



**Detroit Wayne
Integrated Health Network**

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**Finance Committee Meeting
Wednesday, September 2, 2020
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. Operational Efficiency Plan (S. Durant)
- VI. Approval of Minutes** – Finance Committee Meeting July 1, 2020
Finance Committee Meeting August 5, 2020
- VII. Presentation of the Monthly Finance Report**
- VIII. Unfinished Business:**

Staff Recommendations:

 - a. BA #20-06 (Revision 5) - Michigan Department of Community Health
 - b. BA #20-26 (Revision 4) - DWIHN FY 2019-2020 Operating Budget
- IX. New Business:**

Staff Recommendations:

 - a. BA #21-25 - DWIHN FY 2020-2021 Operating Budget
 - b. BA #21-26 - EqualSign Partners
 - c. BA #21-28 - Services to Enhance Potential (STEP)
 - d. BA #21-29 - Outfront Media
 - e. BA #21-30 - International Outdoor Inc
 - f. BA #21-31 - Brooklyn Outdoor Inc

Board of Directors

Bernard Parker, Chairperson
Dorothy Burrell
William T. Riley, III

Dr. Iris Taylor, Vice-Chairperson
Lynne F. Carter, MD
Kenya

Timothy Killeen, Treasurer
Angelo Glenn
Dr. Cynthia Tauieg

Dora Brown, Secretary
Kevin McNamara

Willie E. Brooks, Jr., 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

JULY 1, 2020

1:00 P.M.

**VIRTUAL
CONFERENCE(BLUEJEANS)**

MEETING CALLED BY	I. Commissioner Tim Killeen, Chair called the meeting to order at 1:03 p.m.
TYPE OF MEETING	Finance Committee Meeting
FACILITATOR	Commissioner Tim Killeen, Chair – Finance Committee
NOTE TAKER	Nicole Smith, Management Assistant
ATTENDEES	<p>Finance Committee Members Present: Commissioner Tim Killeen, Chair Mr. McNamara, Vice Chair Ms. Dora Brown Ms. Dorothy Burrell Dr. Cynthia Tauog</p> <p>Committee Members Excused: Mr. Angelo Glenn</p> <p>Board Members Present: Bernard Parker, Chair, Chief Riley</p> <p>Board Members Excused: None</p> <p>Staff: Stacie Durant, CFO; Willie Brooks, CEO</p> <p>Guests: None</p>

AGENDA TOPICS

II. Roll Call Ms. Lillian Blackshire, Board Liaison

DISCUSSION	Roll Call was taken by Ms. Blackshire and a quorum was present.
III. Committee Member Remarks	Commissioner Killeen called for Committee members remarks. There were no committee remarks.
IV. Approval of Agenda	Commissioner Killeen called for approval of agenda and noted there was an amendment to the presented agenda. There was a recommendation to add item 6(A) Review of Budget Submission Timeline to the agenda. The additional item 6(A) Review of Budget Submission Timeline was added to the agenda and was due to the budget timeline submission date being July 2, 2020. Commissioner Killeen called for a motion to approve the amended agenda. Motion: It was moved by Ms. Brown and supported by Mr. McNamara approval of the agenda as amended. Motion carried.
V. Items Follow-up	<p>Item A: Update Operational Efficiency Plan (S. Durant)</p> <p>Substance Use Disorder (Darlene Owens Lead) – No new update to report since the June 3, 2020, Finance Committee Meeting per the CFO.</p>

Home Help (D. Lasenby Lead) – No new update to report since the June 3, 2020, Finance Committee Meeting per the CFO.

Autism (E. Reynolds/E. Lawson Lead) -At the request of Mr. McNamara, The CFO reported on the RFP (Request for Proposal) status of the third-party administrator(s) for the Autism program assessments. Ms. Durant reported the RFP request had been issued, but was resubmitted due to an important element omitted in the initial request. The resubmission requested the Administrator(s) to have office locations within Wayne County to service our consumers.

Shared Living Arrangements (S. Durant and M. Singla Lead) – No new update to report since the June 3, 2020, Finance Committee Meeting per the CFO.

Utilization Guidelines (D. Lasenby Lead) – No new update to report since the June 3, 2020, Finance Committee Meeting per the CFO.

Establishment of Eligibility and Benefits Unit (S. Durant and M. Singla) – No new update to report since the June 3, 2020, Finance Committee Meeting per the CFO.

VI. Approval of the Meeting Minutes

The Chair called for motion on the minutes from Finance Committee meeting of Wednesday, June 3, 2020. **Motion:** It was moved by Ms. Brown and supported by Mr. Parker approval of the June 3, 2020 minutes. **Motion carried.**

VI(A). Review of Budget Submission Timeline

Commissioner Killeen requested to amend the agenda to include the review of the Budget Submission Timeline document. All committee members received a copy of the document and reviewed during the meeting. Upon review of the document, Commissioner Killeen called for any questions or concerns in regards to the timeline submission dates. Discussion ensued regarding the process for past years submission dates to the committee members.

Mr. Parker recommended that going forward, the board chair members review the Budget Timeline Submission document prior to submission to the committee. (Action)

Commissioner Killeen recommended staff give committee members instructions for the July 10, 2020 “Questions from Board Members Submissions.” The instructions are to request all members turn in their questions to the Finance committee Chair, one document will be composed with all questions from the members and be sent to the CFO. The request is to prevent duplicate questions from board members. (Action)

VIII. 2nd Quarter Procurement Report

S. Durant, CFO announced the new Director of Procurement, Ms. Jean Mira, to the committee. Ms. Mira was not present on the call, and the report was presented by the CFO. The Quarterly Procurement Report represents DWIHN purchases under \$50,000 and Cooperative purchases. It was reported the percentages of contracts in Wayne County is 45.4%, and the percentage of monies spent in Wayne County is 54.2%.

