

OPRA IS THE RESPECTED LEADER FOR PROVIDERS IN OHIO



MISSION WHO WE ARE

The Ohio Provider Resource Association (OPRA) is the largest statewide advocacy organization representing community-based providers who serve individuals with developmental disabilities (DD). Since 1974, its more than 150 members have been offering services to more than 15,000 individuals, families, guardians and community-based service providers working to meet the needs of Ohioans with DD.

OPRA's mission is to support and provide advocacy for community-based service providers to ensure availability of programs, services and funding to help Ohioans with DD live productive and happy lives.



VALUES WHAT WE STAND FOR

At OPRA, we understand that actions speak louder than words. That is why we are dedicated to the following ideals:

- Dignity for all persons with developmental disabilities;
- Supporting members in their commitment to sound, innovative business practices and quality standards of service;
- Transparency in all activities;
- Advocacy for the right public policy for the right reasons;
- Quality that people can trust;
- Mission-driven values;
- Leadership through shared learning.

CORE STRATEGY WHAT WE DO

OPRA works with Ohio lawmakers, administrative agencies and other stakeholder groups to shape public policy that affects providers and people with developmental disabilities. OPRA promotes the creation of a statewide structure that is efficient, equitable, and effective.

OPRA protects the rights of individuals and families to choose how and where their loved ones are cared for and supported. Our highest priority is ensuring quality services for all Ohioans with DD.

Membership comprises of public, private, not-for-profit, and for-profit agencies, independent providers, friends and relatives of individuals with developmental disabilities and affiliated professionals and service organizations.

"OPRA saves our agency time and money through keeping us abreast of state and federal regulations to achieve and maintain compliance."

- Dona England-Afek, Director
Columbus Center for Human Services

WHAT CAN OPRA DO FOR YOU?



GET YOUR VOICE HEARD

OPRA PROTECTS OHIOANS WITH DD AND YOUR BOTTOM LINE

The days of "business as usual" are gone forever. The tough economy compounded with industry issues such as funding/reimbursement, workforce challenges, burdensome regulations, and the increasing costs of doing business demand that providers work and advocate together. The need for a strong, unified voice for our industry is greater than ever. When you join OPRA, your voice will be heard by public officials and others who are making vital decisions that affect services to individual with developmental disabilities. Whether the issue is a new waiver reimbursement system, the development of the next-generation of ICF-MR services, or threats to Medicaid funding, OPRA will be in the trenches fighting for your organization and Ohioans with developmental disabilities.

Membership in OPRA will benefit you in many other ways. OPRA will keep you connected, educated, trained and well-informed on everything happening in the provider industry. **It will be the best business decision you make all year!**



“OPRA is the leading voice in support of DSP causes, and carries these concerns to key politicians and legislators.”

- Tony Thomas, President

Ohio Alliance for Direct Support Professionals

BENEFITS OF MEMBERSHIP



OPRA MEMBERS RECEIVE POWERFUL LOBBYING & ADVOCACY, NETWORKING, INFORMATION SHARING, TRAINING & EDUCATION, VALUABLE DISCOUNTS

- Governmental, regulatory and legal representation on issues before the Ohio Legislature, Ohio Department of Developmental Disabilities, JCARR (Ohio's Joint Committee on Agency Rule Review), county boards, and state/federal courts
- Breaking news about policy developments at state and federal levels
- Networking opportunities/OPRA committees and meetings
- Training and education – including annual spring and fall conferences
- Email updates highlighting upcoming events and industry activities
- Access to OPRA's web site resources, including vital data in “members-only” section
- Automatic member of Partners for Choice and Quality Care
- Access to compensation, benefits and turnover survey results
- Valuable member discounts, e.g., computer software packages, insurance broker services, unemployment and workers' compensation pools, criminal background checks, and legal services



“If you are not at the table...you are on the menu. OPRA ensures we have a prime seat at the policy-making table in Ohio.”

- Angie Hannahs,
*Regional Director
ResCare*

BECOME A MEMBER



JOIN OPRA TODAY VALUE FOR YOUR DOLLAR

To help its members during this difficult economy, OPRA initiated several cost-cutting measures and increased efficiencies which enabled the association to reduce its dues last year. Annual dues are calculated based on your individual agency's revenue. To get a specific quote for your organization, please visit the OPRA web site www.opra.org and complete the on-line membership application or call 614.224.6772.

Active membership in OPRA is available to all Waiver, ICF/MR and Supported Living service providers. Associate membership is extended to friends and relatives of individuals with developmental disabilities and organizations that do not provide residential services or supports directly.

To join OPRA or to learn more, please register on-line at www.opra.org and click on membership or call 614.224.6772 today!

POWERFUL ADVOCATES

INDUSTRY LEADERS



OPRA MEMBER SAVINGS & GROUP PURCHASING PROGRAM

These challenging times call for strategies and resources that reduce your costs and improve your bottom line. OPRA has aligned with industry organizations to equip its members with discounts and savings on the products and services that you need and use every day. Check out the exclusive programs below for OPRA members.

