

**Governing Board Meeting
Health Services of North Texas
June 21, 2017
HSNT HQ**

Agenda		P. 1
I. Call to Order	Glen McKenzie	
II. Capital Campaign Update	Larry Bisno	
III. Consent Agenda	Glen McKenzie	
*May 2017 Board Minutes		P. 2
*May 2017 Financial Committee Minutes		P. 5
*May 2017 Financials		P. 6
*May 2017 QM Committee Minutes		P. 10
*June 2017 Development Report (including approval of grants)		P. 13
IV. CEO Report	Pam Barnes	P. 17
*Serve Denton Non Binding Letter of Intent		
2017 Hearts & Heroes Honorees		
V. Committee with Reports		
QM/QI Committee Review	Louise Baldwin	
Plan-Do-Study-Act (PDSA) Initiatives		
VI. Old Business/New Business	Glen McKenzie	
VII. Important Dates and adjourn meeting	Glen McKenzie	
HSNT Governing Board Meeting - 6pm Wed., July 19, 2017 -HSNT HQ		
Hearts & Heroes - October 5, 2017 - Denton Country Club		
* Items Requiring a Vote		

Call to order at 6:03pm by Glen McKenzie

Attendees: Michael Foster, Dean Perkins, Herman Oosterwijk, Dale Tampke, Glen McKenzie, Clara Sanchez, Derrell Bulls, Gloria Herron

Absent: Trang Dang-Le, Randy Robinson, Justin Coury, Jerry Garrett, Louise Baldwin, Judge David Garcia

Staff: Doreen Rue, Pam Barnes, Larry Bisno, Jen Eaton

Welcome to our new member, Dale Tampke!

- Dale was a previous board member & has also FQHC board experience

Agenda Item II: Board Training – Doreen Rue

- Update on TX Medicaid Wrap Payment Methodology
 - Currently, as an FQHC, HSNT is paid an enhanced rate for enhanced work product (we're paid a standard fee & the WRAP is added)
 - Up until now, we submit a claim & then Medicaid gives us the whole reimbursement amount but they're re-evaluating the system & we can expect changes & finalization on the methodology by Monday
 - We could possibly receive the reimbursement at a later time once submitting the claim instead of getting paid all at once, est. a 45 day delay
 - We're at 46% Medicaid visits as of now
 - There are 73 FQ's in TX & this will only go through if all agree, the state will not negotiate with each individual FQ
- Last month we gave a draft of the 2016 annual report & now we presented the final 2016 annual report
 - This piece will now be part of our communication process
 - It's a great tool for HSNT to use on an ongoing basis & it will be updated every year & will go on the website for the community to see

Agenda Item III: Consent Agenda – Approval of April 2017 Board Minutes, April 2017 Financial Committee Minutes, April 2017 Financials, April 2017 QM Committee Minutes, May 2017 Development Report (including approval of grants)

Motion to approve all consent items: *Derrell Bulls*

Seconded: *Dean Perkins*

Motion Passed: 8-0

Agenda Item IV: CEO Report – Doreen Rue

- Discussed CEO report & data sheet
- HB 3151 – Medicaid & CHIP
 - Currently, families with multiple children has a renewal date & numerous income check dates for each child & this increases the likelihood a parent will miss the 10-day deadline
 - This bill is the 1st step to develop a pilot demonstration project to align the renewals & income check dates for every child
 - Benefits:
 - Only two income checks a year for Medicaid kids, including one at annual re-certification, similar to CHIP.
 - When a child is in a single plan for a longer period of time, the average per-member-per-month costs decrease because health plans can help better manage and coordinate the child's health care needs.
 - Less paperwork and fewer income checks lead to reduced administrative costs to the state.
 - HB 3151 would improve health outcomes and continuity of care for our children.
- Martin Mainja – he participated in the 90 Day Countdown last week & was very impressed, congratulated the board on their great work
- Serve Denton - potential Loop 288 location - this would be an ideal location as it would serve the largest zip code of patients on that side of town
 - Karen Martin is the new executive director & she says the project is moving forward
 - Next meeting is with the potential tenants (HSNT is one of them)
 - Our rate would still be about ½ of the market rate so there is still a cost savings
 - We may possibly no longer need the 4310 building (leased)
 - The Serve Denton floorplan would be same as 4304 floorplan
 - This could mean Phase 2 of 4304 turns into the Loop 288 location but we are still looking at options
 - No moving date estimate has been given yet but it will be a board decision/approval
- Capital Campaign – A site visit is scheduled in July with a family foundation in connection with Andy Eads that we are very excited about
 - HSNT is perfect for their mission
 - We really need more community support to be able to go to the local Foundations for donations & we are hoping this visit will trigger something big