Discussion ensued regarding two types of purchases, as it relates to Comparative Source vs Cooperative Purchases. Staff C. Ollie gave an overview of the two types of purchases. The Chair called for a motion on the 2nd Quarter procurement Report. **Motion:** It was moved by Ms. Brown and supported by Ms. Burrell to accept the 2nd Quarter Procurement Report. **Motion carried.**

Commissioner Killeen requested to add Review of the Procurement Policy to the agenda for August 5, 2020. (Action)

VII. Presentation of the Monthly Finance Report

CFO Durant reporting. A written report was provided for the record. The following Authority Finance accomplishments and noteworthy items were reported:

The FY2021 budget will include year three of the General Fund (GF) reduction plan. Total GF allocated to DWIHN will be budgeted at \$26 million. The GF base calculation and the minimal requirements set forth by MDHHS were included in the report. It should be noted that spend down is a required allocation and should be at a minimum of \$3.1 million. Commissioner Killeen request the CFO to re-send the 5 year General Fund Plan copy from MDHHS to finance committee members for review. (Action)

The legislation has approved the \$2/hr. DCW increase through September 30, 2020; awaiting the Governor's signature and formal communication from MDHHS. DWIHN has developed an HSW incentive payment model to ensure filed slots are maintained and vacant slots are filled with eligible consumers. The incentive is pending MDHHS approval. DWIHN has lost over 60 slots over the past three years resulting in \$25 million of lost revenue.

Outpatient PMPM provider payments have increased up to \$500,000 per month post COVID-19 (as compared to average 12-month pre-COVID payment). 8 of the 10 providers are touching more consumers post COVID-19.

DWIHN is expecting a term sheet from Flagstar regarding the new building loan proposal; CEO will update the board accordingly.

Wayne County Jails has expressed that due to COVID19 and the reduction in jail population, they will not spend the entire \$6 million; they are assessing how much they will spend and will advise DWIHN. In addition, the school success will not spend \$1 million of the \$6 million allocation. MDHHS allows 5% carryover or \$1.7 million.

Third Circuit Court ceased as a primary provider of behavioral health services effective June 2020. The remaining consumers were transferred to an existing children's provider and services will continue in accordance with their IPOS. Third Circuit Court will continue performing GAIN assessments and a small program.

MDHHS has yet to respond to the letter sent in February 2020 requesting to cost settle FY18 and FY19 Autism program.

MDHHS continues to put death recoupment on hold until further notice. DW owes \$8 million to MDHHS which includes the January 2020 recoupment @ \$900,000. The recoupment has been reported in the financial statements.

COVID-19 Pandemic has helped DWIHN in the \$4 million expected shortfall prior to the pandemic, and projections are expected to break even.

Commissioner Killeen called for a motion on the Monthly Finance Report. **Motion:** It was moved by Ms. Brown and supported by Ms. Burrell to accept the Monthly Finance Repor. **Motion carried.**

VIII. Unfinished Business – Staff Recommendations:

A. Board Action #18-32 (Revision 3): Milo Detroit – T. Devon reporting. This board action is a modification to BA 18-32R2 to close out the 2018 contract on a previous Purchase Order. There is an outstanding balance of \$4,816.66. The Chair called for a motion. **Motion:** It was moved by Ms. Brown and supported by Mr. McNamara to move Board Action #18-32 (Revision 3) to Full Board for approval. **Motion carried.**

B. Board Action #20-24 (Revised): Outfront Media – T. Devon reporting. This board action is a modification to BA #20-24 to close out the contract on the previous Purchase Order. There is an outstanding balance on a 2019 invoice of \$1,200. The Chair called for a motion. **Motion:** It was moved by Mr. McNamara and supported by Ms. Burrell to move Board Action #20-24 (Revised) to Full Board for approval. **Motion carried.**

IX. New Business – Staff Recommendations: None

There were no board actions for new business

X. Good and Welfare/Public Comment – The Chair read the Good and Welfare/Public Comment statement. There were no public remarks from the community for Good and Welfare and Public Comment.

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

The meeting adjourned at 3:00 p.m.

FOLLOW-UP ITEMS	A. Update on Operational Efficiency Plan (S. Durant)

FINANCE COMMITTEE

MINUTES

AUGUST 5, 2020

1:00 P.M.

**VIRTUAL
CONFERENCE(BLUEJEANS)**

MEETING CALLED BY	I. Commissioner Tim Killeen, Chair called the meeting to order at 4:28 p.m.
TYPE OF MEETING	Finance Committee Meeting
FACILITATOR	Commissioner Tim Killeen, Chair – Finance Committee
NOTE TAKER	Lillian M. Blackshire, Board Executive Assistant
ATTENDEES	<p>Finance Committee Members Present: Commissioner Tim Killeen, Chair Mr. McNamara, Vice Chair Ms. Dorothy Burrell Dora Brown Angelo Glenn</p> <p>Committee Members Excused: None</p> <p>Board Members Present: Bernard Parker, Chair; Dr. I. Taylor, Vice Chair; Mr. William Riley, III; and Ms. K. Ruth</p> <p>Board Members Excused: None</p> <p>Staff: Stacie Durant, CFO; Willie Brooks, CEO</p> <p>Guests: None</p>

