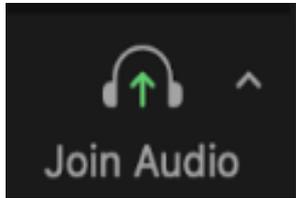


Lessons Learned: Building California Aging Networks for the Future

April 17, 2025

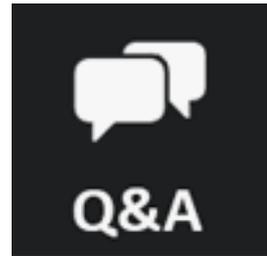
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- All participants are muted for the duration of the webinar.

Questions and Answers (Q&A)



- You can submit questions for presenters at any time during this webinar. On the Zoom module on the bottom of your screen, click the Q&A icon, type your question in the box and submit.

Today's Run of Show



OVERVIEW OF
THE BUSINESS
INSTITUTE



TSF OVERVIEW,
PROJECT
GOALS/FUNDING



CALIFORNIA
NETWORK
LEARNING
COLLABORATIVES
OVERVIEW



PANEL
DISCUSSION



Q&A

The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

aginganddisabilitybusinessinstitute.org



RESOURCES ASSESSMENT TOOLS PARTNERSHIPS IN ACTION NEWS AND EVENTS ABOUT BLOG

Getting Started

Everyone needs some help with taking that first step. For aging and disability community-based organizations, *Getting Started* provides a collection of business acumen resources to help those beginning their journey toward partnerships and contracts with the health care sector. Start here if you are looking for the basics, or if you need a refresher on health care contracting fundamentals.

01

02

03

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Thought Leadership



Center of Excellence to Align Health and Social Care

The SCAN Foundation

Erin Westphal

Learning Collaboratives Overview

California Networks

California
Association of
Area Agencies on
Aging (C4A)

Meals on Wheels
California
(MOWCA)

Ventura County
Community
Information
Exchange (VCCIE)

Network Advancement Efforts



California Association of Area Agencies on Aging:
AAA business acumen enhancement for health care contracting



Meals on Wheels California:
Map contracting relationships for the development of regional Designated Lead Organizations (DLOs)



Ventura County Community Information Exchange:
Onboarding social service community-based organizations to CIE infrastructure

Curriculum Overviews

Informed by Business Institute CBO Readiness Assessment results

C4A: Financial acumen; building the business case/partnership development; value propositions

MOWCA: Network model process map development; functions of a network lead entity; value propositions

VCCIE: CBO-health care contracting opportunities/trends; culture change considerations; market awareness/understanding; building the business case/partnership development; coordinating care through networks; CIE onboarding

Lessons Learned

- Need for **systematic approach** to capturing, organizing, and prioritizing **market research** findings to inform strategic planning for partnership development
- **Articulating value** to different audiences is necessary to building buy-in for partnerships

Panel Discussion

- Laurie Hartmann, Meals on Wheels Solano County
- Monique Nowlin, Ventura County AAA

Questions?

Resources Developed



Compilation List: Resources related to conducting market research, partnership development, coordinating care through networks



Blog on the value of Social Care Networks

Connect with Us

- Visit our website to learn more about the Business Institute:
aginganddisabilitybusinessinstitute.org
- Learn about our Center of Excellence to Align Health and Social Care:
<https://coe.aginganddisabilitybusinessinstitute.org/>
- Learn more about our Consulting Services:
<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>
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Thank you!