



## **Detroit Wayne Integrated Health Network**

707 W. Milwaukee St.  
Detroit, MI 48202-2943  
Phone: (313) 833-2500  
[www.dwihn.org](http://www.dwihn.org)

FAX: (313) 833-2156  
TDD: (800) 630-1044 RR/TDD: (888) 339-5588

**Finance Committee Meeting  
Wednesday, April 7, 2021  
Virtual Conference (BlueJeans)  
1:00 p.m.  
**AGENDA****

- I. Call to Order**
- II. Roll Call**
- III. Committee Member Remarks**
- IV. Approval of Agenda**
- V. Follow-Up Items**
  - A. Provide a report that shows financial impact of transitioning to code 2015. Report should have its own section on financial report. CFO noted the report will only cover 30 days of billings. It was also noted the report should be given on a monthly basis. April 7, 2021 meeting (S. Durant)
  - B. Quarterly Procurement Report- Provide on a quarterly basis the percentage of total purchases that come to the Board for approval compared to those that do not need Board approval. April 7, 2021 meeting (J. Mira)
- VI. Approval of Minutes – March 3, 2021**
- VII. Presentation of the Monthly Finance Report**
- VIII. 1<sup>st</sup> Quarter Procurement Report & Transmittal letter**
- IX. 2021 Workforce Pillar Report**
- X. Unfinished Business:**  
Staff Recommendations:
  - a. BA# 20-32 (Revised) - Scripps Media
- XI. New Business:**  
Staff Recommendations:
  - a. BA# 21-59 - Public Affairs Associates

### **Board of Directors**

William T. Riley, III Chairperson  
Dorothy Burrell  
Jonathan C. Kinloch

Dora Brown, Treasurer  
Lynne F. Carter, MD  
Kevin McNamara

Dr. Cynthia Tauog Secretary  
Angelo Glenn  
Bernard Parker

Michelle Jawad  
Kenya Ruth



**XII. Good and Welfare/Public Comment**

Members of the public are welcome to address the Board during this time for no more than two minutes. (The Board Liaison will notify the Chair when the time limit has been met.) Individuals are encouraged to identify themselves and fill out a comment card to leave with the Board liaison; however, those individuals that do not want to identify themselves may still address the Board. Issues raised during Good and Welfare/Public Comment that are of concern to the general public and may initiate an inquiry and follow-up will be responded to and may be posted to the website. Feedback will be posted within a reasonable timeframe (information that is HIPAA related or of a confidential nature will not be posted but rather responded to on an individual basis).

**XI. Adjournment**

# FINANCE COMMITTEE

**MINUTES**

**MARCH 3, 2021**

**1:00 P.M.**

**VIRTUAL  
CONFERENCE(BLUEJEANS)**

<b>MEETING CALLED BY</b>	I. Commissioner Tim Killeen, Chair called the meeting to order at 1:00 p.m.
<b>TYPE OF MEETING</b>	Finance Committee Meeting
<b>FACILITATOR</b>	Commissioner Tim Killeen, Chair – Finance Committee
<b>NOTE TAKER</b>	Nicole Smith, Management Assistant
<b>ATTENDEES</b>	<p><b>Finance Committee Members Present:</b>                      Commissioner Tim Killeen, Chair                      Ms. Dora Brown                      Mr. Angelo Glenn                      Ms. Dorothy Burrell</p> <p><b>Committee Members Excused:</b>                      Mr. McNamara, Vice Chair</p> <p><b>Board Members Present:</b>                      Bernard Parker, Chairperson                      Chief William T. Riley, III</p> <p><b>Board Members Excused:</b> None</p> <p><b>Staff:</b> E. Doeh, CEO/COO; S. Durant, CFO; B. Blackwell, Chief of Staff; M. Vasconcellos, Director of Customer Service</p> <p><b>Guests:</b> None</p>

**AGENDA TOPICS**

**II. Roll Call**            Ms. Lillian Blackshire, Board Liaison

<b>DISCUSSION</b>	Roll Call was taken by Ms. Blackshire and a quorum was present.
<b>III. Committee Member Remarks</b>	
The Chair, Commissioner Killeen called for any Committee remarks. There were no remarks from committee members.	
<b>IV. Approval of Agenda</b>	
The Chair, Commissioner Killeen called for any amendments to the agenda. There were no changes requested to the agenda. The Chair called for a motion. <b>Motion:</b> It was moved by Ms. Brown and supported by Mr. Glenn approval of the agenda. <b>Motion carried.</b>	
<b>V. Follow-up Items:</b>	
There were no follow up items listed on the agenda.	

## **VI. Approval of the Meeting Minutes**

The Chair called for a motion on the Finance Committee minutes from the meeting of Wednesday, February 3, 2021. **Motion:** It was moved by Mr. Glenn and supported by Ms. Brown approval of the Finance Committee minutes from the meeting of Wednesday, February 3, 2021. There were no corrections to the minutes. **Motion carried.** Minutes accepted as presented.

## **VII. Presentation of the Monthly Finance Report**

S. Durant, CFO presented the Monthly Finance report. A written report for three months ending January 31, 2021 was provided for the record. Authority Finance accomplishments and noteworthy items were as follows:

1. DWIHN initiated a request from certain SUD providers for consideration of financial stability payments for the fiscal year ended September 30, 2020. Five (5) providers qualified for stability payment totaling \$1.2 million. Providers were paid and claims were adjusted on February 16, 2021. These were providers that could not utilize Telehealth to perform services.

2. Legislation has proposed extending the \$2.00/hr. hazard pay through June 30, 2021; awaiting the Governor's signature.

3. FY20 report deadlines extended until March 31, 2021; DWIHN will have final financial position at the April 2021 finance committee meeting. Plante Moran will present audit reports at May 2021 finance committee meeting.

Mr. Parker requested early audit projections for the DWIHN reserve account. S. Durant, CFO reported preliminary estimates as \$20 million dollars in Medicaid savings, and a \$10 million dollar increase in Local Unrestricted reserves.

Cash and Investments – comprise of funds held by three (3) investment managers, First Independence CDARS, Comerica, and Flagstar accounts.

Due from other governments/ Accounts Receivable – comprise various local, state and federal amounts due to DWIHN primarily related to PBIC for \$4.7 million, and \$8.4 million and \$11 million due from MDHHS for 1<sup>st</sup> quarter DCW hazard pay and HRA, respectively.

IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims paid through January 2021, including COVID-19 impact, was approximately \$217 million however actual payments were approximately \$177.4 million. The difference represents claims incurred but not reported of \$39.7 million.

Due to other governments – includes \$8 million due to MDHHS for death recoupment and \$4.6 million for DCW overpayment at 9/30/20.

Federal revenue/grant program expenses – variance due to timing of incurred expenses related to SUD, PASSAR and HUD grants.

State revenue and contracts - \$34 million budget verse actual variance due to pending budget adjustment to certify additional revenue of \$43 million.

Local grants and contracts – variance due to PA2 revenue. DWIHN does not receive 1<sup>st</sup> quarter PA2 however budget is based on 25% of total budgeted amounts.

Autism, SUD, Adult, and Children services – variance due to impact of COVID on certain lines of business and timing in services.

