



Abilities In Motion



Financial Management and Vendor Payment Services FMS Charter Member

ANNUAL STATEMENT FOR FISCAL YEAR ENDING JUNE 2011

Decisions that Impact Consumers



Consumer-Directed
Attendant Care

On January 1, 2011 the Office of Long Term Living (OLTL) implemented a new rate methodology that impacted all Fiscal Employer Agents who provide Financial Management Services to consumers who choose to direct their own services. In addition to the new rates, OLTL mandated that funds designated for consumers' employees must be clearly segregated from an entity's operations in the course of its business. Overall this new rate methodology resulted in a decrease in available funding to entities (like AIM) who provide Financial Management Services.

Abilities In Motion (AIM) responded immediately to these state objectives and implemented operational change in order to remain compliant with DPW provider mandates. We sought technological improvement, removed less than effective practices and re-allocated staff. While some provider groups continue to advocate against these new state mandates and demand higher FMS provider rates, AIM has moved on to continue the implementation of its mission—to provide services to assist consumers who choose independent living. Most importantly, Abilities In Motion is concerned that in order to satisfy any request to increase FMS provider rates may be accomplished by re-allocating (reducing) those funds designated for consumers to pay their workers. A reduction in consumer funds results in less pay, less training and benefits—and ultimately a reduction in the availability of quality support workers.

So what is in the best interests of the consumers AIM serves? When determining its role in this advocacy effort, AIM asked this fundamental 'mission-driven' question and determined that asking for a portion of the funds intended for consumers' use—in the programs they depend on for at-home services—clearly could not be in consumers' best interest. Advocacy for provider rate increases that would serve to diminish funds designated for workers is not in the best interest of the consumers we serve. We, therefore, stand apart from this particular advocacy effort.

Backed by sound financial principles, Abilities In Motion stands firm in its commitment to deliver services within the new rate methodology and to securely safeguard these funds for the intended purpose of consumers utilization.

AIM provides Financial Management Services in the following counties: Berks, Schuylkill, Lehigh, Northampton, Montgomery, Bucks, Philadelphia, Delaware, Chester, Lebanon, Lancaster, Cumberland, Dauphin, York. Call us for services in your area.

**V E N D O R F I S C A L A G E N T S E R V I C E S F O R
P E R S O N S W I T H P H Y S I C A L D I S A B I L I T I E S A N D
P E R S O N S O V E R 6 0**

BCCIL is a Vendor-Fiscal Agent

BCCIL Payroll (Financial Management) Services provide employer related services for persons who have a physical disability, and older adults or their representatives. We partner with the person or their representative to assure compliance with federal, state and local employer requirements, thereby reducing their burden as employer without diminishing their right of self-direction.

Just Passing Thru!

The majority of Financial Management Service delivery represents funding passed thru in the form of attendant wages, durable goods and other program supports. The following represents pass-thru funding to the consumers' attendants through AIM FMS last year.

CONSUMER-DIRECTED ATTENDANT CARE

Consumer Payroll	\$12,082,901
Consumer Tax/Benefits	\$1,702,550
Consumer Training and Supports	\$322,649
	\$14,108,100

Supporting Recruitment and Retention of Consumer-Directed Workers

BCCIL is committed to helping consumers receive the best possible in-home services their money can buy. We work on behalf of the consumer to help them pay the highest wages possible, offer training, provide benefits and pay out retention bonuses whenever possible to their attendants. AIM is proud to support consumers who want to retain good attendants by paying out a year-end longevity bonus. We are able to support consumers by giving back the savings experienced by controlling costs. \$115,000 was paid out this past year to consumers' attendants in longevity bonuses. Costs were controlled by,

- Providing best practices training to the consumer in maintaining a safe work environment and combating unsubstantiated claims which keep insurance costs at bay,
- Encouraging DVD and on-line training for their employees to insure quality work is provided,
- Communicating terminations and the reasons for terminations to reduce ineligible unemployment claims,
- Creating attendant job descriptions consistent with the consumer's care plan.

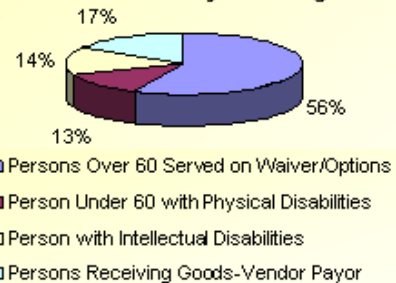
Who Do We Serve?

The chart represents who receives FMS pass-thru funds. BCCIL has been providing FMS for over 14 years to persons with disabilities and our seniors. And while we have predominantly partnered with our Area Agencies on Aging to serve our seniors, AIM has seen growth in other populations after the state mandated that agencies must offer *choice of providers* to consumers for the services they receive.

