



Detroit Wayne Integrated Health Network

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Finance Committee Meeting
Hotel St. Regis
3071 W. Grand Blvd.
Detroit, MI 48202
Wednesday, October 4, 2023
1:00 p.m.
AGENDA

- I. Call to Order**
- II. Roll Call**
- III. Committee Member Remarks**
- IV. Approval of Agenda**
- V. Follow-Up Items**
- VI. Approval of Minutes – September 6, 2023**
- VII. Presentation of the Monthly Finance Report**
- VIII. Unfinished Business:**
Staff Recommendations:
 - a. Board Action #23-18(Revised) – Global Solutions Group Inc.
 - b. Board Action #23-25(Revised) - Westcomm, Inc.
 - c. Board Action #24-07(Revision 1) – Detroit Wayne Integrated Health Network (DWIHN) FY 2023/2024 Operating Budget
- IX. New Business:**
Staff Recommendations:
 - a. Board Action #24-27 – Joseph J. Barr-Business Intelligence (BI) Solutions Developer Services
 - b. Board Action #24-28 – PA 152 Waiver
 - c. Board Action #24-31 – Accuform Printing & Graphics, Inc.

Board of Directors

Kenya Ruth, Chairperson
Karima Bentounsi
Angelo Glenn

Dr. Cynthia Tauog, Vice Chairperson
Angela Bullock
Jonathan C. Kinloch

Dora Brown, Treasurer
Lynne F. Carter, M.D.
Kevin McNamara

William Phillips, Secretary
Eva Garza Dewaelsche
Bernard Parker

Eric W. Doch, President and CEO



X. 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

SEPTEMBER 6, 2023

1:00 P.M.

**3071 W. GRAND BLVD.
DETROIT, MI 48202
(HYBRID/ZOOM)**

**MEETING
CALLED BY**

I. Ms. Dora Brown, Chair, called the meeting to order at 1:03 p.m.

**TYPE OF
MEETING**

Finance Committee Meeting

FACILITATOR

Mr. Kevin McNamara, Vice Chair

NOTE TAKER

Nicole Smith, Finance Management Assistant

Finance Committee Members Present:

Mr. Kevin McNamara, Vice Chair

Ms. Eva Garza Dewaelsche

Ms. Kenya Ruth

Mr. Angelo Glenn

Ms. Karima Bentounsi

Committee Members Excused:

Ms. Dora Brown, Chair

Board Members Present:

Mr. Thomas Adams

ATTENDEES

Board Members Excused: None

Staff: Ms. Stacie Durant, VP of Finance; Mr. Eric Doeh, President; Mr. Manny Singla, Executive VP of Operations; Dr. Shama Faheem, Chief Medical Officer; Ms. Monifa Gray, Associate VP of Legal Affairs; Ms. Sheree Jackson, VP of Corporate Compliance; Ms. Brooke Blackwell, VP of Governmental Affairs and Chief of Staff; Mr. Keith Frambro, Associate VP of IT Services; and Mr. Jody Connally, VP of Human Resources.

Staff Attending Virtually:

Guests: None

AGENDA TOPICS

I. Roll Call Ms. Lillian Blackshire, Board Liaison

II. Roll Call

Roll Call was taken by Ms. Lillian M. Blackshire, Board Liaison and a quorum was present.

III. Committee Member Remarks

Mr. McNamara, Vice Chair called for Committee member remarks. Mr. McNamara gave committee remarks regarding the Wayne County Commission Ways & Means meeting he attended. The Wayne County Prosecutor was a speaker, requesting funding to hire a staff

person to maintain court ordered diversions to the alcohol and mental health courts. The Vice Chair is requesting coordination between DWIHN and the Prosecutors office to secure funding.

Remarks were made by Mr. Eric Doeh, President of DWIHN regarding an incident that happened the day before and involved a person who completed suicide. He noted the actions of the actions of the First Responders, DPD, DWIHN, and community leaders bringing resources together for the community and encouraging people to use the resources. DWIHN has contacted the family and made resources available. SUD Oversight Policy Board Members Woods and Jackson also provided outreach.

IV. Approval of Agenda

The Vice Chair, Mr. McNamara called for a motion on the agenda. There were no changes or modifications requested to the agenda. **Motion:** It was moved by Ms. Ruth and supported by Mr. Glenn approval of the agenda. **Motion carried.**

V. Follow-up Items:

The Vice Chair called for any follow-up items there were none reported.