Agenda Item V: Committee Reports

- QM/QI – Nothing to discuss
- Credentialing File Approvals:

Motion to approve Leah Robinson: *Gloria Herron*

Seconded: *Derrell Bulls*

Motion Passed: 8-0

Motion to approve Shelby Strickland: *Gloria Herron*

Seconded: *Derrell Bulls*

Motion Passed: 8-0

Agenda Item VI: Old/New Business

- Independent Audit – still in the reviewing phase & no new updates

Agenda Item VII: Important Dates

- Reminder of next meeting in June
- Reminder of Hearts & Heroes event in October

Motion to adjourn meeting: *Dean Perkins*

Seconded: *Derrell Bulls*

Board Secretary Approval _____ Date _____

Board President Approval _____ Date _____



Finance Committee Minutes

Meeting Facilitator: Judge David Garcia
Meeting Date: May 16, 2017
Time: 7:30 a.m.
Location: HSNT HQ Conference Room

Attendees: Judge Garcia, Michael Foster and Glen McKenzie
Staff Present: Doreen Rue and Pam Barnes
Regrets: Dr. Bulls and Debra Layman

Agenda Item I: Review April 2017 minutes for approval
Minutes approved.
Motion to accept: Michael Foster
Seconded: David Garcia
Motion Passed: 3-0

Agenda Item II: Review April 2017 financial statements:

Michael Foster pointed out the Current Net Asset on the Balance sheet does not match the Statement of Operations. The data entry error has been identified and corrected. Michael also noted that HSNT has not used the funds in American National Bank located in Wylie, Texas. The committee granted HSNT permission to move these funds to HSNT operating account at Wells Fargo. The committee discussed that HSNT has not had the need to move those funds yet but will retain that access once funds are needed to support operations.

The committee discussed progress on the capital campaign. HSNT is currently cultivating community support. Once we reach a certain level of community support, HSNT will approach Foundations with the capacity to gift larger capital gifts. Included in the community support are local foundations that are in process of submitting applications. The committee also acknowledged that HSNT has retained a real estate attorney to review the construction loan documents.

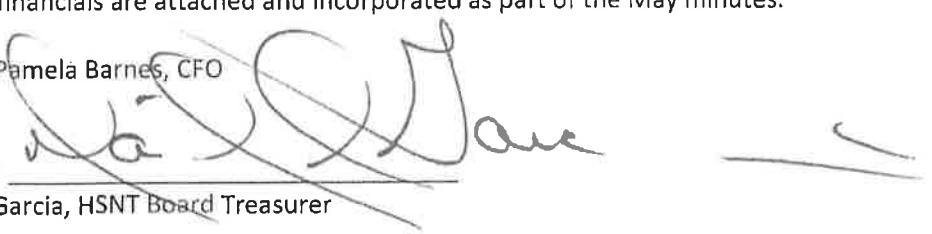
Motion to accept: Michael Foster
Seconded: David Garcia
Motion Passed: 3-0

Agenda Item III: HSNT FY2016 Independent Audit in progress:
Durbin and Company started audit field work Monday, April 17th and will be on site all week. The audit team will be interviewing several board members during the week of field work.

Agenda Item IV: Meeting adjourned at 7:56 a.m.

Notes to the financials are attached and incorporated as part of the May minutes.