The Chair, Commissioner Killeen called for a motion on the Monthly Finance Report.  
**Motion:** It was moved by Mr. Glenn and supported by Ms. Brown to accept the Monthly Finance Report. There was no further discussion. **Motion carried.**

**X. Unfinished Business – Staff Recommendations:**

a. **Board Action #21-25 (Revised 2): DWIHN FY 2020-2021 Operating Budget.** CFO Durant reporting. Staff request board approval to amend BA 21-25 RI per budget adjustment #21-35-011 -- certification of additional Medicaid revenue of \$43,989,268 per the projection of 1st quarter Medicaid revenue received. **Motion.** It was moved by Ms. Brown and supported by Mr. Glenn approval of Board Action #21-25 (Revised 2). Commissioner Killeen called for a roll call vote on Board Action #21-25 (Revised 2). **Motion carried with Commissioner Killeen; Ms. Burrell; Ms. Brown; and Mr. Glenn voting yea.**

**XI. New Business – Staff Recommendations:**

a. **Board Action #21-58: Wayne State University: ECHO Survey – Adult & Children** – M. Vasconcellos, Director of Customer Service reporting. This board action is requesting approval of a one-year contract with Wayne State University (WSU) Center for Urban Studies to administer two surveys, the ECHO survey for adults and the ECHO survey for children for a total of \$104,633. **Motion:** It was moved by Mr. Glenn and supported by Ms. Brown approval of Board Action #21-58. Commissioner Killeen called for a roll call vote on Board Action #21-58. **Motion carried with Commissioner Killeen; Ms. Burrell; Ms. Brown and Mr. Glenn voting yea.**

**XII. Good and Welfare/Public Comment** – The Chair read the Good and Welfare/Public Comment statement.

There were no members of the public to address the committee.

**XIII. Adjournment** – There being no further business; the Chair called for a motion to adjourn. **Motion:** It was moved by Ms. Brown and supported by Mr. Glenn to adjourn the meeting. **Motion carried.**

The meeting adjourned at 1:53 p.m.

**FOLLOW-UP ITEMS**

- A. Provide a report that shows financial impact of transitioning to code 2015. Report should have its own section on financial report. CFO noted the report will only cover 30 days of billings. It was also noted the report should be given on a monthly basis. April 7, 2021 meeting (S. Durant)
- B. Quarterly Procurement Report- Provide on a quarterly basis the percentage of total purchases that come to the Board for approval compared to those that do not need Board approval. April 7, 2021 meeting (J. Mira)
- C. Provide a written summary that clarifies where monies will be going in the budget from BA #21-25 (Revision 2).

**DWIHN Division of Management and Budget  
Monthly Finance Report  
For the five months ended February 28, 2021**

**Authority Finance accomplishments and noteworthy items:**

1. Last month a revised board action for the FY21 budget was presented and approved for \$43 million. CFO has since learned that approximately \$11 million of the \$43 million related to the first quarter FY21 DCW hazard pay. Therefore, \$32 million would be reported in reserves opposed to \$43 million.
  
2. DWIHN has concluded its audit for the fiscal year ended September 30, 2020. DWIHN has no reported findings. The following is a financial summary:
  - DWIHN has no Medicaid ISF
  - Received \$22.2 million in DCW revenue and passed through \$17.6 million to providers. Total lapsed amount \$4.7 million. CFO has allotted \$250,000 as a contingency for claims lag etc.;
  - HMP Medicaid savings of \$21.7 million; per contract the savings is the first spent in FY21;
  - PA2 balance of \$4,619,781; there was an increase of \$1,317,855 compared to prior year balance;
  - General Fund FY20 carryover of \$5,433,928; 5% cap is \$1,747,173 however waiver assumed; \$3,686,755 in additional carryover; DWIHN awaiting approval for further action;
  - Unspent SUD Treatment block grant totaled \$3.6 million; total allocation was \$11.8 million and expenses totaled \$8.2 million;
  - Administrative costs increased by \$2 million as compared to prior year however \$7.2 million less than pre- Systems Transformation.

Below is summary of FY19 and FY20 comparison:

		FY19	FY20	
<b>Revenues (net of DCW and HRA)</b>				
	Medicaid	\$ 537,921,139	\$ 541,815,777	\$ 3,894,638
	HMP	\$ 100,481,066	\$ 111,423,110	\$ 10,942,044
	Autism	\$ 44,740,186	\$ 63,677,548	\$ 18,937,362
		\$ 683,142,391	\$ 716,916,435	\$ 33,774,044
<b>Expenses (net of DCW and HRA)</b>				
	Medicaid	\$ 537,746,103	\$ 522,058,353	\$ (15,687,750)
	HMP	\$ 89,978,855	\$ 81,855,472	\$ (8,123,383)
	Autism	\$ 60,489,177	\$ 54,209,981	\$ (6,279,196)
	Admin (Med)	\$ 35,357,339	\$ 37,043,726	\$ 1,686,387
		\$ 723,571,474	\$ 695,167,532	\$ (28,403,942)
		\$ (40,429,083)	\$ 21,748,903	\$ 62,177,986

**Financial analysis- (refer to Authority balance sheet and income statement)**

- Cash flow is very stable and should continue to remain stable throughout the year as liquidity ratio = 2.29.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Authority	1.04	1.29	1.47	1.48	1.90	2.08	1.90	2.01	2.50	2.25	2.11	2.29

Cash and Investments – comprise of funds held by three (3) investment manager, First Independence CDARS, Comerica, and Flagstar accounts. In addition, MDHHS remitted the January and February DCW hazard pay totaling approximately \$8 million. There is a corresponding increase in Accounts payable to reflect the payments not yet made to providers.

Due from other governments/ Accounts Receivable – comprise various local, state and federal amounts due to DWIHN primarily related to PBIC for \$4.7 million and \$5.0 million due from MDHHS for 2 months of HRA revenue, respectively.

IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims paid through January 2021, including COVID-19 impact, was approximately \$275.2 million however actual payments were approximately \$236.7 million. The difference represents claims incurred but not reported of \$38.5 million.

Due to other governments – includes \$8 million due to MDHHS for death recoupment and \$4.6 million for DCW overpayment at 9/30/20.

Federal revenue/grant program expenses – variance due to timing of incurred expenses related to SUD, PASSAR and HUD grants.

State revenue and contracts - \$8 million of the \$32 million budget verse actual variance due to receipt of January and February DCW hazard pay not currently included in budget. The remaining \$24 million relates to the additional revenue in reserve account.

Local grants and contracts – variance due to PA2 revenue. DWIHN does not receive 1<sup>st</sup> quarter PA2 however budget is based on 25% of total budgeted amounts.

Autism, SUD, Adult, and Children services – \$18 million variance due to impact of COVID on certain lines of business and timing in services.

**DETROIT WAYNE INTEGRATED HEALTH NETWORK**

Statement of Net Position

As of February 28, 2021

**Assets**

Cash and investments	\$ 213,483,857
Other cash and investments	1,000
Receivables	
Due from other governmental units	14,125,501
Accounts receivable	6,704,282
Prepayments and deposits	49,719
Total current assets	<u>234,364,359</u>
Capital assets, net of accumulated depreciation	<u>12,953,785</u>
<b>Total Assets</b>	<b><u><u>\$ 247,318,144</u></u></b>

**Liabilities and Net Position****Liabilities**

Accounts payable	\$ 32,589,136
IBNR Payable	38,461,668
Due to Wayne County	4,755,405
Due to other governments	15,423,376
Accrued wages and benefits	105,937
Unearned revenue	256,886
Accrued compensated balances	1,782,504
Total current liabilities	<u>93,374,912</u>
Notes Payable	<u>5,479,106</u>
<b>Total Liabilities</b>	<b><u>98,854,018</u></b>
<b>Net Position</b>	
Net investment in capital assets	7,474,680
Unrestricted - PA2 funds	4,619,781
Unrestricted	136,369,665
<b>Total Net Position</b>	<b><u>148,464,126</u></b>
<b>Liabilities and Net Position</b>	<b><u><u>\$ 247,318,144</u></u></b>



**DETROIT WAYNE INTEGRATED HEALTH NETWORK**  
**Statement of Revenues, Expenses and Changes to Net Position**  
**For the Five Months Ending February 28, 2021**

