

Healthy Opportunities of the Piedmont

TIP SHEET

Summer 2019

ORGANIZATION'S NEEDS ASSESSMENT	PRACTICAL NEXT STEPS
Who within our organizational structure would have to approve our participation as a service provider to Medicaid beneficiaries in the pilot?	Identify person(s) who will need to approve participation.
Do we want this? Do we want a funding stream from Medicaid to pay for services that we currently provide to clients at no cost? What is our current capacity for serving clients (how many do we serve)?	<p>Yes No</p> <p>Why?</p> <p>Decide if your organization can build, partner, or purchase these expanded or new services. What is the Return on Investment (ROI) if we get involved with this?</p> <p>Meet with organizational decision makers for discussion.</p>
Do we want a funding stream from Medicaid to pay for new services that we would add to our continuum? How many more clients could we serve with additional resources?	<p>Yes No</p> <p>Why?</p> <p>Meet with organizational decision makers for discussion.</p>
Do we want to provide services to populations that we have not traditionally served (ex. older adults, children, pregnant women, individuals with disabilities)?	<p>Yes No</p> <p>Why?</p> <p>Meet with organizational decision makers for discussion.</p>
Does this change or addition fit with our organization's vision and mission? How might our organization be impacted over the next 5 years with or without participation with the lead pilot entity (LPE)?	<p>Yes No</p> <p>Why?</p> <p>Review organization's vision and mission statements.</p> <p>Meet with organizational decision makers for discussion.</p>
What statement could we prepare for our board or other approvers that would inform them about Medicaid Transformation and get them engaged in the conversation?	<p>Prepare an elevator speech to use with approvers.</p> <p><i>Example: North Carolina is currently going through Medicaid transformation and has created opportunities to pay for non-medical drivers of health. Our organization may be eligible to participate in this pilot project. When can we meet to discuss our organization's involvement?</i></p>
How do we explain to our waiting list clients that we are serving Medicaid beneficiaries ahead of them because they have a payment source? What public relations and marketing needs or issues arise?	<p>Prepare a standard statement to communicate with wait listed clients.</p> <p><i>Example: The state has provided limited funds to pay for Medicaid beneficiaries to receive some of the services we offer. While we go through this transition, we appreciate your patience and we continue to look for funds to serve you.</i></p>

How could we prepare to serve additional clients? Will we need to add staff, computers, space, etc.?	List line items and costs. (Sample budget in resources.) <i>*Note: The State of NC has not provided guidance on use of capacity building funds, budget, or line items eligible for reimbursement at this time.</i>
Can we deliver services beyond our normal hours of operation (after hours, weekends)? What will it take (staffing, costs, etc.)? Do we want to expand our hours of operation?	Yes No List the resources it will take to expand services.
Are the billing and accounting people in our office aware of the Medicaid Transformation and Pilot? Are they prepared to handle the increased work volume?	Request proposal from the financial office on staff and capital needs.
What would we ask the Lead Pilot Entity (LPE) to provide to us so that we can build our capacity as a service provider?	Provide the LPE with list of needs (training, technical assistance, staff funding, capital investment). <i>*Note: The State of NC has not provided guidance on use of capacity building funds, budget, or line items eligible for reimbursement at this time.</i>

RESOURCES

Healthy Opportunities Pilot Information

- Piedmont Triad Regional Council: <https://www.ptrc.org/services/area-agency-on-aging/north-carolina-s-medicaid-transformation>
- NCDHH Healthy Opportunities Pilot: <https://www.ncdhhs.gov/about/department-initiatives/healthy-opportunities/healthy-opportunities-pilots>

Human Service Organizations Management Resources

- North Carolina Center for Nonprofits: <https://www.ncnonprofits.org/>
- HandsOn Northwest North Carolina(Forsyth): <https://www.handsonnwno.org/nonprofits/>
- Guilford Non-Profit Consortium (Guilford/Rockingham): <https://guilfordnonprofits.org/#!event-list>
- Foundation Center: <http://foundationcenter.org/>
- Sample Budget Basics: http://www.nonprofitworks.com/wp-content/uploads/2018/04/Budget_Basics.pdf
- Sample Line-Item Budget: http://www.nonprofitworks.com/wp-content/uploads/2018/06/Sample_Line-Item_Budget.pdf