

### FAFCC ANNUAL CONFERENCE

# Strategic Planning in an Uncertain Landscape

Building Resilience, Focus and Bold Action in Free & Charitable Clinics and Pharmacies

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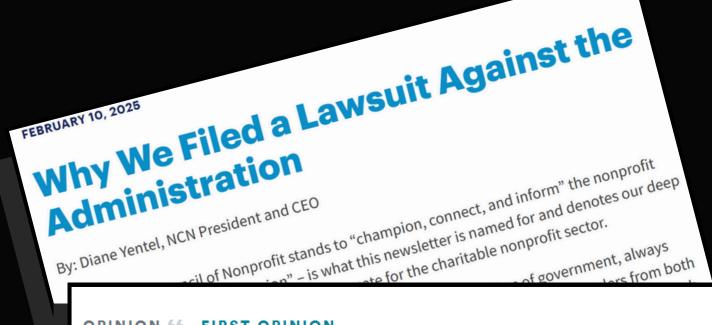


## Workshop Goals & Audience Expertise

Build on your experience

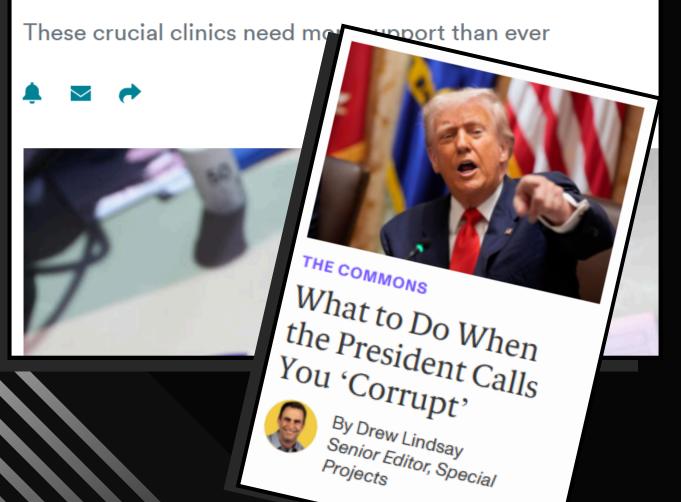
Describe a "living" plan

Focus on bold, mission-driven actions



#### OPINION 66 FIRST OPINION

### Medicaid cuts will further strain free and charitable health clinics



## Vhy now?

Traditional vs. Living Plan

Tool for Resilience, Focus, and Action

#### Share with your neighbor:

When has your clinic's strategic plan actually guided a tough decision – or failed to help at aill?

### Unique Challenges in Today's Landscape



Chronicle's Exclusive Survey Finds Skittish Donors and Fundraisers Searching for a New Normal

PAUL LAGRONE

rising deportations

Fear and uncertainty grip Tampa Bay's immigrant communities amid

**IMPORTANT ANNOUNCEMENT** Are you feeling the impact of the government shutdown and unsure where to turn for food? Come see us! Our pantry is open to everyone, Monday through Thursday, 9 AM-2 PM. www.goodneighborhouse.org WENDY RYAN

Changes to Medicaid and ACA Marketplace

Federal Funding Loss & Restrictions

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Decreasing Access to Food, Housing and Education

Changes in Philanthropy

Changes in Partner Capacity

Incorporating Transparency, Accountability, and Community Impact throughout your organization and communications is critical.

It is imperative for strategic planning.



## A Third of U.S. Nonprofits That Serve Communities Lost Government Funding in Early 2025

By Lewis Faulk and Mirae Kim

Across issue areas, nonprofits lost grants and contracts, faced delays or funding freezes, and were hit with stop-work orders.

## A Living Plan

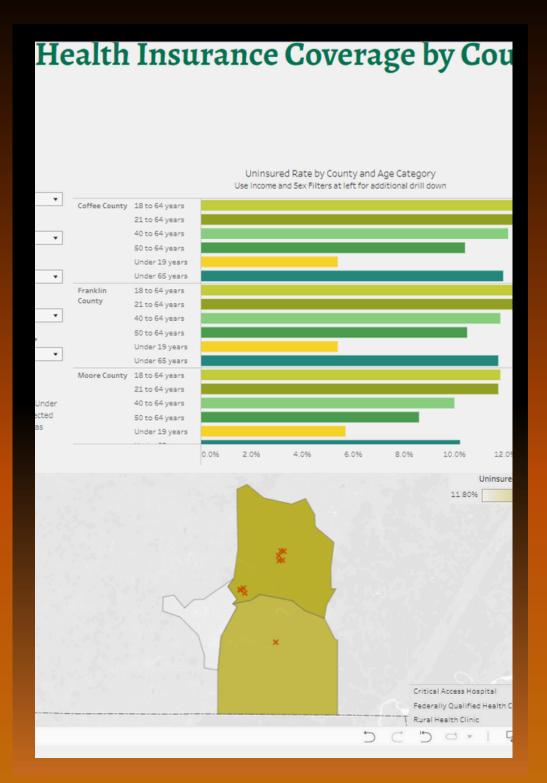
**Co-created** with board, staff, volunteers and patients

