



Aged & Community
Services NSW & ACT

CHSP & CDC: Making our tracks into the future

Finding the opportunities that exist among the change –
Overview of opportunities –
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**From change comes
opportunity**



Opportunities

Sometimes we miss them
because we are too busy running
our organisations and working
with our clients, communities and
various people

Know your business

Before making business decisions about the opportunities that present themselves you really need to know your business

This includes

Knowing what you currently do
and how much it costs?

What you want to do in 5 years
time and does this opportunity fit
in with your plans & business
models

**Opportunities to
think about
include...**

Aged Care Approval Rounds – ACAR

- Make a business decision – do you want to deliver HCPs?
- Do you want more packages? How many?
- What level/s are you wanting?
- Are you registered as “An Approved Provider of Aged Care Packages”
- Opportunities in 2017

Partnerships

- With mainstream
- With other Aboriginal organisations
- With Universities, TAFE etc

Never underestimate the power in partnering

- Greater area coverage
- Stronger links to community
- Stronger networks
- Greater client access
- New opportunities and expansion

Sub-contracting

- ▶ Know your niche
- ▶ Subcontract to big organisations for services to Aboriginal clients
- ▶ Opportunities for providing Cultural Awareness and other specialised services

THINK
OUTSIDE
THE BOX



Other funding sources

Just some examples:

- ▶ Dept. of Aboriginal Affairs (DAA)
- ▶ Dept. of Families, Community Services & Indigenous Affairs (FACCSIA)
- ▶ Prime Minister & Cabinet IAS Grants
- ▶ The Healing Foundation
- ▶ Health
- ▶ Disability
- ▶ Dept. of Social Services – grants (DSS)
- ▶ Consider sponsorship eg Elders Olympics

Support for sector

- ▶ Aboriginal HACCC Development Officers
- ▶ Peak bodies, eg ACS, ADN
- ▶ ACS ACSIHAG Project
- ▶ Resources – use anything available eg NDS Industry Development Fund resources & tools, Jawun mentoring support eg for annual reports, budgets & tenders
- ▶ Interagencies and forums
- ▶ Networking

ACS Capacity Building Project

Assistance for regional & rural organisations.

Delivered through mentoring & coaching to improve capacity eg

- ▶ Governance
- ▶ Planning,
- ▶ Operations,
- ▶ Workforce development
- ▶ Wellness & reablement service delivery models
- ▶ Targeted networking & partnerships in aged care system

Wellness/reablement & Restorative approaches

A potential growth area as this is the focus of all aged care programs

- ▶ Allied Health Service
- ▶ University of Sydney placements

**Walking together – University of
Sydney, Faculty of Health Sciences
Allied Health - Student placements**

The types of services include:

Occupational therapy

Physiotherapy

Speech pathology

Exercise physiology

● **Shift Happens!**



You are the
KEY to change

THANK YOU

**ANY QUESTIONS OR
COMMENTS?**