



**Detroit Wayne
Integrated Health Network**

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**Finance Committee Meeting
Wednesday, October 6, 2021
Virtual (ZOOM)
1:00 p.m.
AGENDA**

- I. Call to Order**
- II. Roll Call**
- III. Committee Member Remarks**
- IV. Approval of Agenda**
- V. Follow-Up Items**
- VI. Approval of Minutes - September 1, 2021 Finance Committee Meeting**
- VII. Presentation of the Monthly Finance Report**
- VIII. Unfinished Business:**
 - Staff Recommendations:
 - a. Board Action #21-26R – Equalsign Partners
 - b. Board Action #21-42R – Graham Media
- IX. New Business:**
 - Staff Recommendations:
 - a. Board Action #22-27 – Michigan Municipal Risk Management Authority
- 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**

Board of Directors

Angelo Glenn, Chairperson
Dorothy Burrell
Kevin McNamara

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

Dora Brown, Treasurer
Michelle Jawad

Dr. Cynthia Tauog, Secretary
Jonathan C. Kinloch

Eric W. Doeh, President and CEO



FINANCE COMMITTEE

MINUTES

SEPTEMBER 1, 2021

1:00 P.M.

**707 W. MILWAUKEE ST.
DETROIT, MI 48202
(ZOOM)**

MEETING CALLED BY	I. Ms. Dora Brown, Chair called the meeting to order at 1:06p.m.
TYPE OF MEETING	Finance Committee Meeting
FACILITATOR	Ms. Dora Brown, Chair – Finance Committee
NOTE TAKER	Nicole Smith, Administrative Assistant to CFO
ATTENDEES	<p>Finance Committee Members Present: Ms. Dora Brown, Chair Commissioner Jonathan C. Kinloch Mr. Kevin McNamara, Vice Chair Mr. Bernard Parker Ms. Kenya Ruth</p> <p>Committee Members Excused: Mr. Angelo Glenn</p> <p>Board Members Present: Ms. Dorothy Burrell</p> <p>Board Members Excused: None</p> <p>Staff: Eric Doeh, CEO; Stacie Durant, CFO; Monifa Gray, Legal Counsel; Manny Singla, CIO</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	
<p>The Chair, Ms. Brown, called for any Committee remarks. There were remarks given by Mr. McNamara, regarding board members involvement in the board Liaison’s yearly performance evaluation process. Discussion ensued with board members and staff to further discuss the matter later in the meeting. Commissioner Kinloch provided remarks on the reporting structure of the Board Liaison where the Board Chair could make a recommendation on the Board Liaison’s salary. Legal counsel, M. Gray made comment to the Committee that per the Board’s Bylaws, the CEO is the only employee of the Board, therefore any recommended changes would need to be presented to the Policy Committee.</p>	

IV. Approval of Agenda

The Chair, Ms. Brown called for any amendments to the agenda. There were no changes requested to the agenda. The Chair called for a motion. **Motion:** It was moved by Mr. McNamara and supported by Commissioner Kinloch approval of the agenda. **Motion carried.**

V. Follow-up Items:

There were no follow up items noted on the agenda. The Chair requested status of previous follow up items. There was one follow up item for the CFO, S. Durant to report on the replenishment of funds to First Independence Bank. The report will be given during the presentation of 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, August 6, 2021. **Motion:** It was moved by Mr. McNamara and supported by Commissioner Kinloch approval of the Finance Committee minutes from the meeting of Wednesday, August 6, 2021. There were no corrections to the minutes. **Motion carried.** Minutes accepted as presented.

VII. Presentation of the Monthly Finance Report

S. Durant, CFO presented the Monthly Finance report. A written report ending July 30, 2021 was provided for the record. Authority Finance accomplishments and noteworthy items were as follows:

On August 11, 2021, DWIHN replenished the First Independence Bank CDARS account to \$10.5 million. This amount is consistent with the amounts held at the three investment managers. The CFO noted First Independence Bank is 100% FDIC insured.

CFO estimates that approximately \$20 million is due to MDHHS for FY21 DCW cost settlement (excess revenues over expenses).

DWIHN staff met with several SUD providers and based on the concerns of the providers, CFO researched comparable rates amongst other PIHP's and as a result of the analysis, the attached letter in the report was distributed to the SUD providers and represents the changes made. CFO believes the additional (Medicaid) funds are available. In addition, there was several operational issues that were resolved.

Cash flow is very stable and should continue to remain stable throughout the year as liquidity ratio = 3.17

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

Due from other governments – comprise various local, state and federal amounts due to DWIHN. The account balance primarily related to \$9.3 million in HRA and \$2.0 million due from MDHHS for SUD block grant.

Prepayments and deposits – amount comprise \$1 million paid to skill building providers. At year end, Finance will adjust all claims submitted for the stability payment.

IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through July 2021, including COVID-19 impact, was approximately \$545.3 million however actual payments were approximately \$509.3 million. The difference represents claims incurred but not reported and paid of \$35.7 million.

Due to other governments – includes \$8 million due to MDHHS for death recoupment. In addition, the amount includes \$3.3 million for 4 months for the IPA tax payment due July 30 however Treasury did not pull from account until August 3. Finally, the amount includes \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5% and \$.9 million for State facilities.

Federal revenue/grant program expenses – PASSAR grant (nursing home) expenses are approximately \$1.1 million underbudget due to the pandemic. In addition, the FY21 (budget) SUD COVID grant for \$3.5 million has not incurred any expenses.

State revenue and contracts – The \$46.1 million budget verse actual variance is related to \$33.7 million reported in the Medicaid reserve account. The difference is an estimate of amount due to MDHHS for DCW hazard pay (amount received less payout).

