



Annual Report

October 1, 2019 – September 30, 2020

Florida Association of Rehabilitation Facilities
1113 East Tennessee Street, Suite 100
Tallahassee, Florida 32308
www.floridaarf.org



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.

Fifty-nine (59) Regular Members:

Community Based Waiver	86%
Residential/Long Term Care	64%
Employment	63%
RESPECT	32%

Six (6) Allied Partners:

AssuredPartners; Florida Insurance Trust; Foothold Technology; Park Shore Drug; SourceAmerica; Therap Services

Seventeen (17) Professional Members:

Arlington Heritage Group; Evergreen Life Services (3); Expert Billing & More; Craig Greiner; Les Leech; Nancy Lubin; Moore Stephens Lovelace PA (3); Richards, Mitchell & Company, PA (3); Saltmarsh, Cleaveland & Gund; Shirley Balogh; Tina Philips

A Voice for Community Agencies serving individuals with disabilities:

Private Providers (for profit & non-profit)
Goodwill Industries
United Cerebral Palsy Affiliates
RESPECT Employment Centers
Residential Programs
Home and Community Based Services
Community Rehabilitation Providers (VR)
Charter Schools
ICF/IIDs
Community Employment Programs
In Home Services and Supports
Behavioral Services
Faith-based



2019-2020 Board of Directors

Executive Committee

Kevin Johnson, Chair
Zach Wray, Vice Chair
Phillip Hall, Secretary
Steven DeVane, Treasurer
Jon Fisher, Past Chair
Shirley Balogh, Parliamentarian

Board Members

Joseph Aniello, Stephen Bailey, Cole Caruso, Craig Cook, Diana Flenard,
Lee Henderson, Karen Higgins, Karenne Levy, David Lin, Amar Patel,
Melissa Walker, Lori Ann Whittington

Parent Member

Gloria Wetherington

Industry Leadership

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

Networking Opportunities

- Membership Meetings
- “Ask a Peer”
- Teleconferences and Webinars
- Ad Hoc Groups



Public Policy Advocacy

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

Fiscal Year 19-20 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 and 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, and 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, and RESPECT Oversight Committee (ROC).
- To develop new programs providing opportunity for growth & profitability potential.



We are Member Driven!

Fiscal Year 19-20 Accomplishments

1. *Programs and Activities for Mission: Member Representation*

- Participated in 252 Events on Behalf of Membership: Meetings, Legislative Hearings, and Conference Calls
- Provided Input/Testimony 61 Times on Membership Issues
- Hosted 2 Membership Meetings: Legislative Fly In and Virtual Annual Business Meeting
- Agency for Economic Opportunity
- Agency for Health Care Administration
- Agency for Persons with Disabilities
- CareerSource
- Commission for Transportation Disadvantaged
- Department of Children & Families
- Department of Education – VR
- Department of Elder Affairs
- Department of Health
- Department of Management Services
- Disability Rights Florida
- Florida Senate/House of Representatives
- Governor’s Office



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

Fiscal Year 19-20 Accomplishments

1. Programs and Activities - Continued

Public Policy Representation

- Rule Hearings: iBudget, Provider Rates, Residential Licensure
- VR Legislation Amendments
- Stakeholder Workgroups: ADT Redesign and Employment 1st
- DD Council Workgroups
- Ad Hoc Groups – Workforce
- COVID-19



Information Sharing

- Issues Forum Breaking News (12)
- Issues Forum Grants (12)
- Capitol Breaking News (10)
- RESPECT Newsletters (16)
- Emails & Industry News (503)
- White Papers
- DSP Recognition



Fiscal Year 19-20 Accomplishments

2. Legislative Advocacy

Advocacy Campaign

- Local Member Involvement
- Legislative Fly In
- Professional Lobbying
- Grassroots Involvement
- Stakeholder Partnerships
- DD Days at the Capitol



2020 Outcomes

- Rate Increases
- AWD Protected
- Bills Tracked
- New Level of Care for ICF/IID
- Amendments to DD Act
- APD Funding



Fiscal Year 19-20 Accomplishments

3. Financial Solvency

- 2019 Audit was Clean and Contained No Material Findings of Concern, nor Recommended Changes
- Revenues to Exceed \$33 Million for RESPECT & Membership
- Membership Revenues - \$600,000
- Operating Budget - \$2.4 Million
- The Association Lives Within its Budget and is Fiscally Healthy - Revenues and Expenses Monitored Closely
- Finance Committee Met 5 Times and the Board of Directors Met Three Times
- New Staff Turnover in Finance & Accounting Performing Well



Finance Committee Members

- *Steven DeVane, Treasurer – Duvall Homes*
- *Joe Aniello – United Community Options (UCO)*
- *Bob DiRocco – Habilitation Center*
- *Phillip Hall - Leon Advocacy and Resource Center*
- *Amar Patel – Brevard Achievement Center*
- *Zach Wray – Sunrise Community*
- *Kevin Johnson, Board Chair – Bishop Grady Villas*

Fiscal Year 19-20 Accomplishments

3. Financial Solvency

2019-20 Statement of Activities

For the 12 Months Ending September 30

	Projected <u>September 30, 2020</u>	Audited <u>September 30, 2019</u>
Program Revenues	33,536,666	32,968,991
Other Revenues	490	0
Interest Income	775	6,607
Total Revenue	33,537,931	32,975,598
Cost of Sales & Services	30,780,140	30,452,320
Gross Profit	2,757,791	2,523,278
Salaries & Benefits	1,428,651	1,534,519
Consultants	230,301	252,883
Travel	51,352	80,469
Depreciation/Amortization	26,103	13,122
Professional Fees	35,057	34,077
Property & Casualty Insurance	105,763	99,500
Other Operating Expenses	332,477	355,976
Total Expenses	2,209,704	2,370,546
Change in Net Assets	548,087	152,732