Prepared By Pamela Barnes, CFO

Approved By: 
Judge David Garcia, HSNT Board Treasurer

Health Services of North Texas, Inc.
Statement of Financial Position
As of 5/31/2017

	Current Period	Last Month	Prior Year End	\$ Chge	% Chge
ASSETS					
Current Assets					
Restricted - Retirement	76,804.41	67,987.57	86,013.97	(9,209.56)	-10.71%
Overnight Investment	0.00	0.00	402,595.81	(402,595.81)	100.00%
Operating Cash	<u>682,290.52</u>	<u>919,342.67</u>	<u>548,916.35</u>	<u>133,374.17</u>	<u>24.30%</u>
Total Current Assets	759,094.93	987,330.24	1,037,526.13	(278,431.20)	-26.84%
Other Current Assets					
Grant Receivables	815,593.49	693,629.68	845,820.46	(30,226.97)	-3.57%
Medical Receivables	250,271.36	235,061.75	164,249.45	86,021.91	52.37%
Misc. Receivables	53,376.70	43,897.86	39,956.67	13,420.03	0.00%
Deposits	14,599.50	14,599.50	14,599.50	0.00	0.00%
Inventory	<u>18,195.92</u>	<u>18,195.92</u>	<u>18,195.92</u>	<u>0.00</u>	<u>0.00%</u>
Total Other Current Assets	1,152,036.97	1,005,384.71	1,082,822.00	69,214.97	6.39%
Short Term Investments					
Investment CDs	<u>549,227.41</u>	<u>549,227.41</u>	<u>549,227.41</u>	<u>0.00</u>	<u>0.00%</u>
Total Short Term Investments	549,227.41	549,227.41	549,227.41	0.00	0.00%
Long Term Assets					
457b Retirement	7,691.27	7,688.34	7,704.51	(13.24)	-0.17%
Fixed Assets					
Medical Equipment	48,065.05	48,065.05	48,065.05	0.00	0.00%
Building Improvements	127,582.56	127,582.56	121,993.56	5,589.00	4.58%
PCMC Building	689,712.19	689,712.19	689,712.19	0.00	0.00%
4308 Mesa Denton Office	9,639.00	9,639.00	9,639.00	0.00	100.00%
4304 Mesa Medical Center	1,281,468.70	932,031.60	314,069.03	967,399.67	100.00%
Software Applications	112,081.41	112,081.41	112,081.41	0.00	0.00%
Telephone Systems	95,499.55	95,499.55	95,499.55	0.00	0.00%
IT Equipment	137,337.42	137,337.42	137,337.42	0.00	0.00%
Vehicles	108,748.92	108,748.92	121,748.92	(13,000.00)	-10.68%
Accumulated Depreciation	<u>(352,072.74)</u>	<u>(346,376.33)</u>	<u>(336,687.40)</u>	<u>(15,385.34)</u>	<u>4.57%</u>
Total Fixed Assets	<u>2,258,062.06</u>	<u>1,914,321.37</u>	<u>1,313,458.73</u>	<u>944,603.33</u>	<u>71.92%</u>
Total Long Term Assets	<u>2,265,753.33</u>	<u>1,922,009.71</u>	<u>1,321,163.24</u>	<u>944,590.09</u>	<u>71.50%</u>
Total ASSETS	<u>4,726,112.64</u>	<u>4,463,952.07</u>	<u>3,990,738.78</u>	<u>735,373.86</u>	<u>18.43%</u>
LIABILITIES					
Current Liabilities					
Accounts Payable	201,474.42	174,816.72	126,192.37	75,282.05	59.66%
Accrued Payroll	250,290.38	235,607.05	176,873.73	73,416.65	41.51%
Accrued Retirement	76,804.41	67,987.57	86,013.97	(9,209.56)	-10.71%
Payroll Liabilities	<u>6,489.63</u>	<u>11,491.38</u>	<u>216.34</u>	<u>6,273.29</u>	<u>2899.74%</u>
Total Current Liabilities	535,058.84	489,902.72	389,296.41	145,762.43	37.44%
Long Term Liabilities					
457b Retirement	<u>7,691.27</u>	<u>7,688.34</u>	<u>7,704.51</u>	<u>(13.24)</u>	<u>-0.17%</u>
Total Long Term Liabilities	<u>7,691.27</u>	<u>7,688.34</u>	<u>7,704.51</u>	<u>(13.24)</u>	<u>-0.17%</u>
Total LIABILITIES	<u>542,750.11</u>	<u>497,591.06</u>	<u>397,000.92</u>	<u>145,749.19</u>	<u>36.71%</u>
NET ASSETS					
Fund Balances					
Net Assets at Beginning of Year	3,597,180.36	3,597,180.36	3,770,658.13	(173,477.77)	-4.60%
Current Net Assets(Liabilities)	<u>586,182.17</u>	<u>369,180.65</u>	<u>(176,920.27)</u>	<u>763,102.44</u>	<u>-431.33%</u>
Total NET ASSETS	<u>4,183,362.53</u>	<u>3,966,361.01</u>	<u>3,593,737.86</u>	<u>589,624.67</u>	<u>16.41%</u>
TOTAL LIABILITIES & NET ASSETS	<u>4,726,112.64</u>	<u>4,463,952.07</u>	<u>3,990,738.78</u>	<u>735,373.86</u>	<u>18.43%</u>

