



## **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  
Hotel St. Regis  
3071 W. Grand Blvd.  
Detroit, Michigan 48202  
Monday, September 19, 2022  
2:00 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 – August 3, 2022**
- VII. Presentation of the Monthly Finance Report**
- VIII. 3rd Quarter FY22 Procurement Report for all Procurements Non-Competitive under \$50,000, and all Cooperative Procurements**
- IX. Unfinished Business:**  
Staff Recommendations:
  - a. Board Action #22-12 (Revision 8) Detroit Wayne Integrated Health Network (DWIHN) FY2021/2022 Operating Budget
  - b. Board Action #22-39 (Revision) Allen Law Group - Extension
- X. New Business:**  
Staff Recommendations:
  - a. Board Action #23-05 – Detroit Wayne Integrated Health Network (DWIHN) FY 2022/2023 Operating Budget
  - b. Board Action #23-15 – Detroit Wayne Connect (DWC) Training Platform
  - c. Board Action #23-18 – Comprehension Cybersecurity Risk Assessment
  - d. Board Action #23-30 Public Affairs Associates (PAA)

### **Board of Directors**

Angelo Glenn, Chairperson  
Dorothy Burrell  
Kevin McNamara

Kenya Ruth, Vice Chairperson  
Lynne F. Carter, MD  
Bernard Parker

Dora Brown, Treasurer  
Eva Garza Dewaelsche  
William Phillips

Dr. Cynthia Taueg, Secretary  
Jonathan C. Kinloch



**XI. 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).

**XII. Adjournment**



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### **Responses to Budget Questions – Section #4**

1. Explain the budget variance for Regular Salaries and Wages:

The budget variance of \$280,000 reflects the addition of three (3) new positions: Management Assistant, Data Analyst and Facilities Supervisor. It was previously stated that the variance included seven positions however that included four positions related to the care center which are considered direct service costs opposed to administrative.

2. Explain the budget variance for Miscellaneous Contractual Services:

The budget variance of \$193,981 was incorrect and duplicated a contract. The document has been updated to reflect the correct amount.

### **Responses to Budget Questions – Section A-5.4**

1. What is the distinction in services to justify the cost variation between ACC and Black Family Development, which are similar in size (i.e. population, acuity)?

ACC provides the majority of its services to children/youth that need high intensity, home-based services (where BFDI provides mostly outpatient services and very little home-based service). The population ACC supports has much higher acuity and risk factors associated with them, which not only results in a higher number of visits to support their home-based level of care, but it is also a higher cost program/service. The Home-Based Program is designed to treat children that are at risk of being removed from the community to a more restrictive setting due to severe emotional, behavioral and psychiatric concerns. The Home-Based Program requires that clinicians meet with children and families for a minimum of four (4) hours of intensive face to face intervention per month. This is why two different Providers can serve a similar number of individuals, but have vastly different per member costs.

### **Responses to Budget Questions – Section A-6.1**

1. What is the distinction in services to justify the cost variation between DRMM and the average costs per member (i.e. population, acuity)?

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Bernard Parker

Dr. Cynthia Taueg, Secretary  
Michelle Jawad  
William Phillips



DRMM’s costs included a Stability Payment of \$557,000 for fiscal year ended September 30, 2021. Once adjusted, the Cost Per Member rate is \$4,394 which is consistent with the average cost per member for the population.

2. Since the implementation of the 29-day authorization period for SUD residential, what impact (if any) did it have on recidivism?

	# Admissions	Paid Amount	Average LOS	Days	%			Cost per Day
					Admissions	% Paid	% Days	
<b>FY17</b>	<b>6,445</b>	<b>\$18,058,572</b>	<b>25.9</b>	<b>167,094</b>				
No	5,241	\$15,374,375	26.9	141,046	81.3%	85.1%	84.4%	\$109
Recidivism	1,204	\$2,684,197	21.6	26,048	18.7%	14.9%	18.5%	\$103
<b>FY18</b>	<b>7,127</b>	<b>\$17,922,233</b>	<b>20.3</b>	<b>144,693</b>				
No	5,161	\$13,648,152	21.0	108,172	72.4%	76.2%	74.8%	\$126
Recidivism	1,966	\$4,274,081	18.6	36,521	27.6%	23.8%	33.8%	\$117
<b>FY19</b>	<b>7,129</b>	<b>\$14,833,917</b>	<b>15.5</b>	<b>110,576</b>				
No	5,394	\$12,160,193	16.6	89,562	75.7%	82.0%	81.0%	\$136
Recidivism	1,735	\$2,673,724	12.1	21,014	24.3%	18.0%	23.5%	\$127
<b>FY20</b>	<b>5,672</b>	<b>\$13,190,536</b>	<b>14.9</b>	<b>84,414</b>				
No	4,473	\$11,129,263	15.9	71,043	78.9%	84.4%	84.2%	\$157
Recidivism	1,199	\$2,061,273	11.2	13,371	21.1%	15.6%	18.8%	\$154
<b>FY21</b>	<b>4,742</b>	<b>\$12,261,999</b>	<b>15.4</b>	<b>72,859</b>				
No	3,744	\$10,432,176	16.5	61,872	79.0%	85.1%	84.9%	\$169
Recidivism	998	\$1,829,822	11.0	10,987	21.0%	14.9%	17.8%	\$167
<b>FY22 (Partial Year)</b>	<b>3,991</b>	<b>\$11,151,522</b>	<b>15.8</b>	<b>62,990</b>				
No	3,190	\$9,621,546	16.9	53,949	79.9%	86.3%	85.6%	\$178
Recidivism	801	\$1,529,976	11.3	9,041	20.1%	13.7%	16.8%	\$169

