

Financing Flexibly

Alison Glassey, Director

Mendocino County

Department of Social Services

Linkages II

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Know Your Funding Sources

☞ Child Welfare Services Allocations

- IV B and IV E, CWS Health-Related (Title XIX)
- Emergency Assistance and CWS Augmentation Funds
- State Family Preservation and Independent Living Skills
- SB 163/Wraparound, STOP, SCIAP

☞ Additional Children's Services Sources

- CAPIT/CBFRS and Children's Trust Fund
- PSSF: Promoting Safe & Stable Families
- EPSDT/CHDP

☞ Financial Assistance/Employment Services

- Cal-Learn and Minor Parent
- AFDC–Foster Care
- CalWORKs Eligibility and Welfare-to-Work
- Medi-Cal/Food Stamps/CMSP/MIA

☞ Public Health and Mental Health Allocations

- Targeted Case Management, Medicaid Administrative
- Medi-Cal billing

Potential Sources of Local Funds for Matching Federal Funds: IV E, Title XIX

Private Funds

- Grants (First 5, foundations, etc.)
- Partnerships with community non-profits

Public Funds

- Funds from other government units (PH, MH)
- Realignment revenues

Potential Sources of Local Funds for Blending

☞ **Third-party In-Kind Private Contributions**

☞ **In-Kind Funds from other government units**

Braiding Funds

Think creatively

Make funding follow function

Look internally, not just externally

Keep it simple

Blending people may be simpler than blending funds

Avoid overly complex arrangements

Seek sustainability

Be cautious about one-time only sources

Tap into and redirect regular funding sources

Steps in Developing a Funding Strategy

1. Describe who is being served and what needs are being addressed.

Clearly describing the client population and service needs helps to identify potential partners and possible funding.

2. Scan sources of funding.

- **Identify internal funding resources.**
 - available to the selected customers
 - available for the selected services
- **Identify external funding resources.**
 - look to: other county departments; community based organizations (CBOs); charitable foundations, etc.
 - available to the selected customers
 - available for the selected services
- **Look for connections between customers and non-customary services.**
- **Look for resources to bridge gaps in funding.**

3. Ensure support of decision-makers.

- **At the earliest possible point, inform and engage people responsible for program and fiscal decisions.**
- **Build in policy-level governance.**
- **Develop ongoing communication mechanisms with policy-makers.**

4. Map out the money.

- **Choose fiscal lead based on competence and capacity.**
- **Develop internal protocols, contracts, or MOUs that clearly set out who is paying for or providing what.**
- **Train staff on procedures that are required to support reporting/claiming.**

5. Deploy people and other resources.

- **Consider co-location of participating staff.**
- **Switch supervision of collaborating staff.**
- **Convene case conference teams.**
- **Train staff together.**
- **Re-engineer routines and protocols.**
- **Rank order use of resources.**
- **Fix forms and paperwork.**