Fiscal Year 19-20 Accomplishments

4. Professional Association

Internal Operations

- 17 Professional FTE – Allocated by Funding Source
- Uniform Policies & Procedures; Comply with Laws and Governing Employment Regulations
- Staff Evaluated Annually; Performance Measures Support Association Goals
- Up-to-date Website: Virtual Library; RESPECT Punch Out Catalog; ICF/IID Information Center

Industry Leadership Via Member Forums



Forum and Committee Leadership

- Community Supports: Clint Bower
- Government Relations: Steven Devane
- Employment: Karenne Levy
- ICF/IID: Zach Wray & Jim Weeks
- RESPECT Oversight: Stephen Bailey

Visit us at www.floridaarf.org

Fiscal Year 19-20 Accomplishments

5. Forum Deliverables & Chairs

Community Supports

- Waitlist Funding
- Rate Increase
- Rule Modifications
- DSP Apprenticeship
- Retainer Payments
- Appendix K Amendments
- COVID-19 Testing



*Clint Bower
MACTown*

Government Relations

- Legislative Campaign
- Rate Increase
- Stakeholder Collaboration
- Legislative Committee Collaboration – SB 82
- Industry Input on Legislation



*Steven Devane
Dwall Homes*

Employment

- Affinity Calls (5)
- VR Redesign
- Youth Summer Camp
- VR Legislation
- Trouble Shooting
- Networking
- AWD funding



*Karenne Levy
MacDonald Training
Center*

ICF/IID

- ICF/IID Info Center
- Vacancy Tracking
- Level of Care - Behaviors
- Trouble Shooting
- COVID-19 Testing
- COVID-19 Interim Rates



*Zach Wray & Jim Weeks
Sunrise Community*

Fiscal Year 19-20 Accomplishments

5. Forum Deliverables & Chair



RESPECT Oversight Committee

- Served as Central Nonprofit Agency that Manages RESPECT of Florida - 6% Fee
- Provided Oversight via RESPECT Oversight Committee (ROC) – Met Three Times
- Employment Opportunities for About 1,200 Individuals with Severe Handicaps or Blind
- Revenues Projected to Come in at Above \$33 Million for the Fiscal Year
- Average Hourly Wages Earned Were at \$10.54, An 11% Increase
- About 50 RESPECT Nonprofit Agencies Certified to Produce Commodities and Services
- Two Micro-enterprise Grants Awarded - \$12,500 Each to Promote Self-Employment
- Jobs for You Model Program Funding
- Annual Awards Ceremony to Recognize Employee Contributions



Stephen Bailey
CARC



2019 Award Winner

Fiscal Year 19-20 Accomplishments

6. Growth & Profitability

- Five New RESPECT Employment Centers
- Rate Increase for One Provider Type – Others Vetoed
- Grant Information – IFBN Grants, PPP, CARES Act
- Florida Housing Finance Corporation Funding
- Apprenticeship Program for DSPs
- New Employment Model: Jobs for You
- New VR Rate Structure
- Best Practice Information Sharing
- Retainer Payments
- COVID Testing Kits
- Telephonic ADT



*Kevin Johnson, Board Chair
Bishop Grady Villas*

“Florida ARF brings immense value to providers through its dedicated staff who advocate on behalf of individuals with intellectual and developmental disabilities, and those that support them, with lawmakers and policymakers in Tallahassee while also supporting providers to navigate the complex regulatory environment providers must navigate. Florida ARF meetings, webinars, and conference calls allow fellow providers to connect, express concerns, share best practices and models, and propose solutions to many of the complex problems that face Floridians with disabilities. I am grateful for the support, guidance, and camaraderie that the association provides its members.”

2020 Value Statement



- Advocated for iBudget rate increases: \$5.4 million Res Hab; \$16.1 million ADT, \$36.8 million Personal Supports/Companion, and \$1.8 million for Respite. Governor vetoed the increases except for Respite.
- Supported coverage of APD deficit.
- Supported continuation and expansion of the Adults with Disabilities (AWD) Program at \$7.7 million.
- Gained new Level of Care authorization to serve individuals with behavioral challenges in ICF/IIDs
- Ran grassroots advocacy campaign featuring testimony at legislative committee meetings and visits to the Capitol and professional lobbying support.
- Piloted competency-based statewide apprenticeship for DSPs to respond to a provider hiring crisis for direct care staff and one-time grant funding.
- Guidance from experts on the Families 1st Coronavirus Act & FMLA Expansion Act.
- Advocated for resources for COVID-19 relief.
- Provided APD and AHCA with program flexibility options to keep provider agencies whole during COVID-19.
- Disseminated timely information: *Issues Forum Breaking News and Issues Forum Grants* monthly, *Capitol Breaking News*, and email alerts.
- Maintained 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 Governor's *Employment First* Initiative, Workforce Collaborative Training Initiative, others.
- Provided testimony and represented member interests at multiple workshops, hearings, and committee meetings impacting the industry to positively influence public policy changes.
- Provided networking opportunities for members with governmental representatives.
- Served as referral resource for interested parties seeking providers in specific geographic areas.
- Provided trouble-shooting assistance to assist members in navigating state policy compliance.