July 12, 2017

Dear Valerie,

The UMKC Institute for Human Development is delighted to commit a partnership with you and other disability organizations in the state for the Disability Network Business Acumen Learning Collaborative.

The outcomes of this collaborative are highly consistent with our on-going partnership with you and the other members.

I feel confident that we will be able to implement business-related strategies to systems growth and development in Missouri. I would be happy to assign Sheli Reynolds and Tom McVeigh to assist in meetings related to:

* Strategic business planning
* Organizational culture change (including staff qualifications, characteristics, inter-organizational operations)
* Developing and structuring community-based networks
* Pricing and packaging services
* Marketing and sales strategies to integrated care entities
* Communicating and negotiating with health care providers/plans
* Scaling up (e.g., workforce development, cash flow/capital)
* Quality – defining and measuring outcomes, monitoring, setting standards
* Accepting and managing risk
* Information technology strategies.

The outcomes of this collaborative are also highly consistent with the mission and goals of the UMKC Institute for Human Development.

Thanks so much for this opportunity,



Carl F. Calkins, Ph.D.

Director, UMKC Institute for Human Development

Professor of Psychology