Health Services of North Texas, Inc.
Statement of Operations
From 5/1/2017 Through 5/31/2017

	Current Month	Last Month (04/01/2017 - 04/30/2017)	Current YTD	Prior YTD	FY2017 Budget	YTD Difference	Total Budg Percent
Patient Revenue							
Net Patient Rev	477,160.78	440,608.01	2,160,288.85	2,076,757.56	6,856,836.00	83,531.29	(31.50)%
Uncollectible	(22,331.26)	(43,011.89)	(75,397.56)	(97,974.61)	(161,085.00)	22,577.05	(46.80)%
Total Patient Revenue	<u>454,829.52</u>	<u>397,596.12</u>	<u>2,084,891.29</u>	<u>1,978,782.95</u>	<u>6,695,751.00</u>	<u>106,108.34</u>	<u>(31.14)%</u>
Other Revenue							
Grants	349,045.60	426,486.28	1,955,958.03	1,517,265.45	4,915,192.96	438,692.58	(39.79)%
Other	12,442.30	673.74	82,429.31	110,395.70	227,925.04	(27,966.39)	(36.16)%
Total Other Revenue	<u>361,487.90</u>	<u>427,160.02</u>	<u>2,038,387.34</u>	<u>1,627,661.15</u>	<u>5,143,118.00</u>	<u>410,726.19</u>	<u>(39.63)%</u>
TOTAL Revenue	<u>816,317.42</u>	<u>824,756.14</u>	<u>4,123,278.63</u>	<u>3,606,444.10</u>	<u>11,838,869.00</u>	<u>516,834.53</u>	<u>(34.82)%</u>
Expenses							
Personnel	525,473.29	486,801.52	2,527,102.75	2,240,869.75	7,422,392.00	286,233.00	34.04%
Medical Services	78,248.05	65,509.99	384,446.70	543,075.66	1,183,200.00	(158,628.96)	32.49%
Patient Care	52,171.49	54,170.59	263,350.45	277,309.72	641,436.00	(13,959.27)	41.05%
IT	49,282.48	32,646.89	241,967.45	201,418.47	622,341.00	40,548.98	38.88%
Occupancy	38,366.02	44,906.65	196,563.27	176,574.11	574,000.00	19,989.16	34.24%
Operating Costs	103,761.07	187,201.60	584,090.55	474,025.16	1,395,500.00	110,065.39	41.85%
Total Expenses	<u>847,302.40</u>	<u>871,237.24</u>	<u>4,197,521.17</u>	<u>3,913,272.87</u>	<u>11,838,869.00</u>	<u>284,248.30</u>	<u>35.46%</u>
Operating Income(Loss)	<u>(30,984.98)</u>	<u>(46,481.10)</u>	<u>(74,242.54)</u>	<u>(306,828.77)</u>	<u>0.00</u>	<u>232,586.23</u>	<u>0.00%</u>
Capital Activity							
Capital Income	247,453.19	13,277.57	676,012.97	89,341.88	0.00	586,671.09	0.00%
Capital Expense	533.31	(877.50)	(15,588.26)	(19,254.55)	0.00	3,666.29	0.00%
Total Capital Activity	<u>247,986.50</u>	<u>12,400.07</u>	<u>660,424.71</u>	<u>70,087.33</u>	<u>0.00</u>	<u>590,337.38</u>	<u>0.00%</u>
Capital Assets	<u>247,986.50</u>	<u>12,400.07</u>	<u>660,424.71</u>	<u>70,087.33</u>	<u>0.00</u>	<u>590,337.38</u>	<u>0.00%</u>
Net Assets	<u>217,001.52</u>	<u>(34,081.03)</u>	<u>586,182.17</u>	<u>(236,741.44)</u>	<u>0.00</u>	<u>822,923.61</u>	<u>0.00%</u>

Health Services of North Texas, Inc.

