

Association of Rehabilitation Facilities



Annual Report

October 1, 2017 - September 30, 2018

**Florida Association of Rehabilitation Facilities
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Florida ARF promotes the interests of individuals with disabilities by acting as a public policy change agent and promotes and serves the interests of community human service provider organizations.

We are:

Sixty-seven (67) Regular Members:

Community Based Waiver 85%

Residential/Long Term Care 63%

Employment 72%

RESPECT 34%

Five (5) Corporate Partners:

Florida Insurance Trust; Park Shore Drug;

Professional Medical Fulfillment;

SourceAmerica; Therap

Fourteen (16) Professional Members:

Arlington Heritage Group; Employee Benefit

Specialists; Evergreen Life Services (3); Moore

Stephens Lovelace PA (3); Reingruber &

Company, P.A.; Richards, Mitchell & Company,

PA (3); Les Leech; Tina Philips; Peggy Wall;

Shirley Balogh

A Voice for Community Agencies serving individuals with disabilities:

Private Providers (for Profit & Nonprofit)

Goodwill Industries

United Cerebral Palsy Affiliates

Arc Chapters

RESPECT Employment Centers

Residential Programs

Home and Community Based Services

Community Rehabilitation Agencies (VR)

Charter Schools

Faith-based Programs

ICF/IID Facilities

Community Employment Programs

In Home Services and Supports

Mental Health - Employment Supports



2017-2018 Board of Directors

Executive Committee

Jon Fisher, Chair
Kevin Johnson, Vice Chair
Steven DeVane, Secretary
Michele Barnes, Treasurer
Shirley Balogh, Past Chair
Clint Bower, Parliamentarian

Other Board Members

Joseph Aniello, Stephen Bailey, Michele Cherry, Diana Flenard,
John Gill, Karen Higgins, Karenne Levy, David Lin, Amar Patel,
Melissa Walker, Sherry White, Zach Wray

Parent Members

Gloria Wetherington

We Are Member Driven!

Florida ARF Provides

Industry Leadership

- Quality Services for Persons with Disabilities
- Appropriations Funding
- Public Policy Reform
- Medicaid Policy – Federal & State
- Compliance Assistance
- Wage and Hour Issues
- Employment Services and Supports
- Residential Care
- Provider Workforce Issues



Networking Opportunities

- Membership Meetings
- Ask a Peer
- Linkages
- Training
- Teleconferences and webinars
- Ad Hoc groups

Advocacy

- Professional & Grassroots
- Local Agency Involvement
- Provider and Parent Testimony
- Social Media
- Stakeholder Collaboration

Fiscal Year 17-18 Accomplishments

Legislative Advocacy

The Association led a successful advocacy campaign featuring local agency involvement, Legislative Fly In, professional Government relations support, grassroots involvement, stakeholder partnerships, and a social media component.

- **Recurring funding of \$41 million in rate relief for Companion, Respite, & Personal Supports services to offset DOL Home Care Rule changes and modest rate increase for ADT, Residential Habilitation, Supported Employment & Personal Supports services.**
- **4.5% rate increase for ICF/IIDs.**
- **Modifications to Medication Administration statute.**
- **Worker's Compensation coverage for VR On the Job Training placements.**

Fiscal Year 17-18 Accomplishments

Websites

- Up-to-date Technology
 - Association News
 - Online Registration
 - Virtual Library: Papers, Forum Notes
 - ICF/ IID Info Center
- Grassroots Webpage
- RESPECT Punch Out Catalog

Member Services

- Issues Forum Breaking News & Grants (12)
- Capitol Breaking News (9)
- Email Transmittals & Industry News (400)
- Member Representation (270): Meetings,

Legislative Hearings, Conference Calls, Site Visits

Public Policy Representation

- Member input: iBudget handbook, ICF/IID rates, EIB rates, VR models & many other.
- Stakeholder collaboration on rate campaign, employment, RESPECT.
- Oral & written testimony on behalf of members (16) on rules: HCBS, Incident Reporting, Supported Living. Etc.





Fiscal Year 17-18 Accomplishments

Training & Education

- 3 Membership Meetings: February Legislative Fly In, Summer Meeting, and Annual Conference featuring industry professional presentations
- Training:
 - EOP II
 - Affinity Group Calls — VR (10)
 - RESPECT Roundtables
 - State Agency Member Calls (4)

Member Ad Hoc Groups

- Workforce Enhancement
- iBudget Handbook
- Rates
- Apprenticeship

Agency Involvement

- CareerSource
- Department of Management Services
- Department of Education – VR & Adult Ed
- Agency for Persons with Disabilities
- Department of Children & Families
- Agency for Economic Opportunity
- Agency for Health Care Administration
- Department of Health
- Department of Elder Affairs
- Commission for Transportation Disadvantaged
- Florida Senate/House of Representatives
- Governor's Office
- Florida Developmental Disabilities Council
- Disability Rights Florida

“We influence public policy that makes a meaningful difference in the lives of individuals with disabilities.”