VI. Approval of the Meeting Minutes

The Vice Chair called for a motion on the Finance Committee minutes from the meeting of Wednesday, August 2, 2023. **Motion:** It was moved by Mr. Glenn and supported by Ms. Ruth approval of the Finance Committee minutes from the meeting of Wednesday, August 2, 2023. There were no corrections to the minutes. **Motion carried.** Minutes accepted as presented.

VII. Presentation of the Monthly Finance Report

S. Durant, VP of Finance presented the Monthly Finance report. A written report for the three months ended July 31, 2023, was provided for the record. The DWIHN Finance accomplishments and noteworthy items to report were:

On September 5, 2023, DWIHN issued a onetime 3% (\$20 million) rate increase to Fee for Service (FFS) providers.

DWIHN received its 2024 healthcare plan renewal; costs increased 17% due to actual plan costs of members. Staff requesting board consider funding the plans at same percentage as prior year (89/11). Information presented for board review prior to board action in October. Discussion ensued regarding alternative insurance wellness incentives to consider for the Network staff.

Cash flow is very stable and should continue to remain strong throughout the year as liquidity ratio = 3.07.

Cash and Investments – comprise of funds held by three (3) investment manager, First Independence CDARS, Comerica, and Flagstar accounts. This amount includes the \$21.3 million cash held in collateral for the two building loans.

Due from other governments – comprise various local, state, and federal amounts due to DWIHN. Approximately \$7.9 million in SUD and MH block grant due from MDHHS. Approximately \$10.2 million for 3rd quarter and July 2023 pass through HRA revenue. Approximately \$2.9 million due from MDHHS related to FY22 CCBHC cost settlement.

Accounts receivable/Allowance - Accounts receivable consist of approximately \$2 million due from Wayne County for actual 3rd quarter PA2. Finally, Team Wellness \$.7 million related to

prior year receivable outstanding and approximately \$1 million from various other providers. DWIHN recorded \$.5 million in an allowance for two SUD providers due to length of amount owed and likelihood of collections.

Prepayments and deposits – DWIHN provided The Children’s Center an early provider stability payment totaling \$3.5 million. TCC expressed concerns regarding its ability to meet cash flow needs. In addition, DWIHN issued \$1.3 million in stability payments to skilled building providers.

IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through July 31, 2023 was approximately \$693.5 million however actual payments were approximately \$620.8 million. The difference represents claims incurred but not reported and paid of \$72.7 million, which includes the one-time \$20 million rate increase payment.

Due to other governments -- includes \$8 million due to MDHHS for death recoupment; \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5%; and \$8.5 million related to FY22 DCW hazard pay cost settlement. In addition, there is approximately \$3.3 million payable to MDHHS for state hospitals and July 2023 IPA tax payment.

Federal grants and contracts– The \$7.3 million variance are primary due to twofold: (1) timing of several SUD grants and a year-end reclassification entry to move 18% of revenue to state grants; and (2) approximately \$3.3 million relates to the mobile crisis grant whereby DWIHN has incurred \$.4 million of expenses to date.

SUD, Children, Adults, and IDD services - \$33.3 million variance to timing and reduction in expenses. DWIHN anticipates providing stability payments in October/November 2023. Discussion ensued regarding the stability payment to both the Childrens Center and the Skill Building program. S. Durant noted the reason providers needed the payments were due to all services not being performed during the COVID-19 pandemic.

Ms. Durant provided an overview of the PA152 Waiver and a written document that outlined and gave a Healthcare analysis of different options; it was also noted that because we are considered a government entity there are limits on the amount of healthcare that an employer can pay; it requires a 2/3 vote of the board and must be provided before the beginning of the calendar year. Administration is being proactive and bringing the information to the committee this month before the board action is presented in October. Discussion ensued regarding the PA152 Waiver; preventive costs; HSA accounts and brokerage services. Ms. Durant to provide information on Healthcare prevention and Wellness Programs. Mr. Connally to provide information on brokerage services.

There was no further discussion. The Vice Chair, Mr. McNamara noted the Finance Monthly Report ending July 31, 2023, was received, and filed by the committee.