Autism, SUD, Adult, and Children services – \$60 million variance due to impact of COVID on certain lines of business and timing in services (i.e. summer programs).

The Monthly Finance Report ending July 31, 2021 was received and filed by the Committee.

VIII. Unfinished Business – Staff Recommendations:

a. Board Action #21-04(Revised) - AssuriCare LLC: M. Singla, CIO reporting. This board action is requesting a term extension only for the fiscal year ending September 30, 2022 (funding remains the same at \$175,000.00 until modification or contract renewal required). No additional funding is requested at this time. The Chair, Ms. Brown called for a motion on Board Action #21-04 (Revised). **Motion.** It was moved by Mr. McNamara and supported by Commissioner Kinloch approval of Board Action #21-04 (Revised). **Motion carried.**

IX. New Business – Staff Recommendations:

a. Board Action #22-12 - DWIHN FY22 Operating Budget: S. Durant, CFO reporting. The Detroit Wayne Integrated Health Network is requesting approval for the FY 2022 Operating Budget. The FY 2022 operating budget, in the amount of \$907, 178,620, includes revenues of \$30,449,269 (State General Funds); \$699,248,095 (Medicaid, DHS Incentive, Medicaid-Autism, Children's/SEO Waiver, HAB); \$9,886,123 (MI Health Link); \$114,444,557 (Healthy MI - Mental Health and Substance Abuse); \$17,686,447 (Wayne County Local Match Funds); \$4,040,539 (PA2 Funds); \$4,988,983 (State Grant portion of OBRA, SUD); \$25,031,957 (Federal Grants/Federal Block Grants/SUD); \$362,650 (Local Grant Revenue); \$1,000,000 (Interest Income); and \$40,000 (Misc. Revenue). Discussion ensued regarding the budget items and the salary level of the position of the Board Liaison. The Chair, Ms. Brown called for a Roll call vote on Board Action #22-12. **Motion.** It was moved by Mr. McNamara and supported by Commissioner Kinloch approval of Board Action #22-12. **Motion carried with Ms. Brown; Mr. McNamara; Ms. Ruth and Commissioner Kinloch voting yes; with no response from Mr. Parker.**

X. Good and Welfare/Public Comment – The Chair read the Good and Welfare/Public Comment statement. There were no members of the public to address the committee and there were no written comments.

XI. Adjournment – There being no further business; The Chair, Ms. Brown called for a motion to adjourn. **Motion:** It was moved by Mr. Glenn and supported by Ms. Ruth to adjourn the meeting. **Motion carried.** The meeting adjourned at 1:58 p.m.

FOLLOW-UP ITEMS

A. BA #21-67 WIT, Inc. - Provide information on recidivism and what information will be placed on the dashboard.

**DWIHN Division of Management and Budget
Monthly Finance Report
For the eleven months ended August 31, 2021**

DWIHN Finance accomplishments and noteworthy items:

1. DWIHN has identified four (4) children’s SED providers, four (4) Autism providers, seven (7) supportive employment providers, and eleven (11) SUD providers eligible for financial stability payments (a total of 26 providers). Correspondence will be issued by October 1, 2021 requesting certain information and documentation in an effort to determine if they meet eligibility criteria.
2. DWIHN and workgroup consisting of three providers, developed a SED Children’s value-based payment model whereby eleven (11) providers (98% of costs) are eligible to receive incentive payments totaling \$2.5 million. The value-based model focuses on four (4) performance indicators included in the PIHP contract. DWIHN will submit the proposed model to MDHHS for approval with an effective date of October 1, 2021.
3. DWIHN will likely bring forth a board action in November requesting a waiver of the PA152 Health Care Act. DWIHN received notification from the healthcare plan that premiums went up by 30% compared to prior year.

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 = 3.13.

	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
DWIHN	1.90	2.01	2.50	2.25	2.11	2.29	2.41	2.44	2.95	2.78	3.17	3.13

- (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 – comprise various local, state and federal amounts due to DWIHN. The account balance primarily related to \$4.9 million in HRA and \$3.0 million due from MDHHS for SUD block grant.
- (C) Prepayments and deposits – amount comprise \$1 million paid to skill building providers. At year end, Finance will adjust all claims submitted for the stability payment. In addition, there is \$660,000 in advance payments to two summer youth programs.
- (D) IBNR Payable – represents incurred but not reported (IBNR) claims from the provider network; historical average claims incurred through August 2021, including COVID-19 impact, was approximately \$618.6 million however actual payments were approximately \$568.5 million. The difference represents claims incurred but not reported and paid of \$50.1 million.
- (E) Due to other governments – includes \$8 million due to MDHHS for death recoupment and \$1.6 million for 2/3 of the 4th quarter IPA tax payment due October 30. In addition, the amount includes \$1.8 million due to MDHHS for FY20 general fund carryover in excess of 5% and \$1.3 million for State facilities.
- (F) Federal revenue/grant program expenses – PASSAR grant (nursing home) expenses are approximately \$1.1 million underbudget due to the pandemic. In addition, the FY21 (budget) SUD COVID grant for \$3.5 million has not incurred any expenses.
- (G) State revenue and contracts – The \$56.3 million budget verse actual variance is related to \$40 million reported in the Medicaid reserve account. The difference is an estimate of amount due to MDHHS for DCW hazard pay (amount received less payout).

(H) Autism, SUD, Adult, and Children services – \$60 million variance due to impact of COVID on certain lines of business and timing in services (i.e. summer programs).