AGENDA TOPICS

II. Roll Call Ms. Lillian Blackshire, Board Liaison

DISCUSSION	Roll Call was taken by Ms. Blackshire and a quorum was present.
III. Committee Member Remarks	The Chair, Commissioner Killeen noted the Budget Hearing had been held directly preceding the Finance Committee and there was a very brief agenda that would be covered. He also welcomed the Board members that had remained present from the Budget Hearing to the Finance Committee meeting.
IV. Approval of Agenda	The Chair, Commissioner Killeen called for any additional items that needed to be added to the agenda. He noted the July Finance Committee minutes would be deferred to the September meeting. The Chair called for a motion. Motion: It was moved by Mr. Glenn and supported by Ms. Brown approval of the agenda as amended. Motion carried.

V. Follow-up Items: Items Follow-up

Item A: Update Operational Efficiency Plan (S. Durant) A written document was provided for the record and a brief overview was provided. She gave an overview of the Habitation Waiver Support (HSW)

Habitation Waiver Support (HSW) (J. Kelly and L. Brown) – The CEO gave a high-level overview of the number of HSW slots lost (60) over the past four years which has resulted in lost revenue opportunities. Effective July 1, 2020 DWIHN implemented an MDHHS approved incentive payment program for the HSW program. There are two components to the program; the first component consisted of T1016 supports coordinator receiving an enhanced rate; the second component consisted of a one-time \$1,000 payment of which a minimum of 50% which must be shared with support coordinator for any new HSW consumer approved by Michigan Department of Health and Human Services (MDHHS).

Status 7/22/20:

DWIHN has received and submitted 26 new applications to MDHHS and 7 have been approved.

The Chair called for a motion to Receive and File the Operational Efficiency Report
Motion: It was moved by Ms. Brown and supported by Mr. Glenn to Receive and File the Operational Efficiency Report. **Motion carried.**

VI. Approval of the Meeting Minutes

The minutes from the meeting of July 1, 2020 were deferred to the September Finance committee meeting.

VII. Presentation of the Monthly Finance Report

S. Durant, CFO presented the Monthly Finance report. A written report was provided for the record which noted the Authority Finance accomplishments and noteworthy items and financial statements.

The Chair, Commissioner Killeen called for a motion on the Monthly Finance Report.
Motion: It was moved by Mr. Parker and supported by Mr. McNamara to accept the Monthly Finance Report. **Motion carried.**

VIII. 2nd Quarter FY20 Board Report for Contracts under \$50K and Cooperative Purchasing

The report was provided at the Finance meeting held in August and is included in the agenda packet for informational purposes.

IX. Procurement Policy

The policy was provided to the Finance Committee and for any new Board members for informational purposes to assist with the overall understanding of Cooperative and Comparative purchasing.

X. Unfinished Business – Staff Recommendations: None

XI. New Business – Staff Recommendations:

A. Board Action #21-04 AssuriCare, LLC – M. Singla reporting. This Board action is requesting approval to purchase a Cloud based platform to provide an Electronic Visit Verification (EVV) along with bi-directional interface with our Electronic Health Record System (MHWIN) as a means of collecting progress

notes. System will place us in compliance with Federal mandate that requires all states to use EVV for Medicaid per member per month.

The Chair, Commissioner Killeen called for motion on Board Action #21-04 **Motion.** It was moved by Mr. Glenn and supported by Mr. McNamara to move Board Action #21-04 to Full Board for approval. There was no further discussion. **Motion carried.**

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

Mr. Steven Boisvenu left a written comment for the Finance Committee regarding vocational services for the IDD population being closed due to COVID-19. The comment was to be handled by staff and a written response to Mr. Boisvenu was to be submitted.

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

The meeting adjourned at 5:04 p.m.

FOLLOW-UP ITEMS	A. Provide a monthly update on the Operational Efficiency Plan (S. Durant)
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**DWIHN Division of Management and Budget
Monthly Finance Report
For the ten months ended July 31, 2020**

Authority Finance accomplishments and noteworthy items:

1. DWIHN issued the \$2.00/hr. DCW increase on July 21, 2020 and August 25, 2020 for the period April 1, through June 30. DWIHN is awaiting further instruction from MDHHS regarding premium pay for all hours worked verses billed hours.
2. DWIHN issued a letter to the MDHHS requesting a waiver of the CMHSP contract limiting the 5% carryover of General Fund. If approved, this waiver would the unspent General Fund to be carried over to FY2021 with no dollar limitations. DWIHN believes this is a contractual policy and not mandated in law and/or regulations. We await a response.
3. Received MDHHS General Fund allocation and DWIHN was awarded \$30.4 million although the 3-year implementation plan should've awarded DWIHN approximately \$26 million. DWIHN has included the additional revenue in the FY21 budget submission.
4. Based on FY2021 Milliman rates and DWIHN May eligibility file, DWIHN is projected to receive an additional \$25 million in Medicaid during fiscal year 20/21. DWIHN has included the additional revenue in the FY21 budget submission.
5. MDHHS has yet to respond to the letter sent in February 2020 requesting to cost settle FY18 and FY19 Autism program.
6. MDHHS continues to put death recoupment on hold until further notice. DW owes \$8 million to MDIHS which includes the January 2020 recoupment @ \$900,000. The recoupment has been reported in the financial statements.

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 = 1.90.