	February 2021			Year to Date		
	Budget	Actual	Variance	Budget	Actual	Variance
<b>Operating Revenues</b>						
Federal grants	1,774,767	1,252,348	(522,419)	8,873,833	4,586,015	(4,287,818)
State grants and contracts	67,536,918	68,595,907	1,058,989	337,684,588	369,840,308	32,155,720
Prior year carryover and savings	-	-	-	-	27,375,157	27,375,157
MI Health Link	623,844	863,185	239,341	3,119,218	5,540,155	2,420,937
Local grants and contracts	1,886,636	4,204,703	2,318,067	9,433,182	10,467,186	1,034,004
Other charges for services	3,333	16,114	12,781	16,667	19,838	3,171
<b>Total Operating Revenues</b>	<b>71,825,498</b>	<b>74,932,257</b>	<b>3,106,759</b>	<b>359,127,488</b>	<b>417,828,659</b>	<b>58,701,171</b>
<b>Operating Expenses</b>						
Salaries	1,879,866	1,683,186	196,680	9,399,331	7,778,665	1,620,666
Fringe benefits	727,353	596,933	130,420	3,636,763	3,340,473	296,290
Substance abuse services	4,413,940	3,203,908	1,210,032	22,069,700	16,993,901	5,075,799
Autism Services	5,108,970	5,619,547	(510,577)	25,544,850	21,910,822	3,634,028
MI HealthLink	623,010	813,147	(190,137)	3,115,051	4,068,753	(953,702)
Adult Services	23,216,331	24,675,767	(1,459,436)	116,479,272	110,962,240	5,517,032
Children Services	6,749,748	5,389,379	1,360,369	33,748,738	27,765,263	5,983,475
Intellectual Developmental Disabled	25,647,137	26,089,140	(442,003)	128,235,685	129,791,311	(1,555,626)
Grant Programs	703,080	337,960	365,120	3,515,400	1,875,756	1,639,644
State of Michigan	1,736,682	1,771,686	(35,004)	8,683,412	8,024,555	658,857
Depreciation	147,233	147,233	147,233	736,164	326,682	409,482
Other operating	955,481	618,051	337,430	4,379,789	4,677,468	(297,679)
<b>Total Operating Expenses</b>	<b>71,908,831</b>	<b>70,798,704</b>	<b>1,110,127</b>	<b>359,544,155</b>	<b>337,515,889</b>	<b>22,028,266</b>
Operating Revenues over (under) Expenses	(83,333)	4,133,553	1,996,632	(416,667)	80,312,770	80,729,437
<b>Non-operating Revenues (Expenses)</b>						
Investment Earnings	83,333	(25,485)	(108,818)	416,667	104,114	(312,553)
<b>Total Non-operating Revenues (Expenses)</b>	<b>83,333</b>	<b>(25,485)</b>	<b>(108,818)</b>	<b>416,667</b>	<b>104,114</b>	<b>(312,553)</b>
<b>Change in Net Position</b>	<b>-</b>	<b>4,108,068</b>	<b>1,887,814</b>	<b>-</b>	<b>80,416,884</b>	<b>80,416,884</b>
Net Position - Beginning of year					68,047,243	68,047,243
<b>Net Position - End of Year</b>	<b>-</b>	<b>4,108,068</b>	<b>1,887,814</b>	<b>-</b>	<b>148,464,127</b>	<b>148,464,127</b>

DETROIT WAYNE INTEGRATED HEALTH NETWORK  
Statement of Cash Flows  
For the Five Months Ending February 28, 2021

<b>Cash flows from operating activities</b>	
Cash receipts from the state and federal governments	\$ 385,633,478
Cash receipts from local sources and customers	10,487,023
Payments to suppliers	(334,287,279)
Payments to employees	(11,460,483)
	<b>50,372,739</b>
<b>Net cash provided by (used in) operating activities</b>	
 <b>Cash flows from capital and related financing activities</b>	
Acquisition of capital assets	(117,613)
Principle and interest paid on capital debt	(218,604)
	<b>(336,217)</b>
<b>Net cash provided by (used in) capital and related financing activities</b>	
 <b>Cash flows from investing activities</b>	
Interest received on investments	104,114
Proceeds from sale of assets	-
	<b>104,114</b>
<b>Net cash provided by investing activities</b>	
 <b>Net increase (decrease) in cash and cash equivalents</b>	
	<b>50,140,636</b>
<b>Cash and investments - beginning of period</b>	
	<b>163,344,220</b>
<b>Cash and investments - end of period</b>	
	<b>\$ 213,484,857</b>
 <b>Reconciliation of operating income (loss) to net cash provided by (used in) operating activities</b>	
Operating income (loss)	\$ 80,312,770
Adjustments to reconcile operating income (loss) to net cash used in operating activities:	
Depreciation	326,682
Decreases (increases) in current assets:	
Accounts receivable	1,366,981
Prepayments and deposits	279,835
Due from other governmental units	5,376,815
Due from Wayne County	
Other assets	
Increases (decreases) in current liabilities:	
Accounts and contracts payable	(50,403,117)
IBNR Payable	38,461,668
Accrued wages	(258,469)
Due to Wayne County	2,908,980
Due to other governmental units	452,549
Unearned revenue	(28,451,954)
	<b>50,372,739</b>
<b>Net cash provided by (used in) operating activities</b>	
	<b>50,372,739</b>



SUD Residential (H0018, H0019, S9976)  
Payments

Month	Payments			Total	# Members Served
	Non Telehealth	Telehealth	% Telehealth		
(baseline) 2019-10	\$1,757,768		0.0%	\$1,757,768	1,169
(baseline) 2019-11	\$1,742,745		0.0%	\$1,742,745	1,178
(baseline) 2019-12	\$1,683,561		0.0%	\$1,683,561	1,166
(baseline) 2020-01	\$1,767,246		0.0%	\$1,767,246	1,267
(baseline) 2020-02	\$1,739,561		0.0%	\$1,739,561	1,222
(transitional) 2020-03	\$1,682,781	\$2,727	0.2%	\$1,685,508	1,143
2020-04	\$1,180,833	\$6,669	0.6%	\$1,187,502	827
2020-05	\$1,143,598	\$12,204	1.1%	\$1,155,802	845
2020-06	\$1,260,859	\$15,309	1.2%	\$1,276,168	902
2020-07	\$1,366,512	\$14,499	1.0%	\$1,381,011	949
2020-08	\$1,423,525	\$7,992	0.6%	\$1,431,517	939
2020-09	\$1,450,958	\$9,585	0.7%	\$1,460,543	896
Baseline (avg month)	\$1,738,176			\$1,738,176	1,200
Apr-Sep (avg month)	\$1,304,381			\$1,315,424	893
Variance to Baseline	-25%			-24%	-26%

SUD (90853 Grp therapy, H0005 Grp counsel, H0015 Inten otpt, H0020 Methadone medication, T1012 Recovery supports)

Month	Payments			Total	# Members Served
	Non Telehealth	Telehealth	% Telehealth		
(baseline) 2019-10	\$977,418		0.0%	\$977,418	3,305
(baseline) 2019-11	\$888,862		0.0%	\$888,862	3,233
(baseline) 2019-12	\$933,105		0.0%	\$933,105	3,267
(baseline) 2020-01	\$828,395		0.0%	\$828,395	2,825
(baseline) 2020-02	\$807,262		0.0%	\$807,262	2,791
(transitional) 2020-03	\$696,336	\$34,337	4.7%	\$730,673	2,634
2020-04	\$568,865	\$106,530	15.8%	\$675,394	2,448
2020-05	\$602,446	\$98,893	14.1%	\$701,339	2,415
2020-06	\$540,293	\$118,449	18.0%	\$658,742	2,274
2020-07	\$448,782	\$144,195	24.3%	\$592,977	2,166
2020-08	\$484,418	\$134,196	21.7%	\$618,614	2,171
2020-09	\$489,733	\$125,990	20.5%	\$615,723	2,163
Baseline (avg month)	\$887,008			\$887,008	3,084
Apr-Sep (avg month)	\$522,423			\$643,798	2,273
Variance to Baseline	-41%			-27%	-26%