Based on the chart above, prior to February 2019, DWIHN authorized up to 45 days of residential treatment services. Recidivism is defined by MDHHS as a member returning for treatment within 30 days of discharge. In FY17 and FY18, when the 45-day authorization period was in place, 18.7% and 27.6%, respectively, of members returned for services after the initial discharge. In FY20, and FY21, when the authorization period was reduced to 29 days, 21.1% and 21%, respectively, of members returned for services after the initial discharge. During FY19, the transition between 45 and 29 days went into effect therefore the data is not comparable. It appears that the number of days in the authorization period has not correlation to the recidivism. **Members are authorized based on medical necessity and will receive treatment on an individual basis.**

# FINANCE COMMITTEE

**MINUTES**

**AUGUST 3, 2022**

**1:00 A.M.**

**3701 W. GRAND BLVD.  
DETROIT, MI 48202  
(HYBRID/ZOOM)**

<b>MEETING CALLED BY</b>	I. Ms. Dora Brown, Chair, called the meeting to order at 1:18 p.m.
<b>TYPE OF MEETING</b>	Finance Committee Meeting
<b>FACILITATOR</b>	Ms. Dora Brown, Chair
<b>NOTE TAKER</b>	Lillian M. Blackshire, Board Liaison
<b>ATTENDEES</b>	<p><b>Finance Committee Members Present:</b>                      Ms. Dora Brown, Chair                      Mr. Kevin McNamara, Vice Chair                      Ms. Eva Garza Dewaelsche                      Mr. Bernard Parker                      Ms. Kenya Ruth</p> <p><b>Committee Members Excused:</b> None</p> <p><b>Board Members Present:</b>                      Mr. Angelo Glenn, Board Chair                      Ms. Dorothy Burrell                      Mr. William Phillips                      Dr. Cynthia Taueg</p> <p><b>Board Members Excused:</b> None</p> <p><b>Staff:</b> Mr. Eric Doeh, CEO; Ms. Stacie Durant, CFO; Ms. Yolanda Turner, Deputy Legal Counsel; Mr. Manny Singla, Chief Network Officer; Ms. Jean Mira, Procurement Manager; Ms. Brooke Blackwell, Chief of Staff; and Ms. Sheree Jackson, Corporate Compliance Officer</p> <p><b>Guests:</b> None</p>

**AGENDA TOPICS**

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

<b>II. Roll Call</b>	Roll Call was taken by Ms. Lillian M. Blackshire, Board Liaison and a quorum was present.
<b>III. Committee Member Remarks</b>	The Chair, Ms. Dora Brown called for Committee member remarks. None

#### **IV. Approval of Agenda**

The Chair, Ms. Brown 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 Ms. Garza Dewaelsche approval of the agenda. **Motion carried.**

#### **V. Follow-up Items:**

Updates, if any, on the General Fund had been requested by the Committee. S. Durant, CFO noted there was an excess in General Fund and this item would be discussed in the Monthly Finance Report.

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

The Chair Ms. Brown called for a motion on the Finance Committee minutes from the meeting of Wednesday, July 6, 2022. **Motion:** It was moved by Mr. Parker and supported by Ms. Ruth approval of the Finance Committee minutes with any necessary corrections from the meeting of Wednesday, July 6, 2022. 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 the nine months ended June 30, 2022 was provided for the record. Network Finance accomplishments and noteworthy items were as follows:

1. DWIHN issued the first of three 5% one-time supplemental rate increases for claims submitted through March 31, 2022 in the amount of \$13.4 million. Second installment will be processed in September 2022 for claims submitted April 1 – June 30, 2022. This will represent approximately six (6) months of activity. Discussion ensued regarding the timing of the payments and utilization during the period.

2. DWIHN issued stability letters to fifteen (15) Skilled Building and Supported Employment providers and seven (7) responded. DWIHN funded 100% of provider projected losses totaling \$1.4 million dollars. Discussion ensued regarding providers that did not respond to letter for assistance.

3. MDHHS reduced Medicaid Capitation rates by 2.9% which is approximately \$24 million for DWIHN. The FY23 Operating Budget will reflect the reduction and will not have an impact on members served. DWIHN will amend the budget accordingly based on the first quarter actual revenue receipts.

4. DWIHN has approximately \$1.5 million in excess General Fund to allocate to three General Fund Non-Medicaid programs: (1) The Children's Center Adoption program (\$500,000); (2) Starfish Behavioral Health Professional Program (\$500,000); and (3) The WC Prosecutors Mental Health Expediated Plea Program (\$525,000). The board actions will be presented to Program Compliance in August for approval. Discussion ensued regarding the selection of the programs that would receive funds from the \$1.5 million in excess General Fund. It was requested that the Program Compliance Committee have a discussion on how the programs were selected and review any other programs that could have used the monies; it was also noted that the cost has to be incurred by September 30, 2022. Discussion ensued on how and why there was an excess in General Funds. Ms. Brown, Committee Chair commended the staff on a job well done with spending and noted that having only \$1.5 million dollars in excess funds given the total budget was outstanding.

Cash flow is very stable and should continue to remain strong throughout the year as liquidity ration =2.78.

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

B. Due from other governments – comprise various local, state and federal amounts due to DWIHN. The account balance primarily related \$7.4 million in HRA payments due from MDHHS for pass through to community hospitals; \$5.0 million due from MDHHS for SUD and MH block grant.

C. Accounts receivable and allowance for uncollectible – Approximately \$4.5 million due from Wayne County for 2<sup>nd</sup> and 3<sup>rd</sup> quarter PA2 and \$1.4 million for the monthly match payment. In addition, approximately \$1.0 due from the ICO's for cost settlements; \$1.0 million due from CLS for prior year cost settlement. DWIHN recorded \$.5 million in an allowance for two SUD providers due to length of amount owed and likelihood of collections.

D. IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through June 30, 2022 including DCW hazard pay and 5% rate increases, was approximately \$550.4 million however actual payments were approximately \$479.6 million. The difference represents claims incurred but not reported and paid of \$70.8 million.

E. Due to other governments – includes \$8 million due to MDHHS for death recoupment and \$12.3 million for the FY21 hazard pay cost settlement and \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5%. Discussion ensued regarding Hazard pay which is now at \$2.35 which is for specific CPT Codes that the government has provided and determines which services are eligible for Hazard pay. This is a pass-through cost through the PIHP's to the providers.

