### **Business Practice Work Group**

#### **Business Models**

- 1. Promulgate information about Pay for Success/ Social Innovation
  - 2015 Connecticut legislation
  - State, federal and national resources
- 2. Work with Department of Economic and Community Development (DECD) to expand access to capital and technical assistance
  - Explore opportunities for expanding the Small Business Express program to increase the participation of nonprofit organizations, including increasing the threshold for participation.
  - Host joint training opportunities for nonprofit organizations
- 3. Work with OPM Office of Statewide Organizational Effectiveness to boost nonprofit access to process improvement training and technical assistance
  - Support the nonprofit community's capacity to utilize process improvement models by extending the state's Lean training and consulting contracts to nonprofit providers.
  - Identify cross-sector process improvement projects that can be jointly engaged in by state agencies and nonprofit organizations.
- 4. Compile and share a set of foundational components that support effective collaboration including:
  - examples of successful collaborations
  - practices that facilitate collaborations
  - practices that discourage collaboration

### **Technology**

 Make recommendations regarding technology resources that support nonprofit organizations, working with the CT Center for Advanced Technology <a href="http://www.ccat.us/markets/nonprofit/">http://www.ccat.us/markets/nonprofit/</a>

### **Human Resources**

1. Make recommendations regarding human resource innovations that support nonprofit organizations

### **Business Practice Work Group - continued**

#### Data

- 1. Compile and disseminate information about successful data management systems, including the common elements that exist in the more successful systems, such as:
  - Department of Children and Families RBA Model
  - Department of Mental Health and Addiction Services Provider Dashboard
  - Department of Social Services RBA Project
  - Judicial Branch Court Support Services Division provision of technology, personnel and technical support
- 2. Work with the State's Open Data Portal https://data.ct.gov/
  - to ensure provider participation in implementation of the State's data efforts
  - to identify the information on the Portal that will be useful to nonprofit organizations
- 3. Identify the frameworks for tracking and analyzing performance measures that are currently being used, with the ultimate goal of agreement on a common framework for performance measures, allowing nonprofit organizations to group measures into like clusters and to evaluate contributions toward population results.
- 4. Recommend how increased technical assistance can be provided to nonprofit organizations so as to analyze and use their data to drive service improvement. (in conjunction with OPM POS unit)
- Recommend a standardized human services workforce data collection system for nonprofit organizations that draws from existing or enhanced contract information. (in conjunction with OPM POS unit)

### **Contract Procurement and Administration Work Group**

- 1. Assess Revenue Retention Pilots
  - Assess the Department of Developmental Services revenue retention pilot.
  - Assess the Department of Mental Health and Addiction Services pilot.
- 2. Survey Access To Private Market Capital
  - Ascertain the difficulty nonprofit organizations are having accessing capital by developing, distributing and analyzing a survey.
- 3. Assess the cost of healthcare on nonprofit organizations
  - Ascertain the changes in the cost of providing healthcare for employees by developing, distributing and analyzing a survey.
- 4. Work with DDS to implement 2014 Cabinet recommendations about DDS Residential Revolving Loan Fund
  - Revise the 6% interest rate for the loan program to more closely reflect market rates.
  - Review the timeliness of when the first loan payment is scheduled to be paid
    and when the corresponding increase to the provider's room and board rate is
    effective. Change the two effective dates to be more aligned with each other.
  - Develop a process to reimburse providers based on an identified payment plan based on completion targets for capital projects requested to be completed over a specified amount and time period.
- 5. Review status of nonprofit bonding
  - Nonprofit Collaboration Incentive Grant
    - Review status of FY15 RFA process
    - Develop recommendations for future
  - Nonprofit Grant Program
    - Review status of FY15 RFA process( 2<sup>nd</sup> round 3/15)
    - Review status of FY15 RFA process (3<sup>rd</sup> round 4/15)
    - Develop recommendations for future

# Contract Procurement and Administration Work Group - continued

- 6. Work with OPM Purchase of Service Unit on Contracting Reforms
  - Identify opportunities for collaboration across state agencies in order to increase effectiveness and efficiency of working with nonprofit providers.
  - Develop incentives in contract procurements for nonprofit organizations that have implemented a process improvement model (e.g. offer additional points on proposal scoring, technical assistance).
  - Develop mechanism to fund data provision in Purchase of Service contracts.
  - Evaluate the effectiveness of the current criteria that drive re-procurement (timeframes, quality standards, cost thresholds), and make recommendations to improve those criteria if necessary.
  - Participate in the development of the state's enterprise contract management system.
- 7. Develop recommendations for payment reform models to enhance the financial viability of nonprofit organizations
  - Massachusetts Chapter 257 (2008)
  - Oregon model

### **Nonprofit Employment & Training Work Group**

Develop and implement strategies to assist nonprofit providers in recruiting, training and retaining staff in health and human service positions

- 1. Recommend training and supports necessary for employees to move along a career path and to promote advancement in the industry.
  - Work with the Board of Regents for Higher Education to develop, identify, publicize, and implement opportunities for nonprofit organizations to partner with community colleges and other higher education venues that will allow for affordable educational opportunities and career paths, including:
    - Certificate Programs
    - Degree Programs
    - Continuing Education Trainings
    - Internships
- 2. Develop recommendations regarding tuition remission for employees of nonprofit organizations
- 3. Provide guidance in the rollout of Second Chance Society initiatives to engage nonprofit participation (in conjunction with OPM)

  <a href="http://www.governor.ct.gov/malloy/lib/malloy/2015.02.03">http://www.governor.ct.gov/malloy/lib/malloy/2015.02.03</a> gov malloy second chance e\_society.pdf
- 4. Provide guidance in rollout of "Working Cities Challenge" (in conjunction with OPM) <a href="http://www.bostonfed.org/workingcities/index.htm">http://www.bostonfed.org/workingcities/index.htm</a>