SUD - all other  
Payments

Month	Payments			Total	# Members Served
	Non Telehealth	Telehealth	% Telehealth		
(baseline) 2019-10	\$1,037,862		0.0%	\$1,037,862	3,823
(baseline) 2019-11	\$931,950		0.0%	\$931,950	3,772
(baseline) 2019-12	\$926,185		0.0%	\$926,185	3,653
(baseline) 2020-01	\$991,466		0.0%	\$991,466	3,590
(baseline) 2020-02	\$990,716		0.0%	\$990,716	3,588
(transitional) 2020-03	\$864,690	\$34,619	3.8%	\$899,309	3,396
2020-04	\$628,109	\$152,141	19.5%	\$780,250	3,105
2020-05	\$693,929	\$143,746	17.2%	\$837,675	3,212
2020-06	\$767,438	\$145,268	15.9%	\$912,706	3,207
2020-07	\$759,776	\$122,073	13.8%	\$881,849	2,973
2020-08	\$755,252	\$127,335	14.4%	\$882,587	2,982
2020-09	\$754,784	\$122,324	13.9%	\$877,109	2,996
Baseline (avg month)	\$975,636			\$975,636	3,685
Apr-Sep (avg month)	\$726,548			\$862,029	3,079
Variance to Baseline	-26%			-12%	-16%

**FY20 Actual GF costs Program Funding Priorities**

**Priority Population ( SMI level 3 and above and SED CAFAS 90 and above)**

			<u>Actuals @ 9/30/20</u>	<u>Variance</u>
<b>Required:</b>	a	Services to Priority Populations	10,922,352	7,965,582 (2,956,770)
	b	GF currently used to meet Medicaid Spenddown	5,300,000	4,921,111 (378,889)
	c	Required GF Match for Grants	679,000	429,294 (249,706)
	d	Subsidy for DD CWP and SED waivers	0	0 0
	e	Jail Diversion	903,363	810,303 (93,060)
	f	CMHSP Administration	1,600,000	1,708,852 108,852
	g	GF share of other PIHP/CMHSP requirements	1,000,000	1,025,147 25,147
		<b>Sub Total for Required</b>	<b>20,404,715</b>	<b>16,860,289 (3,544,426)</b>
<b>Priority:</b>	h	DHS workers	385,500	385,500 0
	i	Dept of Labor (MRS 3 to1 match)	443,565	443,565 0
	j	School based prevention and treatment programs	6,000,000	4,884,835 (1,115,165)
	k	Consumer housing	300,000	68,682 (231,318)
	l	Jail services for persons in priority population	6,000,000	6,005,279 5,279
	m	Autism	450,000	195,867 (254,133)
	n	Homelessness	980,000	932,196 (47,804)
	o	Guardianship Costs	550,000	546,679 (3,321)
	p	Community education prevention activities,including MH billboards	485,000	521,670 36,670
	q	CFS-Juvenile Inventory for Functioning	450,000	431,789 (18,211)
		<b>Sub Totals for Priority</b>	<b>16,044,065</b>	<b>14,416,062 (1,628,003)</b>
<b>Optional:</b>	r	Summer youth programs (mostly employment)	2,100,000	1,686,564 (413,436)
	s	Stakeholder Advocacy Groups	673,000	644,552 (28,448)
	t	Supplemental Ethnic funding	109,625	109,625 0
	u	Mental Health First Aide,including DBT/Trauma grants	1,000,000	697,454 (302,546)
		<b>Sub Total for Optional</b>	<b>3,882,625</b>	<b>3,138,195 (744,430)</b>
		<b>Grand Totals</b>	<b>40,331,405</b>	
		<b>Total GF Expense</b>		<b>34,414,546 (5,916,859)</b>

Revenue - State GF	\$ 34,943,453
carryover	1,865,565
10% Local funds	3,039,456
Total funds available	39,848,474
Total expenses	34,414,546
Carryover	\$ 5,433,928

## Detroit Wayne Integrated Health Network

Impact on Cost of Transition from H0043 to H2015/T2027

3/24/2021

### I/DD Contracts (includes CLS)

Month	Payments Made	Members Served	Cost Per Member
2020-04	\$11,913,036	2,691	\$4,427
2020-05	\$12,147,024	2,694	\$4,509
2020-06	\$11,757,488	2,726	\$4,313
2020-07	\$12,334,862	2,748	\$4,489
2020-08	\$12,306,511	2,787	\$4,416
2020-09	\$11,910,942	2,795	\$4,262
2020-10	\$12,419,760	2,849	\$4,359
2020-11	\$12,155,365	2,853	\$4,261
2020-12	\$12,564,031	2,845	\$4,416

#### Average Cost per month

Pre transition	\$12,061,644	2,740	\$4,402
Post transition	\$12,379,719	2,849	\$4,345
% change	2.6%	4.0%	-1.3%

#### Notes

- 1) Decrease in cost per member with the transition
- 2) Increase in total cost due to greater # members served, pre-pandemic members served was roughly 3,025

### AMI Contracts (excludes H2015 for peers in training)

Month	Payments Made	Members Served	Cost Per Member
2020-04	\$1,062,787	420	\$2,530
2020-05	\$1,086,469	424	\$2,562
2020-06	\$1,001,682	407	\$2,461
2020-07	\$1,037,412	412	\$2,518
2020-08	\$1,071,384	411	\$2,607
2020-09	\$998,798	412	\$2,424
2020-10	\$907,630	408	\$2,225
2020-11	\$890,970	395	\$2,256
2020-12	\$956,741	395	\$2,422

#### Average Cost per month

Pre transition	\$1,043,089	414	\$2,517
Post transition	\$918,447	399	\$2,301
% change	-11.9%	-3.6%	-8.6%

#### Notes

- 1) Decrease in cost per member with the transition



## **Detroit Wayne Integrated Health Network**

707 W. Milwaukee St.  
Detroit, MI 48202-2943  
Phone: (313) 833-2500  
[www.dwihn.org](http://www.dwihn.org)

FAX: (313) 833-2156  
TDD: (800) 630-1044 RR/TDD: (888) 339-5588

### **MEMO**

**Date:** February 26, 2021

**To:** Mr. Tim Killeen, Chair  
Finance Committee

**From:** Jean Mira  
Procurement Administrator

**Re:** First Quarter FY21 – Board Report for Procurements  
Under \$50,000 and All Cooperative Purchasing

In accordance with DWIHN Procurement Policy (Section 2.2(2)) the attached report is being submitted for all procurements under \$50,000 for the 1<sup>st</sup> Quarter FY 2021 (October 1, 2020 to December 31, 2020). This report also includes cooperative purchases, including those over \$50,000 (as applicable).

Contracts over \$50,000 are not included, as those procurements were previously approved by the Board via “Board Action.” Additionally, the report shows “PO” (Purchase Orders) and “BO” (Blanket Orders). A “PO” is a one-year contract that expires at the end of the fiscal year, whereas, a “BO” is a multi-year contract.

Please feel free to contact me if you have any questions.

