



A Strategic Framework

Home Care Cooperative Development

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CAPITAL IMPACT
PARTNERS

VISION AND MISSION



ADDRESS
SYSTEMIC POVERTY



CREATE
EQUITY



BUILD HEALTHY
COMMUNITIES



PROMOTE
INCLUSIVE GROWTH

Vision: Our vision is a nation of communities of opportunity built on a foundation of equity, inclusiveness, and cooperation.

Mission: Through capital and commitment, Capital Impact Partners helps people build communities of opportunity that break barriers to success.



CAPITAL IMPACT
PARTNERS

OUR IMPACT

Delivering Social Impact Nationwide



510

HEALTH CENTERS

providing health care to more than 2 million patients



233k

STUDENTS

in 225 high-quality charter schools



83

HEALTHY FOOD

retailers providing 1 million people access to fresh food



14k

ELDERS

at 187 age-friendly community projects



36k

AFFORDABLE HOUSING

units in 235 communities



213

COOPERATIVE

businesses serving 867 thousand customers

WE HAVE DEPLOYED OVER **\$2 BILLION** TO SERVE NEARLY **5 MILLION PEOPLE** AND CREATE MORE THAN **33,000 JOBS** NATIONWIDE IN SECTORS CRITICAL TO VIBRANT COMMUNITIES.



Home Care
Cooperative
Initiative

Agenda

Morning session: Presentation of Findings

- Presentation: A National Strategy Analysis – David Hammer, ICA Group
- Discussion and Q & A
- Vivid Vision (small group activity)

Afternoon session: Framing a Path Forward

- Lunch
- Group brainstorming, report out
- Prioritize next steps

Goals of the Day

- Review and discuss findings from the industry research
- Understand the different business models and approaches to scale
- Identify highest priority training needs
- Agree common issue areas and needs to inform the path forward
- Identify priorities and next steps

David Hammer

Executive Director

The ICA Group

Northampton, MA

Study Presentation

ICA Group Presentation

The Cooperative Solution to the Caregiver Crisis: A National Strategy Analysis

ICA Presentation

Discussion

Vivid Vision

Vivid Vision Exercise

Cameron Herold

Go beyond the mission statement to develop a future vision that everyone can grasp

Lay out your future vision for Home Care co-ops. Imagine what the ecosystem could look like in five years.

Plant one foot in the present and one foot in the future to visualize “what could be”.

Vivid Vision Exercise: Ground Rules

- Don't think about "how". Think about "**why**", "**who**", "**what**", and "**where**". "How" can stop us in our tracks. It will come later.
- Think outside the box. Unleash your creativity. If something sounds a little weird or unlikely, it should definitely be included.
- Have fun!

Vivid Vision Exercise: **Sample Questions**

- Where are home care co-ops in 5 or 10 years?
- How many home care co-ops are there?
- What are the potential impacts of the co-op model on the national home care landscape?
- What does scale look like in 5 or 10 years?
- What does the technical assistance landscape look like in 5 or 10 years? What tools are available?

Strategic Framework

Key Themes

- Types of business models – elements of success
- Revenue streams and funding sources
- Operations and infrastructure requirements
- Staff recruitment and retention
- Technical assistance and training – what are the highest priority needs?
- Regional variations

Group Exercise: Key Themes Brainstorming

Key themes:

- **Capital and fundraising** (stage of development, type of funder)
- **Business Model:** Preferred approach
- **Technical assistance** to build strength and scale.
Training and Tools needed for TA providers and developers
- **Geographic focus**
- **Partnership development:** partner management and relationship building

Action Plan: **Priorities and Next Steps**

Formulating a framework for next 2-3 years:

- What are the critical next steps to move towards strength, scale and impact for the field?
- What do we need to succeed?
- Who will lead? Who are our essential partners?



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Thank You