VIII. Unfinished Business – Staff Recommendations:

a. Board Action #21-29 (Revised) – Outfront Media Presented by T, Devon, Director of Communications. DWIHN Administration is requesting approval to enter into a two-year renewal option for BA#21-29 -Outfront Media for Billboard Outreach. The contract was originally approved by the Board on September 16, 2020 for a period of three years, with two year renewal options. The cost for the two-year renewal would be \$115,000 per year, for a total cost of \$230,000. The revised contract term would be October 1, 2023-September 30, 2025. The Vice Chair called for a motion. **Motion:** It was moved by Mr. Glenn and supported by Ms. Dewaelsche approval of BA #21-29 (Revised) to Full Board. Discussion ensued to take all three Billboard board actions together.

b. **Board Action #21-30 (Revised) – International Outdoor** Presented by T. Devon, Director of Communications. DWIHN Administration is requesting approval to enter into a two-year renewal option for International Outdoor for Billboard Outreach. The contract was originally approved by the Board on September 16, 2020 for a period of three years, with two-year renewal options. The cost for the two-year renewal would be \$25,000 per year, for a total cost of \$50,000. The revised contract term would be October 1, 2023 – October 15, 2025. The Vice Chair called for a motion. **Motion:** It was moved by Mr. Glenn and supported by Ms. Dewaelsche approval of BA #21-30 to Full Board.

c. **Board Action #21-31(Revised) – Brooklyn Outdoor** Presented by T. Devon, Director of Communications. DWIHN Administration is requesting approval to enter into a two-year renewal option for BA#21-31 (Revised) Brooklyn Media for Billboard Outreach. The contract was originally approved by the board on September 16, 2020 for a period of three years, with two-year renewal options. The cost for the two year renewal would be \$40,000 per year, for a total cost of \$80,000. The revised contract term would be October 1, 2023-September 30, 2025. The Vice Chair called for a motion. **Motion:** It was moved by Mr. Glenn and supported by Ms. Dewaelsche approval of BA #21-31 to Full Board. Discussion ensued regarding the benefits of utilizing billboards and the locations of the billboards. There was no further discussion. **Board action #21-29 (Revised) Outfront Media; Board Action #21-30 (Revised) International Outdoor; and Board action #21-31 (Revised) Brooklyn Outdoor moved to Full Board for approval. Motion carried.**

IX. New Business – Staff Recommendations:

a. **Board Action #24-07 – DWIHN FY 2023-2024 Operating Budget** Presented by S. Durant, VP of Finance. The Detroit Wayne Integrated Health Network is requesting Board approval for the FY 2024 Operating Budget. The FY 2024 Operating Budget, in the amount of \$995,825,325, includes revenue of: \$21,629,681 (State General Funds, CCBHC General Funds); \$743,802,542 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SED Waiver, HAB); \$12,289,936 (MI Health Link); \$146,543,957 (Healthy MI - Mental Health and Substance Abuse); \$23,486,447 (Wayne County Local Match Funds); \$4,723,521 (PA2 Funds); \$6,203,009 (State Grant Portion of OBRA, SUD); \$32,106,232 (Federal Grants/Federal Block Grants/SUD); \$5,000,000 (Interest Income); and \$40,000 (Miscellaneous Revenue). The Vice Chair called for a motion. **Motion:** It was moved by Ms. Ruth and supported by Mr. Glenn approval of BA #24-07 to Full Board. Discussion ensued regarding the updates and adjustments to the FY24 Budget Recommendations as it pertains to BA#24-07. Ms. Durant covered items 1-5 on page A-8 of the budget. There was no further discussion. **Motion carried.**

b. **Board Action #24-18 – Peter Chang Enterprises** Presented by K. Frambro, Associate VP of IT Services. This board action is requesting approval of a 3-year contract with Peter Chang Enterprises Inc. (PCE) for an amount not to exceed \$3,651,819.00. The contract period is October 1, 2023 through September 30, 2026. The increased cost from the previous 3-year contract is primarily due to the addition of the crisis care modules for both the Crisis Center and Mobile Crisis. The Vice Chair called for a motion. **Motion:** It was moved by Mr. Glenn and supported by Ms. Dewaelsche approval of BA #24-18 to Full Board. Discussion ensued and it was noted for the record the amount in the annualized column of the chart reflects the amount of the total contract as the software does not allow the annual amount to be reflected as it is a multi-year contract. **Motion carried.**

c. **Board Action #24-24 – Workers Compensation Insurance.** Presented by M. Gray, Associate VP of Legal Affairs. The Detroit Wayne Integrated Health Network (DWJHN) is requesting approval to bind Workers' Compensation coverage through The Accident Fund for the period of October 1, 2023 through October 1, 2024. The estimated premium payment is \$57,262.00. The premium may be adjusted commensurate with the yearly Workers' Compensation Audit. DWIHN is required by State law to maintain Workers' Compensation Coverage. The Vice Chair called for a motion. **Motion:** It was moved by Ms. Dewaelsche

and supported by Mr. Glenn. approval of BA #24-24 to Full Board. There was no further discussion. **Motion carried.**