Attachment

#### **Board of Directors**

Bernard Parker, Chairperson  
Dorothy Burrell  
Kevin McNamara

Timothy Killeen, Treasurer  
Lynne F. Carter, MD  
William T. Riley, III

Dora Brown, Secretary  
Angelo Glenn  
Kenya Ruth

Michelle Jawad  
Dr. Cynthia Tauog

<u>Vendor Name</u>	<u>City</u>	<u>State</u>	<u>Document Date</u>	<u>PO Number</u>	<u>Subtotal</u>	<u>Item Description</u>	<u>Extended Cost</u>	<u>Comm ent ID</u>	<u>Percent of Total</u>
4 Imprint	Oshkosh	WI	10/5/2020	PO22100003	\$ 958.26	Procurement of Serged Convertible Table Throw to be used during outreach events and activities.	\$ 585.00		0.00%
4 Imprint	Oshkosh	WI	10/5/2020	PO22100003	\$ 958.26	Procurement of Soft Square Carrying Case to be used during outreach events and activities.	\$ 75.00		0.00%
4 Imprint	Oshkosh	WI	10/5/2020	PO22100003	\$ 958.26	Procurement of Soil Release Button Down Poplin M. Shirts to be used during outreach events.	\$ 69.90		0.00%
4 Imprint	Oshkosh	WI	10/5/2020	PO22100003	\$ 958.26	Procurement of Soil Release Button Down Poplin M, L & XL Shirts to be used during outreach events.	\$ 139.80		0.00%
4 Imprint	Oshkosh	WI	10/5/2020	PO22100003	\$ 958.26	Tape and Freight charges associated with the previous line items	\$ 88.56		0.00%
4 Imprint	Oshkosh	WI	12/4/2020	PO22100093	\$ 1,549.37	Crossland Soft Shell Jackets- Ladies, Tax, and Freight Cost	\$ 736.59	SM PUR	0.00%
4 Imprint	Oshkosh	WI	12/4/2020	PO22100093	\$ 1,549.37	Crossland Soft Shell Jacket-Men's, Tax, and Freight Cost	\$ 368.28	SM PUR	0.00%
4 Imprint	Oshkosh	WI	12/4/2020	PO22100093	\$ 1,549.37	Gildan Pique Sport Shirt, Tax, and Freight Cost	\$ 444.50	SM PUR	0.00%
Amazing Organizations Inc.	Novi	MI	10/22/2020	BO22090028	\$ 17,077.04	learning Management Service/Employee Professional Development	\$ 17,077.04	CS	0.01%
Amazon Capitlal Services, Inc.	Seattle	WA	12/21/2020	PO22100107	\$ 820.60	Spigen Liquid Air Armor Designed for iPhone XR Case (2018) - Matte Black	\$ 325.00	SM PUR	0.00%
Amazon Capitlal Services, Inc.	Seattle	WA	12/21/2020	PO22100107	\$ 820.60	Ailun Glass Screen Protector Compatible for iPhone 11/iPhone XR, 6.1 Inch 3 Pack Tempered Glass	\$ 75.60	SM PUR	0.00%
Amazon Capitlal Services, Inc.	Seattle	WA	12/21/2020	PO22100107	\$ 820.60	Dell 342-5521 - 1.2TB 2.5" SAS 10K 6Gb/s HS Hard Drive	\$ 420.00	SM PUR	0.00%
Ask the Messengers Inc	Detroit	MI	12/1/2020	BO22190007	\$ 15,400.00	Television Ads to Promote Prevention Awareness, Education, and Recovery	\$ 15,400.00	CS	0.01%
Bronner, LaKeidra	Clinton Towns	MI	10/8/2020	PO22000374	\$ 8,000.00	PO request to retain services with vendor in providing required HRSA training	\$ 8,000.00	CS	0.01%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	MiVoice Business License - SIP Trunk x1	\$ 300.00	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	SIP Trunking Channel Proxy	\$ 450.00	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	MiVoice Business SIP Trunks x10	\$ 540.00	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	Routing Remote/Redundant Starter Pack	\$ 2,100.00	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	Contact Center IVR Routing Port x1	\$ 30,000.00	C	0.02%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	MultiMedia Agent License x1	\$ 7,200.00	C	0.01%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	CC Premium 24/7 Software Assurance	\$ 5,895.00	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	Mitel MPA Plus Software Assurance Monitoring (Quote 13356)	\$ 12,648.04	C	0.01%
BSB Communications Inc	Sterling Heigh	MI	11/17/2020	BO22190003	\$ 70,733.04	L3 Advanced Implementation & Design	\$ 11,600.00	C	0.01%
BSB Communications Inc	Sterling Heigh	MI	10/9/2020	PO22100006	\$ 37,227.50	Model 6930 GB + WLAN Adapter Bundle	\$ 18,150.00	C	0.01%
BSB Communications Inc	Sterling Heigh	MI	10/9/2020	PO22100006	\$ 37,227.50	UCCv4.0 STND User for MiVoice Bus x50	\$ 8,280.00	C	0.01%
BSB Communications Inc	Sterling Heigh	MI	10/9/2020	PO22100006	\$ 37,227.50	L3 Enterprise (Business Hours) Labor M-F (8:30a-5p) - Ex. Holidays	\$ 72.50	C	0.00%
BSB Communications Inc	Sterling Heigh	MI	10/9/2020	PO22100006	\$ 37,227.50	Integrated DECT Headset (NA)	\$ 10,725.00	C	0.01%



Capstar Radio Operating Co.	San Antonio	TX	10/22/2020	PO22100025	\$	5,000.00	SUD Media Campaign	\$	5,000.00	SM PUR	0.00%
CDW Government Inc.	Vernon Hills	IL	10/2/2020	BO22190002	\$	3,540.30	IBM SPSS Statistics Subscription, Base Edition - subscription license (1 mo	\$	2,360.20	C	0.00%
CDW Government Inc.	Vernon Hills	IL	10/2/2020	BO22190002	\$	3,540.30	IBM SPSS Statistics Subscription, Base Edition - subscription license (1 mo	\$	1,180.10	C	0.00%
CDW Government Inc.	Vernon Hills	IL	11/19/2020	BO22190005	\$	43,340.40	Nutanix Production - extended service agreement (renewal) - 1 year - on-site	\$	6,651.60	C	0.00%
CDW Government Inc.	Vernon Hills	IL	11/19/2020	BO22190005	\$	43,340.40	Nutanix Platinum - extended service agreement (renewal) - 1 year - on-site	\$	16,448.40	C	0.01%
CDW Government Inc.	Vernon Hills	IL	11/19/2020	BO22190005	\$	43,340.40	Nutanix Platinum - extended service agreement (renewal) - 1 year - on-site	\$	9,868.80	C	0.01%
CDW Government Inc.	Vernon Hills	IL	11/19/2020	BO22190005	\$	43,340.40	Nutanix Platinum - extended service agreement (renewal) - 1 year - on-site	\$	10,371.60	C	0.01%
CDW Government Inc.	Vernon Hills	IL	12/9/2020	BO22190012	\$	7,551.90	VEEAM YR BAS MNT RNWL B/U REPLICATION ENT	\$	7,551.90	C	0.01%
CDW Government Inc.	Vernon Hills	IL	10/2/2020	PO22100002	\$	10,164.47	MS EA WIN SVR STD CORE ALNG PK	\$	826.24	C	0.00%
CDW Government Inc.	Vernon Hills	IL	10/2/2020	PO22100002	\$	10,164.47	MS EA SQL SRV STD CORE 2LIC LIC/SA	\$	5,723.64	C	0.00%
CDW Government Inc.	Vernon Hills	IL	10/2/2020	PO22100002	\$	10,164.47	DELL CTO PE R340 E-2224 32GB PS	\$	3,614.59	C	0.00%
CDW Government Inc.	Vernon Hills	IL	10/13/2020	PO22100008	\$	2,886.91	8x5xNext Business Day Software	\$	647.10	C	0.00%
CDW Government Inc.	Vernon Hills	IL	10/13/2020	PO22100008	\$	2,886.91	Subscription ASAFP	\$	2,239.81	C	0.00%
CDW Government Inc.	Vernon Hills	IL	11/17/2020	PO22100069	\$	24,905.00	MS EA BINGMAPSTRANSACTIONS USAGE1M	\$	24,905.00	C	0.02%
CDW Government Inc.	Vernon Hills	IL	12/7/2020	PO22100100	\$	1,622.32	CERBERUS FTP SVR ENT LIC+SUP&UPG 1Y	\$	1,622.32	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco Integrated Services Router 4431 - router - rack- mountable	\$	13,227.34	C	0.01%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco SMARTnet Direct 1 YR	\$	1,952.16	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco Application Experience DATA and WAAS - license - 1 license	\$	4,190.62	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco IOS Booster Performance - license - 1 license	\$	6,111.32	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco upgrade from 4GB to 8GB memory - 8 GB Kit : 2 x 4 GB	\$	1,746.10	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco - power supply	\$	931.24	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco Threat Defense Threat, Malware and URL - subscription license (3 year	\$	9,391.66	C	0.01%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco FirePOWER 1140 Next-Generation Firewall - firewall	\$	8,724.62	C	0.01%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco Smart Net Total Care - extended service agreement	\$	1,008.82	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco AnyConnect Plus - subscription license (3 years) + 3 Years Software A	\$	1,085.00	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco FireSIGHT Management Center Virtual Appliance - license - 10 managed	\$	1,160.05	C	0.00%
CDW Government Inc.	Vernon Hills	IL	12/11/2020	PO22100104	\$	49,914.38	Cisco SMARTnet Software Support Service - technical support - for FS-VMW-10	\$	385.45	C	0.00%
Center for Healthcare Research a Ann Arbor	MI	MI	12/2/2020	PO22100091	\$	45,000.00	Professional Services for Consulting Services	\$	45,000.00	CS	0.03%
City of Belleville	Belleville	MI	10/30/2020	PO22000382	\$	45,000.00	Funding request in support of source agreements for DWIHN's Summer Youth Employment Program	\$	45,000.00	CS	0.03%