COST EFFECTIVE SOLUTIONS



Medicare Solutions specializes in helping Medicare beneficiaries receive all of the services, subsidized programs and benefits for which they are eligible.



Provides access to criminal and other background checks.



A Member of the Tokio Marine Group

Access complete coverage on your property and casualty insurance to protect your organization. 5% premium reductions available.



OPRA Workers' Compensation Group Rating Program. Savings on individual organization premiums.



Save on premium "integrated" Developmental Disabilities software systems in accounting, payroll, billing, human resources, fund raising, incident tracking, and other Developmental Disabilities specific functions.



Provides the nonprofit community with a safe, cost-effective alternative to payment of state unemployment insurance taxes



Two free hours of legal services annually from the law firm of Vorys, Sater, Seymour & Pease.



Provides access to health insurance discounts and offers value-added services for employee benefits, such as COBRA administration and a legal helpline.



GROW 2010 MEMBERSHIP REFERRAL PROGRAM

OPRA is the respected leader for providers in Ohio. As the largest statewide advocacy group representing community-based providers serving individuals with developmental disabilities, OPRA is committed to advocating for its members and providing a strong, unified voice for the industry.

We are proud to introduce a new program that will increase the strength and power of our association, while also providing valuable benefits for current members who participate.

WHAT IS GROW 2010?

Grow 2010 is a new member referral program that offers valuable incentives when OPRA members refer new organizations to become members.

HOW IT WORKS:

We realize the power of a testimonial. Your words count. This program asks you to reach out to your colleagues in the industry who are not current OPRA members and encourage them to join forces with us to ensure quality services for all Ohioans with DD. OPRA is happy to provide you with membership materials and applications to pass along to colleagues so they can learn more about all the benefits of coming on board.

WHAT'S IN IT FOR YOU?

You choose your incentive. For each new member you refer, you will receive either \$200 cash or one registration to OPRA's spring or fall conference. If you refer three new members, you get three cash incentives or conference credits; five new members, five cash incentives or conference credits. There's no limit to the savings you can enjoy just by talking about the importance of OPRA in the industry and how providers all over the state can reap the rewards of membership.

OPRA will also recognize your organization as a Grow Partner on the OPRA website, and in printed and e-news materials throughout the year.

*Please Note: When completing the membership application, the new members **must list your organization as a referral source** in order to receive credit.*

COMMUNICATING THE VALUE OF OPRA MEMBERSHIP:

Sharing your personal experiences about OPRA and the value of membership will play a key role in recruiting new members. Many providers are not familiar with the numerous benefits membership offers, or how our work is helping shape public policy and initiate positive changes for the entire industry.

Seeing firsthand what we do is a powerful incentive as well. Invite prospective members to district meetings, and reach out to them through other networking opportunities to ask for their support through membership. We've included a brief list of benefits you can refer to when describing OPRA and our mission and goals.

Member benefits include:

- Governmental, regulatory and legal representation on issues affecting providers
- Breaking news about policy developments at state and federal levels
- Networking opportunities
- Outstanding training and education resources
- Access to compensation, benefits and turnover survey results
- Valuable member discounts for services

Again, thank you for your support and helping OPRA Grow in 2010!

For more information or to request membership materials, please contact Anita Allen at 614-224-6772 or aallen@opra.org.



Stronger Association, Stronger Voices

Recruitment Talking Points

You should be an ANCOR member. ANCOR offers great benefits for your agency, your staff, and you as a professional.

What is ANCOR? The American Network of Community Options and Resources (ANCOR) is the national association representing more than 800 private providers of community living and employment supports and services to more than 400,000 individuals with disabilities. ANCOR represents the interests of providers before Congress and federal agencies, provides technical assistance and professional development, promotes industry leading practices and offers other benefits. For more information about ANCOR, visit www.ancor.org.

How ANCOR benefits your agency.

For my agency, the biggest benefit has been...[fill in your own story here.]

If you were an ANCOR member, ANCOR would

- **Be your advocate in Washington**, fighting to advance your members' interests on legislative and regulatory issues. In 2009, ANCOR
 - Successfully advocated a stimulus bill that included \$87 billion in temporary additional federal Medicaid funding and provided our members webinars and written materials on state implementation of enhanced FMAP.
 - Gained inroads in currently proposed health care reform legislation to expand home and community long-term support options.
 - Continued to champion Congressional action to address the direct care workforce crisis. ANCOR partners Reps. Lois Capps (D-CA) and Lee Terry (R-NE) reintroduced the Direct Support Professional Fairness and Security Act H.R. 868.
- **Help you achieve and maintain the highest level of quality** supports and services. Our landmark Performance Excellence Benchmarking Project provides the first nationwide data on industry best practices. ANCOR also provides a range of professional and organizational development opportunities (webinars, conferences, publications) to help you incorporate leading practice and innovations in your agency.
- **Connect you to the broader community** through exciting partnerships.
 - ANCOR is a founding member of the Alliance for Full Participation. In 2009, the Alliance announced a national campaign ("Real Jobs – It's Everyone's Business") to double employment opportunities for people with disabilities over the next five years.