Statement of Net Position
As of August 31, 2021

Assets

Cash and investments	\$ 283,576,368	A
Other cash and investments	1,000	
Receivables		
Due from other governmental units	10,070,003	B
Accounts receivable	3,991,390	
Prepayments and deposits	1,719,452	C
Total current assets	299,358,213	
Capital assets, net of accumulated depreciation	13,037,567	
Total Assets	\$ 312,395,780	

Liabilities and Net Position

Liabilities

Accounts payable	\$ 22,571,728	
IBNR Payable	50,060,112	D
Due to Wayne County	2,840,283	
Due to other governments	12,774,213	E
Accrued wages and benefits	233,251	
Unearned revenue	422,497	
Accrued compensated balances	1,782,504	
Total current liabilities	90,684,588	
Notes Payable	5,257,265	
Total Liabilities	95,941,853	

Net Position

Net investment in capital assets	7,780,302	
Unrestricted - PA2 funds	4,619,781	
Unrestricted	204,053,844	

Total Net Position **216,453,927**

Liabilities and Net Position **\$ 312,395,780**

Cash remaining if all liabilities were paid with no consideration of the sell of capital assets \$ 187,635,515

Unrestricted Net Assets	204,053,844	
Medicaid and GF carryover	(36,671,429)	
Estimated DCW overpayment thru 8/31	(17,420,000)	
Replenishment ISF	(54,986,110)	
Increase in PA2	(1,000,000)	
Prior year unrestricted net assets plus current year estimate	(64,962,317)	
	29,013,988	

**Statement of Revenues, Expenses and Changes to Net Position
For the Eleven Months Ending August 31, 2021**

	Year to Date					
	August 2021	August 2021		Year to Date		
	Budget	Actual	Variance	Budget	Actual	Variance
Operating Revenues						
Federal grants	\$ 1,774,767	\$ 991,000	\$ (783,767)	\$ 19,522,433	\$ 14,352,531	\$ (5,169,902)
State grants and contracts	69,727,780	76,852,920	7,125,140	767,005,575	823,306,248	56,300,673
Medicaid and General Fund carryover			-		23,688,402	23,688,402
MI Health Link	823,844	830,932	7,088	9,062,279	8,835,411	(226,868)
Local grants and contracts	1,886,636	1,099,636	(787,000)	20,753,000	20,593,465	(159,535)
Other charges for services	3,333	4,900	1,567	36,667	1,904,847	1,868,180
Total Operating Revenues	74,216,360	79,779,388	5,563,028	816,379,954	892,680,904	76,300,950
Operating Expenses						
Salaries	1,879,866	1,713,862	166,004	20,678,529	18,634,237	2,044,292
Fringe benefits	727,353	594,243	133,110	8,000,878	6,966,603	1,034,275
Substance abuse services	4,413,940	4,030,986	382,954	48,553,340	37,486,826	11,066,514
Autism Services	5,108,970	5,062,501	46,469	56,198,671	53,910,397	2,288,274
MI HealthLink	823,010	1,077,366	(254,356)	9,053,113	9,075,919	(22,806)
Adult Services	24,311,762	19,214,651	5,097,111	267,827,000	239,049,664	28,777,336
Children Services	6,749,748	2,998,866	3,750,882	74,247,224	63,001,789	11,245,435
Intellectual Developmental Disabled	26,742,568	33,330,573	(6,588,005)	294,168,248	285,074,207	9,094,041
Grant Programs	703,080	484,851	218,229	7,733,880	4,758,634	2,975,246
State of Michigan	1,736,682	2,211,371	(474,689)	19,103,506	17,888,560	1,214,946
Depreciation	147,233		147,233	1,619,560	943,374	676,186
Other operating	955,481	326,640	628,841	10,112,672	7,780,762	2,331,910
Total Operating Expenses	74,299,693	71,045,910	3,253,783	817,296,621	744,570,972	72,725,649
Operating Revenues over (under) Expenses	(83,333)	8,733,478	2,309,245	(916,667)	148,109,932	149,026,599
Non-operating Revenues (Expenses)						
Investment Earnings	83,333	24,648	(58,685)	916,667	314,252	(602,414)
Gain (Loss) on Sale of Assets		(17,499)	(17,499)		(17,499)	(17,499)
Total Non-operating Revenues (Expenses)	83,333	7,149	(76,184)	916,667	296,753	(619,913)
Change in Net Position	-	8,740,627	2,233,061	-	148,406,685	148,406,686
Net Position - Beginning of year					68,047,243	68,047,243
Net Position - End of Year	\$ -	\$ 8,740,627	\$ 2,233,061	\$ -	\$ 216,453,928	\$ 216,453,929

STATE OF WAYNE INTEGRATED HEALTH NETWORK
Statement of Cash Flows
For the Eleven Months Ending August 31, 2021

Cash flows from operating activities	
Cash receipts from the state and federal governments	855,408,435
Cash receipts from local sources and customers	22,498,312
Payments to suppliers	(730,790,256)
Payments to employees	<u>(25,921,566)</u>
Net cash provided by (used in) operating activities	<u>121,194,926</u>
Cash flows from capital and related financing activities	
Acquisition of capital assets	(843,282)
Principle and interest paid on capital debt	<u>(440,444)</u>
Net cash provided by (used in) capital and related financing activities	(1,283,726)
Cash flows from investing activities	
Interest received on investments	314,252
Proceeds from sale of assets	<u>7,696</u>
Net cash provided by investing activities	<u>321,948</u>
Net increase (decrease) in cash and cash equivalents	120,233,148
Cash and investments - beginning of period	<u>163,344,220</u>
Cash and investments - end of period	<u><u>283,577,368</u></u>
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities	
Operating income (loss)	\$ 148,109,931
Adjustments to reconcile operating income (loss) to net cash used in operating activities:	
Depreciation	943,374
Decreases (increases) in current assets:	
Accounts receivable	4,079,874
Prepayments and deposits	(1,389,898)
Due from other governmental units	9,432,312
Increases (decreases) in current liabilities:	
Accounts and contracts payable	(60,494,452)
IBNR Payable	50,060,112
Accrued wages	(131,155)
Due to Wayne County	993,858
Due to other governmental units	(2,122,687)
Unearned revenue	<u>(28,286,343)</u>
Net cash provided by (used in) operating activities	<u>\$ 121,194,926</u>
Bank balance comprise the following @ August 31, 2021:	
Flagstar (\$2.1 million restricted for loan account)	242,825,805
Investment Managers	31,571,183
First Independence Bank (CDARS)	10,431,979
Comerica	<u>1,003,150</u>
	\$285,832,117