XI. Good and Welfare/Public Comment – The Chair read the Good and Welfare/Public Comment statement. There were no members of the public addressing the committee.

XII. Adjournment – There being no further business; The Vice Chair, Mr. McNamara called for a motion to adjourn. **Motion:** It was moved by Mr. Glenn and supported by Ms. Dewaelsche to adjourn the meeting. **Motion carried.** The meeting adjourned at 1:53 p.m.

**FOLLOW-UP
ITEMS**

1. Mr. Connally to provide information on Healthcare prevention and Wellness Programs and information on brokerage services – negotiation of rates such as prescriptions or the use of certain pharmacies.

**DWIHN Division of Management and Budget
Monthly Finance Report
For the eleven months ended August 31, 2023**

DWIHN Finance accomplishments and noteworthy items:

1. DWIHN analyzed data to determine which providers will receive provider stability letters. A total of twenty (20) providers across children, adults, substance use disorders, and clubhouses lines of business will receive a letter. Effective October 1, 2022, DWIHN provided a \$1/00/hr. rate increase (\$18 million) to residential providers in addition to the 3% one-time rate increase (\$10.5 million). Therefore, residential providers will not receive letters as they already received an additional \$30 million during the fiscal year.

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

- Cash flow is very stable and should continue to remain strong throughout the year as liquidity ratio = 2.53.

	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
DWIHN	1.81	1.81	2.05	2.65	2.58	2.36	2.54	2.66	2.72	3.07	2.56	2.53

- (A) Cash and Investments – comprise of funds held by three (3) investment manager, First Independence CDARS, Comerica, and Flagstar accounts. This amount includes the \$21.3 million cash held in collateral for the two building loans.
- (B) Due from other governments – comprise various local, state and federal amounts due to DWIHN. Approximately \$4.9 million in SUD and MH block grant due from MDHHS. Approximately \$5.1 million for July and August 2023 pass through HRA revenue. Approximately \$2.9 million due from MDHHS related to FY22 CCBHC cost settlement.
- (C) Accounts receivable/Allowance - Accounts receivable consist of approximately \$2.1 million due from Wayne County for actual 3rd quarter PA2. Finally, Team Wellness \$.6 million related to prior year receivable outstanding and approximately \$.7 million from various other providers. DWIHN recorded \$.5 million in an allowance for two SUD providers due to length of amount owed and likelihood of collections.
- (D) Prepayments and deposits – DWIHN provided The Children’s Center an early provider stability payment totaling \$3.5 million. TCC expressed concerns regarding its ability to meet cash flow needs. Additionally, DWIHN issued \$1.6 million in stability payments to skilled building and a SUD provider. In addition, DWIHN advanced City Connect \$560,000 for the summer youth program. Finally, last fiscal year, DWIHN advanced several providers \$370,000 for transportation costs. DWIHN will collect the advance at the end of fiscal year 2024.
- (E) IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through August 31, 2023 was approximately \$779.7 million however actual payments were approximately \$715.9 million. The difference represents claims incurred but not reported and paid of \$63.8 million.
- (F) Due to other governments – includes \$8 million due to MDHHS for death recoupment; \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5%. In addition, there is approximately \$4.7 million payable to MDHHS for state hospitals and July and August 2023 IPA tax payment.
- (G) Federal grants and contracts– The \$5.8 million variance is primary due to tow fold: (1) timing of several SUD grants and a year-end reclassification entry to move 18% of revenue to state grants; and (2) approximately \$3.6 million relates to the mobile crisis grant whereby DWIHN has incurred \$.4 million of expenses to date.

(H) SUD, Children, Adults and IDD services - \$22 million variance to timing and reduction in expenses.
DWIHN anticipates providing stability payments in October/November 2023.