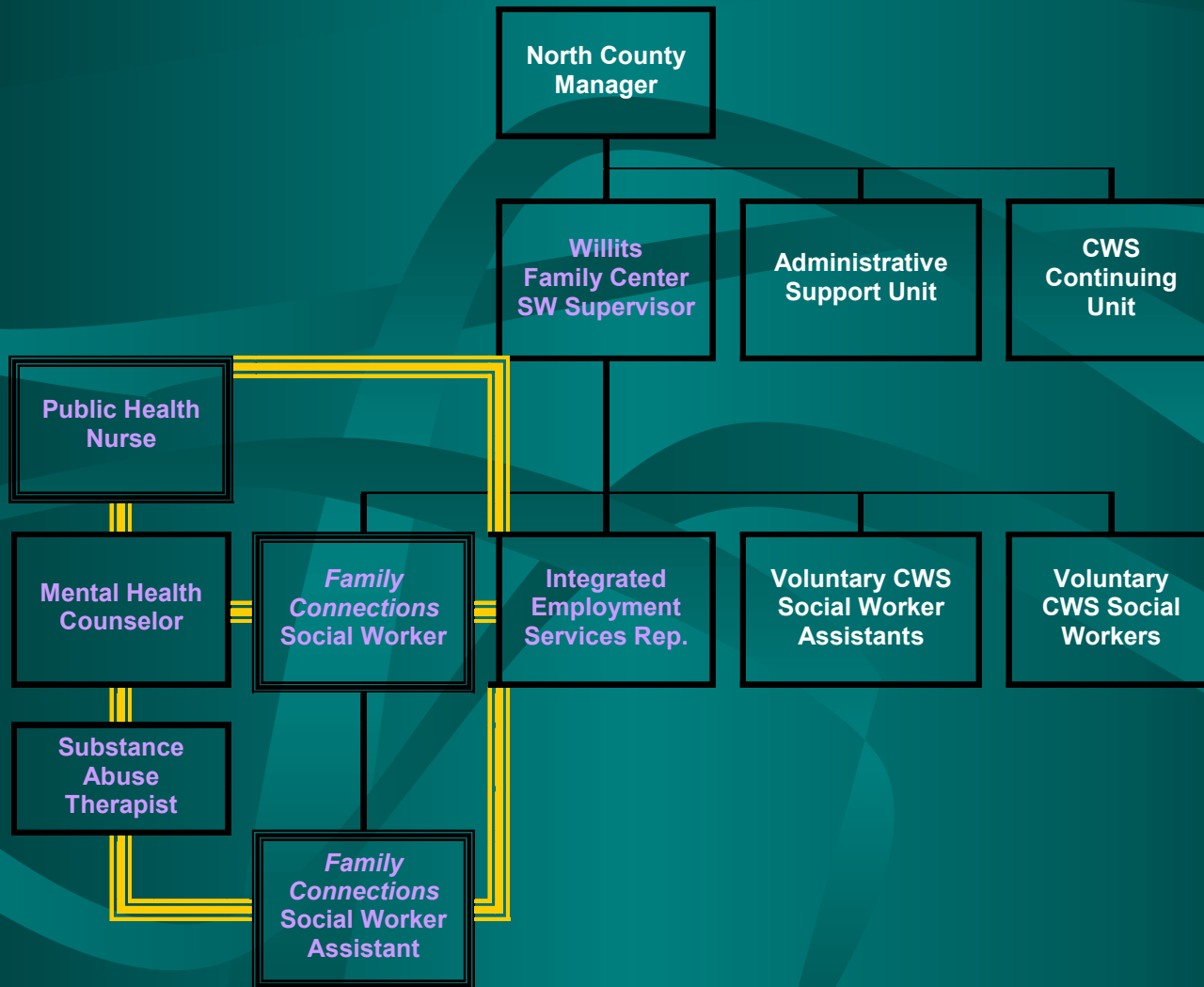
Putting It All Together: *Family Connections*

Family Connections in Mendocino County

**A CWS/CalWORKs/Linkages/First 5/
Collaborative Program**

***Family Connections serves
children 0-5 years of age
and their families
with coordinated and linked services,
using the local Family Center as a hub.***

Family Connections Organization Chart



Family Connections Partners – Funded

Social Services – Staff for coordination and support of Family Connections, case management and direct services, Family Center operation, referrals of families, access to Federal funding

- **Social Work Supervisor paid for by CWS funding**
- **Social Worker paid for by CWS funding matched by First 5 funds through a grant**
- **Social Work Assistant paid for by CWS funding matched by First 5 funds through a grant**
- **Integrated Employment Services Representative paid for by CalWORKs administrative allocation, located and supervised in Family Center unit.**

FUNDED Partners:

(continued)

- ◆ **Public Health** – Staff for case conferencing and treatment, review of eligibility for WIC
 - **Public Health Nurse** paid for by Targeted Case Management matched by Social Services funds
 - **Substance Abuse Therapist** paid for by CalWORKs substance abuse services allocation
- ◆ **Mental Health** – Staff for case conferencing and treatment
 - **Mental Health Therapist** paid for by CalWORKs mental health services allocation
- ◆ **First 5** – Provides matching funds for assessment and planning activities for families with children 0 to age 5.

Family Connections Partners – In-Kind

- ◆ **Regional Center** – Staff for case conferencing, review of eligibility for regional center programs, case management, coordination with Early Start Program
- ◆ **SELPA** – Staff for case conferencing, review of eligibility for SELPA services
- ◆ **County Office of Education** – Staff for case conferencing, School Readiness services, behavioral health consultation, State preschool

IN-KIND Partners:

(continued)

- ◆ **School District** – Staff for case conferencing, referrals of young children, enrollment in nutrition program and other school programs
- ◆ **Community Health Center** – Staff for case conferencing, coordination of services to high risk families
- ◆ **Child Care Resource & Referral Agency** – Staff for case conferencing, eligibility review
- ◆ **HeadStart** – Staff for case conferencing, eligibility review

Summary

- **Helping people and providing needed services are the goals.**
- **Financing is the means, not the end.**
- **Money should follow the services, not the reverse.**
- **A respectful and interactive partnership between Fiscal and Program staff is key.**

The End

Questions?

Contact:

Alison Glassey, Director

Mendocino County

Department of Social Services

Phone: 707-463-7733