

Partnerships with Area Agencies on Aging and Other Community-Based Organizations as a “Midstream” Model

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n4a

The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

aginganddisabilitybusinessinstitute.org

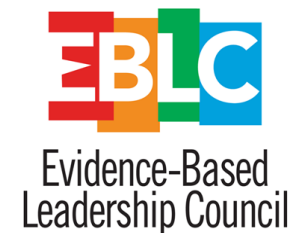
Our Funders



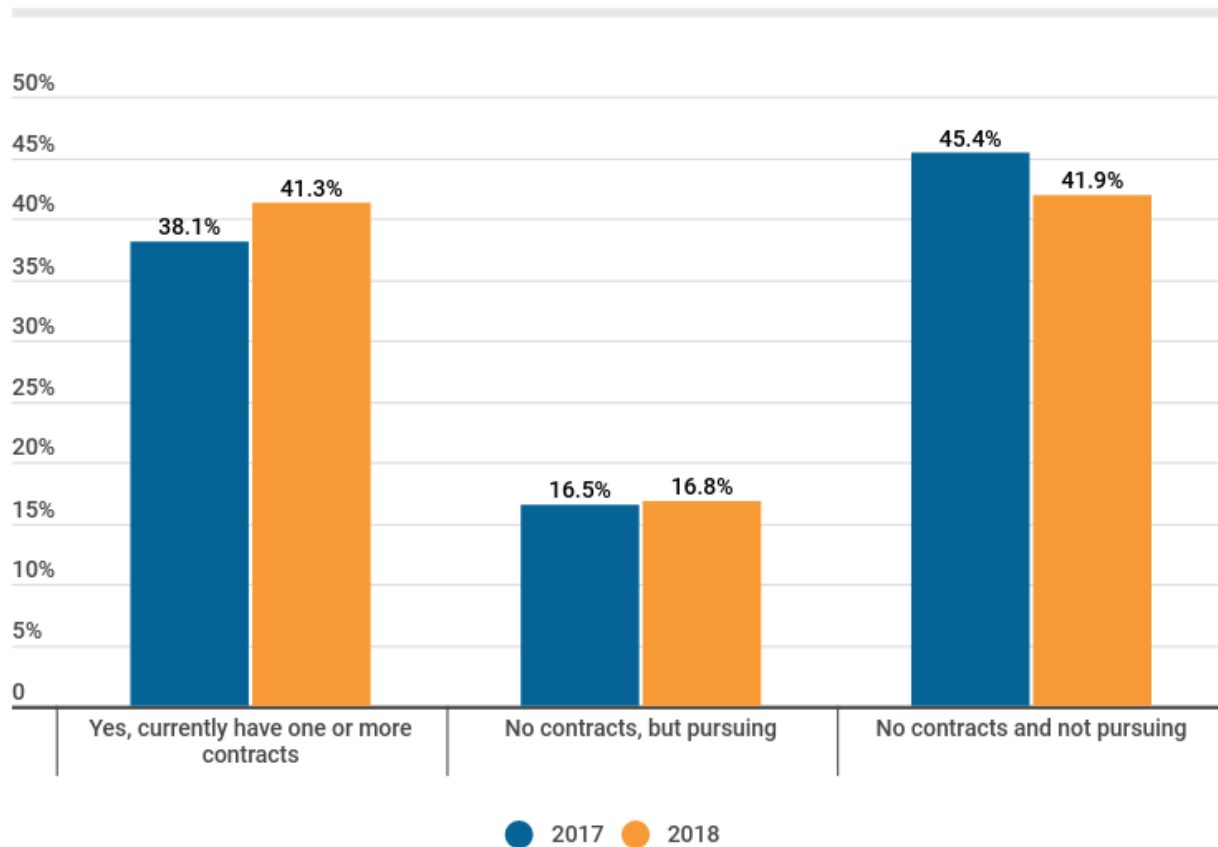
The John A. Hartford
Foundation



Our Partners



Overall Contracting Status by Year



RFI 2017 (n= 593), RFI 2018 (n= 726)

The data used in this graph was collected through a survey conducted by Scripps Gerontology Center at Miami University on behalf of the Aging and Disability Business Institute, led by the National Association of Area Agencies on Aging (n4a). For more information, visit http://bit.ly/cbo_contracts.