Statement of Cash Flows

As of 5/31/2017

	<u>Current Period</u>	<u>Current Year</u>	<u>Prior Year YTD</u>
Cash Flows from Operating Activities			
Medicaid	402,556.97	1,652,161.23	1,469,926.25
Medicare	11,288.88	72,959.55	107,707.28
Private/Commercial	6,785.68	46,134.31	59,594.18
Self Pay	18,693.81	213,492.34	211,389.38
Program Income	294.57	14,121.95	72,764.37
Grants	207,273.45	1,920,757.10	1,535,989.57
Receipts from Contributors	22,350.64	132,223.00	130,887.07
Change in Inventory	0.00	0.00	11,017.62
Interest Received	0.00	23.00	341.98
Payments to Employees & Suppliers	<u>(795,148.28)</u>	<u>(4,035,619.00)</u>	<u>(3,808,286.83)</u>
Total Cash Flows from Operating Activities	<u>(125,904.28)</u>	<u>16,253.48</u>	<u>(208,669.13)</u>
Cash Flows from Capital Activities			
Capital Activity/Disposal of Assets	<u>(102,331.03)</u>	<u>(294,684.68)</u>	<u>(151,187.77)</u>
Total Cash Flows from Capital Activities	<u>(102,331.03)</u>	<u>(294,684.68)</u>	<u>(151,187.77)</u>
Beginning Cash & Cash Equivalents	1,536,557.65	1,586,753.54	2,275,252.91
Ending Cash & Cash Equivalents	<u>1,308,322.34</u>	<u>1,308,322.34</u>	<u>1,915,396.01</u>

Health Services of North Texas, Inc.

Financial Ratios

May 2017

	FY2017 Goals	Fiscal Year 2017	Fiscal Year 2016
Quick Ratio Current Assets/Current Liabilities	9:1	4.54 :1	6.77 :1
Debt/Equity Total Liabilities/Total Net Assets	13.0%	12.8%	10.8%
Working Capital to Expense Ratio CA/CL divided by Expense/# month in Period	3 : 1	2.28 : 1	2.79 : 1
Long Term Debt to Equity Ratio	25%	6.0%	6.9%
Percentage of Admin & Fundraising	12.0%	8.7%	9.2%
Number of Days - Cash	30	47	59
Accounts Receivable Days (Medical AR Collection Period)	50	17	14
Change In Net Assets to Expense (Net Assets/Total Expense)	3.0%	8.8%	-1.5%
Cash Flow	1.5%	-17.5%	-30.3%
	FY2017 YTD	FY2016 YTD	
Cost per Employee this month	\$5,901.67	\$6,077.60	
Cost per Employee YTD	\$30,319.80	\$68,334.96	
Average Hourly Rate YTD	\$34.87	\$33.54	
Cost Per Medical Encounter *16,995	\$212.60	\$231.66*	
Cost Per Medical Patient *8,749	\$388.81	\$778.62*	

* Cost per Medical Encounter and Cost per Patient is calculated based on the entire agency operations which includes services in Collin County that are not included in the FQHC scope of services. HSNT provides a number of enabling services such as housing, insurance premium payments and transportation that are not traditional FQHC services that drives our cost per patient and encounter higher than the average. Additionally, FY2017 cost per patient and cost per encounter are now based on a rolling twelve (12) months.

HSNT Quality Management Committee Minutes 5.10.17

Attendees: Pam, Suzan, Christopher, Debra, Jamie, Dr. Moore, Susan, Louise, Kayla W., Deb Ivy