	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL
Authority	1.62	1.25	1.21	1.21	1.53	1.17	1.24	1.04	1.29	1.47	1.48	1.90

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

IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims paid through July 2020, including COVID-19 impact, was approximately \$558.1 million however actual payments were approximately \$524.9 million. The difference represents claims incurred but not reported of \$33.3 million.

Due from other governments – represents amounts owed from the State of Michigan and Federal Government for various grants and contracts.

Due to other governments – includes \$8 million due to MDHHS for death recoupment amount owed; to date, MDHHS has recouped approximately \$900,000 for the month of January 2020.

Detroit Wayne Mental Health Authority
Balance Sheet
As of July 31, 2020

Assets

Mental Health cash and investments	\$ 132,495,185
Other cash and investments	1,000
Receivables	
Due from other governmental units	6,212,444
Accounts receivable	5,893,119
Prepayments and deposits	1,761,175
Total current assets	146,362,923
 Capital assets, net of accumulated depreciation	 13,355,420
 Total Assets	 \$ 159,718,343

Liabilities and Net Position

Liabilities	
Accounts payable	\$ 16,906,767
IBNR Payable	33,266,107
Due to Wayne County	1,869,874
Due to other governments	11,961,875
Accrued wages and benefits	372,046
Deferred revenue	4,060,286
Accrued compensated balances	956,747
Total current liabilities	69,393,702
 Notes Payable	 5,783,667
 Total Liabilities	 75,177,369
 Net Position	
Net investment in capital assets	7,571,754
Unrestricted	76,969,221
 Total Net Position	 84,540,975
 Liabilities and Net Position	 \$ 159,718,344

DETROIT WAYNE MENTAL HEALTH AUTHORITY
Statement of Cash Flows
For the Ten Months Ending July 31, 2020

	Year to Date					
	July 2020					
	Budget	Actual	Variance	Budget		
				Actual		
				Variance		
Operating Revenues						
Federal grants	1,793,133	1,983,062	189,929	17,931,333	16,006,820	(1,924,513)
State grants and contracts	63,911,451	74,022,282	10,110,831	639,114,511	661,506,004	22,391,493
MI Health Link	630,960	714,422	83,462	6,309,603	7,097,900	788,297
Local grants and contracts	1,840,803	2,048,702	207,899	18,408,030	19,681,288	1,273,258
Other charges for services	3,333	1,964	(1,369)	33,333	49,154	15,821
Total Operating Revenues	68,179,680	78,770,432	10,590,752	681,796,810	704,341,166	22,544,356
Operating Expenses						
Salaries	1,678,104	2,004,972	(326,868)	17,019,377	14,688,188	(2,331,189)
Fringe benefits	614,495	632,361	(17,866)	6,248,329	5,716,327	(532,002)
Substance abuse services	4,414,926	2,499,656	1,915,270	44,149,255	40,303,345	(3,845,910)
Autism Services	5,132,123	(650,464)	5,782,587	51,321,232	43,559,388	(7,761,844)
MI HealthLink	630,127	662,152	(32,025)	6,301,269	7,134,669	833,400
Adult Services	21,111,273	20,456,079	655,194	210,746,641	218,600,803	7,854,162
Children Services	6,287,917	4,975,073	1,312,844	62,879,172	62,237,873	(641,299)
Intellectually Disabled	24,791,992	26,283,803	(1,491,811)	247,919,917	251,383,476	3,463,559
Grant Programs	676,528	1,194,982	(518,454)	6,765,284	5,123,245	(1,642,039)
State of Michigan	1,720,849	2,309,074	(588,225)	17,208,490	17,610,233	401,743
Depreciation	128,750	128,750	-	1,287,500	992,851	(294,649)
Other operating	1,100,929	1,037,783	63,146	11,033,677	9,954,641	(1,079,036)
Total Operating Expenses	68,288,013	61,405,471	6,882,542	682,880,143	677,305,039	(5,575,104)
Operating Revenues over (under) Expenses	(108,333)	17,364,961	3,708,210	(1,083,333)	27,036,127	28,119,460
Non-operating Revenues (Expenses)						
Investment Earnings	108,333	52,229	(56,105)	1,083,333	1,044,251	(39,083)
Contributions					116,556	116,556
Total Non-operating Revenues (Expenses)	108,333	52,229	(56,105)	1,083,333	1,160,807	77,473
Change in Net Position	-	17,417,190	3,652,105	-	28,196,934	28,196,933
Net Position - Beginning of year					56,344,041	56,344,041
Net Position - End of Year	-	17,417,190	3,652,105	-	84,540,975	84,540,974

DETROIT WAYNE MENTAL HEALTH AUTHORITY
Statement of Cash Flows
For the Ten Months Ending July 31, 2020

Cash flows from operating activities	
Cash receipts from the state and federal governments	\$ 705,376,657
Cash receipts from the county of Wayne	19,730,442
Payments to suppliers	(680,898,573)
Payments to employees	<u>(20,753,261)</u>
Net cash provided by (used in) operating activities	<u>23,455,265</u>
Cash flows from capital and related financing activities	
Acquisition of capital assets	(534,926)
Payments on notes payable	<u>(426,206)</u>
Net cash provided by (used in) capital and related financing activities	(961,132)
Cash flows from investing activities	
Investment earnings	1,044,251
Proceeds from sale of assets	<u>111,456</u>
Net cash provided by investing activities	<u>1,155,707</u>
Net increase (decrease) in cash and cash equivalents	23,649,840
Cash and investments - beginning of period	<u>108,846,345</u>
Cash and investments - end of period	<u><u>\$ 132,496,185</u></u>
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities	
Operating income (loss)	27,036,127
Adjustments to reconcile operating income (loss) to net cash used in operating activities:	
Depreciation and amortization	992,851
Decreases (increases) in current assets:	
Accounts receivable	11,322,499
Prepayments and deposits	(1,137,889)
Due from other governmental units	11,226,060
Due from Wayne County	
Other assets	
Increases (decreases) in current liabilities:	
Accounts and contracts payable	(64,848,660)
IBNR Payable	33,266,107
Accrued wages	(37,753)
Due to Wayne County	450,159
Due to other governmental units	6,968,389
Deferred revenue	<u>(1,782,626)</u>
Net cash provided by (used in) operating activities	<u><u>\$ 23,455,265</u></u>