- ANCOR partnered with the Coleman Institute to create a CEO Technology Leadership Summit where ANCOR members discussed the potential role and impact of technology in advancing the scope and quality of supports and services and enhancing the capabilities of the direct support professional workforce.
- ANCOR's successful partnership with the University of Delaware Leadership Institute had graduate over 300 emerging leaders in our field.
- **Provide you with significant savings** on products and services through the Shard Resources Purchasing Network. This national buying consortium has saved some members enough to pay for their ANCOR dues or to reverse some cuts in services.
- **Provide in-depth, one-on-one assistance** in navigating complex Medicaid, wage and hour, reimbursement, housing and employment regulations and systems.

How ANCOR benefits your staff.

My agency's staff has benefited from our membership in ANCOR. Here's how: [fill in your own story here.]

- ANCOR is leading the fight to increase compensation, training and professionalism among direct support workers. ANCOR's National Advocacy Campaign seeking public support to obtain the resources to recruit, train and retain a stable, qualified Direct Support Professional (DSP) workforce.
- ANCOR offers a variety of webinars and audio conferences to support your professional and organizational development goals.

How ANCOR benefits you as a professional.

I, personally, have benefited from my agency's membership in ANCOR. Here's how: [fill in your own story here.]

- Through ANCOR membership **I gain access to my peers in agencies across the country**, and ANCOR provides numerous activities for me to network and share ideas, mentor and be mentored, and find the support I need to advance in your profession.
- I can gain **leadership and program direction experience** by volunteering with ANCOR. ANCOR's small staff relies on member volunteers for the success many programs. This is an opportunity for agency staff to increase their value to their agency by demonstrating/acquiring new skills while participating in ANCOR governance and program direction.

I already belong to my state provider association, why do I need to join ANCOR?

State provider associations are valuable resources for providers, but their scope is limited to one state and therefore cannot include the range of benefits you get from ANCOR membership.

- ANCOR is your source for advocacy, and one-on-one assistance in federal legislative and regulatory matters.

- ANCOR provides access to the innovation, ideas and networking nationwide. Our members say they learn a lot from access to the latest from across the country.
- ANCOR has the only national quality benchmarking program for providers.

For these reasons and more, many of our providers find it beneficial to belong to one or more state associations *and* ANCOR.

What does it cost to join ANCOR?

There are three types of ANCOR membership and, for full members and state associations, a sliding dues scale based on operating expenses.

- Full members – any person, partnership, firm or corporation that provides and/or coordinates services and/or supports for one or more persons with disabilities and is not owned and operated by a public entity
- State Provider Associations
- Associate Members – Consultants, vendors, other national organizations, individuals, universities, etc.

Details on the dues structure are on the membership application form, available in hard copy and online.

Isn't my agency too small/large to need ANCOR?

ANCOR members include very small entities and large, multi-state corporations. The interests and needs of ANCOR members vary according to size, the type of services and supports provided, individual state requirements, and structure.

All have found value in ANCOR's support for

- Quality in delivery of support and services
- Best practices and innovation to keep providers strong and relevant
- A legislative and regulatory environment that supports providers in their mission

Why Join ANCOR?

Should your agency be an ANCOR Member?

Here are a dozen ways to tell. You need to be part of the ANCOR provider community if...

- Your organization is committed to supports and services access, person-centered outcomes, full participation in the community, and valued social roles for people with disabilities.
- You'd appreciate an advocate in Washington, fighting to advance your organization's and direct support staff's interests on the legislative and regulatory issues that affect you most.
- You're motivated to use meaningful quality measures to validate your agency's commitment to quality and accountability, to ensure your services keep pace with rapid change in the social services delivery landscape and to serve as a role model to other agencies in their quest for excellence.
- You long to be part of the community that is shaping the future of service delivery for people with disabilities.
- Your organization needs one-on-one assistance in navigating complex Medicaid, wage and hour, reimbursement, housing and employment regulations and systems.
- You're ready to be a part of the fight to end the Direct Support Professional workforce crisis through increased Medicaid reimbursement for DSP salaries and benefits and enhanced education.
- You want to learn of new service delivery innovations and strategies and effective business models to assure sustainability and stability in today's chaotic environment.
- You wish to identify new opportunities for service diversification, increasing funding streams and social entrepreneurship.
- You're passionate about learning and would take advantage of webinars, conferences, and other professional and organizational development opportunities that help you, your Board and your staff achieve the highest standard of quality service.
- You must save money on operational expenses and implement leading practice cost containment strategies.
- You'd enjoy the opportunity to network and collaborate with leaders of service delivery organizations from across the country and internationally.
- You dream of building the best possible future for your agency.