Telehealth Trends - by Population

Updated 9/10/21

**Outpatient PMPM Contract
PMPM - # Members Served Each Month**

Month	Non			% Telehealth	Total	Payment Incurred (at \$353.60/\$315 PMPM)	
	Telehealth	Telehealth	Telehealth			Total	PMPM
(baseline) 2019-10	10,055			0.0%	10,055	\$3,555,448	
(baseline) 2019-11	8,913			0.0%	8,913	\$3,151,637	
(baseline) 2019-12	8,644	1		0.0%	8,645	\$3,056,872	
(baseline) 2020-01	9,676	1		0.0%	9,677	\$3,421,434	
(baseline) 2020-02	9,224	7		0.1%	9,231	\$3,262,667	
(transitional) 2020-03	7,304	4,755		44.2%	10,747	\$3,800,139	
2020-04	1,032	11,420		94.5%	12,086	\$4,273,610	
2020-05	715	10,719		95.9%	11,172	\$3,950,419	
2020-06	925	11,144		95.3%	11,693	\$4,134,645	
2020-07	1,174	10,975		93.7%	11,718	\$4,143,485	
2020-08	1,276	10,465		92.8%	11,274	\$3,986,486	
2020-09	1,394	10,477		92.2%	11,364	\$4,018,310	
2020-10	1,548	10,939		91.9%	11,901	\$3,748,815	
2020-11	1,181	10,404		93.4%	11,137	\$3,508,155	
2020-12	1,162	10,946		94.2%	11,621	\$3,660,615	
2021-01	1,133	11,245		94.3%	11,928	\$3,757,320	
2021-02	1,069	11,418		94.9%	12,034	\$3,790,710	
2021-03	1,497	11,508		92.8%	12,402	\$3,906,630	
2021-04	1,374	11,057		92.9%	11,902	\$3,749,130	
2021-05	1,286	10,391		92.6%	11,221	\$3,534,615	
2021-06	1,699	10,465		90.6%	11,553	\$3,639,195	
Baseline (avg month) PreCOVID	9,302				9,303	\$3,289,612	
Apr-Sep 2020 (avg month)	1,086				11,551	\$4,084,493	
Variance to Baseline	-88%				24%	\$794,881	24%
Oct-Jun 2021 (avg month)	1,328				11,744	\$3,699,465	
Variance to Baseline	-86%				26%	\$409,853	12%

**MH Adult Outpatient Contract
Payments (excludes ACT, PMPM, Employment, Clubhouse)**

Month	Non			% Telehealth	Total	# Members Served
	Telehealth	Telehealth	Telehealth			
(baseline) 2019-10	\$2,859,041	\$5,501		0.2%	\$2,864,543	12,397
(baseline) 2019-11	\$2,380,071	\$8,021		0.3%	\$2,388,092	11,161
(baseline) 2019-12	\$2,354,542	\$8,258		0.3%	\$2,362,800	10,909
(baseline) 2020-01	\$2,689,289	\$9,102		0.3%	\$2,698,391	11,830
(baseline) 2020-02	\$2,419,462	\$14,894		0.6%	\$2,434,356	11,057
(transitional) 2020-03	\$1,886,902	\$628,858		25.0%	\$2,515,759	12,051
2020-04	\$502,092	\$2,133,712		81.0%	\$2,635,805	12,159
2020-05	\$441,680	\$2,109,144		82.7%	\$2,550,824	11,954
2020-06	\$563,296	\$2,273,584		80.1%	\$2,836,880	12,748
2020-07	\$627,479	\$2,148,041		77.4%	\$2,775,519	12,646
2020-08	\$663,599	\$1,979,229		74.9%	\$2,642,828	12,623
2020-09	\$695,607	\$1,954,611		73.8%	\$2,650,219	12,855
2020-10	\$771,687	\$2,037,202		72.5%	\$2,808,889	13,445
2020-11	\$607,311	\$1,788,409		74.7%	\$2,395,720	12,535
2020-12	\$595,037	\$1,929,056		76.4%	\$2,524,093	13,111
2021-01	\$543,143	\$2,021,907		78.8%	\$2,565,051	13,388
2021-02	\$525,726	\$1,996,589		79.2%	\$2,522,315	13,225
2021-03	\$631,352	\$2,212,843		77.8%	\$2,844,195	13,816
2021-04	\$636,103	\$2,052,484		76.3%	\$2,688,587	13,431
2021-05	\$619,261	\$1,835,416		74.8%	\$2,454,677	12,699
2021-06	\$728,218	\$1,878,406		72.1%	\$2,606,624	12,911
Baseline (avg month) PreCOVID	\$2,540,481				\$2,549,636	11,471
Apr-Sep 2020 (avg month)	\$582,292				\$2,682,012	12,498
Variance to Baseline	-77%				5%	9%
Oct-Jun 2021 (avg month)	\$628,649				\$2,601,128	13,173
Variance to Baseline	-75%				2%	15%

PMPM rate \$315.00 effective 10/1/20.

