

# The Lorain County, Ohio Integrated Services Partnership

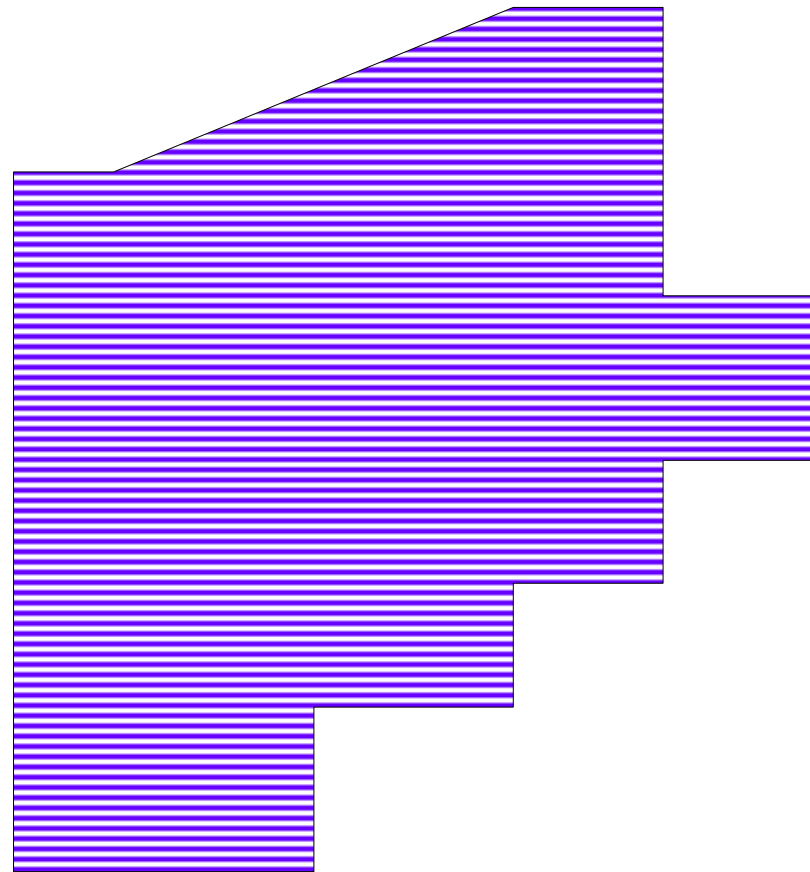
An example of intersystem collaboration

Institute for Behavioral Healthcare Improvement Colloquium  
December 11, 2006

Marianne Riley, Intersystems Program Director  
Charles Neff, Director of Operations  
William P. Harper, Executive Director