DETROIT WAYNE INTEGRATED HEALTH NETWORK
Statement of Net Position
As of Thursday, August 31, 2023

Assets

Cash and investments	\$ 235,180,946	A
Investments in Internal Service Fund	62,572,570	A
Other cash and investments	1,000	
Receivables		
Due from other governmental units	13,999,555	B
Accounts receivable	3,572,839	C
Less: allowance for uncollectible	(487,838)	C
Prepayments and deposits	6,189,298	D
Total current assets	321,028,370	
Capital assets, net of accumulated depreciation	42,133,657	
Total Assets	\$ 363,162,027	

Liabilities and Net Position

Liabilities		
Accounts payable	\$ 34,457,108	
IBNR Payable	63,767,748	E
Due to Wayne County	1,037,825	
Due to other governments	14,567,073	F
Accrued wages and benefits	1,850,993	
Unearned revenue	401,567	
Accrued compensated balances	1,739,306	
Total current liabilities	117,821,620	
Notes Payable	11,342,238	
Total Liabilities	129,163,858	
Net Position		
Net investment in capital assets	30,791,419	
Unrestricted - PA2 funds	7,833,972	
Restricted Cash Collateral	21,001,929	
Internal Service Fund	62,572,570	
Unrestricted	111,798,279	
Total Net Position	233,998,169	
Liabilities and Net Position	\$ 363,162,027	

DETROIT WAYNE INTEGRATED HEALTH NETWORK
Statement of Revenues, Expenses and Changes to Net Position
For the Eleven Months Ending August 31, 2023

	August 2023				Year to Date	
	Budget	Actual	Variance	Budget	Actual	Variance
Operating Revenues						
Federal grants	\$ 2,630,083	\$ 3,663,346	\$ 1,033,263	\$ 28,930,913	\$ 23,141,257	\$ (5,789,656)
State grants and contracts	82,224,437	84,258,408	2,033,971	904,468,804	913,250,505	8,781,701
Prior year Medicaid savings and GF carryover	-	-	-	-	39,989,242	39,989,242
MI Health Link	823,844	427,215	(396,629)	9,062,279	9,097,193	34,914
Local grants and contracts	2,370,914	2,139,634	(231,280)	26,080,054	22,388,280	(3,691,774)
Other charges for services	3,333	285	(3,048)	36,667	15,994	(20,673)
Total Operating Revenues	88,052,611	90,488,888	2,436,277	968,578,717	1,007,882,471	39,303,754
Operating Expenses						
Salaries	\$ 2,218,625	\$ 2,029,931	\$ 188,694	\$ 24,404,875	\$ 23,991,129	\$ 413,746
Fringe benefits	855,136	733,619	121,517	9,406,496	9,081,910	324,586
Substance abuse services	5,773,459	4,645,408	1,128,051	63,508,049	56,200,462	7,307,587
Autism Services	6,845,978	12,959,927	(6,113,949)	75,305,756	79,089,764	(3,784,008)
MI HealthLink	823,010	1,481,457	(658,447)	9,053,113	12,176,755	(3,123,642)
Adult Services	27,930,988	31,071,021	(3,140,033)	307,240,870	301,772,485	5,468,385
Children Services	6,362,764	4,788,161	1,574,603	69,990,407	64,746,380	5,244,027
Care Center	451,479	170,959	280,520	4,966,267	1,119,789	3,846,478
Intellectual Developmental Disabled	33,121,610	40,400,782	(7,279,172)	364,337,710	356,172,000	8,165,710
Grant Programs	930,523	909,743	20,780	10,214,948	6,088,329	4,126,619
State of Michigan	1,569,175	2,015,274	(446,099)	17,260,925	18,370,742	(1,109,817)
Depreciation	147,233	147,233	-	1,619,560	783,095	836,465
Other operating	638,957	1,024,867	(385,910)	7,048,328	6,596,763	451,565
Total Operating Expenses	87,668,937	102,231,149	(14,562,212)	964,357,304	936,189,603	28,167,701
Operating Revenues over (under) Expenses	383,674	(11,742,261)	16,998,489	4,221,413	71,692,868	67,471,455
Non-operating Revenues (Expenses)						
Investment Earnings	83,333	751,041	667,708	916,667	4,163,815	3,247,054
Contributions	-	-	-	-	798,000	798,000
Total Non-operating Revenues (Expenses)	83,333	751,041	667,708	916,667	4,961,815	4,045,054
Change in Net Position	467,007	(10,991,220)	17,666,197	5,138,080	76,654,683	71,516,509
Net Position - Beginning of year					157,343,486	157,343,486
Net Position - End of Year	\$ 467,007	\$ (10,991,220)	\$ 17,666,197	\$ 5,138,080	\$ 233,998,169	\$ 228,859,995