Woodward Construction Cost Analysis

Assumptions:

Woodward site	
Construction costs	<u>Expenses</u>
25% down payment	\$ 12,500,000
Total loan amount	\$ (3,125,000)
Interest rate	\$ 9,375,000
Amortization period	4.00%
Annual principle and interest	20 years
Furniture and Fixtures - \$500,000 @ 5 years amortization	\$ 680,000
Building costs (i.e. utilities) @ \$3.50 sq ft 25,000 sq ft	\$ 110,000
Building Maintenance (i.e. security, janitorial, landscaping, insurance)	\$ 87,500
	<u>\$ 1,001,750</u>

Redirection of existing costs to new administrative site

Crisis service provider building rental income (2/3 of square footage)	<u>Savings</u>
New Center One lease termination, including parking	\$ (678,185)
	<u>\$ (300,000)</u>
	\$ 23,565
Net increase/(decrease) in annual operating costs	<u>\$ (978,185)</u>

Note - DWIHN will be the landlord to crisis provider and collect rent and operating costs from provider. DWIHN assumes 3rd floor for admin space; Provider will recoup rental payments through Medicaid billable rates for services rendered in the crisis contract as costs are allowable indirect costs per CFR Part 200.

Analysis does not include absorbing any delegated functions in house

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 20 - 06 R5 Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Michigan Department of Community Health

Contract Title: Fiscal Year (FY) 20 Contractual Agreement Between the Michigan Department of Health and Human Services and Prepaid Inpatient Health Plan (PIHP) – Detroit Wayne Integrated Health Network (DWIHN) for the Medicaid Managed Specialty Supports and Services Program(s), the Healthy Michigan Program and Substance Use Disorder Community Grant Programs.

Address where services are provided: Varies

Presented to Finance Committee at its meeting on: 9/2/2020

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

Amount of Contract: \$ 755,598,558.00 Previous Fiscal Year: \$ 730,891,511.00

Program Type: Modification

Projected Number Served- Year 1: 70,000 Persons Served (previous fiscal year): 70000

Date Contract First Initiated: 10/1/2019

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).

The Detroit Wayne Integrated Health Network (DWIHN) received amended language from the Michigan Department of Health and Human Services (MDHHS) to the current Prepaid Inpatient Health Plan (PIHP) contract for FY 2020. There were specific changes that were identified by MDHHS per Amendment No. 5 and they are as follows: 5.7 COVID-19 DCW Language and 7.0 Provider Stability Plan.

The amount of the contract is (\$755,598,558) and the proposed contract term and period of amendment of (October 1, 2019 – September 30, 2020) will remain the same.

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

Source of Funds:

Fee for Service (Y/N): Y

Revenue	FY 19/20	Annualized
VARIOUS	\$ 755,598,558.00	\$ 755,598,558.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 755,598,558.00	\$ 755,598,558.00

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

Type of contract (Business/Clinical): Clinical

ACCOUNT NUMBER:

In Budget (Y/N)? Y

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Tuesday, August 25, 2020

Signed: Monday, August 24, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 20-26 R4 Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: FY 2019-2020 Operating Budget

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

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

Amount of Contract: \$ 833,066,765.00 Previous Fiscal Year: \$ 832,308,628.00

Program Type: Continuation

Projected Number Served- Year 1: 70,000 Persons Served (previous fiscal year): 70000

Date Contract First Initiated: 10/1/2019

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).

The Detroit Wayne Integrated Health Network is requesting approval for Budget Adjustment#20-35-019. The budget adjustment revises the FY 2020 Budget to reflect the certification of additional Medicaid totaling \$10,604,938 per the Governor's mandate to provide premium pay for specific services primarily related to Direct Care Workers in the DWIHN system the three (3) month period of April 1 through June 30, 2020.

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

Source of Funds: Multiple

Fee for Service (Y/N): N

Revenue	FY 19/20	Annualized
VARIOUS	\$ 833,066,765.00	\$ 833,066,765.00
	\$ 0.00	\$ 0.00

Total Revenue	\$ 833,066,765.00	\$ 833,066,765.00
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Recommendation for contract (Continue/Modify/Discontinue): Modify

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: VARIOUS

In Budget (Y/N)? N

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Friday, August 28, 2020

Signed: Friday, August 28, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-25 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: FY 2020-2021 Operating Budget

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

Proposed Contract Term: 10/1/2020 to 9/30/2021

Amount of Contract: \$ 851,541,622.00 Previous Fiscal Year: \$ 833,066,765.00

Program Type: Continuation

Projected Number Served- Year 1: 70,000 Persons Served (previous fiscal year): 70000

Date Contract First Initiated: 10/1/2020

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).