Absent: Anna, Mari, Erika, Kayla B., Teri

Topic	Discussion/Recommendations	Action	Responsible Party	Follow-Up
Welcome & Roll Call	Suzan performed roll call & started meeting at 12:10pm	N/A	N/A	N/A
Approval of April minutes	Minutes from 4.12.17 meeting were approved	Approved	N/A	N/A
Standard Committee Reports				
Risk Management Committee				
Debra	<ul style="list-style-type: none"> Open incident report on patient falling, deemed no risk & was CEO approved & closed Vital sign screenings for employees discussed again-Debra will notify as well as add to employee handbook for new employees to be made aware Cleaning crew –Debra is working on getting other bids from different vendors Still waiting on the list of DSC post-flood items that are missing from Mari 	<ul style="list-style-type: none"> Cleaning Company bids List of missing DSC items from Mari is still pending 	Debra Mari	6/21/17
Peer Review Committee				
Louise	<ul style="list-style-type: none"> Peer review forms are completed & committee approved List of charts not out yet, pending CPT codes & will create a report once received 	Meeting w/ Anna to get codes & work on report	Louise	6/21/17
Performance/Clinical Measures				
Suzan	<ul style="list-style-type: none"> Discussed audit report that Suzan created from patient charts on Immunizations, Child Weight & PAPS 	Deb I will check audit for PAPS & discuss w/ DSC	Deb I	6/21/17

HSNT Quality Management Committee Minutes 5.10.17

	<ul style="list-style-type: none"> eCW test site is live to play with & work on getting accurate info eCW UDS report still under construction 			
Areas of Concern/Trends				
All Members	<ul style="list-style-type: none"> Policy procedure forms – still nothing to report per Christopher ADHD update & management – Dr. Jackson led a pediatric team in planning & implementing internal process/guidelines that are being finalized, will be able to treat behavioral ADHD across the agency After Dr. Moore retires, no provider to provide ADHD for adults unless we can bring in a new hire Tele-psychiatry – moved into Collin County & now RW patients can get service LabCor – increase in phlebotomy service to 4 full days a week in Collin County! 	<ul style="list-style-type: none"> Update of forms is still being worked on Suzan/Debra – work on PDSA for ADHD project 	Christopher Suzan Debra	6/21/17
Review of Safety				
All Members	<ul style="list-style-type: none"> Some type of survey was done at Elm St., Deb I will get with Mari for more details & summary to report WCMC – Doreen met with the landlord this week to discuss some issues to fix (loose unsecure floor boards) Christopher is moving PCMC to key card access possibly by next week 	<ul style="list-style-type: none"> Survey results at Elm St. 	• Deb Ivy/Mari	6/21/17
Review of Financial Measures				
Pam	<ul style="list-style-type: none"> Construction loan was officially approved & we are in final steps for written approval from HRSA 	<ul style="list-style-type: none"> N/A 	N/A	N/A



HSNT Quality Management Committee Minutes 5.10.17

	<ul style="list-style-type: none"> Long term debt to increase as year progresses March ended with 45 days in cash CME - \$237.58 CMP - \$400.87 			
Review of Outreach				
Teri	<ul style="list-style-type: none"> Teri absent & will report any updates at next meeting 	N/A	Teri	6/21/17
Training Updates/Info				
Christopher	<ul style="list-style-type: none"> HIPAA training – just a few employees behind & checking every month 	N/A	N/A	N/A
All Other Items				
Deb Ivy/Suzan	<ul style="list-style-type: none"> Title 10 conference overview – reviewed a lot on health care bill focusing on family planning, nurse visits will not be counted as encounters for Title 10 (will be supply visit), the policy manual will need to be changed & Deb Ivy will share all changes 	<ul style="list-style-type: none"> Policy manual update 	Deb Ivy	N/A

Date minutes accepted: 5.10.17

Committee Chairman: Deb Ivy-Sanderson

Next Meeting: 6.21.17



Strategic Initiatives & Development Report

June 21, 2017 Board Meeting

1. Current Strategic Focus Areas:

- **4304:** Completion expected around July 18, 2017.
- **Capital Campaign:** Donor acknowledgement signage for inside 4304 has been designed and production begun.
- **Engagement of new partnerships:** HSNT (PCMC) has been invited to meet with FedEx Corporate to plan a long term program of engagement beginning with volunteers and leading to corporate funding.

2. Business Relationships/External Activity: Meetings and tours are ramping up for PCMC, with the new director of Community Relations of FedEx Corporate (recently moved to Plano) reaching out and inviting L. Bisno to a meeting to plan long-term engagement between FedEx and HSNT through PCMC. Additional tours of PCMC are being established post Cuisine For A Cure.