**Reviewed** regularly (quarterly)

Focused on **sustainability and stability, not just growth and funding** 

Okay to have 3-5 year goals or shorter-term





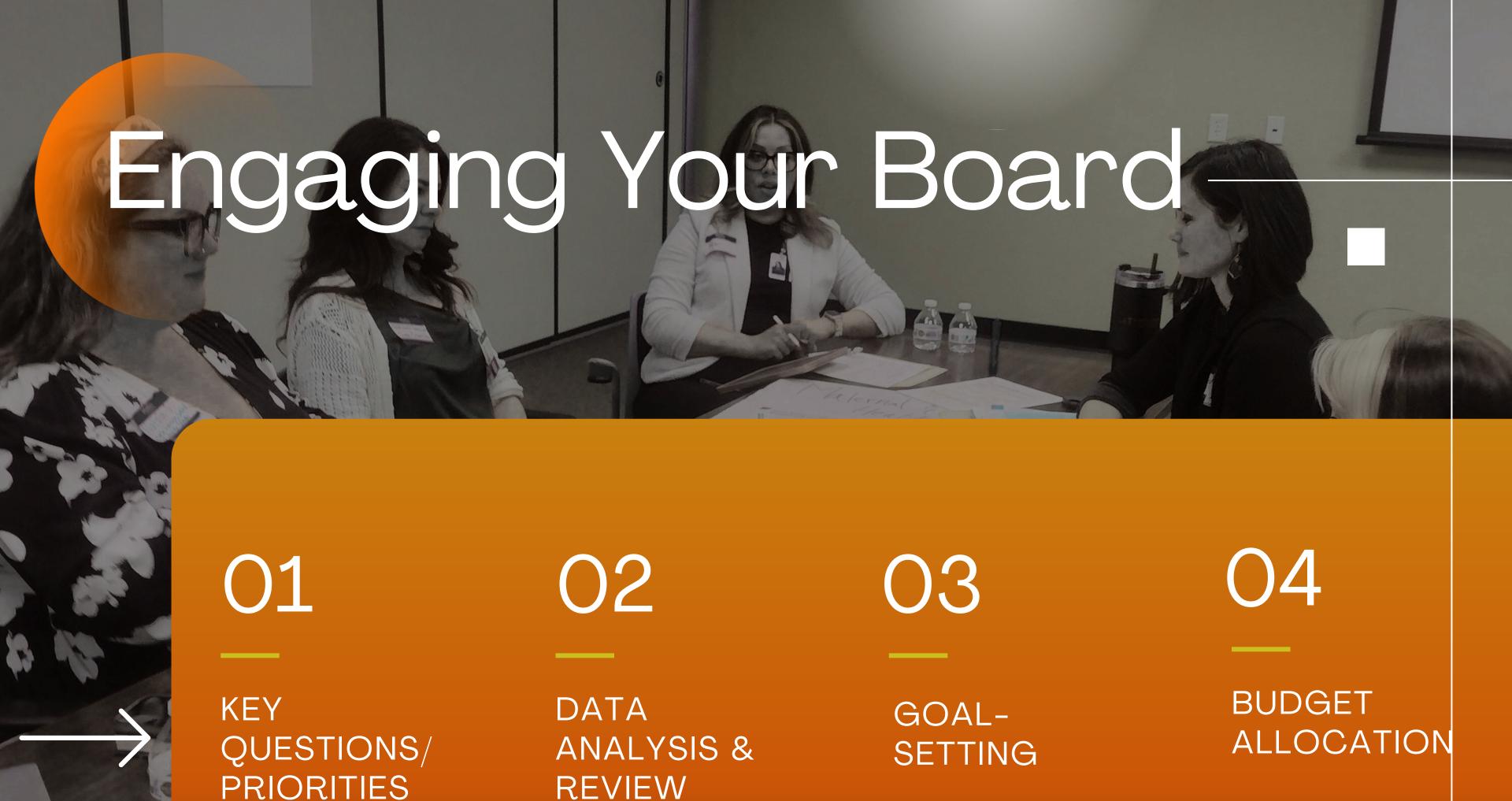


#### **QUANTITATIVE DATA**

FLCHARTS, FQHC, EMS, Hospital

#### **QUALITATIVE DATA**

Patients, Partners, Community Leaders

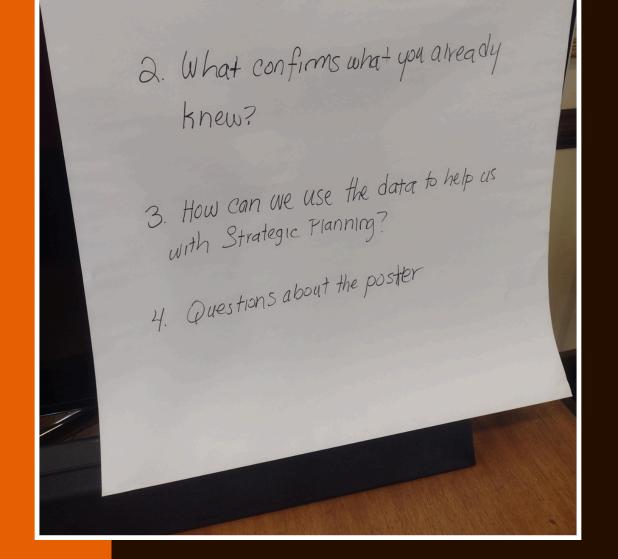


### SWOT Assessment

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- Funding
- Policy Analysis
- Patient Insights
- Volunteer & Staff Input

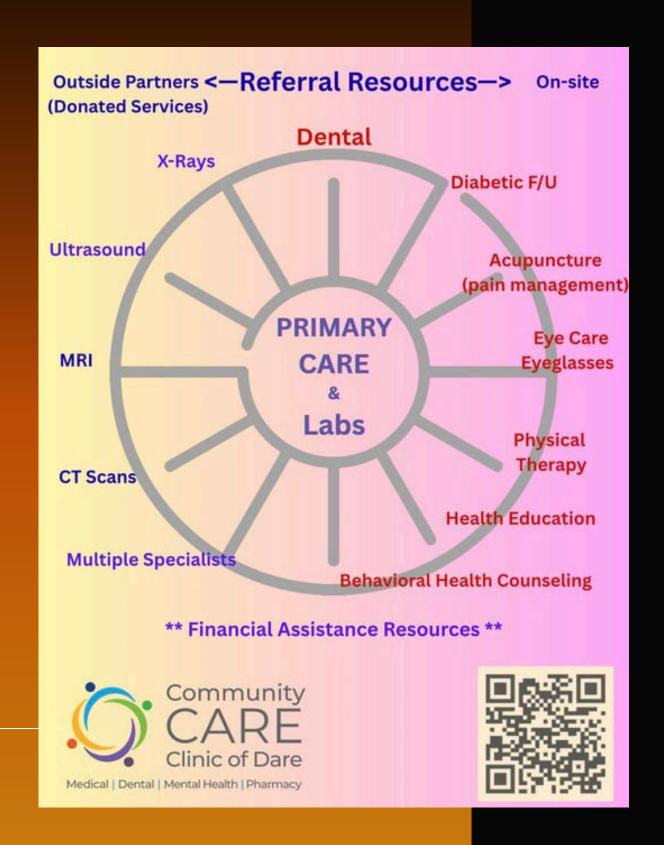
- Population Change
- **V** Local Conditions
- Community Partnerships
- Social Needs





#### Note on your worksheet

- One strength of your clinic
- One opportunity you see emerging in your community



# Planning in Uncertainty: Scenarios

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Medicaid & ACA

**Funding Cuts** 

Demographic Changes

Partnership Changes

#### Note on your worksheet

How would your clinic respond to:

- 1. Medicaid or ACA changes that increase the uninsured population
- 2. A substantial funding cut (30-50%)
- 3. Demographic change
- 4. Changes in partner capacity

### Bold, Mission-Driven Goals

If we couldn't fail, what bold step would we take for our patients?

How do we drive revenue?

How do we maintain our staff and volunteer base?

#### **IMPORTANT**

Short-term for planning: Urgent questions, need to act quickly, ability to be decisive

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Long-term for planning: Avoid skipping steps or limiting engagement, allow for more diverse perspectives

#### Note on your worksheet

If our clinic couoldn't fail, what is a bold step we would take for our patients in the next 3 years?

Write one bold goal.

Share with your neighbor.





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## Thank You For Attending

As we part ways, let's stay connected, let's keep the conversations alive, and let's continue to push the boundaries of what's achievable.



Let's Chat!





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