



Community for Living. Community for Life.

July 2, 2019

Dear Prospective ADDP Member,

ADDP greatly values the support of its members and would not be able to fulfill its mission to promote and ensure the strength of its community-based providers without it.

With member support over the past fiscal year, ADDP has accomplished the following initiatives:

- **Workforce** – Since January, ADDP has served as an integral partner with ABH, The Providers’ Council and the Children’s League in weekly meetings with EOHHS to begin addressing human services workforce issues. Early on, we agreed with EOHHS staff on the following basic principles to guide our discussions and work:
 1. Any solution to the workforce crisis involving new funding for provider rates must be established within the parameters of Chapter 257;
 2. The Commonwealth will use salary benchmarks *other than the UFR* to develop rates;
 3. When establishing provider reimbursement rates, priority should be given to identifying critical salary positions that have high vacancy rates (e.g. Direct Care and Clinical positions); and,
 4. The Commonwealth and provider community should explore *standardizing various factors* (such as taxes and fringe) across all Chapter 257 rates.

As a result of our work, services undergoing rate reviews for FY 20 will be receiving a 2.9% increase in their rate in addition to the initially proposed rate (e.g., for CBDS – 1.42%). This work group will continue meeting on a weekly basis to address the development of a methodology to address rates undergoing review for FY 21 including ALTR rates.

ADDP has also begun to establish a relationship and has shared relevant information about our workforce with Patricia Yu, the newly hired EOHHS Senior Director of Healthcare Workforce Policy.

- **Rates / Regulations** - ADDP conducted analyses, developed and organized testimony for over 14 services undergoing rate reviews and/or proposed new or revised other regulations.
- **FY 20 State Budget / Workforce Strategy** – The line items supporting the work of ADDP members fared well in the Governor’s budget and ADDP’s budget priorities received some proposed increases in the House budget. During the budget process, ADDP met with various members of senior leadership and new legislators to educate them about our workforce needs and

budget priorities, as many of our members met with their local legislators. We will see the outcome of our advocacy efforts when the Conference committee budget is released in the near future.

- **Legislative Luncheon / Advocacy** – ADDP continues to hold a successful annual legislative luncheon to educate legislators about the key challenges our industry is facing. This past year, 46 legislators and/or their designees attended the luncheon in addition to 195 of our members—an increase of 73 participants from the previous year. Our legislative calendar showcased 11 ADDP members to the State legislature.
- **Ongoing State Agency Communication Forums** – ADDP has re-established relationships with all its associated State regulatory and funding agencies and has developed regularly scheduled forums with MassHealth, DDS and MRC to ensure the most up to date communication and opportunities for advocacy. Some of the items ADDP has been able to impact through these forums include MassHealth protocols and guidelines for Day Hab audits, increased funding for ABI residential start-up costs, Transitional Assistance billing for individuals transitioning to their new ABI homes, proposed changes to the Ready Pay system and proposed changes to the LTSS CP Program.
- **Member Communication** – One of ADDP’s goals over the past year was to increase our communication with members. In addition to our newsletters and executive briefings, we visited 26 members on our road trips, held six Town Hall and/or Regional Meetings and held two ‘Coffees with Ellen’. In addition, we have increased our social media presence by providing *daily postings on Facebook and/or Twitter*. Communication with our members is critical and over the next year we will be developing other means of communication and resources to assist you in the work of your organization.
- **Trainings** – Over the past year, ADDP provided eight trainings including an overview of state and national service delivery trends provided by Health Management Associates and by Monica Oss from Open Minds, respectively. In addition to providing other trainings and incorporating the use of webinars into our training plans, ADDP plans to hold two in-depth trainings over the course of the next year.
- **Annual Conference** – ADDP held a very successful, sold-out 2019 *LEAD!* Conference & Expo. This forum provided an opportunity for members to connect with and learn from over 900 colleagues and other experts in the field.
- **National Presence** - As the policies of the federal government potentially threaten the ability of our programs to continue, it is critical that ADDP has a strong presence at the federal level. The American Network of Community Options and Resources (ANCOR) is the national trade association representing 1,400 private community providers of services to people with disabilities. Their staff are present every day in the halls of Congress and CMS and throughout the federal government. ADDP was one of ANCOR’s initial participants in their 100% Association State Pilot program. As we continue with our participation in this pilot and move forward, ADDP plans to get more involved with ANCOR to affect federal policy in a more comprehensive way.
- **Industry Data** – As we move forward in our advocacy efforts, it is critical that ADDP develops the capacity to provide data to support our initiatives. This year we began by gathering ADDP

demographic data and hiring a consultant to provide measures of ADDP members' financial stability. We are in the process of working with a consultant to gather workforce longitudinal data. Over the next year, we will be collecting other types of data to present a picture of our industry's needs and impact on the Commonwealth.

