Winning Partnerships: How to Simultaneously Generate Funding While Training Student Clinicians
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Challenges faced by CSD programs-
Topics
- Operate quality CSD programs in light of budget cuts
- Operate at both the department and clinical level with less personnel while increasing student enrollment
- Push by administration to generate funds to:
  - Supplement university budgets which are gradually shrinking
  - Cover increased university overhead relating to rising costs of technology, facility maintenance, and personnel needs.

Potential Solutions
- Fundraising
- Grants
  - **Internal Funding Sources**
    - Partnerships with other departments and divisions within the university (i.e. hospital)
  - **External Funding Sources**
    - Fee for Service Contracts
    - Partnerships with other agencies
**Fundraising**
- Tapping into alumni contributions
- Private donors
- Coordinating with Office of University Development
- Auctions
- Online auctions
- Silent auctions

**Grants**
- Intramural grants
  - Research
  - Training
  - Equipment
  - Travel
- Extramural grants
  - Foundations
  - Federal Funding
  - State Grants

**External Funding Revenue Sources for Clinical Programs**
- State School Systems
- Charter Schools
- Contract Agencies
- Local Agencies
Things to investigate prior to partnering
- Expectations
- Rates by other contract agencies
- School Rates for contractors
- School/Contract Agency Requirements (i.e. documentation)
- Caseload
- Assessment expectations
- ESY Needs
- Documentation

Pros and Cons
Pros
- Need for SLPs
- Satellite Training Sites
- Revenue Generation
- Diverse Clientele
- Diverse Training and treatment opportunities (i.e. push in, pull out, consultation, MDT meetings, etc.)

Challenges
- Differences in Academic and School Calendar
- Paperwork Demands
- Meeting expectations
- Student Availability
- Billing and Tracking
- Meetings may be scheduled on days on days that the treatment team is not on site.

Strategies to overcome challenges
- Inform students and supervisor of differences in university academic versus school calendar and client expectations.
- Streamline the paperwork demands/process.
- Meet with site coordinator regularly.
- Inform student clinician of availability expectations.
- Generate forms that can be used to track attendance and complete billing.
- Coordinate with Special Education team to schedule MDT meetings on service dates or to participate via telephone.
Agency Funding Guidelines
- Determine the standard rate that agencies pay providers.
- Some contract companies will pay you the rate they pay other providers or others will want you to negotiate the payment rate.

Setting Up Winning Partnerships
- Mutually beneficial
- Established contract of agreement
- All necessary training (i.e. documentation) is provided
- Periodic monitoring of contract implementation
- Constant communication between all parties (Special education Coordinators/Case Managers, SLPs, Director of Special Education, graduate student clinicians)

Contract Development
- Check with your university office of legal counsel to see if they have a standard contract for the university as a contractor.
- Allow enough time for all the necessary stakeholders to review and sign the contract.
- Determine the points of contact for contract oversight, billing, and payment.
List three funding challenges faced by your institution as well as 3 possible solutions.