

Proposal Summary
Meeting Date: 3/11/2019

Easterseals Joliet Region, Inc. Request # 115765

Project Title:	Pathways to Independence - Expanding Access to Children's Allied Health Services
Duration:	18 months
Request Amount:	\$150,000
Recommended Amount:	\$172,500
Program Area:	Human Services/Developmental Disabilities
Population Served:	Developmentally Disabled
Type of Support:	Program Support
Location:	Joliet, IL

Organizational Background

The mission of Easterseals Joliet Region (ESJR) is to provide exceptional services to ensure all people with disabilities or special needs and their families have equal opportunities to live, learn, work and play in their communities. Founded in 1949, the organization serves a six-county region south and west of Chicago inclusive of Will, Grundy, Kendall, Kankakee, Ford & Iroquois Counties, providing residential services; physical, occupational, and speech therapy to children and adults with disabilities; early intervention for infants and toddlers; and foster-adoptive services. Entirely with private support and lead funding from CFI, the agency launched in 2010 a Family Resource Center for Autism Spectrum Disorders. Additional services include a seating and mobility clinic, autism medical diagnostics, and therapeutic recreational summer children’s groups. ESJR serves more than 3,375 individuals annually.

Finances

Annual Revenue Sources

	Budget	Actual	Actual	Grants	1%
	08/31/2019	08/31/2018	08/31/2017	Government	65%
Revenues	\$10,659,000	\$10,528,149	\$10,219,291	Private Support	4%
Expenses	10,558,700	10,187,081	9,929,184	Earned	25%
Surplus (Deficit)	100,300	341,068	290,107	Income/Fees	
Net Assets		\$6,474,437	\$6,133,369	Other	4%

Program Description

ESJR seeks to address the wait list for outpatient allied health services of its medical diagnostic and autism clinic program. There are 179 unique referrals on the wait list (some children for multiple services) for physical therapy (18), occupational therapy (78), speech/language therapy (115); feeding therapy (24); Medical Diagnostic & Autism Clinic (82); and Behavioral Services (40). Funding for additional staffing is necessary to serve individuals on its waiting list.

ESRJ began outpatient behavioral health services that enable children and their families to benefit from a family centered approach along with interventions designed to improve a child’s ability to function and enhance activities of daily living for the child and family. ESJR provides access to families regardless of their economic circumstances or source of funding for services. 73% of children seeking

behavioral services are enrolled in Medicaid. Medicaid is not fully covering reimbursement for Behavioral Therapy and, thus, staff costs must be funded through private sources.

ESJR’s current methods of interfacing with private insurance payors is decentralized and inefficient. Therapists provide not only direct services to clients but also serve as a main interface with payors. This means that they are frequently performing administrative duties such as researching why billings were rejected or not paid in full. The addition of a Family Navigator role, with a related professional background, will improve efficiencies by taking administrative responsibilities from therapists as well as providing care coordination to families which involve several variables relative to the intake, scheduling, and referral process.

Strengths / Weaknesses

Strengths:

- Well-established organization has performed on four prior CFI awards through which it 1) launched its resource center for autism services in 2010; 2) renovated its facility for therapy services in 2012; 3) renovated six CILAs in 2014; and 4) improved a new group home, funded a vehicle for transporting residents, implemented the GRACE curriculum for serving aging individuals and implemented the HSMS client management software system in 2015.
- Organization serves broad geography with essential diagnostic and therapeutic services
- Opportunity to address challenges of payor interactions through Navigator position

Weaknesses:

- Sustainability of new services depends upon degree to which Navigator can facilitate improved payment processing via allied health payors, something that will be determined by this effort.

Why To Fund

As we embark upon a re-set of our Disabilities Impact Plan which would unfold in coming months, this request from a proven contributor of important services is worthy of support. ESJR serves a wide geography with a broad set of services. The Navigator position will improve efficiencies with payors and enable therapists to see more clients and generate more billings.

Prior Grants

Last Grant Date:	8/27/2015	Number of Prior Grants:	4
Total Amount Granted:	\$450,000	Last Grant Amount:	\$150,000

Grants Budget (if not general operating)			
Expenditure Category	Recommendation	Other Sources	Total
Salaries ¹	\$150,000	\$5,550	\$155,550
Equipment		3,000	3,000
Supplies		500	500
Conferences/Training		3,750	3,750
Overheads (15%)	22,500	1,920	24,420
Totals	\$172,500	\$14,720	\$187,220

¹ Navigator (1.0 FTE) and multiple therapist/clinical positions (totaling 0.7 FTE)