

## St. Christopher's Inn

St. Christopher's Inn in Garrison, New York, has done quite a bit to cultivate relationships with unions and union employee assistance programs (EAPs) to the point that union EAPs pretty much drop their guys off at the Inn.

The list below will provide some description:

- Held a union EAP luncheon to bring various EAPs to the facility.
- Signed letter of agreement with one EAP to open the door to over 10,000 union members.
- Have union EAPs do groups for our clients.
- Hold retreats for Union EAPs on the grounds of Graymoor.
- Attend union EAP luncheons and dinners.
- Provide a number of treatment scholarships for union members.
- Presented at the National Labor Assistance Professionals Conference each of the past four years.
- Provide individual contact for referrals, questions, and problems.
- One union EAP does equine assisted psychotherapy – we did a team building exercise with him (and the horses) and have him come to our Halloween party every year on a horse as a cowboy for the clients.
- Worked to get in network with private insurance companies, opening the door for more referrals.

The payer mix at St. Christopher's Inn rose from seven percent private insurance to twelve percent private insurance in 2007. This was extremely important timing since the Medicaid mix dropped significantly, and detox programs were closing.