Contracting Status: Comparing 2017 to 2018 for Each Agency Type

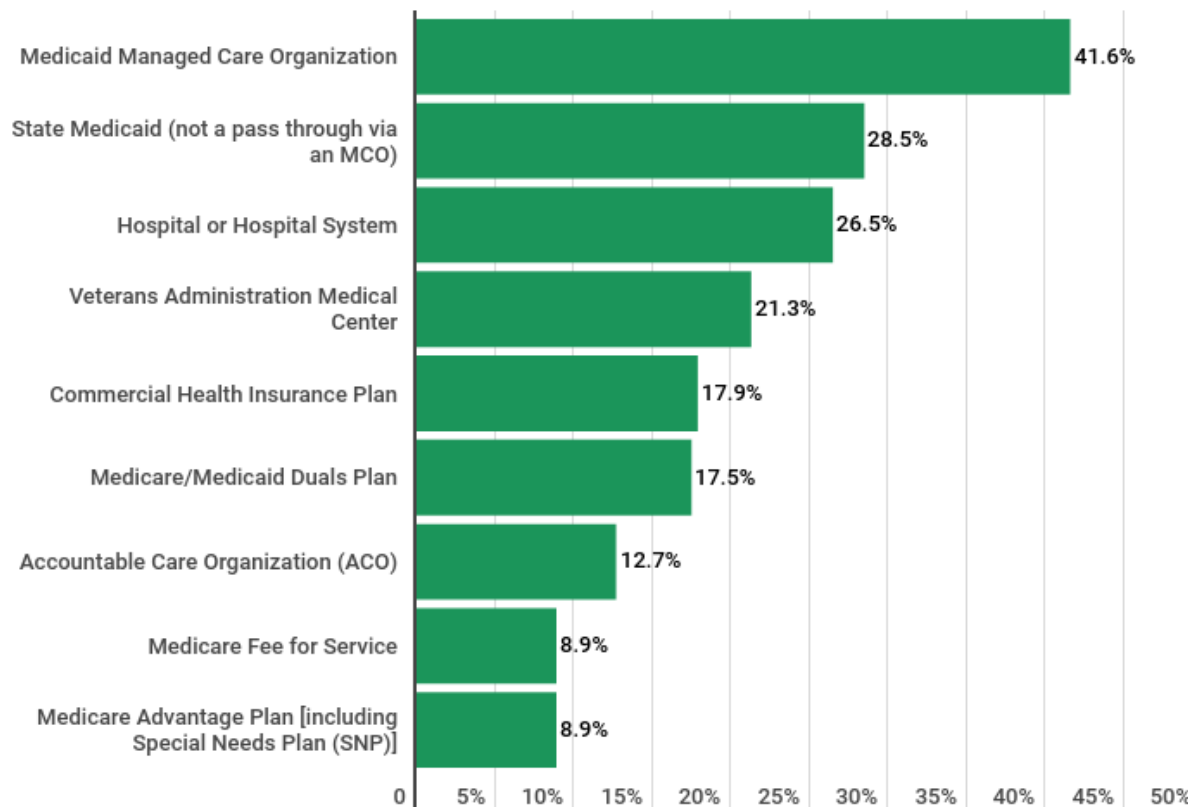


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* Please note that the overall number of CILs reached directly doubled from 2017 due to database access.