F. Federal revenue/grant program expenses and SUD expenses – variance due to lack of spending for the \$5.9 million COVID SUD grant and \$3.7 million Tri County Crisis grant. Please refer to FY22 budget board action whereby DWIHN decertifying \$3.9 million in COVID and SUD block grants.

G. State grants and contracts – The variance of \$10.2 million primary consist of the estimated amount of DCW hazard pay DWIHN estimated will be cost settled and returned to MDHHS at year end.

H. SUD, Adult, IDD, and Children services - \$67 million variance due to impact of COVID, the workforce shortages and timing in services and payment (i.e. summer programs, financial stability payments).

There was no further discussion. The Chair, Ms. Brown noted the Monthly Finance Report ended May 31, 2022 was received and filed.

**VIII. 3<sup>rd</sup> Quarter FY22 Procurement Report for all Procurements Non-Competitive under \$50,000 and all Cooperative Procurements.** S. Durant, CFO reported. A written document was provided to the committee and for the record. Mr. Parker recommended that in the essence of time and because the Budget Hearing was scheduled to begin at 1:30 the report be deferred to the September meeting. Report will be provided at the Finance Committee meeting scheduled for Wednesday, September 7, 2022.

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

**a. Board Action #22-12 (Revision 7) – Detroit Wayne Integrated Health Network (DWIHN) FY 2021-2022 Operating Budget.** The Chair called for a motion. **Motion:** It was moved by Mr. McNamara and supported by Ms. Garza. Dewaelsche approval of BA #22-12 (Revision 7) S. Durant, Chief Financial Officer reported. This board action is requesting Board approval to decertify the FY22 Operating Budget by reducing Substance Use Disorder (SUD) Federal Grant revenue by \$3,585,364 (SUD COVID grants @\$2,970,525; SUD Women’s Post-Partum and WSS grants @\$614,839) per the July 21, 2022 communication from the Michigan Department of Health and Human Services. The reduction is consistent with the projected amount of expenses incurred in the fiscal year and will have no negative impact on the providers or members served. There was no further discussion. **Motion carried.**

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

**a. Board Action #22-65 Wayne State University ECHO Survey Adults and Children.** The Chair called for a motion. **Motion:** It was moved by Mr. Parker and supported by Ms. Ruth approval of BA#22-65. M. Vasconcellos, Director of Customer Service reported. This board action is requesting board approval for Wayne State University Center for Urban Studies to administer two adults and the ECHO survey for children for a total of \$121,074. (FY22@30,269; FY23@\$90,805) Terms; July 1,2022 – June 30, 2023. The Customer Service unit is responsible for measuring various satisfaction and member experience, particularly related to NCQA requirements. It has been established and accepted by NCQA that the ECHO Survey is fully recognized as an acceptable tool for measuring the experience of care and outcome for Managed Behavioral Healthcare Organizations. 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 Chair, Ms. Brown called for a motion to adjourn. **Motion:** It was moved by Mr. Ruth and supported by Mr. Glenn to adjourn the meeting. **Motion carried.** The meeting adjourned at 2:11 p.m.

<b>FOLLOW-UP ITEMS</b>		
None.		



**DWIHN Division of Management and Budget  
Monthly Finance Report  
For the ten months ended July 31, 2022**

**DWIHN Finance accomplishments and noteworthy items:**

1. DWIHN executed two Flagstar loan agreements consistent with the approved board actions totaling \$25.3 million for the Milwaukee and Woodward buildings.

**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 = 3.32.

	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL
DWIHN	3.13	3.13	3.13	2.50	2.79	2.49	2.44	2.72	2.75	3.08	2.78	3.32

- (A) Cash and Investments – comprise of funds held by three (3) investment manager, First Independence CDARS, Comerica, and Flagstar accounts.
- (B) Due from other governments and accounts receivable – comprise various local, state and federal amounts due to DWIHN. The account balance primarily related \$5.0 million due from MDHHS for SUD and MH block grant. Approximately \$2.2 million due from Wayne County for 3<sup>rd</sup> quarter PA2 and \$1.4 million for the monthly match payment. In addition, approximately \$1.0 due from the ICO’s for cost settlements; \$1.0 million due from CLS for prior year cost settlement. DWIHN recorded \$.5 million in an allowance for two SUD providers due to length of amount owed and likelihood of collections.
- (C) Prepayment and deposits – amount represent \$1.4 million on stability payments made to skill building and supported employment providers for the fiscal year ended September 30, 2022. Claims will be adjusted after year end to recognize the expense and reduce the prepayment.
- (D) IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through July 31, 2022, including DCW hazard pay and one time 5% rate increase, was approximately \$593.3 million however actual payments were approximately \$547.9 million. The difference represents claims incurred but not reported and paid of \$45.4 million.
- (E) Due to other governments – includes \$8 million due to MDHHS for death recoupment, \$12.3 million for the FY21 hazard pay cost settlement and \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5%.
- (F) Federal/State grants and contracts– The net \$5.3 million variance is due to lack of spending for the \$3.7 million Tri County Crisis grant. In addition, the SUD federal portion will be reclassified to state as part of the year end closing entries.
- (G) SUD, Adult, IDD, and Children services – \$85 million variance due to impact of COVID, the workforce shortages and timing in services and payment (i.e. summer programs, financial stability payments). In addition, the IBNR is an estimated calculation and could vary several million.