The Detroit Wayne Integrated Health Network is requesting approval for the FY 2021 Operating Budget. The FY 2021 operating budget, in the amount of \$851,541,622, includes revenues of \$30,449,269 (State General Funds); \$647,753,130 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SED Waiver, HAB); \$7,486,123 (MI Health Link); \$114,952,550 (Healthy MI - Mental Health and Substance Abuse); \$17,686,447 (Wayne County Local Match Funds); \$4,040,539 (PA2 Funds); \$6,634,713 (State Grant portion of OBRA, SUD); \$21,136,201 (Federal Grants/Federal Block Grants/SUD); \$362,650 (Local Grant Revenue); \$1,000,000 (Interest Income); and \$40,000 (Misc Revenue).

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

Source of Funds: Multiple

Fee for Service (Y/N): N

Revenue	FY 20/21	Annualized
VARIOUS	\$ 851,541,622.00	\$ 851,541,622.00

	\$ 0.00	\$ 0.00
Total Revenue	\$ 851,541,622.00	\$ 851,541,622.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: VARIOUS

In Budget (Y/N)? N


Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:

Signed: Friday, August 28, 2020

Signed: Friday, August 28, 2020

DETROIT WAYNE INTEGRATED HEALTH NETWORK
FY 2021 OPERATING BUDGET
FY ENDING SEPTEMBER 30, 2021
BUDGET SUMMARY

MAJOR CATEGORY DESCRIPTION	FY 2019	FY 2020	FY 2021	VARIANCE	EXPLANATION OF VARIANCE
OPERATIONAL REVENUE:	ACTUAL	AMENDED	BUDGET	INC (DEC)	
MEDICAID (CAPITATED AND ENROLLED PROGRAMS)	576,505,864	597,890,565	629,753,130	31,862,565	Medicaid projection for FY21 of an additional \$25 Million. Restored \$8.9M FY 2020 Death Audit reduction
MEDICAID AND HMP HRA PASS THROUGH	30,009,672	22,800,000	30,000,000	7,200,000	HRA Pass-Thru per FY 2019 actuals
MI HEALTH LINK (DUALS DEMO PROJ)	14,033,064	7,571,523	7,486,123	(85,400)	
HEALTHY MICHIGAN PLAN (HMP)	100,393,217	103,331,880	102,952,550	(379,330)	
STATE GENERAL FUNDS	38,866,798	35,206,233	30,449,269	(4,756,964)	State GF revenue based on EGRAMS. No COVID19 supplemental included @ \$501k
LOCAL, STATE, FEDERAL GRANTS	55,104,342	51,034,966	49,860,550	(1,174,416)	Elimination of SUD COVID19 funds
INTEREST INCOME	1,648,084	1,300,000	1,000,000	(300,000)	
OTHER REVENUE	-	40,000	40,000	-	
TOTAL OPERATIONAL REVENUE	\$ 816,561,041	\$ 819,175,167	\$ 851,541,622	\$ 32,366,453	
OPERATIONAL EXPENSES:				INC (DEC)	
ADMINISTRATION	36,167,504	42,891,495	42,291,840	(599,654)	
AUTISM SERVICES (EXCLUDES ADMIN)	61,653,162	61,135,478	61,428,739	293,261	
STATE OF MICHIGAN (State Facilities/Drawdown/IPA Tax)	20,627,268	20,650,188	20,840,188	190,000	
DIRECTS CONTRACTS	643,085,064	607,590,902	644,706,864	37,115,960	Restored to pre COVID payment levels; HRA pass through increase @ \$7.2 million
SUBSTANCE USE DISORDER (EXCLUDE)	55,428,435	52,979,106	53,314,133	335,027	
MI HEALTH LINK (excludes admin)	7,301,450	7,301,450	7,216,050	(85,400)	
NETWORK ACCREDITATIONS	1,438,567	2,337,571	2,337,571	-	
RESIDENTIAL ASSESSMENTS	1,058,548	1,949,621	1,998,712	49,091	
GRANT PROGRAMS	6,348,643	8,289,357	8,307,525	18,168	
COUNTY MENTAL HEALTH PROGRAMS	10,335,185	14,050,000	9,100,000	(4,950,000)	\$3.6M Decrease in 3rd Circuit Court Program; \$1.4M decrease in WC Jail Program
TOTAL OPERATIONAL EXPENSE	\$ 843,443,827	\$ 819,175,167	\$ 851,541,621	\$ 32,366,452	
	(26,882,786)				
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DETROIT WAYNE INTEGRATED HEALTH NETWORK
FY 2021 OPERATING BUDGET
FY ENDING SEPTEMBER 30, 2021
BUDGET USES BY SOURCE

