

# HVAC Recommendations: *'True Cost' Adjustments*

“Rate adjustments to reimburse for the true cost of service delivery.”

[www.dcyf.wa.gov](http://www.dcyf.wa.gov)



Washington State Department of  
**CHILDREN, YOUTH & FAMILIES**

# Recap of Last Meeting

We reviewed the context and history of cost analysis completed for HV:

- History of WA's HVSA program
  - Building off MIECHV with braided state investment; competitive procurements
  - Cost study work to date
- Shared highlights from the prior legislative report (2019)
  - Cost estimate for HV expansion, inclusive of admin/infrastructure supports

GROUP DISCUSSION THEMES
Wages
Workforce specialized training
Broader stakeholder engagement
Standardization vs customization
The range in capacity across provider orgs
Rural recruitment challenges
Unintended consequences of shifting to full cost payment



# Agenda for Today's Cost of Services Discussion

- Opening
  - Set goals for the day
- First Half
  - Work together to define **'true cost'** deliverable
- Second Half
  - Evaluate what resources will support recommendation development
  - Develop some next steps to occur before the next meeting (Dec. 16)



# Setting Goals

- What are you looking to **accomplish** together in this space today?
- How will you **contribute** to the discussion of home visiting true cost recommendations? What do you bring to this conversation?
- How will you help the group **move forward together**?

*Please take a few minutes to reflect on your mission for the next hour while the song plays. Feel free to share your responses in the chat.*

Song: Otis Redding, Sitting on the Dock of the Bay

<https://music.youtube.com/watch?v=Zu5chXCp1Ag&list=RDAMVMZu5chXCp1Ag>



# BREAKOUT: Aligning on Purpose

“... and rate adjustments to reimburse for the true cost of service delivery”

- Is it to *right-size current LIA contracts*? (e.g., *backfill/COLA*)
- Is it to support funding *sustainability* (increases over time)?
- Is it to *guide future procurement* (set the funding methodology)?
- Is it to secure and plan for appropriate levels of *future expansion funding*? (e.g., *2019 expansion report*)
- Is it to recommend *a new payment structure* (e.g., rate)?
- Should it address direct service costs only or also administrative and infrastructure costs?

***Be prepared to share out when we come back together***



# Share-Out and Discussion, 10 Minutes

- Were there any in the list that did **not** feel in the scope of this report?
- Were there areas of disagreement?
- Did a shared purpose(s) emerge?
- Were any purposes identified that were not on the list?

*If you were to explain the purpose of the report in one sentence, what would it be?*



# Check-In

- Please vote in the poll:
  - **I have a clear understanding** of what I believe this section of the recommendations should address.
    - Yes, absolutely / Mostly / Partially / No, not at all
  - I think **the group has a shared understanding** of the purpose of this section of the recommendations.
    - Yes, absolutely / Mostly / Partially / No, not at all



# 2-Minute Break – With Music

- Stand and stretch (or dance)
- Refill a drink, grab a snack
- Check on a household member
- Look away from your screen!
- Breathe
- Cartwheels

Song: Alabama Shakes, Hang Loose

<https://www.youtube.com/watch?v=4sSI11GMkMI>



# Agenda Re-Review

- We spent the first half of our time today exploring each other's understanding of the purpose of the 'true cost' section of the recommendations with the intention of focusing in on the scope.
- For the second half, we will take what we learned in group discussion and polling and think about what is needed to support true cost adjustment recommendations.
- We will briefly intro some ideas for coordination steps, review some available resources, and then move into breakout rooms again to discuss informational needs and next steps.
- We will have each team share out from their discussion and then end with a reflection on your work today.



# HVAC Coordination on Cost of Services

- Draft report due March 1, 2022 (~4 months from now)
- As you move into breakouts, we ask that you consider:
  - Who would be interested in participating as a co-lead to support development of cost-related recommendations?
  - How often would you need or want to meet to support recommendation development?
  - How would you communicate and coordinate with other HVAC members?
- As you think about this, know that there will be resources available to support this process... which we will discuss next.



# Potential Information Sources

Possible resource list
DCYF (Program, Finance – Rates)
Local Implementation Agencies
Other states (e.g., national survey)
Other WA State HV funders
Other sources not listed above?

*What might you want to know from these groups?*

*How would you obtain information from these sources?*

**Any questions** about resources before moving into breakout rooms?



# BREAKOUT: Needs and Next Steps

## Possible resource list

DCYF (Program, Finance – Rates)

### Local Implementation Agencies\*

Other states (e.g., national survey)

Other WA State HV funders

Other sources not listed above?

*Be prepared to share out when we come back together*

- With the purpose in focus, **what information do you need** to inform the recommendations?
  - What kind of information or data do you need? From whom?
  - What resources would support this process?
  - What do you see as the best next steps?
  - Can anyone from your group be a co-lead to help lead the true cost recommendations?

*\*Specific ask: Are there one to three questions that you would want to ask HVSA LIA supervisors at the Fall HVSA meeting?*

Clarify the purpose

Identify the scope

Review resources

Brainstorm needs

Develop next steps



# Share-Out From Breakout Rooms

- Were any distinct information needs identified?
- What resources felt most relevant? Which did *not* rise to the top? Were other resources identified?
- Did the group propose any concrete next steps?
- Were there any other relevant conversation topics that should be noted for the larger group?
- Did any questions arise specifically for the LIA Fall HVSA meeting?



# HVAC Co-Lead

*Is anyone interested in being a co-lead for the cost of service recommendations?*



# Wrap-Up

- **Any final reflections?** Please feel free to chat as we close out.
- The discussion today will serve to inform next steps in this process and frame the conversation for December's meeting.
- Thank you to the facilitators that volunteered to support these conversations today.



# Concluding Reflection

- **THANK YOU ALL** for your time and hard work today!
- We invite you to engage in *a concluding reflection* as you transition into the rest of your day; **please feel free to chat in:**

*How might the recommendations in this report help DCYF and HV providers strengthen their programs and achieve their goals?*

*What impact do you hope these recommendations will have for families in our state?*