**DETROIT WAYNE INTEGRATED HEALTH NETWORK**

Statement of Net Position

As of July 31, 2022

**Assets**

Cash and investments	\$ 287,395,720	A
Investments in Internal Service Fund	58,819,171	A
Other cash and investments	1,000	A
Receivables		
Due from other governmental units	5,273,187	B
Accounts receivable	4,932,737	B
Less: allowance for uncollectible	(487,838)	B
Prepayments and deposits	1,987,540	C
Total current assets	<u>357,921,517</u>	
Capital assets, net of accumulated depreciation	<u>13,814,648</u>	
<b>Total Assets</b>	<b><u><u>\$ 371,736,165</u></u></b>	

**Liabilities and Net Position**

**Liabilities**

Accounts payable	\$ 31,747,035	
IBNR Payable	45,389,915	D
Due to Wayne County	1,097,891	
Due to other governments	23,806,759	E
Accrued wages and benefits	505,337	
Unearned revenue	332,273	
Accrued compensated balances	1,357,485	
Total current liabilities	<u>104,236,695</u>	
Notes Payable	<u>5,007,859</u>	
<b>Total Liabilities</b>	<b><u><u>109,244,554</u></u></b>	
<b>Net Position</b>		
Net investment in capital assets	8,806,789	
Unrestricted - PA2 funds	6,264,131	
Internal Service Fund	59,717,016	
Unrestricted	<u>187,703,675</u>	
<b>Total Net Position</b>	<b><u><u>262,491,611</u></u></b>	
<b>Liabilities and Net Position</b>	<b><u><u>\$ 371,736,165</u></u></b>	
Cash remaining if all liabilities were paid with no consideration of the sell of capital assets	\$ 236,970,337	

**DETROIT WAYNE INTEGRATED HEALTH NETWORK**  
**Statement of Revenues, Expenses and Changes to Net Position**  
**For the Ten Months Ending July 31, 2022**

	July 2022			Year to Date		
	Budget	Actual	Variance	Budget	Actual	Variance
<b>Operating Revenues</b>						
Federal grants	\$ 2,235,172	\$ 2,302,832	\$ 67,660	\$ 22,351,718	\$ 13,898,919	\$ (8,452,799) <b>F</b>
State grants and contracts	76,172,710	69,103,059	(7,069,651)	761,727,097	764,895,877	3,168,780 <b>F</b>
Prior year Medicaid and GF carryover	-	-	-	-	41,280,671	41,280,671
MI Health Link	823,844	643,155	(180,689)	8,238,436	7,581,214	(657,222)
Local grants and contracts	1,830,665	2,457,513	626,848	18,306,655	20,397,663	2,091,008
Other charges for services	3,333	-	(3,333)	33,333	64,310	30,977
<b>Total Operating Revenues</b>	<b>81,065,724</b>	<b>74,506,559</b>	<b>(6,559,165)</b>	<b>810,657,239</b>	<b>848,118,654</b>	<b>37,461,415</b>
<b>Operating Expenses</b>						
Salaries	\$ 2,009,834	\$ 2,749,754	\$ (739,920)	\$ 20,053,095	\$ 19,707,708	\$ 345,387
Fringe benefits	762,486	893,951	(131,465)	7,624,865	7,692,331	(67,466)
Substance abuse services	4,180,965	2,900,272	1,280,693	41,809,654	33,616,832	8,192,822 <b>G</b>
Autism Services	5,935,353	3,053,913	2,881,440	59,353,529	53,004,710	6,348,819 <b>G</b>
MI HealthLink	823,010	1,191,799	(368,789)	8,230,103	9,072,185	(842,082)
Adult Services	24,908,844	21,848,813	3,060,031	249,153,681	233,041,480	16,112,201 <b>G</b>
Children Services	7,375,936	9,796,824	(2,420,888)	73,759,359	52,612,378	21,146,981 <b>G</b>
Intellectual Developmental Disabled	31,572,222	23,324,313	8,247,909	315,722,223	281,624,051	34,098,172 <b>G</b>
Grant Programs	1,154,094	1,347,286	(193,192)	11,540,941	6,509,060	5,031,881
State of Michigan	1,652,516	1,162,973	489,543	16,525,157	15,397,831	1,127,326
Depreciation	147,233	-	147,233	1,472,328	758,309	714,019
Other operating	626,564	459,012	167,552	6,245,637	4,349,488	1,896,149
<b>Total Operating Expenses</b>	<b>81,149,057</b>	<b>68,728,910</b>	<b>12,420,147</b>	<b>811,490,572</b>	<b>717,386,363</b>	<b>94,104,209</b>
Operating Revenues over (under) Expenses	(83,333)	5,777,649	(18,979,312)	(833,333)	130,732,291	131,565,624
<b>Non-operating Revenues (Expenses)</b>						
Investment Earnings	83,333	(83,367)	(166,700)	833,333	(1,033,675)	(1,867,008)
Contributions	-	-	-	-	7,220	7,220
<b>Total Non-operating Revenues (Expenses)</b>	<b>83,333</b>	<b>(83,367)</b>	<b>(166,700)</b>	<b>833,333</b>	<b>(1,026,455)</b>	<b>(1,859,788)</b>
<b>Change in Net Position</b>	<b>-</b>	<b>5,694,282</b>	<b>(19,146,012)</b>	<b>-</b>	<b>129,705,836</b>	<b>129,705,836</b>
Net Position - Beginning of year					132,785,775	132,785,775
<b>Net Position - End of Year</b>	<b>\$ -</b>	<b>\$ 5,694,282</b>	<b>\$ (19,146,012)</b>	<b>\$ -</b>	<b>\$ 262,491,611</b>	<b>\$ 262,491,611</b>

