Question 2 asks, “Are there referral sources that have had higher rates of successful referrals?”

We considered a referral successful if the referral received an initial IFSP date.

In our first slide, we’re looking only at successful referral percentages, from top to bottom. I should mention that we only included referral sources that have made at least 100 total referrals since 2016, for all the following slides related to question 2. Only 17 of your 24 referral source types made the list. The remaining 7 sources skewed the overall data as anomalies for example DMRS having 1 overall referral which was successful, giving it a 100% success rate; furthermore the remaining 6 sources have averaged 2 referrals per year since 2016. After working through all the data, we aren’t surprised to see Foster Parents at the top and DCS at the bottom. More about that later.

Slide 2

On this slide, the bars reflect the total volume of referrals made by each source from top to bottom. At the end of each bar are the successful referral percentages you saw in the previous slide. As you can see, the total volume of referrals doesn’t necessarily match up with the success percentages. In fact, some of the more successful referral sources are in the bottom half of total volume. Of note are speech therapist, physical therapist, and foster parent

Slide 3

On this slide we wanted to create a visual that compares the total referral volume to the total successful referrals. It’s similar to the previous slide as it relates to volume, but this slide breaks down the information a little bit more to help create context between volume and success.

Slide 4

And finally, we’d like to share our conclusions with you…

Out of 24 referral source types, only 17 have made 100 or more referrals since 2016  
•5 most successful referral source types: Foster Parent – 62.23%  
Speech Therapist – 60.4%  
Physical Therapist – 60.19%  
Parent – 57.4%  
Family & Friends – 53.1%  
•5 least successful referral source types: DCS – 17.53%  
NHS – 31.08%  
NICU – 35.36%  
Dept of Health – 37.41%  
Hospital – 39.99%  
•PCP is the biggest referral source, but ranks 9 out 17 for successful referral percentage at   
around 41.6%  
•DCS is the second biggest referral source, but ranks 17 out 17 for successful referral   
percentage at 17.53%  
•Parent is the third biggest referral source, but ranks 4 out of 17 for successful referral   
percentage at 57.4%  
•Resource types who work more closely with a child have better successful referral   
percentages  
•Institutions which typically have transient relationships with a child are the least   
successful referral sources