Fiscal Year 17-18 Accomplishments



- **Florida ARF served as the Central Nonprofit Agency that manages the RESPECT of Florida Program.**
- **RESPECT facilitated employment opportunities for more than 1,250 individuals with handicaps that impeded their employment opportunities.**
- **53 RESPECT nonprofit agencies produced commodities and service contract work produced by individuals with disabilities for state and local government entities.**
- **RESPECT added new Commodity business lines such as medical supplies, white boards, and expanded several existing lines.**
- **RESPECT Service Contracts added a new call center operation with the Agency for Persons with Disabilities.**
- **RESPECT funded a microenterprise grant for \$12,500 to promote self-employment of individuals with disabilities.**
- **Sales revenues will exceed \$30 million for the year.**
- **Florida ARF dba RESPECT of Florida operates the program on a 6% CNA fee.**



2017-2018 Statement of Activities

For the 12 Months Ending September 30

	<i>Projected</i> September 30, 2018	<i>Audited</i> September 30, 2017
<i>Program Revenues</i>	31,760,616	30,397,929
<i>Other Revenues</i>	2,950	1,194
<i>Interest Income</i>	7,932	5,870
<i>Total Revenue</i>	31,771,498	30,404,993
 <i>Cost of Sales & Services</i>	 29,238,160	 27,965,510
 <i>Gross Profit</i>	 2,533,338	 2,439,483
 <i>Salaries & Benefits</i>	 1,543,196	 1,606,069
<i>Consultants</i>	194,816	217,315
<i>Travel</i>	67,867	69,537
<i>Depreciation/Amortization</i>	12,980	13,353
<i>Professional Fees</i>	33,950	38,605
<i>Property & Casualty Insurance</i>	94,235	88,838
<i>Other Operating Expenses</i>	486,994	355,843
<i>Total Expenses</i>	2,434,038	2,389,560
 <i>Change in net assets</i>	 99,300	 49,923



Fiscal Year 17-18 Operational Goals

- ✓ **To guide the Association's programs and activities in a direction that is consistent with its mission and in accordance with the overall direction established by the Board / membership.**
- ✓ **To conduct a viable legislative campaign responsive to the Association's needs.**
- ✓ **To ensure that the Association operates in a financially solvent manner.**
- ✓ **To plan, direct, manage the operations of the Association in a professional manner.**
- ✓ **To provide at least one successful deliverable member benefit to the following forums: Community Supports, Employment, Government Relations, ICF/IID, Legal Advocacy, and RESPECT Oversight Committee.**
- ✓ **To develop new programs providing opportunity for growth & profitability potential.**



Florida ARF Value Statement (How Can Provider Agencies Afford Not To Be Members?)

Florida ARF is a statewide, professional association that provides advocacy, information, and networking services for community agencies serving individuals with disabilities. We are a leader in the initiation of public policy change to promote and protect the interests of individuals with disabilities. Within the last year, Florida ARF accomplished the following:

- \$41 million in recurring funding to continue rate relief for services such as Companion, Respite, and Personal Supports for 1:1 staffing ratios to cover implementation of the U.S. Department of Labor Home Care rule changes and a rate increase for Adult Day Training, Residential Habilitation, Supported Employment, and Personal Supports.
- Supported continuation of the VR program and the approximately \$5.1 million in funding for Adults with Disabilities Program.
- Secured funding for Community ICF/IIDs at \$266 million which met the projected cost of care.
- Got changes in the Agency for Persons with Disabilities' Medication Administration legislation.
- Coordinated a comprehensive grassroots advocacy campaign featuring local community agency involvement including testimony at legislative committee meetings, legislative visits at community agency sites, and legislative visits to the Capitol. Also, provided professional lobbying support for member approved issues.
- Continued Workforce Enhancement initiative to respond to a provider hiring crisis for direct care staff.
- Disseminated timely information including: *Issues Forum Breaking News* and *Issues Forum Grants* monthly, *Industry News* publications, *Capitol Breaking News*, and email alerts.
- Provided members with monthly updates on available grant and funding opportunities.
- Maintained an online library for members including work products, white papers, grassroots materials, and information to assist members with resolution of policy questions.
- Represented member interests on multiple state committees and workgroups such as the Governor's *Employment First* Initiative, Provider Rate Evaluation, and other workgroups.
- Provided testimony and represented member interests at multiple workshops and hearings on topics such as: iBudget Handbook, Incident Reporting, Medication Administration, provider rate rules, and the ICF/IID Reimbursement Plan.
- Conducted Employment Outcomes Professional training to assist members and employment providers in achieving more competitive employment outcomes for individuals served.
- Provided networking opportunities featuring interactions with APD and VR program directors as requested.
- Successfully achieved multiple amendments to state agency policies and statutes based on member input.
- Served as information and referral resource for parties seeking providers and services in specific geographic areas.
- Provided multiple opportunities for our members to network and share experiences.