**DETROIT WAYNE INTEGRATED HEALTH NETWORK**  
**Statement of Cash Flows**  
For the Ten Months Ending July 31, 2022

<b>Cash flows from operating activities</b>	
Cash receipts from the state and federal governments	\$ 804,286,373
Cash receipts from local sources and customers	20,461,974
Payments to suppliers	(744,043,948)
Payments to employees	<u>(28,367,963)</u>
<b>Net cash provided by (used in) operating activities</b>	<b><u>52,336,435</u></b>
<b>Cash flows from capital and related financing activities</b>	
Acquisition of capital assets	(1,612,498)
Principle and interest paid on capital debt	<u>(227,379)</u>
<b>Net cash provided by (used in) capital and related financing activities</b>	<b>(1,839,877)</b>
<b>Cash flows from investing activities</b>	
Interest received on investments	(1,033,675)
Proceeds from sale of assets	<u>7,220</u>
<b>Net cash provided by investing activities</b>	<b><u>(1,026,455)</u></b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>49,470,103</b>
<b>Cash and investments - beginning of period</b>	<b><u>296,745,788</u></b>
<b>Cash and investments - end of period</b>	<b><u><u>\$ 346,215,891</u></u></b>
<b>Reconciliation of operating income (loss) to net cash provided by (used in) operating activities</b>	
Operating income (loss)	\$ 130,732,291
Adjustments to reconcile operating income (loss) to net cash used in operating activities:	
Depreciation	758,309
Decreases (increases) in current assets:	
Accounts receivable	2,420,921
Prepayments and deposits	(1,612,143)
Due from other governmental units	16,018,201
Increases (decreases) in current liabilities:	
Accounts and contracts payable	(99,358,243)
IBNR Payable	45,389,915
Accrued wages	(619,883)
Due to Wayne County	1,097,891
Due to other governmental units	(681,394)
Unearned revenue	<u>(41,809,430)</u>
<b>Net cash provided by (used in) operating activities</b>	<b><u><u>\$ 52,336,435</u></u></b>
Bank balance comprise the following @ July 31, 2022:	
Flagstar (\$2.1 million restricted for loan account)	\$ 244,959,896
Investment Managers	80,825,781
First Independence Bank (CDARS)	19,936,601
Comerica	<u>1,003,152</u>
	<b>\$ 346,725,430</b>



**Detroit Wayne  
Integrated Health Network**

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

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

**MEMO**

**Date:** July 22, 2022

**To:** Ms. Dora Brown, Chair  
Finance Committee

**From:** Jean Mira  
Procurement Administrator

**Re:** Third Quarter FY22 – Board Report for Procurements  
Non-Competitive Under \$50,000 and All Cooperative Purchasing and  
Emergency Procurements

In accordance with DWHN Procurement Policy (Article 2.B.1 (b) Article 2.B.2 (c) and Article 2.B.7 (g)) the attached report is being submitted for all non-competitive procurements under \$50,000 for the 3rd Quarter FY 2022 (April 1, 2022 to June 30, 2022). This report includes all cooperative purchases, including those over \$50,000, the total of all non-competitive procurements made in this quarter.

Contracts over \$50,000 are not included individually, as those procurements were previously approved by the Board via a Board Action, nor any other procurements previously approved per an approved 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 or crossing fiscal years contract.

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

Attachment

**Board of Directors**

Angelo Glenn, Chairperson  
Dorothy Burrell  
Jonathan C. Kinloch

Kenya Ruth, Vice Chairperson  
Lynne F. Carter, MD  
Kevin McNamara

Dora Brown, Treasurer  
Eva Garza Dewaelsche  
Bernard Parker

Dr. Cynthia Tauog, Secretary  
Michelle Jawad  
William Phillips



Vendor Name	City	State	Zip Code	Document Date	PO Number	Description	DepartmentId	Subtotal	Comment ID	Comment[1]	PolicyId
Accuform Printing & Graphics, Inc.	Detroit	MI	48228	6/6/2022	PO22200316	Logo Decals for Hard Hats	ADMIN	\$ 139.00	SM PUR	Small Purchase under	ADMIN
Amazon Capital Services, Inc.	Seattle	WA	98109	4/1/2022	PO22200271	Audio/visual Wireless Transmitter & receiver, warranty, & cables	TECH	\$ 327.69	SM PUR	Small Purchase under	TECH
Amazon Capital Services, Inc.	Seattle	WA	98109	4/5/2022	PO22200273	HDMI Splitter Adapter Cable	TECH	\$ 15.24	SM PUR	Small Purchase under	TECH
American Psychological Association Inc	Washington	DC	20002	6/24/2022	PO22200327	Job Posting Ads	ADMIN	\$ 1,499.00	SM PUR	Small Purchase under	PERSONNEL
Best Buy Stores L.P.	Richfield	MN	55423	5/18/2022	PO22200303	Best Buy Laptop Purchases for ELT	TECH	\$ 4,499.94	SM PUR	Small Purchase under	TECH
BLAC Inc	Detroit	MI	48202	4/7/2022	PO22200275	BLAC Inc - DWIHN/Police Partnership Program	INTEG	\$ 30,000.00	CS	Comparative Source	INTEG
Bromberg & Associates, LLC	Hamtramck	MI	48212	4/4/2022	BO22290027	Language Translations Services	CUSTOMER	\$ 120,000.00	C	Cooperative Purchase	64914
BSB Communications Inc	Sterling Heights	MI	48314	5/23/2022	BO22290037	Prepaid Support Phone Services	TECH	\$ 10,000.00	C	Cooperative Purchase	TECH
Burpee Man LLC	Garden City	MI	48135	4/18/2022	PO22200280	Name Plates	ADMIN	\$ 25.00	SM PUR	Small Purchase under	ADMIN
CDW Government LLC	Vernon Hills	IL	60061	4/1/2022	PO22200269	Brother Laser Jet Printers	TECH	\$ 968.97	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	4/4/2022	PO22200270	SPSS 27 Data Measurement Software - 1Yr	TECH	\$ 1,180.00	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	4/25/2022	PO22200283	Back-up Tapes	TECH	\$ 1,319.70	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	5/17/2022	PO22200301	Power Supply replacement part	TECH	\$ 163.93	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	5/20/2022	BO22290034	Zohos ManageEngine ServiceDesk Plus Annual Renewal	TECH	\$ 12,595.00	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	5/20/2022	BO22290035	Sophos Central Renewal 2022	TECH	\$ 11,487.60	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	5/23/2022	BO22290036	Hardware/Software Office 365 Backup	TECH	\$ 21,460.97	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	6/10/2022	PO22200319	APC Replacement Battery	TECH	\$ 1,453.64	C	Cooperative Purchase	TECH
CDW Government LLC	Vernon Hills	IL	60061	6/10/2022	PO22200319	APC Replacement Battery	TECH	\$ 1,453.64	C	Cooperative Purchase	TECH
Cognos Marketing LLC	Detroit	MI	48202	6/30/2022	BO22290041	TV Studio Rental Space	ADMIN	\$ 49,300.00	CS	Comparative Source	ADMIN
Corrigan Moving and Storage Company				5/31/2022	PO22200310	Corrigan E-Waste Removal and Destruction	TECH	\$ 2,500.00	SM PUR	Small Purchase under	TECH
Detroit Free Press Inc	Detroit	MI	48226	6/24/2022	PO22200328	Posting Job Ads	ADMIN	\$ 4,975.50	SM PUR	Small Purchase under	PERSONNEL
Diligent Corporation	Washington	DC	20036	5/5/2022	BO22290030	Directorpoint Board Portal Software Annual Renewal	TECH	\$ 9,839.81	CS	Comparative Source	TECH
Energage LLC	Exton	PA	19341	6/7/2022	PO22200318	Employee Engagement Survey - Annual Subscription	ADMIN	\$ 13,250.00	SS	Sole Source	ADMIN
Everybody-VS-Stigma	Plymouth	MI	48170	5/24/2022	PO22200307	Staff Appreciation T-Shirts	ADMIN	\$ 7,425.00	SM PUR	Small Purchase under	ADMIN
Hughes, Brandon	Southgate	MI	48195	6/16/2022	PO22200322	Photography Services - Groundbreaking Ceremony	ADMIN	\$ 800.00	SM PUR	Small Purchase under	ADMIN
Jackson, Melvin	Detroit	MI	48223	4/29/2022	PO22200289	Building clean out & misc. moving services	FACILITIES	\$ 9,500.00	SM PUR	Small Purchase under	FACILITIES