DD Outpatient Contract (excludes Skill Bldg, Employment Services, H2015 CLS)

Month	Non			% Telehealth	Total	# Members Served
	Telehealth	Telehealth	Telehealth			
(baseline) 2019-10	\$3,612,785	\$926		0.0%	\$3,613,711	5,981
(baseline) 2019-11	\$3,070,444	\$894		0.0%	\$3,071,338	5,683
(baseline) 2019-12	\$3,039,459	\$1,170		0.0%	\$3,040,629	5,690
(baseline) 2020-01	\$3,503,697	\$1,268		0.0%	\$3,504,965	6,137
(baseline) 2020-02	\$3,338,088	\$3,138		0.1%	\$3,341,226	6,002
(transitional) 2020-03	\$2,039,360	\$1,019,055		33.3%	\$3,058,415	6,226
2020-04	\$567,389	\$2,597,833		82.1%	\$3,165,222	6,398
2020-05	\$599,250	\$2,472,562		80.5%	\$3,071,812	6,258
2020-06	\$708,884	\$2,674,600		79.0%	\$3,383,483	6,551
2020-07	\$896,702	\$2,604,325		74.4%	\$3,501,027	6,580
2020-08	\$1,021,420	\$2,577,444		71.6%	\$3,598,864	6,529
2020-09	\$921,967	\$2,604,560		73.9%	\$3,526,526	6,477
2020-10	\$908,156	\$2,675,436		74.7%	\$3,583,593	6,704
2020-11	\$633,646	\$2,487,707		79.7%	\$3,121,354	6,386
2020-12	\$557,192	\$2,576,212		82.2%	\$3,133,404	6,487
2021-01	\$703,045	\$2,824,483		80.1%	\$3,527,528	6,746
2021-02	\$709,032	\$2,761,163		79.6%	\$3,470,195	6,673
2021-03	\$914,687	\$2,765,862		75.1%	\$3,680,548	6,820
2021-04	\$876,149	\$2,541,271		74.4%	\$3,417,421	6,504
2021-05	\$859,838	\$2,291,788		72.7%	\$3,151,626	6,437
2021-06	\$949,461	\$2,301,475		70.8%	\$3,250,936	6,372
Baseline (avg month) PreCOVID	\$3,312,895				\$3,314,374	5,899
Apr-Sep 2020 (avg month)	\$785,935				\$3,374,489	6,466
Variance to Baseline	-76%				2%	10%
Oct-Jun 2021 (avg month)	\$790,134				\$3,370,734	6,581
Variance to Baseline	-76%				2%	12%

**MH Child Outpatient Contract
Payments**

Month	Non			% Telehealth	Total	# Members Served
	Telehealth	Telehealth	Telehealth			
(baseline) 2019-10	\$5,724,760	\$12,320		0.2%	\$5,737,080	5,860
(baseline) 2019-11	\$4,618,412	\$16,095		0.3%	\$4,634,507	5,612
(baseline) 2019-12	\$4,359,083	\$17,635		0.4%	\$4,376,718	5,601
(baseline) 2020-01	\$5,319,301	\$29,511		0.6%	\$5,348,812	5,999
(baseline) 2020-02	\$4,913,136	\$30,411		0.6%	\$4,943,547	5,933
(transitional) 2020-03	\$3,063,602	\$1,658,547		35.1%	\$4,722,150	5,935
2020-04	\$454,522	\$4,541,171		90.9%	\$4,995,693	5,847
2020-05	\$488,564	\$4,152,228		89.5%	\$4,640,791	5,727
2020-06	\$690,647	\$4,119,466		85.6%	\$4,810,112	5,766
2020-07	\$1,035,677	\$3,759,447		78.4%	\$4,795,124	5,630
2020-08	\$1,216,891	\$3,312,623		73.1%	\$4,529,514	5,564
2020-09	\$1,497,472	\$3,350,595		69.1%	\$4,848,066	5,550
2020-10	\$1,380,082	\$3,313,508		70.6%	\$4,693,590	5,491
2020-11	\$1,010,739	\$3,099,635		75.4%	\$4,110,374	5,283
2020-12	\$756,120	\$3,368,748		81.7%	\$4,124,869	5,441
2021-01	\$801,502	\$3,665,436		82.1%	\$4,466,939	5,460
2021-02	\$910,686	\$3,613,445		79.9%	\$4,524,131	5,521
2021-03	\$1,376,735	\$3,702,897		72.9%	\$5,079,632	5,592
2021-04	\$1,193,776	\$3,399,135		74.0%	\$4,592,911	5,402
2021-05	\$1,397,565	\$2,804,260		66.7%	\$4,201,824	5,220
2021-06	\$1,624,164	\$2,685,740		62.3%	\$4,309,904	5,232
Baseline (avg month) PreCOVID	\$4,986,938				\$5,008,133	5,801
Apr-Sep 2020 (avg month)	\$897,295				\$4,769,883	5,681
Variance to Baseline	-82%				-5%	-2%
Oct-Jun 2021 (avg month)	\$1,161,263				\$4,456,019	5,405
Variance to Baseline	-77%				-11%	-7%

DD Outpatient excludes skill building and supported employment services.

