

# IL-NET

CIL-NET · SILC-NET

## Establishing and Managing Fees-for-Service in Centers for Independent Living

### Planning for Expansion

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*Presenters:*

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## Mission Statement

Committed to community diversity through advocacy, choice and education resulting in empowerment for individuals with disabilities.

# ILR Goals for Expansion

- Development of another branch office
  - Goal for 5 years
  - Expansion grant request \$150,000
  - Possible free space with another agency
- Expansion of Comprehensive Community Services (CCS) MH Services to 2 additional counties, Monroe & Jackson, in 2014
  - Train local Peer Specialist
  - Train IL Specialist to be in office

## ILR Goals for Expansion, cont'd.

- Expansion of CCS into Sauk & Juneau county by Spring 2015
  - Train local Peer Specialists
  - Share/find office space for office 3 days/week

# ILR Goals for Expansion, cont'd.

- Purchase/construct ILR building by 2017
  - Work with local contractor
  - Capital campaign
- Develop staff to provide specialty services
- Develop 3<sup>rd</sup> ATP assistive technology Professional in 2014
- Develop 3<sup>rd</sup> Benefits Specialist in 2015
- Develop 1-2 more drop in Centers in 2015/16

# Do Ongoing Analysis and Planning

- Use your Strategic Plan
  - Visit it often to update
  - Make changes as environment, etc. changes
- Think ahead/don't get bogged down in present – stay balanced
- Peer/External review to keep you on track
- Add planning to agency routine/culture
- Have an agency dream!
  - 4 Regional offices
  - Own our main office

# Identify and Be Responsive to Market Changes

- CIL must maintain awareness of market changes
  - Maintain staff participation in community groups
  - Participants in community groups report changes to administration
  - Stay connected to your vendors
  - Attend local economic/employment events
  - Use CIL State Association info
  - Maintain/relationship with State DHS & Voc. Rehab

# Stay Abreast of Competition

- Attend purchaser vendor meetings/events
- If info is public information ask for it
  - Rates
  - Requests for proposals
- Cross train with your competitors
- Develop a positive relationship
- Get their newsletters, etc.
- Monitor their website, Facebook, Twitter



alphaOne



*Powering Independent Living*

MAINE'S CENTER FOR  
INDEPENDENT LIVING

# Create a Culture of Engagement

- Everyone in the organization should be engaged in analysis and generating ideas.
- Marketplaces are constantly changing and evolving – always seeking new solutions.
- Government and private sector roles and rules are constantly being revised.
- Cost-effectiveness creates opportunities.

# The Changing Market

- The Affordable Care Act is fundamentally transforming healthcare in America – where can IL lessons be best applied?
- Advanced Technology is within almost every person's grasp – how can it be put to use to promote IL?
- We have likely seen a high water mark for direct government funding for IL activities – how will we respond?

# The Competitive Environment

- Convergence is the emerging paradigm – creating new partnerships and new approaches
- Differentiation between public sector and private sector providers is diminishing – creating new competitors and new opportunities to compete.
- Successful ventures do not stand still.
- Technology can give you the edge, or unmake your organization.

# The Road Ahead

- Alpha One is committed to engagement with the health care system being transformed by the ACA:
  - Encouraging Accountable Care Organizations to utilize the principles of self-direction to maintain quality and cost-effectiveness;
  - Supporting the emerging network of primary care drive health practices in guaranteeing equal access to facilities and services for all consumers;
  - Promoting technologies that increase consumer control and informed decision-making about health care options and alternatives.

# Further Down the Road Ahead

- The private disability insurance market faces increasing performance pressures. Alpha One wants to be instrumental in developing IL approaches that will improve outcomes for benefit recipients in a sustainable fashion.
- Alpha One recognizes consumers experiencing memory loss and dementia are increasing at a significant rate, calling for new approaches and resources to meet this situation. Alpha One wants to be part of a multi-faceted solution to this emerging challenge

# For more information

## Contact:

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