I. Sustainability (15 minutes)
   A. Definition
   B. Maintenance
   C. Measurement
   D. Environment

II. Strategies to integrate System of Care community assessments into sustainable programs (30 minutes)
   A. Define community needs
   B. Determine demand for services
   C. Engage community stakeholders/partners

III. Cultural/Traditional healing practices – how to weave them into the service menu (45 minutes)
   A. Using Medicaid to cover cultural and traditional services
      1. Cultural programming considerations
   B. Examples from the field
   C. Building Your Service Cross-walk Tool
   D. Exercise: Mind-mapping process

IV. Sustainable funding opportunities e.g. Medicaid, Medicare, Commercial Insurance (45 minutes)
   A. Overview of the federal Medicaid program and the Affordable Care Act
   B. 52 state Medicaid plans
      1. Key considerations
   C. ACA and AI/AN opportunities
   D. Outreach & Enrollment challenges
   E. Group exercise: Medicaid jeopardy

V. Significant relationships with county, state and federal payers and licensing agents (15 minutes)
A. Key government contacts
B. Tribal-Government relationship and negotiation considerations

V. Staffing – right person, right time and right place (30 minutes)
   A. Medicaid & Third-party requirements
   B. Risk Management & Quality Assurance teams
      1. Records & Safety
      2. Billing & Collection

VI. Three year business and budget planning guide with short and long term activities (30 minutes)
   A. Components of the business plan
   B. Economic strategy
   C. Marketing strategy
   D. Operationalizing the plan