**Autism
Payments**

Month	Non			% Telehealth	Total	# Members Served
	Telehealth	Telehealth	Telehealth			
(baseline) 2019-10	\$6,028,548			0.0%	\$6,028,548	1,488
(baseline) 2019-11	\$5,323,277			0.0%	\$5,323,277	1,450
(baseline) 2019-12	\$5,387,193			0.0%	\$5,387,193	1,454
(baseline) 2020-01	\$5,922,305			0.0%	\$5,922,305	1,491
(baseline) 2020-02	\$5,534,401	\$180		0.0%	\$5,534,581	1,505
(transitional) 2020-03	\$4,106,495	\$126,095		3.0%	\$4,232,590	1,464
2020-04	\$1,502,801	\$609,074		28.8%	\$2,111,875	1,016
2020-05	\$1,882,103	\$774,818		29.2%	\$2,656,921	982
2020-06	\$3,064,215	\$712,076		18.9%	\$3,776,291	1,127
2020-07	\$3,511,038	\$729,437		17.2%	\$4,240,475	1,143
2020-08	\$3,665,235	\$710,890		16.2%	\$4,376,125	1,214
2020-09	\$3,866,149	\$750,206		16.3%	\$4,616,355	1,267
2020-10	\$4,155,580	\$781,577		15.8%	\$4,937,156	1,305
2020-11	\$3,591,703	\$797,453		18.2%	\$4,389,156	1,260
2020-12	\$3,857,011	\$857,460		18.2%	\$4,714,471	1,257
2021-01	\$3,907,301	\$784,929		16.7%	\$4,692,231	1,294
2021-02	\$3,848,342	\$804,511		17.3%	\$4,652,852	1,322
2021-03	\$4,648,061	\$845,238		15.4%	\$5,493,299	1,397
2021-04	\$4,169,487	\$712,608		14.6%	\$4,882,095	1,370
2021-05	\$4,118,930	\$644,846		13.5%	\$4,763,776	1,401

**Skill Building
Payments**

Month	Non			% Telehealth	Total	# Members Served
	Telehealth	Telehealth	Telehealth			
(baseline) 2019-10	\$3,077,003			0.0%	\$3,077,003	2,772
(baseline) 2019-11	\$2,416,274			0.0%	\$2,416,274	2,922
(baseline) 2019-12	\$2,357,272			0.0%	\$2,357,272	3,009
(baseline) 2						

2021-06	\$4,639,121	\$695,876	13.0%	\$5,334,997	1,489	\$900,566	\$47,570	5.0%	\$948,137	1,028
Baseline (avg month) PreCOVID	\$5,639,145			\$5,639,181	1,478	\$2,618,759			\$2,618,759	2,934
Apr-Sep 2020 (avg month)	\$2,915,257			\$3,629,674	1,125	\$361,579			\$387,876	542
Variance to Baseline	-48%			-36%	-24%	-86%			-85%	-82%
Oct-Jun 2021 (avg month)	\$4,103,948			\$4,873,337	1,344	\$680,450			\$737,914	979
Variance to Baseline	-27%			-14%	-9%	-74%			-72%	-67%

Evidence Based Supported Employment Payments

Other Supported Employment Payments

Month	Evidence Based Supported Employment Payments			Total	# Members Served	Other Supported Employment Payments			Total	# Members Served
	Non Telehealth	Telehealth	% Telehealth			Non Telehealth	Telehealth	% Telehealth		
(baseline) 2019-10	\$151,258		0.0%	\$151,258	197	\$801,928		0.0%	\$801,928	782
(baseline) 2019-11	\$134,130		0.0%	\$134,130	201	\$683,110		0.0%	\$683,110	745
(baseline) 2019-12	\$126,863		0.0%	\$126,863	178	\$639,574		0.0%	\$639,574	732
(baseline) 2020-01	\$158,058		0.0%	\$158,058	220	\$692,999		0.0%	\$692,999	764
(baseline) 2020-02	\$144,585		0.0%	\$144,585	196	\$687,258		0.0%	\$687,258	737
(transitional) 2020-03	\$109,280	\$38,420	26.0%	\$147,700	232	\$430,487	\$2,119	0.5%	\$432,607	663
2020-04	\$38,293	\$100,003	72.3%	\$138,295	230	\$122,895	\$4,020	3.2%	\$126,915	139
2020-05	\$19,763	\$98,303	83.3%	\$118,065	241	\$92,011	\$2,064	2.2%	\$94,075	115
2020-06	\$12,963	\$95,668	88.1%	\$108,630	206	\$268,816	\$2,465	0.9%	\$271,281	325
2020-07	\$42,203	\$95,340	69.3%	\$137,543	224	\$428,063	\$4,150	1.0%	\$432,213	397
2020-08	\$32,088	\$94,775	74.7%	\$126,863	201	\$477,890	\$4,309	0.9%	\$482,199	405
2020-09	\$24,693	\$80,113	76.4%	\$104,805	183	\$499,942	\$4,236	0.8%	\$504,178	414
2020-10	\$26,308	\$83,215	76.0%	\$109,523	186	\$475,789	\$4,034	0.8%	\$479,823	444
2020-11	\$33,873	\$64,600	65.6%	\$98,473	184	\$394,299	\$3,193	0.8%	\$397,492	417
2020-12	\$25,585	\$68,128	72.7%	\$93,713	186	\$379,580	\$3,213	0.8%	\$382,793	368
2021-01	\$18,233	\$93,033	83.6%	\$111,265	195	\$384,465	\$3,813	1.0%	\$388,278	391
2021-02	\$21,888	\$96,178	81.5%	\$118,065	176	\$389,561	\$3,672	0.9%	\$393,233	409
2021-03	\$32,824	\$104,423	76.1%	\$137,246	180	\$504,749	\$4,173	0.8%	\$508,922	421
2021-04	\$44,172	\$84,320	65.6%	\$128,492	188	\$443,675	\$3,550	0.8%	\$447,225	405
2021-05	\$36,803	\$73,908	66.8%	\$110,711	179	\$453,585	\$3,138	0.7%	\$456,723	415
2021-06	\$47,755	\$87,083	64.6%	\$134,838	203	\$532,443	\$2,028	0.4%	\$534,471	445
Baseline (avg month) PreCOVID	\$142,979			\$142,979	198	\$700,974			\$700,974	752
Apr-Sep 2020 (avg month)	\$28,333			\$122,367	214	\$314,936			\$318,477	299
Variance to Baseline	-80%			-14%	8%	-55%			-55%	-60%
Oct-Jun 2021 (avg month)	\$31,938			\$115,814	186	\$439,794			\$443,218	413
Variance to Baseline	-78%			-19%	-6%	-37%			-37%	-45%