Most Common Health Care Partners for CBOs with Contracts

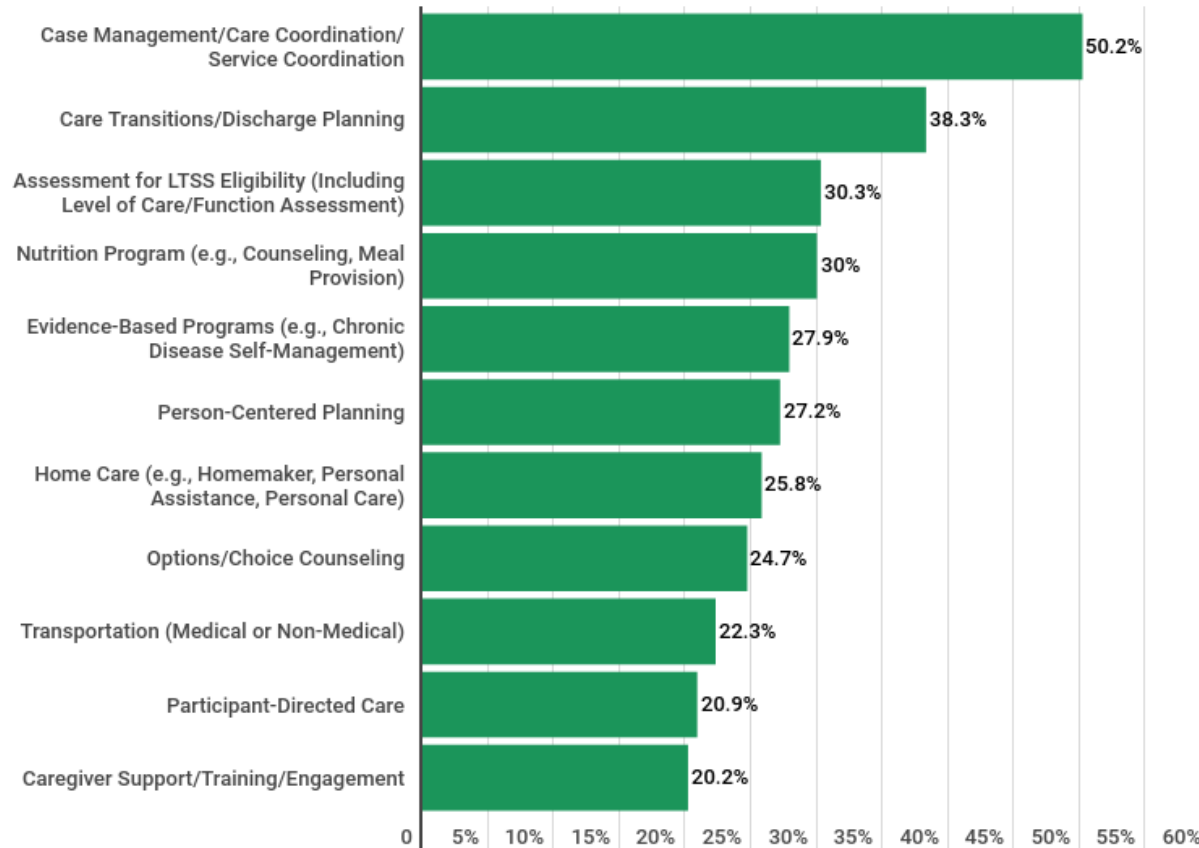


RFI 2018 (n= 291)

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Most Common Services Provided Through Contracts