DETROIT WAYNE INTEGRATED HEALTH NETWORK
Statement of Cash Flows
For the Eleven Months Ending August 31, 2023

Cash flows from operating activities	
Cash receipts from the state and federal governments	\$ 965,998,369
Cash receipts from local sources and customers	22,404,274
Payments to suppliers	(995,632,676)
Payments to employees	(37,093,679)
	<hr/>
Net cash provided by (used in) operating activities	(44,323,712)
Cash flows from capital and related financing activities	
Acquisition of capital assets	(23,818,353)
Non cash capital contributions	798,000
Proceeds from notes payable	11,342,238
Principle and interest paid on capital debt	(4,962,653)
	<hr/>
Net cash provided by (used in) capital and related financing activities	(16,640,768)
Cash flows from investing activities	
Interest received on investments	4,163,815
Proceeds from sale of assets	-
	<hr/>
Net cash provided by investing activities	4,163,815
Net increase (decrease) in cash and cash equivalents	(56,800,665)
Cash and investments - beginning of period	<hr/> 354,555,182
Cash and investments - end of period	<u><u>\$ 297,754,517</u></u>
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities	
Operating income (loss)	\$ 71,692,868
Adjustments to reconcile operating income (loss) to net cash used in operating activities:	
Depreciation	783,095
Decreases (increases) in current assets:	
Accounts receivable	7,680,221
Prepayments and deposits	(5,416,642)
Due from other governmental units	13,941,749
Increases (decreases) in current liabilities:	
Accounts and contracts payable	(148,905,567)
IBNR Payable	63,767,748
Accrued wages	(1,209,052)
Due to Wayne County	1,037,825
Due to other governmental units	(6,594,159)
Unearned revenue	(41,101,798)
	<hr/>
Net cash provided by (used in) operating activities	<u><u>\$ (44,323,712)</u></u>

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 23-18R Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Global Solutions Group Inc

Contract Title: Modification: Virtual Chief Information Security Officer for Continuous Comprehensive Cybersecurity Risk Assessment

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 10/1/2023 to 9/30/2024

Amount of Contract: \$ 249,776.00 Previous Fiscal Year: \$ 124,888.00

Program Type: Modification

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

Date Contract First Initiated: 10/1/2022

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).

DWIHN is requesting approval to exercise the first of three annual renewal options with Global Solutions Group, Inc. to retain a Virtual Chief Information Security Officer, to develop a complete set of information technology and security policies adequate to meet audit requirements, along with delivering a comprehensive risk assessment to identify gaps in physical, technical and administrative controls and provide recommendations for remediation, actions or plans to eliminate or prevent further occurrences.

This renewal will extend the contract an additional year through September 30, 2024, with a FY 2024 cost not to exceed \$124,888 and a total contract cost not to exceed \$249,776.

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
Multiple	\$ 249,776.00	\$ 249,776.00
	\$	\$
Total Revenue	\$	\$

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64915.817000.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Thursday, September 28, 2023

Signed: Thursday, September 28, 2023

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 23-25R Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Westcomm Inc

Contract Title: BA #23-25R - Social Media Management Services. Westcomm

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 10/1/2023 to 9/30/2024

Amount of Contract: \$ 197,400.00 Previous Fiscal Year: \$ 98,700.00

Program Type: Continuation

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

Date Contract First Initiated: 10/1/2022

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).

DWIHN Administration is requesting approval to exercise the first of three one-year renewal options under existing contract with Westcomm, Inc., to provide Social Media Management Services for an amount not to exceed \$98,700, for the period October 1, 2023-September 30, 2024. **The new contract total is \$197,000.**

The contract was originally awarded in October 2022, for one year with three one-year renewal options, for a total amount not to exceed \$98,700 annually.