# LORAIN COUNTY

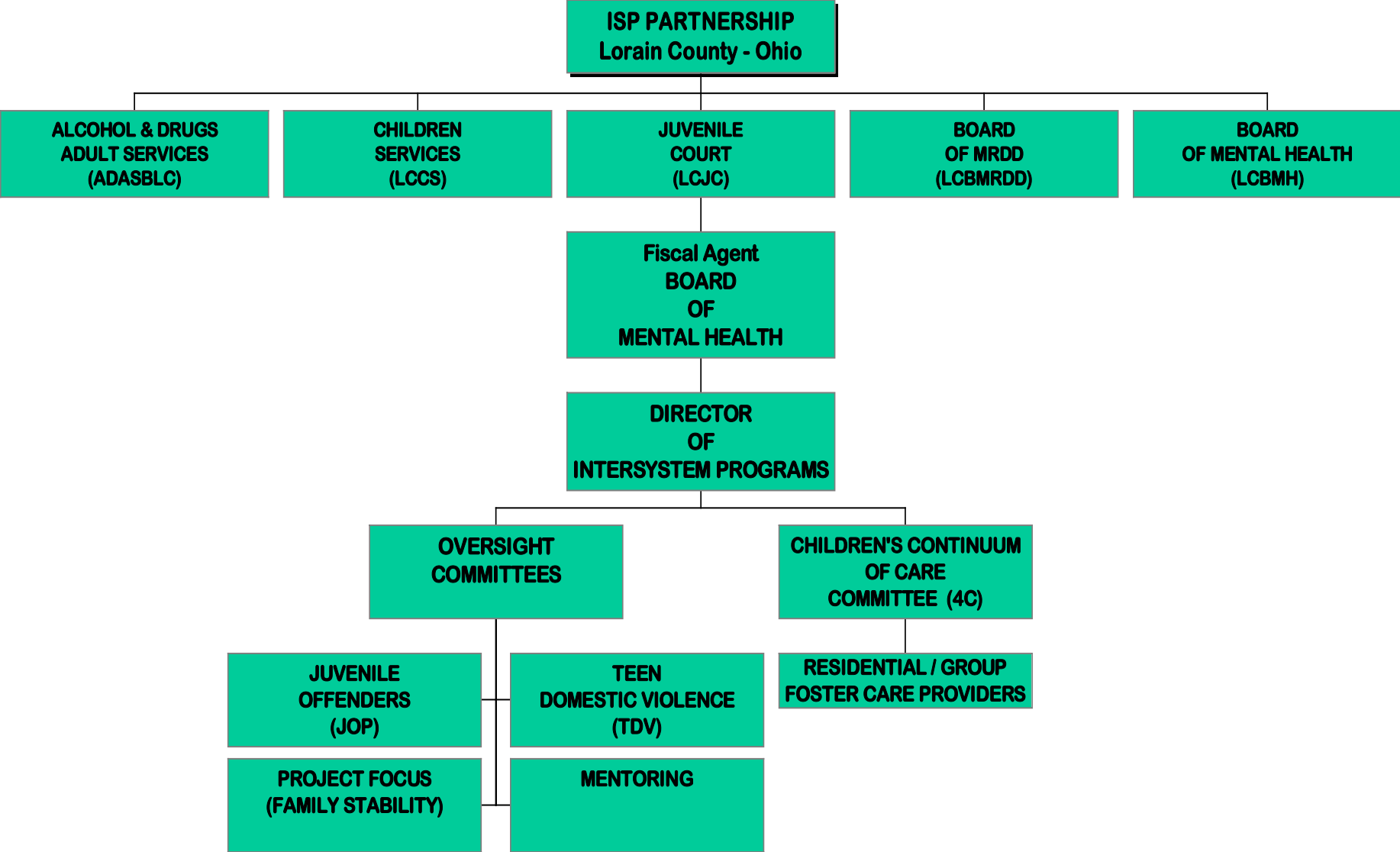
- Northeast Ohio
- 296,307 population
- 8.7% Black
- 7.2% Hispanic
- 28% manufacturing
- 10% 18-34 year olds with bachelor's degree
- 55% increase in community college enrollment last five years



# INTEGRATED SERVICES PARTNERSHIP (ISP)

January 2001

Rev 11.29.06



# THE PARENT'S ROLE IN THE ISP

(as developed by Kathryn Loos, parent)

What do you need to be effective?

- Time
  - It takes a commitment
  - Need to be willing to make it a priority
- Knowledge
  - Need to become familiar with the system, its functions, its limitations
  - Be prepared, have the research done or ask what resources you can use to learn
  - Need to be clear in your own mind what you want to ask

# THE PARENT'S ROLE IN THE ISP

## Feeling Meaningful

- Be an active partner
- Learn the acronyms
- Be **ASSERTIVE**, not aggressive
- Be reasonable
- Be a good listener

# THE PARENT'S ROLE IN THE ISP

## How to affect change

- Understand the meaning of compromise
- Share feelings in a positive way, asking for respect but remembering to give it as well
- Speak gently
- Keep confidences
- Use the right channels and respect the system