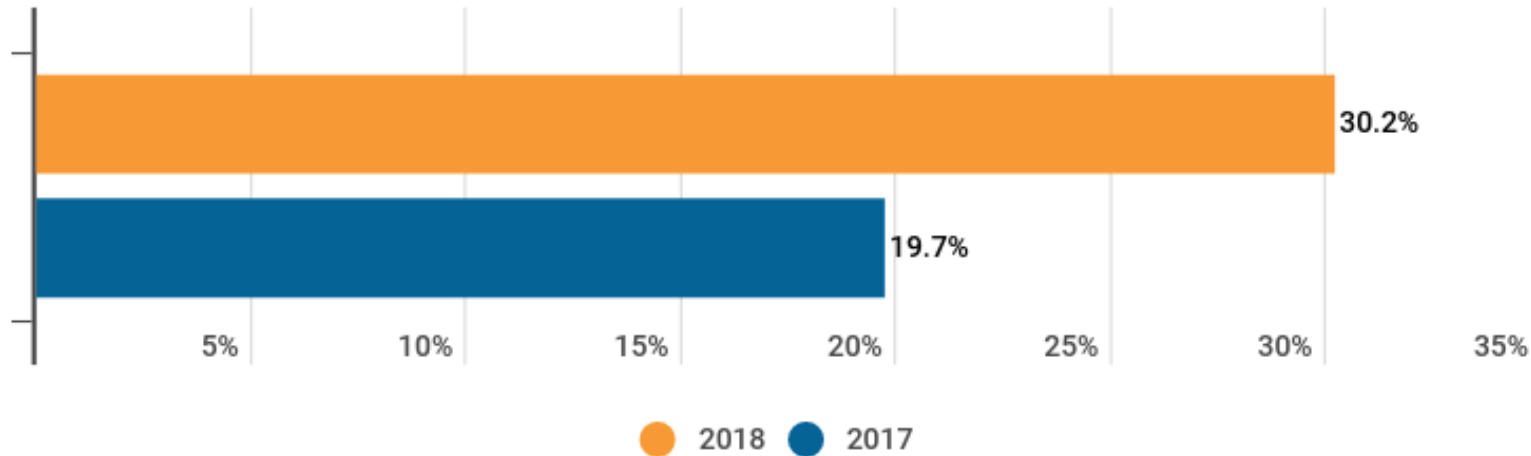


RFI II (n= 287)

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CBOs Contracting Through Networks by Year

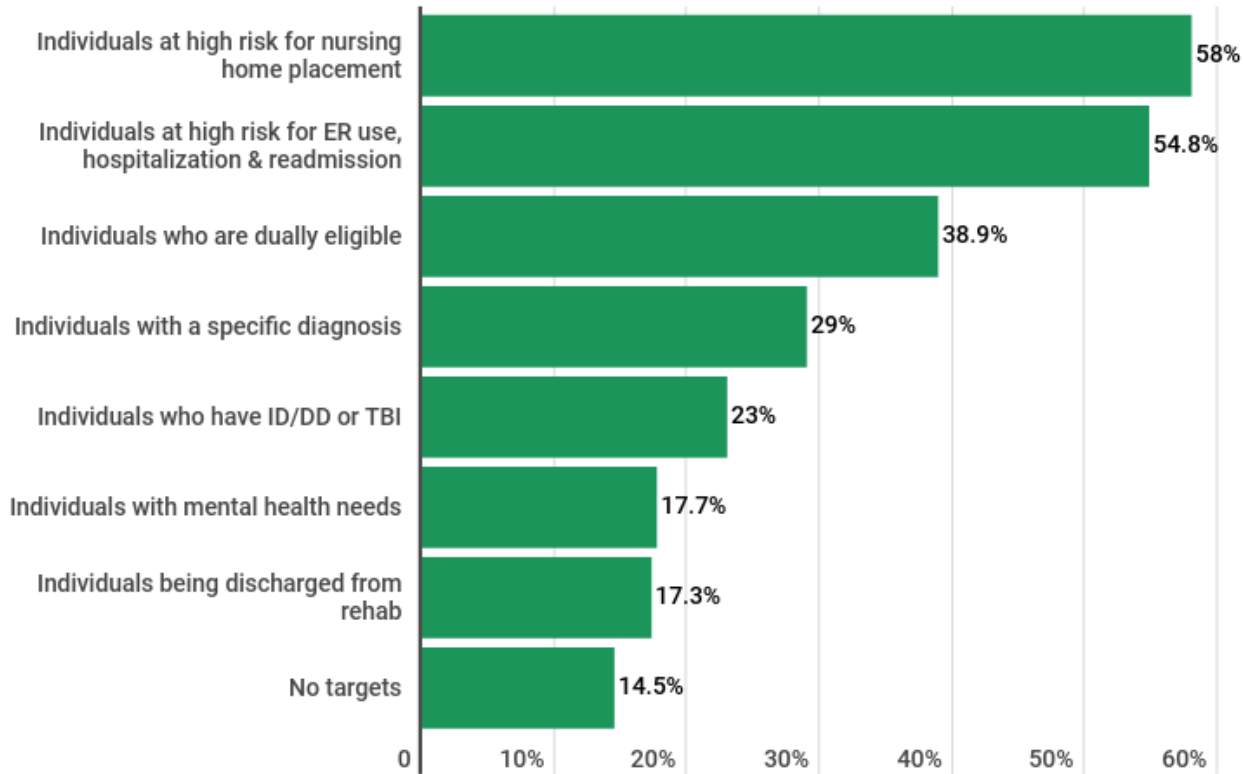


RFI 2018 (n= 275), RFI 2017 (n= 223)

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High-Risk, High-Need Groups Targeted in Contracts



RFI 2018 (n= 283)