City of Westland	Westland	MI	10/14/2020	PO22000376	\$ 45,000.00	Funding request to support agreements for DWIHNS Summer Youth Employment Program	\$ 45,000.00	CS	0.03%
Dell Marketing LP	Dallas	TX	10/20/2020	PO22100013	\$ 48,449.50	Latitude 5300 2-IN-1	\$ 40,686.50	CS	0.03%
Dell Marketing LP	Dallas	TX	10/20/2020	PO22100013	\$ 48,449.50	Dell Dock- WD19 90w Power Delivery - 130w AC	\$ 6,599.50	CS	0.00%
Dell Marketing LP	Dallas	TX	10/20/2020	PO22100013	\$ 48,449.50	Dell Pro Slim Briefcase 15 (PO1520CS)	\$ 1,163.50	CS	0.00%
Development Centers Inc.	Detroit	MI	10/1/2020	PO22100010	\$ 15,000.00	Approval request to enter into agreement for services for Behavioral Health 2021 Block grant.	\$ 15,000.00	CS	0.01%
Domzalski, Andrew	Wixom	MI	12/4/2020	PO22100096	\$ 11,000.00	Andrew Domzalski for MHFA-Crisis Intervention Team (CIT) Program	\$ 11,000.00	CS	0.01%
GFL Environmental	Sterling Heigh	MI	11/9/2020	BO22090030	\$ 5,515.50	Weekly Trash Removal-707 W. Milwaukee	\$ 1,760.00	SM PUR	0.00%
GFL Environmental	Sterling Heigh	MI	11/9/2020	BO22090030	\$ 5,515.50	Recycling Services-707 W. Milwaukee	\$ 770.00	SM PUR	0.00%
GFL Environmental	Sterling Heigh	MI	11/9/2020	BO22090030	\$ 5,515.50	Weekly Trash Removal-8726 Woodward	\$ 985.50	SM PUR	0.00%
GFL Environmental	Sterling Heigh	MI	11/9/2020	BO22090030	\$ 5,515.50	Misc.Trash/Recycle Expenses	\$ 2,000.00	SM PUR	0.00%
Graham Media Group	Detroit	MI	12/2/2020	BO22190008	\$ 50,000.00	Graham Media Group to provide educational messaging on its NBC affiliate station, WDIV-TV 4.	\$ 50,000.00	CS	0.04%
Great Lakes Trophies & Engravin	Garden City	MI	10/8/2020	PO22100005	\$ 2,222.00	PO request for services with vendor to purchase lapel pins for CIT program participants.	\$ 2,222.00	CS	0.00%
Great Lakes Trophies & Engravin	Garden City	MI	11/12/2020	PO22100066	\$ 224.00	System of Care Report to the Community Awards	\$ 224.00	SM PUR	0.00%
Harris, Marcus II	Detroit	MI	12/4/2020	PO22100095	\$ 16,000.00	MHFA-Crisis Intervention Team (CIT) Program	\$ 16,000.00	CS	0.01%
Hegira Programs Inc.	Livonia	MI	10/19/2020	PO22100011	\$ 8,000.00	Parent Management Treatment Oregon Model (PMTQ)	\$ 8,000.00	CS	0.01%
Judeh & Associates Inc.	Dearborn	MI	10/1/2020	PO22000371	\$ 2,300.00	Appraisal fee Former Library & Surrounding Vacant Lots on 8726 Woodward. Detroit	\$ 2,300.00	CS	0.00%
Latino Press, Inc	Detroit	MI	10/27/2020	BO22090029	\$ 5,250.00	Mental Health Educational Messaging Advertisement	\$ 5,250.00	CS	0.00%
Latino Press, Inc	Detroit	MI	10/14/2020	PO22100009	\$ 4,000.00	SUD Media campaign approved by the SUD OPB July 20, 2020 with PA 2 funds.	\$ 4,000.00	SM PUR	0.00%
Lightfoot, James Jr.	Detroit	MI	12/4/2020	PO22100094	\$ 16,000.00	James lightfoot for MHFA-Crisis Intervention Team (CIT) Program	\$ 16,000.00	CS	0.01%
Michigan Chronicle Publishing C	Detroit	Mi	10/22/2020	PO22100024	\$ 4,002.00	SUD Media Campaign MI Chronicle paid with PA 2 Funds	\$ 4,002.00	SM PUR	0.00%
Michigan Chronicle Publishing C	Detroit	Mi	11/20/2020	PO22100071	\$ 900.00	12 Social Media Post	\$ 900.00	CS	0.00%
Mills, Crystal	West Bloomfi	MI	10/28/2020	PO22000379	\$ 25,000.00	Approval request to enter into comparable source agreement assoc. with BA 20-57 with Crystal Mills.	\$ 25,000.00	CS	0.02%
Mills, Crystal	West Bloomfi	MI	10/7/2020	PO22100004	\$ 20,000.00	Approval request to enter agreement with vendor for services for MDHHS 2021 block grant.	\$ 20,000.00	CS	0.01%
Nami Metro	Northville	MI	12/2/2020	PO22100090	\$ 5,000.00	Distribute Amazon Echo 5 devices to seniors citizens residing in Wayne County	\$ 5,000.00	SM PUR	0.00%
NCQA Publications	Washington	DC	11/9/2020	PO22100058	\$ 5,695.00	NCQA Quality Compass 2020 Medical-Trended Data (2020, 2019, 2018)	\$ 5,695.00	SS	0.00%
nexVortex, Inc	Herndon	VA	11/23/2020	BO22190006	\$ 41,772.60	3 year - Monthly Re-occurring costs of SIP/DID services for DWIHN Call Center	\$ 41,772.60	CS	0.03%