SUD Residential (H0018, H0019, S9976)

Payments

Month	Non			Total	# Members Served
	Telehealth	Telehealth	Telehealth %		
(baseline) 2019-10	\$1,757,768		0.0%	\$1,757,768	1,169
(baseline) 2019-11	\$1,742,745		0.0%	\$1,742,745	1,178
(baseline) 2019-12	\$1,683,561		0.0%	\$1,683,561	1,166
(baseline) 2020-01	\$1,767,246		0.0%	\$1,767,246	1,267
(baseline) 2020-02	\$1,739,561		0.0%	\$1,739,561	1,222
(transitional) 2020-03	\$1,682,781	\$2,727	0.2%	\$1,685,508	1,143
2020-04	\$1,180,833	\$6,669	0.6%	\$1,187,502	827
2020-05	\$1,143,598	\$12,204	1.1%	\$1,155,802	845
2020-06	\$1,260,859	\$15,309	1.2%	\$1,276,168	902
2020-07	\$1,366,512	\$14,499	1.0%	\$1,381,011	949
2020-08	\$1,423,525	\$7,992	0.6%	\$1,431,517	939
2020-09	\$1,450,958	\$9,585	0.7%	\$1,460,543	896
2020-10	\$1,345,327	\$10,557	0.8%	\$1,355,884	895
2020-11	\$1,237,134	\$999	0.1%	\$1,238,133	852
2020-12	\$1,240,732		0.0%	\$1,240,732	881
2021-01	\$1,248,620		0.0%	\$1,248,620	878
2021-02	\$1,301,710		0.0%	\$1,301,710	863
2021-03	\$1,344,918		0.0%	\$1,344,918	878
2021-04	\$1,134,504		0.0%	\$1,134,504	818
2021-05	\$1,312,223		0.0%	\$1,312,223	813
2021-06	\$1,327,957		0.0%	\$1,327,957	852
Baseline (avg month) PreCOVID	\$1,738,176			\$1,738,176	1,200
Apr-Sep 2020 (avg month)	\$1,304,381			\$1,315,424	893
Variance to Baseline	-25%			-24%	-26%
Oct-Jun 2021 (avg month)	\$1,277,014			\$1,278,298	859
Variance to Baseline	-27%			-26%	-28%

SUD (90853 Group therapy, H0005 Group counselling, H0015 Intensive optp, H0020 Methadone medication, T1012 Recovery supports)

Month	Non			Total	# Members Served
	Telehealth	Telehealth	Telehealth %		
(baseline) 2019-10	\$977,418		0.0%	\$977,418	3,305
(baseline) 2019-11	\$888,862		0.0%	\$888,862	3,233
(baseline) 2019-12	\$933,105		0.0%	\$933,105	3,267
(baseline) 2020-01	\$828,395		0.0%	\$828,395	2,825
(baseline) 2020-02	\$807,262		0.0%	\$807,262	2,791
(transitional) 2020-03	\$696,256	\$34,337	4.7%	\$730,593	2,634
2020-04	\$568,865	\$106,530	15.8%	\$675,394	2,448
2020-05	\$602,246	\$98,893	14.1%	\$701,139	2,415
2020-06	\$540,293	\$118,449	18.0%	\$658,742	2,274
2020-07	\$448,782	\$144,195	24.3%	\$592,977	2,166
2020-08	\$484,418	\$134,196	21.7%	\$618,614	2,171
2020-09	\$489,733	\$125,990	20.5%	\$615,723	2,163
2020-10	\$447,145	\$119,699	21.1%	\$566,844	2,059
2020-11	\$405,441	\$142,232	26.0%	\$547,673	1,966
2020-12	\$418,855	\$148,240	26.1%	\$567,095	1,997
2021-01	\$433,588	\$142,497	24.7%	\$576,085	2,018
2021-02	\$392,915	\$154,408	28.2%	\$547,323	2,035
2021-03	\$447,472	\$165,849	27.0%	\$613,321	2,066
2021-04	\$406,678	\$152,297	27.2%	\$558,975	1,995
2021-05	\$379,635	\$152,135	28.6%	\$531,770	1,873
2021-06	\$390,811	\$147,607	27.4%	\$538,418	1,898
Baseline (avg month) PreCOVID	\$887,008			\$887,008	3,084
Apr-Sep 2020 (avg month)	\$522,389			\$643,765	2,273
Variance to Baseline	-41%			-27%	-26%
Oct-Jun 2021 (avg month)	\$413,616			\$560,834	1,990
Variance to Baseline	-53%			-37%	-35%

