CONSOLIDATION, COLLABORATION, REGIONALIZATION:
Small and Medium Size Agency Executives

Andy Hoffman, MA, MS

COLLABORATION, CONSOLIDATION, REGIONALIZATION:
A Structured Discussion for Small and Medium Size Agency Executives
• **OBJECTIVES:**

- Networking among like-sized agency leaders
- Making contacts that will be sustained outside this session and conference
- Discussion of how to accommodate medical funding preferences for issuing one contract and having one point of contact to serve clients in a large geographic area

There seems to be general agreement that the long-term future funding of HDM will be primarily provided from Federal Medicare/Medicaid resources administered by a Managed Care Plans, Accountable Care Organizations, or Health Insurance Companies. These organizations are driven significantly by profit motives, and, if they have any interest, or can be persuaded to have any interest in HDM, they want to do it through single contracts with single organizations with the potential to serve clients in a wide geographic area.

Most non-profit MOW agencies have a local focus and draw their funding and volunteers from local communities. By and large, the future funding entities are likely to be disinterested in working individually with multiple HDM agencies in what they consider to be their defined service area.
DEFINING OUR TERMS

• **Collaboration:** Independent agencies develop a joint strategy for presenting a unified proposal to the funders and sharing revenue and service delivery among themselves.

• **Consolidation:** Agencies merge or absorb each other to become large enough to present effective funding proposals to funders and to provide services.

• **Regionalization:** An outside entity (government, health care system, foundation, association) develops the strategy and contracts with both funders and the local providers. Entity manages the contract and relationship on both sides, issuing subcontracts for delivery and other services as required.

Discussion Questions

What is the situation in your local/regional environment?

Which choice, Collaboration, Consolidation, or Regionalization seems to be most appropriate for you?

If Collaboration or Consolidation, are you likely to be the organizer or consolidating agency or are you likely to be a partner or absorbed?

Is there a “natural entity” to serve your area’s Regionalizer (sic)?

Do you have a sense of urgency about this?

Do you want to maintain the connections from this workshop as a national network for ongoing discussion?
COLLABORATION, CONSOLIDATION, REGIONALIZATION:

Presented by:
Andrew M. Hoffman, COO
Interfaith Ministries for Greater Houston
ahoffman@imgh.org