Lume Cube Inc	Carlsbad	CA	92008	6/6/2022	PO22200317	Ring Lights	ADMIN	\$ 611.97	SM PUR	Small Purchase under	ADMIN
Metro Parent LLC	Ferndale	MI	48220	5/12/2022	PO22200299	FY22 Communications Metro Parent	SUD	\$ 5,000.00	CS	Comparative Source	SUD
Michigan Assoc of Comm Mental Health Boa	Lansing	MI	48933	6/21/2022	PO22200323	RECIPIENT RIGHTS BOOKS	RIGHTS	\$ 2,500.00	SM PUR	Small Purchase under	RIGHTS
Michigan Chronicle Publishing Co.	Detroit	MI	48226	4/19/2022	PO22200281	Mental Health Tab for May	ADMIN	\$ 1,500.00	SM PUR	Small Purchase under	ADMIN
NCQA Publications	Washington	DC	20036	6/23/2022	PO22200326	Quality Compass 2022 Medicaid-Trended Data MY2021, MY 2020, MY 2019 Product	ADMIN	\$ 7,310.25	SS	Sole Source	ADMIN
NJE Enterprises	Detroit	MI	48243	6/28/2022	PO22200330	Promotional/Marketing Items	CHILD	\$ 2,264.34	SM PUR	Small Purchase under	CHILDREN
NSS of Southfield, Limited Partnership	Farmington Hills	MI	48334	5/13/2022	BO22290032	Offsite storage for audio equipment and various department files	FACILITIES	\$ 8,255.00	SM PUR	Small Purchase under	FACILITIES
Outfront Media Inc.	Fairfield	NJ	07004	6/6/2022	PO22200315	Temporary Signage for 707 W. Milwaukee	ADMIN	\$ 2,850.00	SM PUR	Small Purchase under	ADMIN
Premier Group Associates, LC	Detroit	MI	8226-341	6/13/2022	BO22290040	Landscaping Services	FACILITIES	\$ 3,840.00	SM PUR	Small Purchase under	FACILITIES
Robin Schwartz PR	Huntington Woods	MI	48070	4/27/2022	PO22200287	Provider Recruitment Video Project	ADMIN	\$ 3,500.00	SM PUR	Small Purchase under	ADMIN
Siemens Industry Inc	Buffalo Grove	IL	60089-454	5/31/2022	BO22290039	Fire Alarm Monitoring/Testing/Maintenance	FACILITIES	\$ 21,512.00			FACILITIES
State Bar of Michigan	Grand Rapids	MI	9501-140	6/24/2022	PO22200329	Membership Subscription	ADMIN	\$ 764.10	SM PUR	Small Purchase under	PERSONNEL
Williams Electrical & Telecommunications Co. Inc	Detroit	MI	8213-110	6/29/2022	PO22200337	Temporary Construction Power	FACILITIES	\$ 28,550.00	CS	Comparative Source	FACILITIES
Zoom Video Communications Inc	San Jose	CA	95113	5/31/2022	BO22290038	Zoom Video Telephony and Online Chat services software Renewal	TECH	\$ 34,394.00	ODIFICATIO	--NOTICE-- THIS IS	NINTEG

<b>Grand Total</b>	<b>\$ 439,031.29</b>
<b>Wayne County Total</b>	<b>\$ 258,318.84</b>
<b>IT Total</b>	<b>\$ 111,160.13</b>
<b>Grand Total w/o IT</b>	<b>\$ 327,871.16</b>

<b>Contract Percentage</b>
Wayne County - 58.84
Out County - 41.16

<b>Funding Percentage w/o IT</b>
Wayne County - 78.79
Out County - 21.21

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 22-12 R8 Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: FY 2021-2022 Operating Budget

Address where services are provided: None

Presented to Finance Committee at its meeting on: 9/7/2022

Proposed Contract Term: 10/1/2021 to 9/30/2022

Amount of Contract: \$ 969,569,088.00 Previous Fiscal Year: \$ 927,640,119.00

Program Type: Modification

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

Date Contract First Initiated: 10/1/2021

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).