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
Multiple	\$ 197,400.00	\$ 197,400.00
	\$	\$

Total Revenue	\$	\$
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Recommendation for contract (Continue/Modify/Discontinue): Continue

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64910.817000.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Wednesday, September 27, 2023

Signed: Wednesday, September 27, 2023

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 24-07R1 Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: FY 2023-2024 Operating Budget

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 10/1/2023 to 9/30/2024

Amount of Contract: \$ 1,027,699,075.00 Previous Fiscal Year: \$ 1,056,528,326.69

Program Type: New

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

Date Contract First Initiated: 10/1/2023

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).

Board approval is requested to certify additional FY 2024 revenue, totaling \$31,873,375 from the following sources:

CCBHC Supplemental: \$31,423,750

MDHHS has approved five (5) additional CCBHC sites to provide a comprehensive range of mental health and substance use disorder services to vulnerable people. The additional CCBHC sites and estimated allocation amounts are as follows:

- ACCESS - \$1,523,750
- CNS Healthcare - \$8,050,000
- Development Center - \$1,299,500
- Southwest Counseling - \$1,380,000
- Elmhurst Home - \$1,920,500
- The Guidance Center - \$17,250,000

Local Grant - Ethel and James Flinn Foundation: \$150,000

The local grant is to be used to support DWIHN's Juvenile Restorative Program.

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Local Grant - Hudson-Webber Foundation: \$150,000

The local grant is to be used to collaborate with the Wayne County Sheriff's Office (WCSO) to support Phase II of the public Jail Data Dashboard to further integrate, analyze, and publicly share data on overlapping consumers in order to increase diversion and reduce recidivism through graded service coordination and provision.

PASSAR federal grant \$150,000

Five (5) new contingent OBRA positions to assist with the backlog of assessments, at an estimated total cost of \$150,000.

Additionally, staff notification to the Board of use of Medicaid Reserve funds of \$156,893 as follows:

1. Reclassification of the following positions for the Facilities Management operation:

(a) Custodian to Custodian II (\$3,317 additional salary/fringes);

(b) Facilities Maintenance Supervisor to a Facilities Manager (\$27,891 additional salary/fringes);

(c) Community Outreach & Community Liaison to Communication Manager (\$12,569 additional salary/fringes).

2. New position: Public Relations Manager (\$125,685 salary/fringes).

The revised FY24 Operating Budget of \$1,027,699,074 consists of the following revenue: \$21,629,681 (State General Funds, CCBHC General Funds); \$767,370,355 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SED Waiver, HAB, CCBHC Supplemental); \$12,289,936 (MI Health Link); \$154,399,894 (Healthy MI - Mental Health and Substance Abuse); \$23,486,447 (Wayne County Local Match Funds); \$4,723,521 (PA2 Funds); \$6,203,009 (State Grant Portion of OBRA, SUD); \$32,256,232 (Federal Grants/Federal Block Grants/SUD); \$300,000 (Local Grants); \$5,000,000 (Interest Income); and \$40,000 (Miscellaneous Revenue).

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
MULTIPLE	\$ 1,027,699.075.00	\$ 1,027,699.075.00
	\$	\$
Total Revenue	\$	\$

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: MULTIPLE

In Budget (Y/N)? N

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Thursday, September 28, 2023

Signed: Thursday, September 28, 2023

Board Action #: 24-07R1

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 24-27 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Barr, Joseph J.

Contract Title: RFP # 2023-011 Business Intelligence (BI) Solutions Developer Services

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 10/1/2023 to 9/30/2026

Amount of Contract: \$ 264,050.80 Previous Fiscal Year: \$ 62,205.00

Program Type: New

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

Date Contract First Initiated: 10/1/2023

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).

DWIHN is requesting approval to contract with Joseph J. Barr, a Business Intelligence (BI) Developer, to perform BI services as described below. The vendor responded to and was selected under RFP #2023-011.

The BI Developer will be responsible for delivering business intelligence services for the development and maintenance services of DWIHN's HEDIS measures, dashboards, and reports required for NCQA compliance and other compliance requirements.

The contract is for a 3-year term beginning October 1, 2023 and ending September 30, 2026, with a total not-to-exceed amount of \$264,050.80.