	FY21 BUDGET REQUEST	STATE GEN FUNDS	MEDICAID	HEALTHY MI	OTHER	TOTAL
ADMINISTRATION	42,291,840	1,700,000	33,833,472	4,948,145	1,810,222	42,291,840
AUSTISM SERVICES (EXCLUDES ADMIN)	61,428,739	360,000	61,028,739		40,000	61,428,739
STATE FACILITIES PAYMENT (LOCAL SHARE)	20,840,188		6,912,000	2,688,000	11,240,188	20,840,188
DIRECT CONTRACTS	644,706,864	22,926,266	524,706,060	90,532,097	6,542,442	644,706,864
SUBSTANCE USE DISORDERS (EXCLUDES ADMIN)	53,314,133	-	13,557,939	16,510,458	23,245,736	53,314,133
MI HEALTH LINK (EXCLUDES ADMIN)	7,216,050				7,216,050	7,216,050
RESIDENTIAL ASSESSMENTS	1,998,712	139,910	1,598,970	233,849	25,983	1,998,712
NETWORK ACCREDITATIONS (FORMERLY VCE)	2,337,571	177,206	2,100,674	40,000	19,690	2,337,571
GRANT PROGRAMS (64933 and 64981)	8,307,525	555,887	15,276		7,736,362	8,307,525
COUNTY MENTAL HEALTH PROGRAMS	9,100,000	4,590,000	4,000,000		510,000	9,100,000
TOTAL FY 2021 USES BY SOURCE	851,541,622	30,449,269	647,753,130	114,952,550	58,386,673	851,541,621
TOTAL FY 2021 SOURCES OF REVENUE		30,449,269	647,753,130	114,952,550	58,386,673	851,541,622
VARIANCE (DEFICIT) SURPLUS		(0)	(0)	(0)	0	0

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DETROIT WAYNE INTEGRATED HEALTH NETWORK
FY 2021 OPERATING BUDGET
FY ENDING SEPTEMBER 30, 2021
REVENUE SUMMARY

REVENUE DESCRIPTION	FY 2019		FY 2020		FY 2021		FY20 vs FY21		PERCENT CHANGE	NOTE
	ACTUAL	AMENDED	AMENDED	APPROVED	INC (DEC)	PERCENT				
MEDICAID	528,105,151	533,318,414	564,300,979	30,982,565	5.8%	A				
MEDICAID - DHS INCENTIVE	1,488,397	1,500,000	1,500,000	-	0.0%					
MEDICAID - AUTISM PROGRAM	44,740,186	61,202,151	61,252,151	50,000	0.1%					
MEDICAID - SED WAIVER	1,054,775	915,000	1,300,000	385,000	42.1%					
MEDICAID HRA PASS THROUGH	18,117,484	13,600,000	18,000,000	4,400,000	32.4%	B				
MI HEALTH LINK (ICOs)	14,033,064	7,571,523	7,486,123	(85,400)	-1.1%					
HEALTHY MI PLAN	100,393,217	103,331,880	102,952,550	(379,330)	-0.4%					
HEALTHY MI - HRA PASS THROUGH	11,892,188	9,200,000	12,000,000	2,800,000	30.4%	B				
STATE GENERAL FUNDS	38,866,798	35,206,233	30,449,269	(4,756,964)	-13.5%	C				
COUNTY/LOCAL GENERAL FUNDS	20,990,523	17,686,447	17,686,447	-	0.0%					
COUNTY PUBLIC ACT 2 FUNDS	4,249,771	4,040,539	4,040,539	-	0.0%					
CHILDRENS WAIVER	1,117,354	955,000	1,400,000	445,000	46.6%					
LOCAL GRANTS	164,618	362,650	362,650	-	0.0%					
STATE GRANTS (SUD)	5,248,428	5,457,428	5,257,428	(200,000)	-3.7%					
STATE GRANTS (MHHS)	3,655,565	1,995,886	1,377,285	(618,601)	-31.0%					
FEDERAL GRANTS (SUD)	15,335,348	15,513,747	15,139,774	(373,973)	-2.4%					
FEDERAL GRANTS (MHHS)	5,460,089	5,978,269	5,996,427	18,158	0.3%					
INTEREST INCOME	1,648,084	1,300,000	1,000,000	(300,000)	-23.1%					
MISCELLANEOUS RECEIPTS	-	40,000	40,000	-	0.0%					
TOTAL FY 2020 REVENUE	\$ 816,561,041	\$ 819,175,167	\$ 851,541,622	\$ 32,366,455	4.0%					
		A-3								

DETROIT WAYNE INTEGRATED HEALTH NETWORK
FY 2021 DIRECT CONTRACTS BUDGET REQUEST
FY ENDING SEPTEMBER 30, 2021

CONTRACT DESCRIPTION	FY19 ACTUAL	FY20 AMENDED	FY21 REQUEST	VARIANCE (DEC)	INC
ETHIC FUNDING	707,750	672,106	730,601		58,495
CARVEOUT CONTRACTS	24,177,781	27,779,646	\$21,897,928		(5,881,718)
COMMUNITY LIVING SERVICES - ASO	-	55,206,443	51,206,443		(4,000,000)
ADULT SERVICES	216,239,023	199,545,244	218,033,802		18,488,558
CHILDREN SERVICES	63,773,348	59,290,006	67,773,348		8,483,342
IDD SERVICES	308,177,490	242,297,457	255,064,742		12,767,285
HRA HOSPITAL PAYMENTS	30,009,672	22,800,000	30,000,000		7,200,000
TOTAL DIRECT CONTRACTS \$	643,085,064 \$	607,590,902 \$	644,706,864 \$		37,115,962 \$

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**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-26 Revised: Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: EqualSign Partners

Contract Title: Social Media Management

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

Proposed Contract Term: 10/1/2020 to 9/30/2022

Amount of Contract: \$ 139,000.00 Previous Fiscal Year: \$

Program Type: Continuation

Projected Number Served- Year 1: 1,000,000,000 Persons Served (previous fiscal year): N/A

Date Contract First Initiated: 10/1/2020

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 of a two year contract, including one year renewal option, for the social media management contract in an amount not to exceed \$139,000 (excludes one year renewal option).

In response to a RFP whereby eight (8) proposers responded but two (2) were deemed non-responsive, EqualSign Partners, was recommended in accordance with DWIHN procurement policy.