Radio One	Detroit	MI	10/28/2020	PO22000381	\$ 20,000.00	Approval request to enter contract for continuation of MHFA. OPR. and CIT	\$ 20,000.00	CS	0.01%
Ruth Ellis Center, Inc.	Highland Park	MI	10/6/2020	PO22000373	\$ 15,000.00	PO request for sole source contract between DWIHN and Ruth Ellis Center	\$ 15,000.00	CS	0.01%
Silicon Desert International Inc	Scottsdale	AZ	12/11/2020	PO22100103	\$ 6,800.00	ARIN IPv4 Purchase /24 256 IP's	\$ 6,500.00	SM PUR	0.00%
Silicon Desert International Inc	Scottsdale	AZ	12/11/2020	PO22100103	\$ 6,800.00	ARIN Transfer Fee	\$ 300.00	SM PUR	0.00%
Sprinkle, Shelby Nicole	Detroit	MI	11/17/2020	PO22100070	\$ 20,000.00	Approval request to enter into agreement for services for behavioral health 2021 block grant	\$ 20,000.00	CS	0.01%
The Regents of the University of Ann Arbor	Ann Arbor	MI	11/20/2020	PO22000402	\$ 8,000.00	PO request with vendor for HRSA Items to train HRSA funded scholars	\$ 3,500.00	CS	0.00%
The Regents of the University of Ann Arbor	Ann Arbor	MI	11/20/2020	PO22000402	\$ 8,000.00	PO request with vendor for HRSA Items to train HRSA funded scholars	\$ 4,500.00	CS	0.00%
White-Harris, Gwendolyn	Detroit	MI	11/5/2020	PO22100052	\$ 15,000.00	Approval request to enter agreement with vendor for services for Behavioral Health 2021 Block Grant	\$ 15,000.00	CS	0.01%
WJBK TV Fox 2 Detroit	Southfield	MI	10/22/2020	PO22100026	\$ 5,000.00	SUD Media Campaign	\$ 5,000.00	SM PUR	0.00%

<b>50K and Under or C Type Total</b>					\$ 1,219,897.09	<b>50K and Under or C Type Total</b>	\$ 1,219,897.09		0.89%
				<b>IT</b>	\$ 349,728.92	<b>All Other Total</b>	\$ 135,914,453.78		99.11%
				<b>WC</b>	\$ 304,298.00	<b>Grand Total</b>	\$ 137,134,350.87		100.00%
				<b>Outcounty</b>	\$ 915,599.09		\$ 137,134,350.87		
				<b>Total Funding w/o IT</b>	\$ 870,168.17				

**Contract Percentage**

Wayne County - 24.94

Out County - 75.06

**Funding Percentage w/o IT**

Wayne County - 34.97

Out County - 65.03

**Overall Purchases**

Under 50K & Coop 0.89

All Other 99.11



April 7, 2021

# Strategic Plan – Workforce Pillar

Finance Committee Status Report

# Table of Contents

Strategic Plan – Workforce Pillar _____	1
To our board members: _____	2
Pillar Summary _____	3
Summary of Pillar Status _____	3
Finance Pillar, IT Updates and Workforce Pillar _____	5

## **To our board members:**

Our commitment to social responsibility includes a dedication to transparency, collaboration and stakeholder engagement as a core component of our business and sustainability strategy, our monthly reporting process, and our activities within the county.

Our Strategic Planning Status Report is our report to our board members. It tells how we are performing against key indicators that measure our performance against the Finance and Workforce pillars, and how Information Technology goals impact in the areas that matter most to our stakeholders.

# Pillar Summary



There are two (2) pillars that are under the governance of the Finance Committee: Finance and Workforce as well as reporting out the status of Information Technology goals and objectives.

## Summary of Pillar Status

**Finance** is under the leadership of Stacie Durant, CFO. Overall, we are at 39% completion on this pillar. There are three (3) high-level goals. They range from 0% - 68% completion.

Title	Completion
Ensure Facilities Management by 31st Dec 2021	68%
Ensure fiscal accountability internally and of partners: 100% by 31st Dec 2021	0%
Maximize efficiencies/control costs by 30th Sep 2022	48%

**Workforce Pillar** reporting has been transitioned under the leadership of the Chief Clinical Officer, Melissa Moody. Overall, we are at 75% completion on this pillar. There are two (2) high-level organizational goals under this pillar. Create Happy, Healthy and Engaged Workforce and to Create a learning health system.

Pillar		WORKFORCE	75%
Title			Completion
Create a happy, healthy and engaged workforce: 100 unit by 30th Sep 2022			90%
Create a learning health system by 30th Sep 2022			59%

The detailed report for this pillar will follow.



**Workforce Pillar**  
Detailed Dashboard  
Finance Committee Meeting

April 7, 2021



12  
GOALS

60%  
GOAL COMPLETION

● Draft ● Not started ● On Track ● Nearly There ● Behind ● Overdue ● Complete → Direct Alignment --- Indirect Alignment

DWIIHN FY 2020 - 2022 STRATEGIC PLAN PLAN  
WORKFORCE

Goal	Owner	Task	Update	System Upda...	Current ...
Create a learning health system	-   -			<b>NEW Allison Smith</b> on 02/09/2021: Progress: 0% ▶ 61.5%	59% 11% behind
→ FY 2020 Conduct training for Network staff on the impact and importance of social determinants and the impact on Health outcomes: 2k people	Andrea Smith   Director of Workforce Development		<b>NEW Andrea Smith:</b> There were 622 individuals trained in Recovery Enhanced Environment which focuses on Respect, Trauma, Strengths/ Responsibility, Holistic, Culture, Peers and Allies, Pathways, Relations, and Hope. <i>04/09/2020</i>	<b>Andrea Smith</b> on 04/09/2020: Progress: 780 people ▶ 2k people	100% 2k / 2k people
→ Increase Quality Improvement competencies of the Behavioral Health Home Quality staff: 100%	Andrea Smith   Director of Workforce Development		<b>NEW Andrea Smith:</b> Staff from MCO disseminated a survey to multiple practitioners within the network to solicit input on their experiences providing services to DWIHN members in an effort to identify areas in need of improvement and support. <i>12/28/2020</i>	<b>NEW Andrea Smith</b> on 01/19/2021: Progress: 36% ▶ 40%	40% 40 / 100% 13% behind

<p>→ Expand the NAMI relationship to provider community based education and training: 1 unit</p>	<p>Andrea Smith   Director of Workforce Development</p>	<p><b>NEW Andrea Smith:</b> Educational information on NAMI is provided at each CIT training, Trauma training, Mental Health First Aid training, Suicide Prevention training and educational sessions with the general community. The NAMI MI Director, as well as the NAMI Detroit Chapter President are partners with DWIHN on the CIT training. Literature and reference information is provided in every other topic. <i>12/07/2020</i></p>	<p><b>NEW Andrea Smith</b> on 12/28/2020: Progress: 0.75 unit ▶ <b>1 unit</b></p>	<p><b>100%</b> <b>1 / 1 unit</b></p>
<p>→ Increase the competencies around Self Determination, Shared Decision Making and Person Centered Planning: 100%</p>	<p>Andrea Smith   Director of Workforce Development</p>	<p><b>NEW Lucinda Brown:</b> After consultation with Allison regarding the intended outcome of this goal, evidence that the opportunities to truly build the competencies and skillset of the network regarding Self Determination has not been exhausted. The progress of this goal will be returned to 69%. <i>02/09/2021</i></p>	<p><b>NEW Lucinda Brown</b> on 02/09/2021: Progress: 100% ▶ <b>69%</b></p>	<p><b>69%</b> <b>69 / 100%</b> 6% behind</p>
<p>→ Provide access and information on self-management tools to promote increased self-care for Caregivers / myStrength implementation: 15k people</p>	<p>Andrea Smith   Director of Workforce Development</p>	<p><b>NEW Andrea Smith:</b> Provided mystrength education and access information to 2235 individuals via live training sessions for law enforcement and higher education students. <i>12/28/2020</i></p>	<p><b>NEW Andrea Smith</b> on 12/28/2020: Progress: 8.1k people ▶ <b>10.35k people</b></p>	<p><b>69%</b> <b>10.35k / 15k people</b> 893 people behind</p>
<p>→ Deliver Crisis Management Training</p>	<p>Andrea Smith   Director of Workforce Development</p>	<p><b>NEW Andrea Smith:</b> There have been 18 classes hosted with 911 Calltakers and Dispatchers and 8 classes hosted for police officers, resulting in 228 individuals trained in Crisis Intervention Team training. <i>01/20/2021</i></p>	<p><b>NEW Andrea Smith</b> on 01/20/2021: Progress: 74% ▶ <b>68%</b></p>	<p><b>68%</b> 7% behind</p>