Annual not-to-exceed amounts, based on a maximum 29-hour work week, are as follows:

Year 1, \$56.65/hr; \$1,642.85/wk = **\$85,428.20**

Year 2, \$58.35/hr; \$1,692.15/wk = **\$87,991.80**

Year 3, \$60.10/hr; \$1,742.90 = **\$90,630.80**

Contract Total= \$264,050.80

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

Board Action #: 24-27

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
Multiple	\$ 264,050.80	\$ 264,050.80
	\$	\$
Total Revenue	\$	\$

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64915.817000.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Tuesday, September 26, 2023

Signed: Tuesday, September 26, 2023

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 24-28 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: PA 152 Waiver

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 1/1/2024 to 12/31/2024

Amount of Contract: \$ 1,200,000.00 Previous Fiscal Year: \$ 560,000.00

Program Type: Continuation

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

Date Contract First Initiated: 1/1/2024

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).

DWIHN presents this board action to request an exemption from PA 152 of 2011 (the "Act") to permit DWIHN to subsidize the healthcare coverage for the upcoming 2024 plan year for an estimated amount of \$1,200,000 based on 351 employees, which represents an estimated 90% DWIHN employer and 10% employee contribution. The amount will vary depending on the number of staff and benefit selected. The percentages are consistent with prior year board recommendation. The board approved a contribution of \$558,315 for the plan 2023 plan year based on 351 employees.

DWIHN's administration has worked closely with Lockton, our benefits broker, to secure quality and low-cost health care for staff. The broker requested quotes from other two health plans however they refused to submit an offer due to lack of a competitive rate compared to the current carrier. Therefore, despite our best efforts, the cost of medical healthcare coverage for the staff under Blue Cross Blue Shield/BCN represents the most competitive rates available.

Due to restrictions under the Act, 100% of the 17% increase must be borne by employees. Approval of the board action would allow a waiver of the hard cap provision and permit DWIHN to fund the aforementioned amount above hard cap. This Board Action must come before the Board each year prior to the open enrollment period and is not automatically extended beyond the date indicated (12/31/24).

Passed in 2011, the Act limits a public employer's expenditures for medical benefits for its employees by imposing a "hard cap" on those expenditures. With two-thirds approval by the governing body each year, Section 8 of the Act allows the employer to exempt itself from the imposition of the hard cap.

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
Multiple	\$ 1,200,000.00	\$ 1,200,000.00
	\$	\$
Total Revenue	\$	\$

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: various

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Tuesday, September 26, 2023

Signed: Tuesday, September 26, 2023

DETROIT WAYNE INTEGRATED HEALTH NETWORK BOARD ACTION

Board Action Number: 24-31 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 10/18/2023

Name of Provider: Accuform Printing & Graphics, Inc.

Contract Title: On Demand Printing and Mailing Service

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/4/2023

Proposed Contract Term: 11/1/2023 to 10/31/2026

Amount of Contract: \$ 1,950,000.00 Previous Fiscal Year: \$ 707,348.51

Program Type: New

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

Date Contract First Initiated: 10/1/2023

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).

DWIHN Administration is requesting Board approval to enter into a three-year contract with Accuform Printing and Graphics, Inc. to perform printing and mailing services (including postage). Accuform was competitively selected under RFP 2024-001.

The contract terms are as follows:

- Contract Start/End: November 1, 2023 through October 31, 2026
- Total contract amount not to exceed over the 3-year period: \$1,950,000
- Annual amount not to exceed: \$650,000/ year
- Renewal Option: One two-year renewal option

Over the past 2 years, at the direction of HSAG and NCQA, mandatory printing of member materials, and their timely mailings has been invoked. This has resulted in a significant increase for printing and mailing demands. DWIHN is now expected to print and mail out to new enrollees, Member Rights Flyers with a repeat mailing to be

conducted annually. Monthly Member Explanation of Benefits (EOBs) and Privacy Practice Guidelines are to be provided also to new enrollees and to all members annually thereafter. It is also mandated that member provider directories, handbooks and brochures are to be printed on a quarterly basis and/or more frequently should there be significant changes. The RFP took into consideration the increased growth of DWIHN's printing and mailing demands resulting from the Crisis Center initiatives.

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 23/24	Annualized
Multiple	\$ 1,950,000.00	\$ 1,950,000.00
	\$	\$
Total Revenue	\$	\$

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64914.728000.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, President/CEO

Stacie Durant, Vice President of Finance

Signature/Date:

Signature/Date:

Eric Doeh

Stacie Durant

Signed: Thursday, September 28, 2023

Signed: Thursday, September 28, 2023