3. Project 4304: Construction moving along well, completion is still targeted for near third week of July 2017.

4. Capital Campaign and Annual Fund Program: **1.** Coordinated awareness campaign continues with Outreach communicating community need and the next individual fund mailing (combined hard and electronic) scheduled for late summer. **2.** Donor recognition signage for inside 4304 has been designed and will compliment mandated room designation signage.

5. Events: Hearts & Heroes: Heroes have been selected and all contacted. Awaiting their acceptance and then names/agency will be announced.

6. Dates

- October 5, 2017: Hearts & Heroes
- November 3, 2017: Clay Shoot Fundraiser

6. Grants: Submitted/new: 9 grants submitted/4 to new funders in (YTD 43 total Submitted/16 to new funders).

- | | |
|---|-------------|
| a. Value of Grants submitted and currently awaiting decision in 2017: | \$1,945,429 |
| b. Foundations/Organizations received To-Date (FY2017) | \$152,026 |

7. Grants to Be Voted on:

*Stantec	PCMC program support	\$10,000
*CoServ Foundation	Denton More Than Med Room	\$10,000
*EFSP	Utility assistance	\$5,000

*Gaston Episcopal Foundation	Prescription assistance	\$5,000
*Lightner Sams	PCMC equipment	\$5,225
*Majestic Realty	PCMC program support	\$10,000
*Nina Heard Astin	Medical visits	\$8,000
*Sear Family Foundation	Capital campaign	\$15,000

HSNT Grants Update – June 21, 2017

Submitted/Pending

Fidelity (full proposal)	Health IT (upgrade EHR)	\$50,000	July
City of Lewisville	Medical visits	\$30,000	August
Roy and Christine Sturgis	Capital campaign	\$50,000	July
Reliant Energy Foundation	PCMC program support	\$10,000	July
Harley Davidson Foundation	PCMC program support	\$10,000	July
Strake Foundation	Women’s clinical services	\$10,000	July
Communities Fndn. Of TX	Medical/Capital campaign	\$50,000 (to be Listed in Giving Guide) And \$25,000 in discretionary funding	September December
Denton Co. Commissioners	Primary medical	\$125,000	July
Walmart Community (Plano)	Back to School event	\$2,500	July
Walmart Community (Denton)	Back to School event	\$2,500	July
George and Fay Young (LOI)	Capital campaign	\$150,000	September
Moody Foundation (LOI)	Capital campaign	\$400,000	July
Jack H. and William M. Light	Denton pediatric program	\$10,000	August
R.C. Baker Foundation	PCMC program support	\$5,000	August
B.B. Owen Trust	P/WCMC vitals carts (3)	\$7,260	August
Hollyfield (full proposal)	CCMC medical equipment	\$5,000	August
Speedway Charities (full prop.)	More Than Medicine Room	\$14,995.44	November
Liberty Mutual	Capital campaign	\$50,000	September
PACCAR	Capital campaign	\$250,000	September
Mary Potishman Lard Trust	PCMC program support	\$10,000	September
JES Edwards	Capital campaign	\$100,000	September
Gil and Dody Weaver	PCMC general support	\$5,000	September
DIFFA	HIV behavioral health	\$20,000	October
HOPWA renewal	HIV Housing	\$585,674	September
WP and Bulah Luse Foundation	Medical Center	\$10,000	September

Decisions

Union Pacific Foundation	DSC OB and newborn kits	\$5,000	Denied
Lupe Murchison	PCMC general operating	\$15,000	Denied
Ed Rachal Foundation	DMC More Than Med Room	\$5,000	Denied