→ Deliver Stage Wise Treatment & Motivational Interviewing Education: 100 people

Robert Compton | Clinical Specialist

Develop Virtual Training Stage-Wise Training

- NEW Robert Compton:**
- DWIHN's CPI and SUD Departments began efforts to reinstitute the Motivational Interviewing (MI) initiative for Medication Assisted Treatment (MAT) providers and Recovery Coaches in the system. The initiative was designed to increase member engagement and retention through the increased and proficient use of MI by the workforce. The initiative relaunching will begin with to following organizations:

No activity recorded

1. Detroit Recovery Project (Suboxone, Vivitrol)
2. Metro East Clinic (Methadone, Vivitrol)
3. Nardin Park Recovery Center (Methadone, Vivitrol)
4. New Light Recovery Center (Methadone, Suboxone, Vivitrol)
5. Personalized Nursing Light House
6. Quality Behavioral Health (Methadone, Suboxone, Vivitrol)
7. Rainbow Center of Michigan (Methadone, Vivitrol)
8. Star Center (Methadone, Vivitrol)
9. University Physician Group (Methadone, Suboxone, Vivitrol)

The clinicians and Recovery Coaches at the above organizations will be given the Video Assessment of Simulated Encounters – Revised (VASE-R) in March 2021. Scores from the VASE-R will be used to set baseline for the system. The scores will also be used to inform individual training and technical assistance needs for each participating agency.

02/08/2021

0%  
0 / 100  
people  
75 people  
behind

→ Revamp training portal to cover the holistic care for the individual: 100%

Andrea Smith | Director of Workforce Development

- NEW Andrea Smith:**
- A job position description has been created for a content writer to develop and deliver training focusing on holistic wellness.

**NEW Andrea Smith** on 12/28/2020: Progress: 52% ▶ **55%**

12/28/2020

55%  
55 / 100%  
12% behind

→ **FY 2021 Conduct training for Network staff on the impact and importance of social determinants and the impact on Health outcomes: 210 people to 2.5k people**

Andrea Smith | Director of Workforce Development

**NEW Andrea Smith:**  
 Provided presentations to groups from the higher education sector, secondary education sector, and law enforcement on the impact of current circumstances on the health of minorities. Presentations focused on mental and physical health, financial health and environmental health. Between October 1 and December 17 2020.

12/28/2020

**NEW Andrea Smith** on 03/30/2021:  
 Progress: 736.7 people  
 ▶ **782.5 people**

25%  
 782.5 / 2.5k people  
 342 people behind

→ **Increase Integrated Care Competencies of the network practitioners: 100%**

Andrea Smith | Director of Workforce Development

**NEW Alicia Oliver:**  
 Outreach attached

01/25/2021

**NEW Andrea Smith** on 12/28/2020:  
 Progress: 52% ▶ **60%**

60%  
 60 / 100%  
 2% ahead

**Create a happy, healthy and engaged workforce: 100 unit**

- | -

- Mastery Training**
- Financial Literacy Workshop**
- Mental Health Minutes Video Series**
- Intranet**
- Racial Equity Meetings**
- Staff Vaccination Clinic**
- COVID Testing**
- Staff Meetings**
- Workforce development and training**
- Staff Engagement and Outreach / COVID-19**
- COVID-19 Staff Surveys**
- Racial Equality Committee**
- Culture of Excellence Surveys**

- ☑ **NEW Donna Coulter:**
- ☑ **Donna Coulter:**
- ☑ Hosted peer trainings as follows:
- ☑ Peer Peer Development sessions: 11/13 (Peers: Moving from Person Served to Provider), 11/18-22 (Regional Peer Training at Sacred Heart), 1/23 (Self Determination), 2/19 (Motivational Interviewing).
- ☐ 03/05/2020
- ☑
- ☑
- ☑
- ☑
- ☑
- ☑

**NEW Jaren Roberts** on 03/10/2021:  
 ✓  
 Completed Task **Staff Meetings assigned to Communications & Community Outreach Liaison (Jaren Roberts)**

90%  
 90 / 100 unit  
 30 unit ahead

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 20-32R Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 4/21/2021

Name of Provider: Scripps Media, Inc.

Contract Title: Media Campaign with SCRIPPS

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 4/7/2021

Proposed Contract Term: 10/1/2019 to 9/30/2020

Amount of Contract: \$ 227,965.00 Previous Fiscal Year: \$ 210,000.00

Program Type: Continuation

Projected Number Served- Year 1: 2,000,000 Persons Served (previous fiscal year): 1000000

Date Contract First Initiated: 10/1/2017

Provider Impaneled (Y/N)?

Program Description Summary: Provide brief description of services provided and target population. If propose contract is a modification, state reason and impact of change (positive and/or negative).

This board action is requesting approval to increase the initial \$210,000 allocation to \$227,965, an increase of \$17,965 for the year ended September 30, 2020. There is available FY20 SUD block grant funding to cover the additional costs.

Due to additional services requested during the fiscal year, an outstanding amount of \$17,965 remains unpaid to Scripps as of September 30, 2020.

---

Outstanding Quality Issues (Y/N)? N If yes, please describe:

Source of Funds: Block Grant

Fee for Service (Y/N): N

Revenue	FY 20/21	Annualized
SUD Block Grant	\$ 227,965.00	\$ 227,965.00
	\$	\$
<b>Total Revenue</b>	\$ 227,965.00	\$ 227,965.00

Recommendation for contract (Continue/Modify/Discontinue): Continue

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64932.826600.06700

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, Interim CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:

*Eric Doeh*

*Stacie Durant*

Signed: Thursday, April 1, 2021

Signed: Thursday, April 1, 2021

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 21-59 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 4/21/2021

Name of Provider: Public Affairs Associates, LLC

Contract Title: Public Affairs Associates

Address where services are provided: 120 N. Washington Sq., Suite 1050 Lansing, MI 48933

Presented to Finance Committee at its meeting on: 4/7/2021

Proposed Contract Term: 10/1/2020 to 9/30/2023

Amount of Contract: \$ 144,000.00 Previous Fiscal Year: \$ 48,000.00

Program Type: New

Projected Number Served- Year 1: 0 Persons Served (previous fiscal year): 0

Date Contract First Initiated: 10/1/2020

Provider Impaneled (Y/N)? N

Program Description Summary: Provide brief description of services provided and target population. If propose contract is a modification, state reason and impact of change (positive and/or negative).

DWIHN staff request board approval for a three year contract of the lobbyist services of Public Affairs Associates (PAA) from October 1, 2020 - September 30, 2023 with a one year option to renew for a total contracted amount of \$144,000 (\$48,000/yr). PAA would continue to work in conjunction with DWIHN staff and board members for government and legislative services.

PAA has been a critical piece to DWIHN's legislative plan in working with the MDHHS and Lansing leadership. They have helped to spearhead collaborative meetings and have made extensive headway with our System Transformation efforts.

DWIHN feels that in this hyper-sensitive mental health climate the services provided by PAA are essential in developing strategies and relationships as we move forward as a successful community mental health organization



---

Outstanding Quality Issues (Y/N)? N If yes, please describe:

Source of Funds: Local Funds

Fee for Service (Y/N): N

<b>Revenue</b>	<b>FY 20/21</b>	<b>Annualized</b>
Local Funds	\$ 144,000.00	\$ 144,000.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 144,000.00	\$ 144,000.00

Recommendation for contract (Continue/Modify/Discontinue): Continue

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64910.817003.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, Interim CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:

*Eric Doeh*

*Stacie Durant*

Signed: Friday, March 5, 2021

Signed: Friday, March 5, 2021