# INITIATING COLLABORATION

- Beginning Collaboration
- Why
- Initial contact
- Resilience

# KEY TIPPING POINTS IN THE DEVELOPMENT OF THE ISP

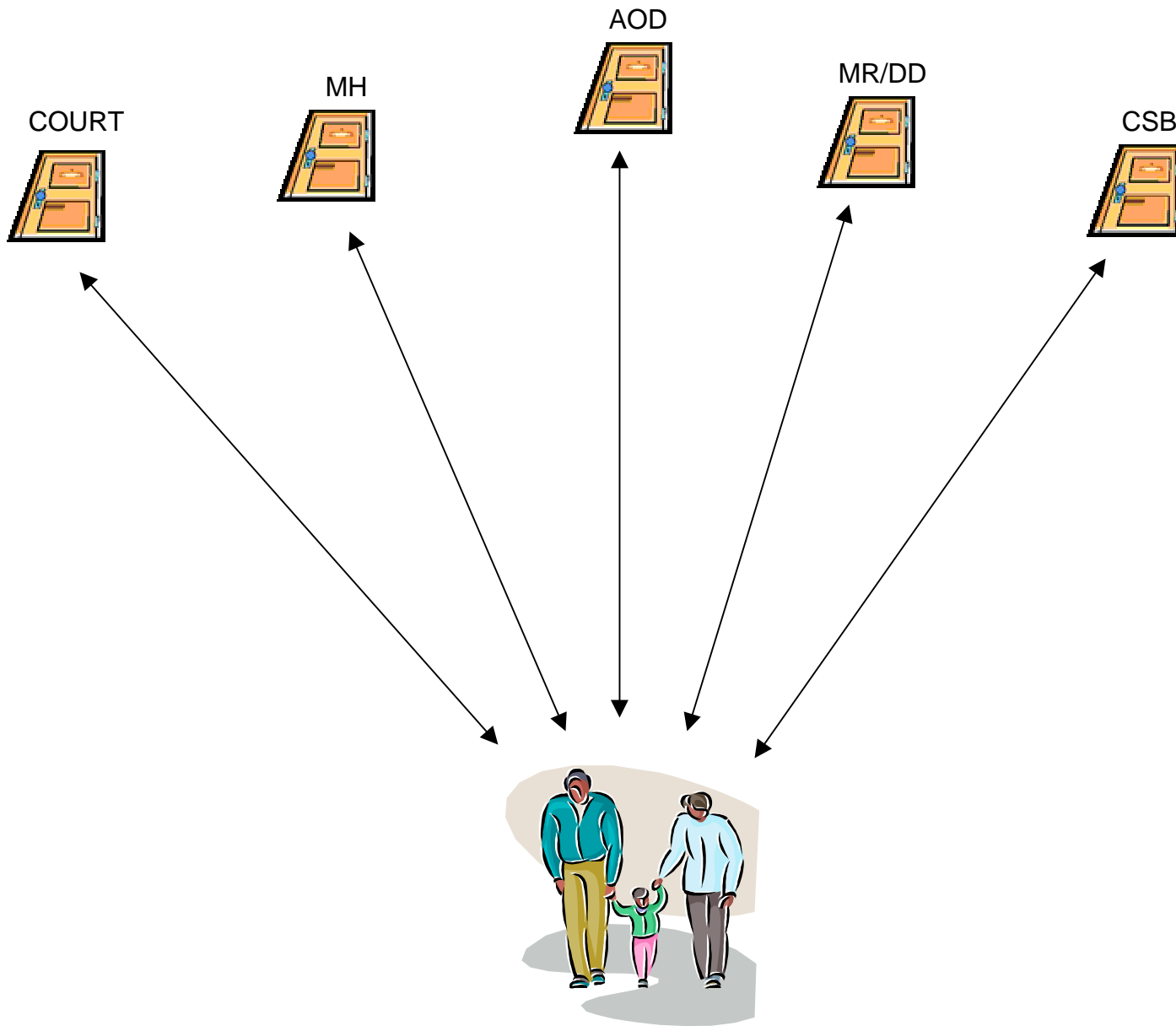
- Tipping Points
- 1<sup>st</sup> Dollar
- Moving On
- Opportunities/Grants
- Successes
- ISP Contract
- Troubled Waters