Please consider joining our organization as a provider member. Enclosed is a primary contact form and Source of Funding Document for FY19. Association Dues are calculated based on the returned Source of Funding Document.

The benefits of ADDP membership include:

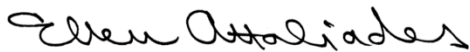
- Up-to-date policy, regulatory and rate information
- Advocacy for adequate funding of programs and supports relevant to state budget, rate reviews, etc.
- Insider member-only communication through alerts, weekly newsletter, conference calls, and/or webinars
- Member-only grant opportunities update
- Access to serve on numerous committees that often set the tone of policies
- Discounted rates for attendance at the ADDP *LEAD!* Conference & Expo and other events and staff development trainings
- Access to ANCOR member benefits, at a reduced cost, as a benefit of your membership with us

During this period of challenging staffing and financial times and of significant change, we are privileged to work on behalf of our members to provide the most effective advocacy and representation which impacts the people you support every day. To continue being successful, we need your active engagement as a member moving forward into a new and unfolding chapter of our industry's history. Please consider joining our committees, regularly scheduled conference calls and topic-specific calls / forums to provide your perspective.

If you have any questions about the renewal process or any other concerns, please feel free to contact our Member Services Director, Patty Ames, at pattyames@addp.org / 508.689.7381 or me at ellenattaliades@addp.org / 508.422.7156.

Again, thank you for your support of ADDP.

Sincerely yours,



Ellen Attaliades
President / CEO

FY 19 SOURCES OF FUNDING

In an effort to calculate ADDP dues for the next fiscal year (FY20), we need to obtain FY19 funding information from each provider member in the areas noted below.

Please provide your FY19 sources of funding for services provided to people with intellectual / developmental disabilities and/or brain injuries.

DDS Funding, Including:

Residential (DDS & Brain Injury), Community-Based Day Supports, Employment, Transportation, Day Hab Wraps, Family Support, Family Resource Centers, Autism Resource Centers/Family Stabilization Services, Respite, Clinical Team Services / Clinical Supports, Shared Living, Individual Supports (In Home Basic Living Supports), and all other DDS Contract Codes.

Total DDS: \$

Mass Health Funding, Including:

Day Habilitation, AFC, LTSS CP services, Outpatient Counseling or any other I/DD supports attributable to Mass Health Funding.

Total Mass Health: \$

MRC Funding, Including:

Brain Injury Services, CIES, Vocational Rehabilitation, SHIPP, Transportation, Employment Supports, or any other source attributable to MRC.

Total MRC: \$

Total of all above:

\$ _____

Name _

Title _

Date _

****Please return the completed form to Patty Ames via email (pattyames@addp.org) by **May 1, 2019****

ADDP FY20 MEMBERSHIP FORM

Thank you for your support! Please fill out this form and return it to Patty Ames via email (pattyames@addp.org) or mail to ADDP at 1671 Worcester Road, Suite 201, Framingham, MA 01701

Legal Organization Name: _____

Other Names (AKA, Acronyms, Former, DBA): _____

Mailing Address: _____

City: _____

State: _____

Zip Code: _____

Primary Contact Name: _____

Title: _____

Email: _____

Phone: _____

Website: _____

Geographic Area Served:

West Central Metro Northeast Southeast

PLEASE NOTE:

- Primary contact listed will be responsible for providing current organizational information to ADDP (**instructions will be provided to complete information online**)
- Primary contact listed needs to be:
 - Knowledgeable of organization and
 - Able to identify key content expert(s) in programs (i.e. CBDS, Employment) at your agency
- If primary contact is **not** CEO/ED, please have them sign off on this form below

Name _____ **Title** _____ **Date** _____

Signature _____