The scope of services summary includes: (1) Present a thorough social media marketing management campaign utilizing DWIHN's existing accounts that are based on current best practices leveraging several platforms; and (2) Responsible for daily (3-5 daily/weekday social media postings) ranging from DWIHN generated content, daily and topical news.

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

Source of Funds:

Fee for Service (Y/N): Y

Revenue	FY 20/21	Annualized
Multiple	\$ 139,000.00	\$ 139,000.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 139,000.00	\$ 139,000.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64910.901000.00000

In Budget (Y/N)?

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Tuesday, September 1, 2020

Signed: Friday, August 28, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-28 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Services to Enhance Potential

Contract Title: Services to Enhance Potential

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

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

Amount of Contract: \$ 178,000.00 Previous Fiscal Year: \$ 162,975.00

Program Type: Continuation

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

Date Contract First Initiated: 10/1/2020

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).

Detroit Wayne Integrated Health Network (“DWIHN”) is requesting the approval of a three year contract, with a one year renewal option, for providing janitorial services for a total of \$178,000 (excludes the one year option). The services are for the Milwaukee location as currently no one occupies the Woodward location.

Based on the RFP, Services to Enhance Potential (STEP), was the apparent low Bidder, in accordance with DWIHN's procurement policy. Eight (8) solicitations were received and five (5) were deemed responsive.

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

Source of Funds:

Fee for Service (Y/N): N

Revenue	FY 20/21	Annualized
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VARIOUS	\$ 178,000.00	\$ 178,000.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 178,000.00	\$ 178,000.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64922.817010.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:




Signed: Friday, August 28, 2020

Signed: Friday, August 28, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-29 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Outfront Media Inc.

Contract Title: Billboard Management Outreach

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

Proposed Contract Term: 10/15/2020 to 10/15/2023

Amount of Contract: \$ 405,000.00 Previous Fiscal Year: \$

Program Type: Continuation

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

Date Contract First Initiated: 10/15/2020

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 of a three (3) year contract, with up to two (2), two-year renewal options for an amount not to exceed \$405,000 (excludes renewal options). The term was carefully established taking into consideration the volatility of pricing, availability of market indices to tie prices to, potential for a changing pool of available Bidders, departmental needs, and other similar factors.

In response to the RFP, whereby four (4) proposers responded with one deemed non-responsive, Outfront Media Inc, was recommended in accordance with DWIHN procurement policy.

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

Source of Funds:

Fee for Service (Y/N): N

Revenue	FY multi	Annualized
State General Funds	\$ 405,000.00	\$ 405,000.00
	\$ 0.00	\$ 0.00

Total Revenue	\$ 405,000.00	\$ 405,000.00
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Recommendation for contract (Continue/Modify/Discontinue): Continue

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64931.827206.06300

In Budget (Y/N)? Y

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Monday, August 31, 2020

Signed: Friday, August 28, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-30 Revised: Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: International Outdoor, Inc.

Contract Title: Billboard Management Outreach

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

Proposed Contract Term: 10/15/2020 to 10/15/2023

Amount of Contract: \$ 75,000.00 Previous Fiscal Year: \$

Program Type: Continuation

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

Date Contract First Initiated: 10/15/2020

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 of a three (3) year contract, with two (2) 2-year renewal options for an amount not to exceed \$75,000 (excludes the renewal options).

In response to a RFP whereby four (4) proposers responded with one deemed non responsive, International Outdoor Inc was recommended in accordance with DWIHN procurement policy.

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

Source of Funds:

Fee for Service (Y/N): N

Revenue	FY 20/21	Annualized
State General Fund	\$ 75,000.00	\$ 75,000.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 75,000.00	\$ 75,000.00

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

Type of contract (Business/Clinical):

ACCOUNT NUMBER: 64931.827206.06300

In Budget (Y/N)? Y

Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Tuesday, September 1, 2020

Signed: Friday, August 28, 2020

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-31 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/16/2020

Name of Provider: Brooklyn Outdoor, LLC

Contract Title: Billboard Management Outreach

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/2/2020

Proposed Contract Term: 10/15/2020 to 10/15/2023

Amount of Contract: \$ 120,000.00 Previous Fiscal Year: \$

Program Type: Continuation

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

Date Contract First Initiated: 10/15/2020

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 the approval of a three (3) year contract, including two (2) - 2 year renewal options for a total amount not to exceed \$120,000(excludes renewal option).

In response to a RFP whereby four (4) proposers responded with one deemed non-responsive, Brooklyn Outdoor LLC, was recommended in accordance with DWIHN procurement policy. The contract was previously held by Outfront Media.

The contract will be for a term of three (3) years effective upon Board of Directors approval with up to two (2), two-year renewal options. The term was carefully considered taking into consideration the volatility of pricing, availability of market indices to tie prices to, potential for a changing pool of available Bidders, departmental needs, and other similar factors.

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

Source of Funds:

Fee for Service (Y/N): N

Revenue	FY 20/21	Annualized
State General Fund	\$ 120,000.00	\$ 120,000.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 120,000.00	\$ 120,000.00

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

Type of contract (Business/Clinical):

ACCOUNT NUMBER: 64931.827206.06300

In Budget (Y/N)?

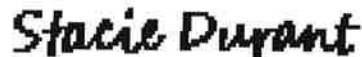
Approved for Submittal to Board:

Willie E. Brooks, President/CEO

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Tuesday, September 1, 2020

Signed: Friday, August 28, 2020