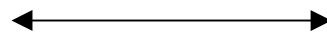
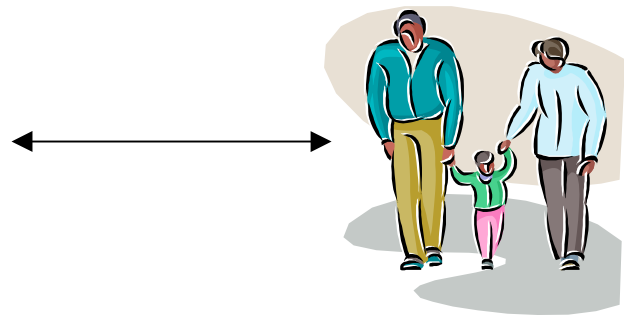
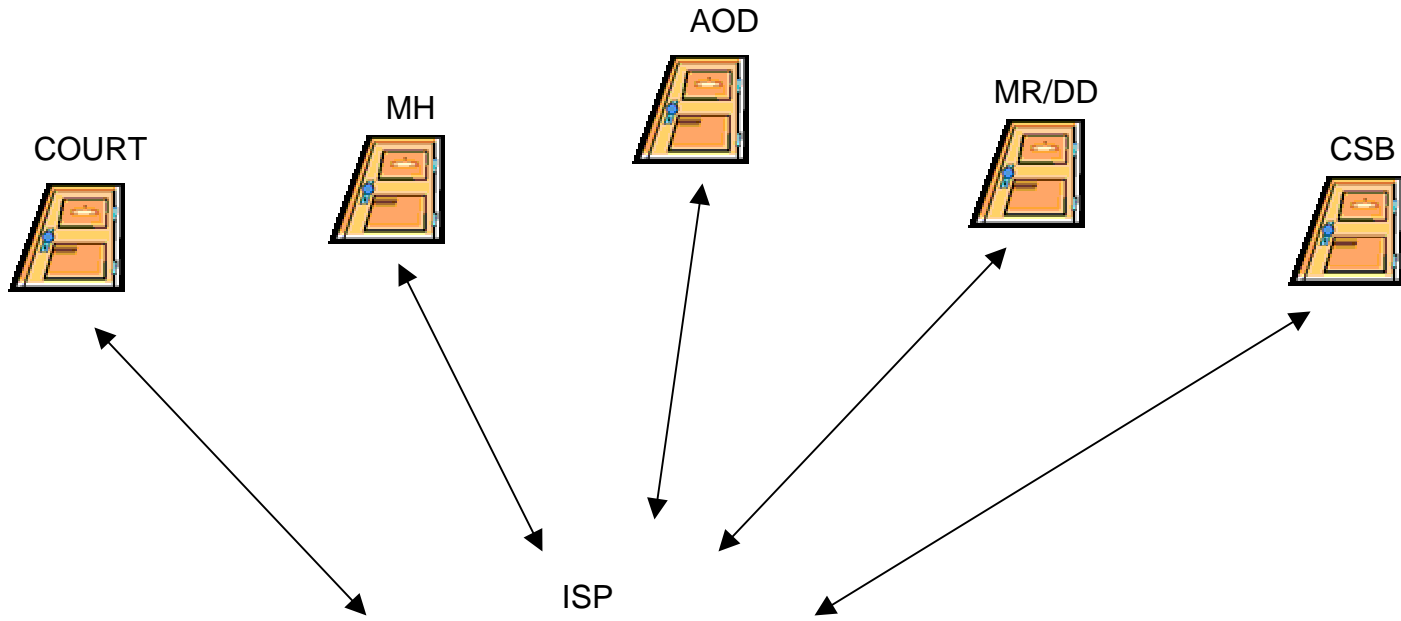
## COLLABORATION PAYOUT

- Successes
- Survival
- Increased funding
- Project Continuation Post Grants
- Individual Successes

## LESSONS LEARNED

- Uncommon Wisdom
- Size matters
- Mission/Vision Statements
- Taking Turns
- Calculated Risks
- It is meat loaf, not steak





# FINANCIAL CONSIDERATIONS FOR THE ISP

## FINANCIAL STRUCTURE

- All partners contribute funds annually
- Contributions vary in size
- Each partner agency votes
- Common pool of dollars
- Designated fiscal agent

# FINANCIAL CONSIDERATIONS FOR THE ISP

## FISCAL AGENT'S ROLE

- All governmental funding has rules
- The fiscal agent must fully understand all of the rules that
- apply in order to insure proper fiscal management.
- Regular Financial Reporting to the ISP Partners
- Regular Financial Reporting to governing board of the fiscal agent.
- Oversight and approval of budgets and expenditures by the partners and fiscal agent's governing board.