Staff requests Board approval to decertify revenue of \$156,866 per Amendment #3 of the FY22 MDHHS Comprehensive Services for Behavioral Health grant allocation to DWIHN as follows:

1. Certify State General Fund dollars of \$172,150 per the allocation of an additional \$34,430 for each of the five (5) Multicultural Programs; and,
2. De-certify Federal Grant Funds of \$329,016 per the reduction of the Clubhouse Engagement Program from \$354,016 to \$25,000.

Additionally, the budget amendment reflects the addition of 6 Part Time staff to the DWIHN Call Center to assist in the delivery of service to Wayne County residents. The positions are funded with revenue certified under BA #22-12R6 and result in no additional increase to the budget.

The revised FY22 Operating budget, in the amount of \$969,569,088, includes revenue of: \$26,127,235 (State General Funds); \$734,078,119 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SED Waiver, HAB); \$9,886,123 (MI Health Link); \$132,764,386 (Healthy MI-Medicaid and Substance Use Disorders (SUD)); \$17,686,447 (Wayne County Local Match); \$4,040,539 (Public Act 2 Fuds); \$4,988,982 (State Grant portion of OBRA and SUD); \$38,716,257 (Federal Grant Funds); \$241,000 (Local Grant Funds); \$1,000,000 (Interest Income); and \$40,000 (Miscellaneous Revenue).



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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 21/22	Annualized
MULTIPLE	\$ 969,569,088.00	\$ 969,569,088.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 969,569,088.00	\$ 969,569,088.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: MULTIPLE

In Budget (Y/N)?

Approved for Submittal to Board:

Eric Doeh, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Thursday, August 25, 2022

Signed: Thursday, August 25, 2022

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 22-39R Revised: Y Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: Floyd E. Allen & Associates, PC

Contract Title: Allen Law Group LLC

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 9/19/2022

Proposed Contract Term: 10/1/2021 to 9/30/2023

Amount of Contract: \$ 375,000.00 Previous Fiscal Year: \$ 250,000.00

Program Type: Continuation

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

Date Contract First Initiated: 10/1/2021

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 ("DWIHN") is requesting an extension of the existing Agreement between DWIHN and the Allen Law Group. The current term is ending on September 30, 2022. As such, the requested extension will extend the Agreement for legal services through September 30, 2023.

The Allen Law Group has a unique understanding of DWIHN's business and provides expertise in employment law, labor negotiations and other projects as assigned. In addition to transactional legal matters, ALG has assisted in the transition of the Compliance Department and has provided litigation and arbitration support as needed. ALG will continue to supplement the Legal Department and has agreed to a monthly flat rate fee for agreed upon non-litigation matters (litigation and arbitration, if any, will be billed hourly). ALG will provide DWIHN with access to at least two (2) attorneys under this Agreement. The flat rate results in major cost savings to DWIHN. The Allen Law Group has previously provided legal services to DWIHN and are familiar with DWIHN's business operations. George Pitchford will be the primary attorney providing services. It is in the best interest of DWIHN to continue to utilize their services.

The Legal Department is asking that an amount not to exceed \$250,000.00 be added to ALG's contract ( \$40,000.00 of which will be added to the current fiscal year). The contract is funded by the vacant Chief General Counsel.

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

Source of Funds: Multiple

Fee for Service (Y/N): Y

Revenue	FY 22/23	Annualized
Multiple	\$ 375,000.00	\$ 375,000.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 375,000.00	\$ 375,000.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64916.814000.00000

In Budget (Y/N)? Y

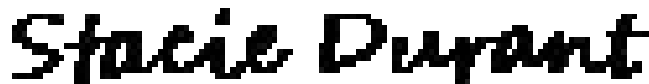
Approved for Submittal to Board:

Eric Doeh, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Monday, September 12, 2022

Signed: Monday, September 12, 2022

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 23-05 Revised: Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: Detroit Wayne Integrated Health Network

Contract Title: FY 2022-2023 Operating Budget

Address where services are provided: None

Presented to Finance Committee at its meeting on: 9/7/2022

Proposed Contract Term: 10/1/2022 to 9/30/2023

Amount of Contract: \$ 949,581,636.00 Previous Fiscal Year: \$ 969,569,088.00

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).

The Detroit Wayne Integrated Health Network is requesting Board approval for the FY 2023 Operating Budget. The FY 2023 operating budget, in the amount of \$949,581,636, includes revenue of \$21,630,181 (State General Funds, CCBHC State General Funds); \$723,141,397 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SED Waiver, HAB); \$9,886,123 (MI Health Link); \$140,914,218 (Healthy MI - Mental Health and Substance Abuse); \$17,686,447 (Wayne County Local Match Funds); \$4,040,539 (PA2 Funds); \$7,294,100 (State Grant portion of OBRA, SUD); \$24,207,631 (Federal Grants/Federal Block Grants/SUD); \$241,000 (Local Grant Revenue); \$500,000 (Interest Income); and \$40,000 (Misc. Revenue).

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

Source of Funds: Multiple

Fee for Service (Y/N):

Revenue	FY 22/23	Annualized
Multiple	\$ 949,581,636.00	\$ 949,581,636.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	<b>\$ 949,581,636.00</b>	<b>\$ 949,581,636.00</b>

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: MULTIPLE

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Monday, August 29, 2022

Signed: Thursday, August 25, 2022

DisabilityDesigPrimary  
 FY  
 Excludes COPE

MI/SMI  
 2021

***AMI Population - Mental Health Services***

<i>Top Thirteen AMI CRSPs (by payment volume)</i>	<i># Unique Members</i>	<i>Cost Derived</i>	<i>Cost Per Member</i>
Team Mental Health Services, Inc - Main Office	8,722	\$ 27,621,023	\$ 3,167
Lincoln Behavioral Services Inc.	3,985	\$ 12,061,321	\$ 3,027
Hegira Health, Inc.	3,169	\$ 8,369,842	\$ 2,641
Community Care Services	3,437	\$ 7,392,202	\$ 2,151
Development Centers, Inc.	3,032	\$ 6,296,424	\$ 2,077
The Guidance Center	2,057	\$ 6,165,603	\$ 2,997
Southwest Counseling Solutions	1,637	\$ 5,750,800	\$ 3,513
Central City Integrated Health (CCIH)	2,574	\$ 4,866,755	\$ 1,891
Neighborhood Service Organization	2,329	\$ 4,715,668	\$ 2,025
Northeast Integrated Health	1,821	\$ 3,736,345	\$ 2,052
Arab Community Center for Economic Social Services (ACCESS) Inc.	1,088	\$ 3,611,550	\$ 3,319
All Well-Being Services d/b/a AWBS - Main Office	1,279	\$ 2,761,054	\$ 2,159
Arab-American & Chaldean Council (Acc)	769	\$ 2,163,689	\$ 2,814
	35,899	\$ 95,512,276	\$ 2,661

