

Financial Sustainability Domain – Group Discussion Prompts

Group discussion of each of the domains in the ESTA will assist organizations to further examine the domain. *During discussion, consider potential actions that may be undertaken to make further progress in the transformation process.*

- Begin discussion by identifying your agency's experience/competency in business planning/ the development of a Business Plan for a new/different venture that is not a "funded" program. What is the status of the agency's current business plan?
- Discuss the various options for expanded employment opportunities and/or projected product/service lines that the agency is considering and the rationale behind those choices. Is this based on sound business planning, including workforce capabilities, pricing, and supply/demand?
- Have you done fiscal analyses and modeling based on your current operations and strategic plan objectives? Discuss how your strategic plan objectives affect your financial 'bottom line' in the various scenarios you've chosen.
- Discuss the potential financial impacts, as well as program impacts, that the transformation has on other aspects of the agency and of the consumer's life (e.g., residential services, transportation, individual "down time" due to less than full day activity, etc.).