**Office Space – Talking Points**

**February 6**

**Space Details:**

* MHCA must have finalized negotiations on lease by 6/1
* LeadingAge (not willing to further invest unless we are ‘in’ – as they spent dollars on the build-out with an understanding we were ‘in’ and the space was acceptable.
* LeadingAge and MHA have agreed to tell us by early March whether we can make something work – if we commit
* LeadingAge/MHA negotiating and looking at other space
* Exact cost remains unknown
  + Lease - at our current rate
  + No further info on conf rooms, IT, phones, receptionist, etc
  + They each pay contracted mail room directly for usage; need to confirm the staff

**CareProviders:**

* Kathy has known them for years; not as close as with LeadingAge
* Took Lead on BOR review
* Advertised housing/home care conference as “Premier” conference
* Interested in reciprocal education member rate
* Now has home care membership category

**LeadingAge:**

* Long-standing relationships with MHCA and Kathy
* Contract since 2004 for education sharing; not recently reviewed; Gayle believes it’s exclusive – was verbal conversation with Neil
* List MHCA as a partner – first one on the strategic partners webpage

**Organizational Politics:**

* LeadingAge and CareProviders = LTC Imperative
* Long-standing cultural and political challenges between two orgs
* LeadingAge and CareProviders – both engaged in home care initiatives
* Sharing space with LeadingAge will put me in difficult political position