## DETROIT WAYNE INTEGRATED HEALTH NETWORK BOARD ACTION

Board Action Number: 23-15 Revised: Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: WIT, Inc

Contract Title: DWC Training Platform

Address where services are provided: 900 Tower Drive, Suite 325, Troy MI 48098

Presented to Program Compliance Committee at its meeting on: 9/19/2022

Proposed Contract Term: 10/1/2022 to 9/30/2023

Amount of Contract: \$ 675,000.00 Previous Fiscal Year: \$ 675,000.00

Program Type: Continuation

Projected Number Served- Year 1: 60,000 Persons Served (previous fiscal year): 60,000

Date Contract First Initiated: 10/1/2018

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 approval of a one-year Comparable Source contract between the Detroit Wayne Integrated Health Network (DWIHN) and WIT, Inc for an amount to not exceed \$675,000. WIT has provided the primary operations/services package for the operations of Detroit Wayne Connect (DWC)(formerly VCE). The system, referred to as "TAP" supports the entire training product for DWC. This includes:

- Support for all Computer-Based-Training for DWC Customers, including the entire DWIHN network of organizations and staff
- Support for all Event Planning needs for face-to-face training and other supporting communications and events
- The registration process for staff participating in training
- The tracking of all training for individuals and organizations in the DWIHN network
- The billing process for DWC customers
- The system used for management of DWC website

---

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

Source of Funds: Multiple

Fee for Service (Y/N): Y

<b>Revenue</b>	<b>FY 22/23</b>	<b>Annualized</b>
Multiple	\$ 675,000.00	\$ 675,000.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 675,000.00	\$ 675,000.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64934.827211.00000

In Budget (Y/N)? Y

Approved for Submittal to Board:

Eric Doeh, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:

**Eric Doeh**

**Stacie Durant**

Signed: Tuesday, September 13, 2022

Signed: Tuesday, September 13, 2022



**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 23-18 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: Global Solutions Group Inc

Contract Title: 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: 9/7/2022

Proposed Contract Term: 10/1/2022 to 9/30/2023

Amount of Contract: \$ 124,888.00 Previous Fiscal Year: \$ 0.00

Program Type: New

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

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).

This board action is requesting the approval of a one-year contract with three optional one year extensions in the amount not to exceed \$124,888 (one year) for the fiscal year ended September 30, 2023. The contract is to acquire a Virtual Chief Information Security Officer to serve under the CIO, to develop a complete set of information technology and security policies adequate to meet any 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.

On June 14, 2023, a Request for Proposal (RFP) was made whereby six respondents submitted a proposal however two were deemed non responsive. Based on the evaluation teams review and scoring, the Purchasing Administrator recommended Global Solutions as the most responsive bidder.

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

Source of Funds: Multiple

Fee for Service (Y/N): Y

Revenue	FY 22/23	Annualized
Multiple	\$ 124,888.00	\$ 124,888.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 124,888.00	\$ 124,888.00

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, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:

***Eric Doeh***

***Stacie Durant***

Signed: Monday, September 12, 2022

Signed: Monday, September 12, 2022

**DETROIT WAYNE INTEGRATED HEALTH NETWORK  
BOARD ACTION**

Board Action Number: 23-30 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 9/21/2022

Name of Provider: Public Affairs Associates, LLC

Contract Title: Lobbyist Services - Public Affairs Associates (PAA)

Address where services are provided: None

Presented to Finance Committee at its meeting on: 9/19/2022

Proposed Contract Term: 10/1/2022 to 9/30/2024

Amount of Contract: \$ 200,000.00 Previous Fiscal Year: \$ 48,000.00

Program Type: Continuation

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

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).

DWIHN Administration is requesting to enter into a new 2-year Comparable Source contract with PAA from October 1, 2022 through September 30, 2024.

PAA continues to work in conjunction with DWIHN staff and board members for government and legislative services. As we are in the midst of key projects that still need major lobbying efforts such as our crisis facility, behavioral healthcare campus, and CCBHC; having any change in our lobbying efforts would cause devastating effects to these projects.

They have been a critical piece to DWIHN's legislative plan in working with the MDHHS and Lansing leadership that have garnered us unprecedented success with the award of a \$45 million grant to build an integrated behavioral healthcare campus.

They have successfully assisted in spearheading collaborative meetings which have made extensive headway with our system transformation efforts in shaping our Crisis Care Center which continues to expand as we educate people around the state.

In our hyper-sensitive mental health climate, behavioral health services are crucial, and the services provided by PAA are unique, that if disturbed could be disastrous to our system of care. Over the past few years DWIHN has worked alongside PAA in developing strategies and building relationships across the region to create a successful community mental health organization.

This 2-year contract amount is \$100,000 per year, for a total not to exceed amount of \$200,000.

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

Source of Funds: Local Funds

Fee for Service (Y/N):

Revenue	FY 22/23	Annualized
LOCAL FUNDS	\$ 200,000.00	\$ 200,000.00
	\$ 0.00	\$ 0.00
<b>Total Revenue</b>	\$ 200,000.00	\$ 200,000.00

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, Chief Executive Officer

Stacie Durant, Chief Financial Officer

Signature/Date:

Signature/Date:



Signed: Tuesday, September 13, 2022

Signed: Tuesday, September 13, 2022