# FINANCIAL CONSIDERATIONS FOR THE ISP

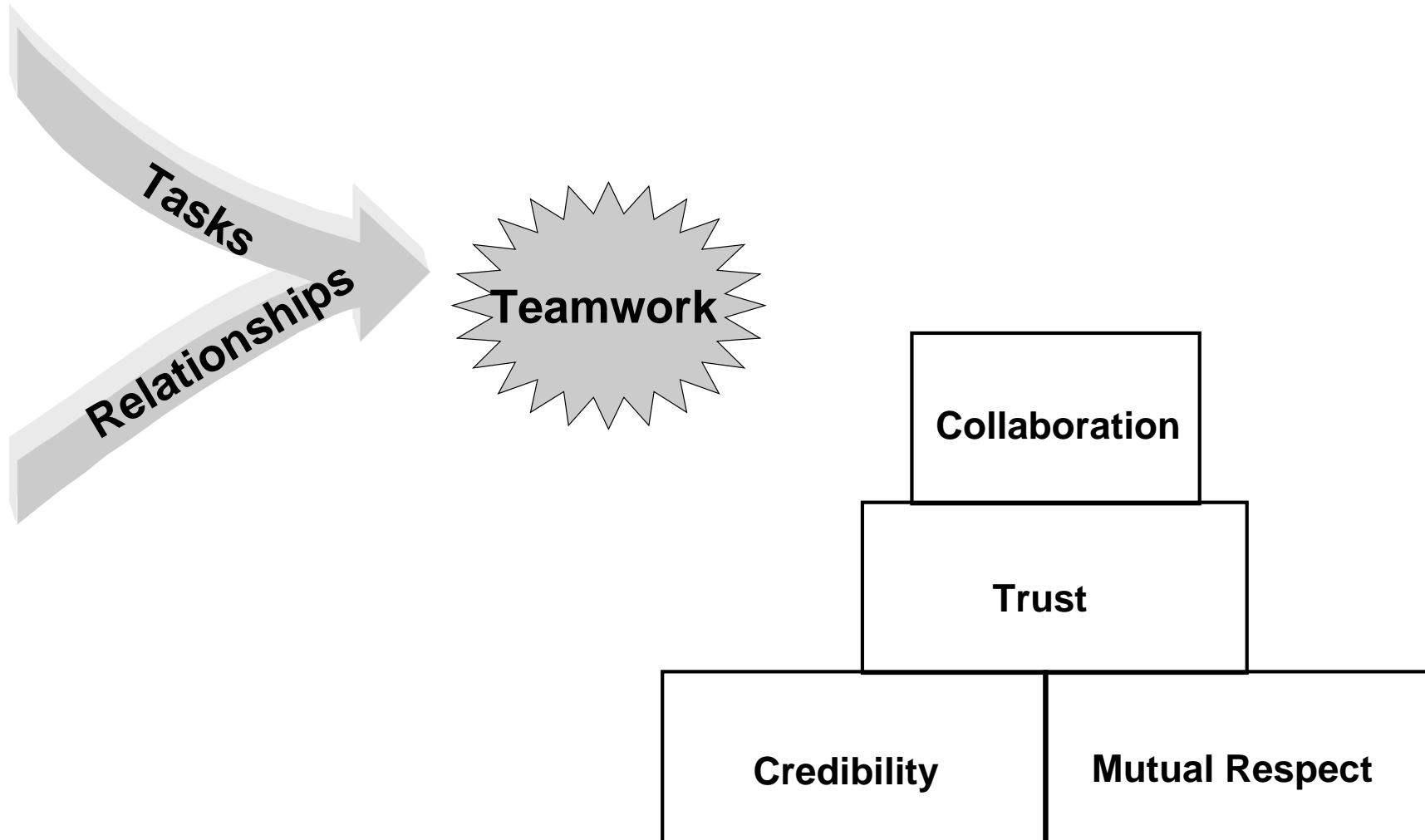
## THE GOTCHA

- When an organization is creative in terms of the items that are funded, the safeguards must be equally creative to insure transactions are properly accounted for.

