Employed Pursuits w/o VR Tier Funds	<u>8</u>	
Total S/E Launched w/out VR Tier Funding	56	41.17%
Total Self-Employment Launches	80	58.82%
3. Self-Employment Cases in Process		
a. Cases Currently Engaged in Self-Employment Development	18	13.23%
4. Non- Self-Employment Case Outcomes		
a. Cases Choosing Traditional Employment	19	
b. Cases Discontinued for Personal or Medical Reasons	<u>19</u>	
Total Non-S/E Outcomes	38	27.94%
Total S/E Cases Served	136	100.00%

It is interesting to note from this data that out of the 80 cases participating in the Tier 1 and Tier 2 Self-Employment Development System that 56, or 70 percent, are generating income through self-employment without requiring the additional funding.

This is in part due to helping Customers role play the selling process. With a focus on *sharing* what they have (and are excited) to offer instead of *selling*, many are finding that they can sell and can enjoy the process!

We value working with you and the NH Vocational Rehabilitation team in bringing about these performance outcomes. It takes a village and we appreciate being a part of your support community.

Wishing all good health, happiness and prosperity in the New Year!

Sincerely yours, The KISBD Team

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