SUD - all other

Payments

Month	Non			Total	# Members Served
	Telehealth	Telehealth	Telehealth %		
(baseline) 2019-10	\$1,030,422		0.0%	\$1,030,422	3,823
(baseline) 2019-11	\$925,370		0.0%	\$925,370	3,772
(baseline) 2019-12	\$919,622		0.0%	\$919,622	3,653
(baseline) 2020-01	\$984,238		0.0%	\$984,238	3,590
(baseline) 2020-02	\$983,776		0.0%	\$983,776	3,588
(transitional) 2020-03	\$857,602	\$34,779	3.9%	\$892,381	3,396
2020-04	\$621,113	\$152,361	19.7%	\$773,474	3,105
2020-05	\$688,059	\$143,906	17.3%	\$831,965	3,212
2020-06	\$761,538	\$145,488	16.0%	\$907,026	3,207
2020-07	\$755,036	\$122,233	13.9%	\$877,269	2,973
2020-08	\$750,862	\$127,555	14.5%	\$878,417	2,982
2020-09	\$750,754	\$122,484	14.0%	\$873,239	2,996
2020-10	\$806,518	\$130,298	13.9%	\$936,816	2,800
2020-11	\$662,508	\$122,838	15.6%	\$785,346	2,631
2020-12	\$751,136	\$131,570	14.9%	\$882,706	2,646
2021-01	\$742,450	\$118,732	13.8%	\$861,182	2,672
2021-02	\$721,390	\$127,086	15.0%	\$848,476	2,658
2021-03	\$769,864	\$133,461	14.8%	\$903,325	2,661
2021-04	\$685,610	\$128,383	15.8%	\$813,993	2,555
2021-05	\$695,270	\$129,252	15.7%	\$824,523	2,543
2021-06	\$758,204	\$136,174	15.2%	\$894,378	2,652
Baseline (avg month) PreCOVID	\$968,686			\$968,686	3,685
Apr-Sep 2020 (avg month)	\$721,227			\$856,898	3,079
Variance to Baseline	-26%			-12%	-16%
Oct-Jun 2021 (avg month)	\$732,550			\$861,194	2,646
Variance to Baseline	-24%			-11%	-28%

Was 19% prior to retroactive rate increase H0010 and H0001

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

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

Presented to Full Board at its Meeting on: 10/20/2021

Name of Provider: Equalsign Partners

Contract Title: Social Media Management

Address where services are provided: None

Presented to Finance Committee at its meeting on: 10/6/2021

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

Amount of Contract: \$ 188,000.00 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).

The modification is to request an amount not to exceed \$49,000 to be added to the original approved contract amount of \$139,000 for two years with a one-year renewal option. If approved, the amount of BA#21-26 would not exceed \$188,000.

The modification is to request an additional 20 hours a week in assistance beginning May from Equal Sign Partners, LLC since the Communications & Community Outreach Liaison was on FMLA and has since resigned. The scope of service for this additional 20 hours is needed for working on several projects within the Communications department including writing, creating brochures, flyers, ads, planning and executing community outreach events.

ORIGINAL BOARD ACTION LANGUAGE:

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: Multiple

Fee for Service (Y/N): Y

Revenue	FY 21/22	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)? 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: Thursday, September 2, 2021

Signed: Thursday, September 2, 2021

Board Action #: 21-26R

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 21-42R Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 10/20/2021

Name of Provider: Graham Media Group

Contract Title: Graham Media Group

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 10/6/2021

Proposed Contract Term: 11/1/2020 to 9/30/2021

Amount of Contract: \$ 64,200.00 Previous Fiscal Year: \$ 0.00

Program Type: Continuation

Projected Number Served- Year 1: 1,000,000,000 Persons Served (previous fiscal year): 100000000

Date Contract First Initiated: 10/21/2020

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).

Staff request for Board approval to modify the Graham Media contract by adding \$14,200 that was used early in the fiscal year to pay 2019-2020 outstanding invoice. The resolution of this outstanding debt resulted in the inability to pay the final two months of our current contract. Board approval of the additional funds will increase the Graham Media contract total from \$50,000 to \$64,200.

Original BA language:

This board action is requesting the approval of a one year contract for an amount not to exceed \$50,000. The Communications department would like to enter into contract with Graham Media Group to provide educational messaging on its NBC affiliate station, WDIV-TV 4. Messages will focus on disability, autism and mental health awareness, suicide prevention, substance use prevention, treatment and recovery and general access to care.

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

Source of Funds: General Fund

Board Action #: 21-42R

Fee for Service (Y/N): Y

Revenue	FY 20/21	Annualized
General Funds	\$ 64,200.00	\$ 64,200.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 64,200.00	\$ 64,200.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64931.827206.06300

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: Wednesday, September 29, 2021

Signed: Wednesday, September 29, 2021

**DETROIT WAYNE INTEGRATED HEALTH NETWORK
BOARD ACTION**

Board Action Number: 22-27 Revised: N Requisition Number:

Presented to Full Board at its Meeting on: 10/20/2021

Name of Provider: Michigan Municipal Risk Management Authority

Contract Title: MMRMA Insurance Renewal

Address where services are provided: 'None'

Presented to Finance Committee at its meeting on: 10/6/2021

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

Amount of Contract: \$ 218,416.00 Previous Fiscal Year: \$ 225,592.00

Program Type: Continuation

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

Date Contract First Initiated: 10/1/2014

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") is requesting approval of the Michigan Municipal Risk Management Authority ("MMRMA") to provide comprehensive casualty and property insurance to Detroit Wayne Integrated Health Network ("DWIHN") for FY 2021-2022. The total premium payment is \$218,416.00. MMRMA is a public entity self-insurance pool that provides property and liability coverage to local governmental entities in the state of Michigan.

DWIHN has been a member of MMRMA since FY 2014-15. As a member of MMRMA, DWIHN has access to MMRMA's risk management program and risk control services, which assists members to identify, prevent, and mitigate losses. MMRMA provides training in all areas of risk management, along with claims management and up to date information on trends and strategies in public risk management.

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

Source of Funds: Multiple

Fee for Service (Y/N): N

Revenue	FY 21/22	Annualized
Multiple	\$ 218,416.00	\$ 218,416.00
	\$ 0.00	\$ 0.00
Total Revenue	\$ 218,416.00	\$ 218,416.00

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

Type of contract (Business/Clinical): Business

ACCOUNT NUMBER: 64910.911000.00000

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: Wednesday, September 29, 2021

Signed: Wednesday, September 29, 2021