Yes. We visit in person.

BCCIL Payroll Services is committed to providing consumers with personalized service. Meeting consumers in their home and training them on employer-related tasks is critical to their success. Our experienced coordinators work one-on-one with our consumers in educating them about their program. A training DVD (also available in Spanish) and an Employer Manual are left in the home to reiterate 'Best' employer/employee practices. We also do periodic skills and satisfaction surveys and phone calls to maintain a close partnership with consumers. BCCIL continues to innovate and create avenues to reach consumers in light of reduced funding. But that visit to the consumer—that cannot be compromised!

**Financial Management Services
Persons Served by Percentage**



**AGENCY WITH CHOICE FOR SERVICES TO
INDIVIDUALS WITH INTELLECTUAL AND
DEVELOPMENTAL DISABILITIES**



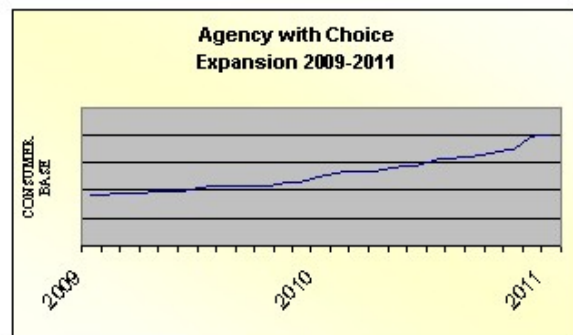
Peggy (Carol's Support Service Worker) assists Carol with exercising and caring for 'rescue crew' animals.

Agency With Choice serves as a co-employer with individuals like Carol (or a surrogate) to employ a worker who helps Carol achieve successes with her life choices.

AIM Agency with Choice provides,

- Human Resource Management
- Program Orientation & Training
- Recruitment Techniques
- Payroll Agent
- Insurance Coverage
- Budget Management & Reporting
- Training for Support Workers
- Other Goods & Services Payments

In 2009 the Office of Developmental Programs re-defined Agency with Choice (AWC) Services and provided outreach on it as an option for individuals who desire to receive habilitation, companion, respite, supportive employment and other services that support individual goal-oriented outcomes. As illustrated in the chart, since its inception in 2009, AIM AWC witnessed tremendous growth in this service model. This option, where consumers can retain control over their services and draw from agency expertise, is continued proof that individuals choose home and community services for their life choices.



Vendor Payment Services (AIM goes statewide!)

AIM became an Organized Healthcare Delivery System in 2010 and has been providing vendor payment services since 2004. We understand the value of on-time payments to vendors who rely on upfront cash to fund the product needed to serve consumers. AIM, as an instrument of cash, augments quality services offered by providers throughout the state. Many state programs offer goods that serve to enhance, and even replace the need for, attendant care, respite, habilitation and other traditional services. AIM encourages you to consider all options when offering choice to consumers.



Vendor Payment Services pay for home modifications, assistive technology and at-home supports.

Thank-you!

Abilities In Motion FMS Teams, BCCIL Payroll Services and Agency with Choice, appreciates the trust that you, our Partners, place in us when you offer AIM as a choice for your consumers. We liked to think it is because we remain a long-standing provider of quality Financial Management Services geared toward one mission: to help consumers help themselves to the life they have chosen. And while the trials of this time will bring challenges to each of our organizations, AIM feels confident that we will continue to support consumers in the manner which brings integrity, dignity and independence to their lives. Thank-you for your dedication to consumers who choose to receive their services in their home and in their communities.

WE'RE ON THE WEB
WWW.ABLITIESINMOTION.ORG



Abilities In Motion

Financial Management Services

Annual Report

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Helping You Help Yourself to Independence!

FINANCIAL MANAGEMENT SERVICES **'ACCOUNTABILITY, COMPLIANCY RELIABILITY'**

AIM's Team draws from its experience with Human Resources, Independent Living Skills, Provider Services,



Budget and Finance and Advocacy to find creative ways to meet the challenges of tomorrow's consumers.

We are a Team with over 60 Years of Financial Management and Human Resource experience that is committed to ensuring that all Consumers, who choose to direct their services in their Homes and in their Communities, have every opportunity to SUCCEED!

Our Success is truly measured by the Success of our Consumers—one Consumer at a time!

The AIM FMS TEAM

AIM Services Include:

- Home Modifications
- A/C Service Coordination
- Hispanic Services
- Nursing Home Transition
- Benefits Counseling
- Information & Referral Coordination
- Independent Living Skills Training
- Peer Counseling
- Children & Youth (JA) Mentoring/Coordination
- Consumer Advisory Committees
- Financial Management Services: Agency with Choice/Vendor Fiscal Agent