Institute of Medicine Report:  
Improving the Quality of Health Care for Mental and  
Substance-Use Conditions

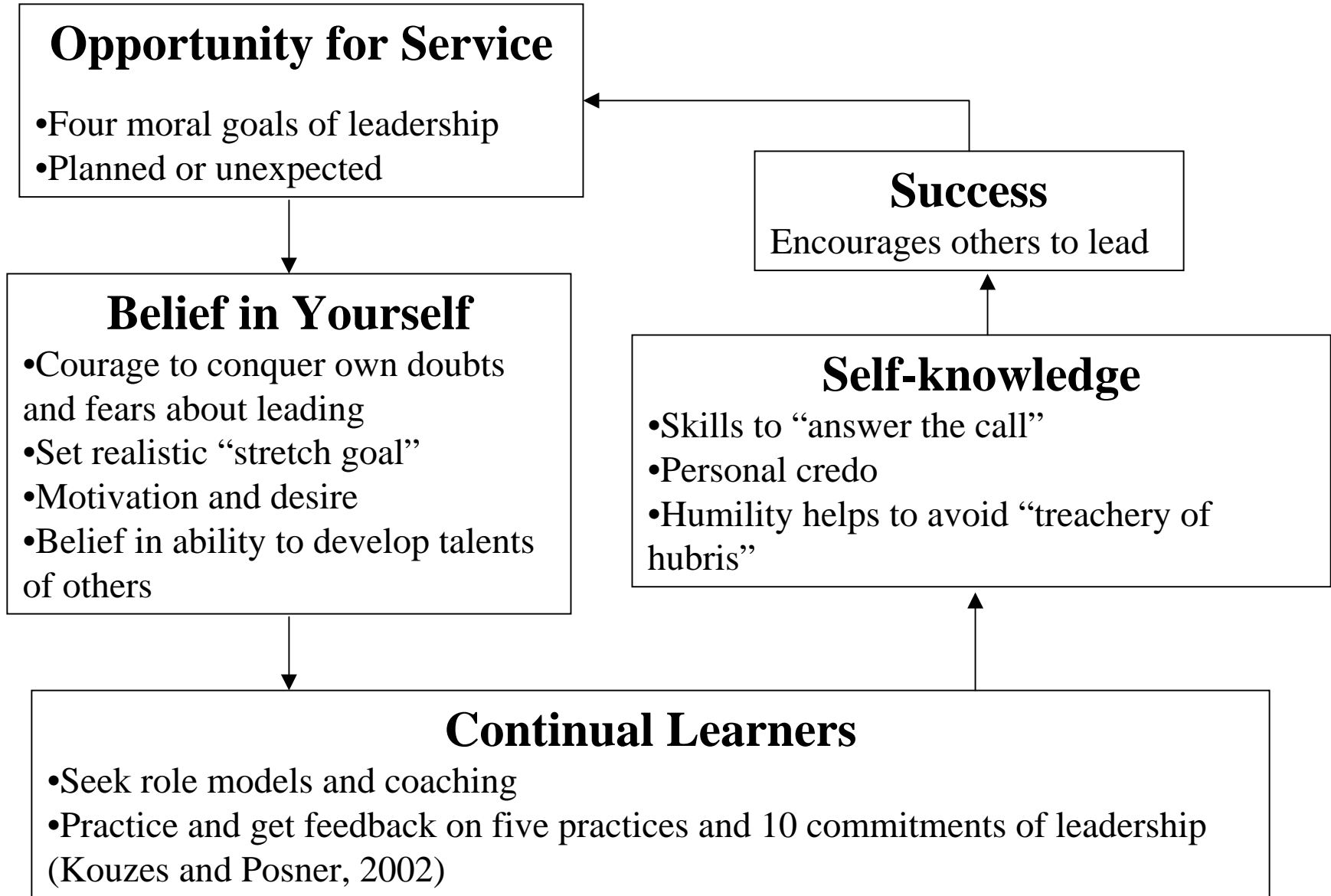
- Recommendation 5-2. To facilitate the delivery of coordinated care by primary health, mental health and substance-use treatment providers, purchasers and health plans should implement policies and incentives to continually increase collaboration among these providers...
- Rule 10. Cooperation among clinicians- Clinicians and institutions should actively collaborate and communicate to ensure an appropriate exchange of information and coordination of care.

The importance of trust in building collaboration.



# Leadership as a System

(leadership can be learned)



# Contact Information

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