

Disability Market and Shower Solutions

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Group Homes and Disability Market

1. What is Group Home
2. How they operate
3. Organizations and Chapters
4. Why the Focus
5. Products that Apply

Group Homes and Disability Market

1. What is Group Home

- A **group home** is a private [residence](#) for individuals who cannot live with their families, or people with chronic disabilities. Typically there are no more than six residents and there is a trained caregiver there twenty-four hours a day.
- In generic sense, also known as:
 - ✓ Resident Care Home
 - ✓ Foster Home
 - ✓ Community Providers
 - ✓ Residential Care Facility
 - ✓ Intermediate Care Facility (ICF)
 - ✓ Developmental Disability Service Organization (DDSO)

Group Homes and Disability Market

- Group Homes may serve ***behavior health, mental health, developmental Disability***, Troubled teens, senior/aged houses. Some organizations serve mixture, some only behavioral.
- Sample Names
 - ✓ Skills of Central
 - ✓ Keystone Human Services
 - ✓ Unlimited Achievements
 - ✓ Metro DDSO
 - ✓ LIFEWORC
 - ✓ Walton Community Services
 - ✓ Imagine Colorado

Main office/corp building, houses with 3-6 people.. ICF Building 10-18 people

Example: Skills – 19 houses, 12 of which have non-ambulatory people

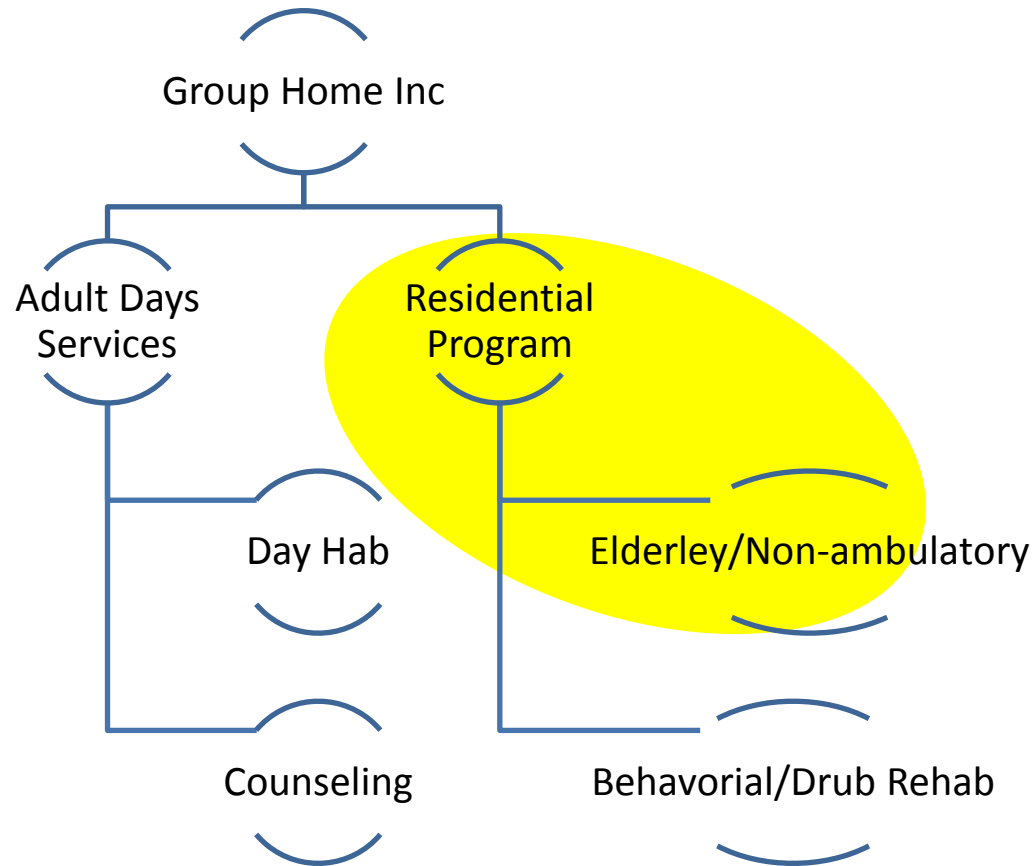
Emporia – 13 houses, 1 large ICF, and Day Hab program

Group Homes and Disability Market



| | Hospital | Nursing Home | Group Home |
|--------------------|----------------------------|-----------------------------|------------------------------------|
| Location | 1 | 1 | 12 |
| Beds | 300 | 120 | 80 |
| Shower and Hygiene | Limited/Bariatric | Moderate | Large Users |
| Quantities | 4 shower chairs | 4-8 shower chairs | 20 chairs, 6 tubs? |
| Funding | CMS, Insurance | CMS, Insurance, Private Pay | CMS, Waiver |
| Key Contacts | Purchasing, Nurse Managers | DON, Maintenance, Rehab | Residential Manager, House Manager |

Group Homes and Disability Market



Group Homes and Disability Market

How to find them

No signs or public advertising

- Disability Nurse Managers
- Staff at rehab or children's hospitals
- Associations

Some state run, others all private

1. Georgia Association of Community Providers www.gaccp.org
2. Albany ARC www.albanyarc.org
3. Florida Group Home – www.floridagrouphome.com
4. United Cerebral Palsy – www.ucp.org
5. Easter Seals – www.easterseals.com
6. www.ddna.org

**Agency for persons with
disability
(APD)**

Residential Habitation

Advocacy Resources

**Developmental Disability
Services
(DDS)**

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Group Homes and Disability Market

Why the Focus

1. Each House needs equipment
2. Trends and Initiatives to close state-run institutions and large facilities
NJ and Virginia Examples
3. Funding is not cut as quickly, donors and grant programs common
4. Disability market is high usage and need for supported or supine s
showering
5. If organization only served behaviorial or ambulatory, they are aging
out and becoming non-ambulatory
6. They are loyal to vendors, no corp purchasing and limited product
knowledge.

Group Homes and Disability Market

Product Focus



Reflex

Space-saving design and meets trunk-control and support requirements



Marina

Rolling Recumbent trolley, best for high acuity level and many facilities utilized. Semi – bath with 8” sides



Pelican

Fold up shower table for space saving design

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