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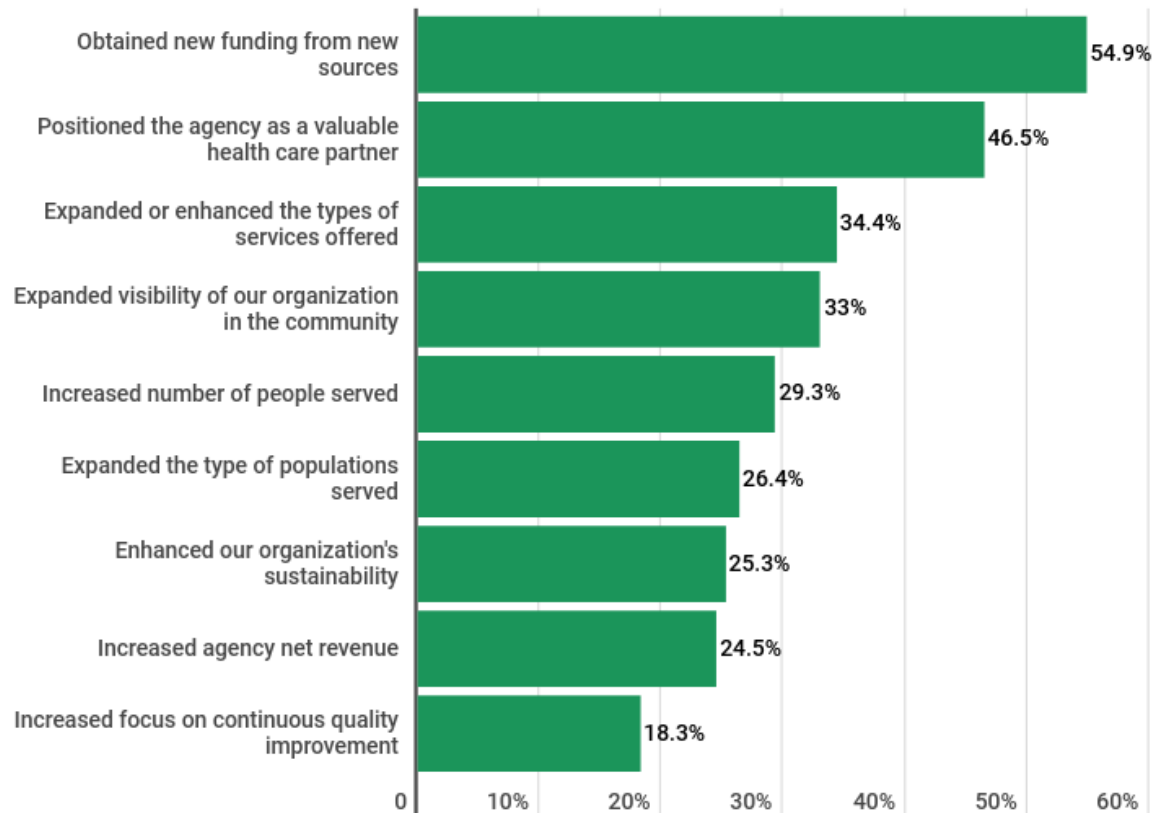


Top 5 Challenges in Contracting by Contracting Status

	Organizations with one or more contracts (n=274)		Organizations with no Contracts but pursuing (n=122)		Organizations with no contracts and not pursuing (but tried and were unsuccessful) (n=28)	
1	Time it takes to establish a contract	33.9%	Common understanding of proposed programs/services	39.3%	Attitudes of health care professionals toward your organization	42.9%
2	Common understanding of proposed programs/services	33.6%	Integration of your organization's services into health care system workflow	38.5%	Competing priorities within the health care community	35.7%
3	Referrals and volume	27.4%	Attitudes of health care professionals toward your organization	34.4%	Leadership changes within health care entities	32.1%
4	Attitudes of health care professionals toward your organization	25.9%	Willingness of your organization to take financial risk	27.9%	Integration of your organization's services into health care system workflow	32.1%
5	Integration of your organization's services into health care system workflow	24.8%	Time it takes to establish a contract	27.0%	Common understanding of proposed programs/services	28.6%



Most Common Experiences of Contracting



RFI 2018 (n= 270)

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For more information

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