Ben E. Keith	Denton sites – dental kits	\$5,000	Denied
Rough Riders Foundation	Outreach	\$1,000	Denied
Bill and Helen Crowder	DSC autoclave	\$7,000	Denied
EFSP	Utility assistance – Denton	\$5,000	Approved
William Randolph Hearst	Medical visits	\$75,000	Denied
FQHC Change in Scope	Gynecology – update service type		Approved
City of Denton	Denton medical visits	\$45,000	Recommended
Independent Bank (LOI)	More Than Medicine Room	\$10,000	Denied
Ryan White State Services	Med case mgmt., case mgmt., Transportation, pharm. assistance	\$82,577	Approved
FQHC Change in Scope	Additional Dental Services – update service type		Approved
FQHC Change in Scope	Substance Abuse Services – update service type		Approved
FQHC Change in Scope	Physical Therapy – update service type		Approved
FQHC Change in Scope	Additional Enabling/Support services – update type		Approved
FQHC Change in Scope	Podiatry – update service type		Approved
Stemmons Foundation (LOI)	Capital campaign	\$20,000	Denied
Michael and Susan Dell	PCMC general operating	\$70,000	Denied
Northwood Woman’s Club	P/WCMC More Than Med Rm	\$10,000	Denied
Hollyfield (LOI)	CCMC medical equipment	\$5,000	Invited to
submit full proposal			
Speedway Charities (LOI)	More Than Medicine Room	\$14,995.44	Invited to
submit full proposal			
CVS Health (LOI)	Medical visits	\$10,000	Denied
United Way of Denton County	Medical visits/beh health	\$48,900	Approved
SCP Foundation	PCMC general operating	\$25,000	Denied
Max and Victoria Dreyfus	DSC lift exam table	\$5,717	Denied
Dubose Family Foundation	Denton flu shots	\$3,000	Denied
Cathay Bank (resubmission)	PCMC general operating	\$5,000	Denied
Transamerica	PCMC general operating	\$2,500	Approved
Kimberly-Clark	Diapers	\$2,600 in-kind	Denied
Lennar Foundation	Denton pediatric program	\$10,000	Denied
Walmart Distribution Center	Back to School event	\$2,500	Approved
Mitchell Foundation	PCMC general operating	\$35,000	Denied
UW of Metro Dallas	SECC		Approved
UW of Denton County	SECC		Approved
Junior League of Collin Co.	PCMC program support	\$7,500	Denied

Pipeline/To Be Submitted (* to be voted on)

*Stantec	PCMC program support	\$10,000	June
*CoServ Foundation	Denton More Than Med Room	\$10,000	June
*EFSP	Utility assistance	\$5,000	June
*Gaston Episcopal Foundation	Prescription assistance	\$5,000	June
*Lightner Sams	PCMC equipment	\$5,225	June

*Majestic Realty	PCMC program support	\$10,000	July
*Nina Heard Astin	Medical visits	\$8,000	July
*Sear Family Foundation	Capital campaign	\$15,000	June
BBVA Compass	Capital campaign	\$50,000	June
Horace C. Cabe	Capital campaign	\$10,000	September
Dallas Women's Foundation	Women's clinical services	\$30,000	July
Hoblitzelle	Capital campaign	\$40,000	August
Hillcrest Foundation	Capital campaign	\$35,000	July
Meadows Foundation	LCSW for P/WCMC	\$80,000	July
Rees Jones	Tbd	Tbd	Tbd

Health Services of North Texas Governing Board Meeting

Chief Executive Officer Report

June 2017

Total HSNT Data	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	2559	2581	2741	2654	2820								8749	14500	60%
Total Medical/MH Visits	3211	3212	3558	3318	3696								16995	45,000	38%
Total New Patients	376	397	467	453	435								2128	5125	42%
Medical Center- 4310 & 4308 Mesa- Denton	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	1192	1206	1199	1150	1157								3924	6000	65%
Total Medical/MH Visits	1488	1488	1515	1397	1489								7377	18,000	41%
Total New Patients	214	232	246	228	185								1105	1500	74%
Denton South Center	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	745	639	768	665	743								2253	3,500	64%
Total Medical Visits	1020	858	1086	916	1096								4776	11,500	42%
Total New Patients	104	92	118	88	111								513	1050	49%
PCMC	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	466	353	416	448	520								1482	2,500	59%
Total Medical Visits	525	395	489	555	610								2574	7,500	34%
Total New Patients	40	23	52	67	85								267	750	36%
WCMC	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	134	311	306	348	345								977	2,500	39%
Total Medical Visits	142	373	388	391	408								1702	7,175	24%
Total New Patients	15	47	51	65	52								230	750	31%
Medical Center - 2540 - Collin Cty	17- Jan	17- Feb	17- Mar	17- Apr	17- May	17- Jun	17- Jul	17- Aug	17- Sep	17- Oct	17- Nov	17- Dec	YTD	Goal	Goal YTD
Total Medical Patient	22	72	52	43	55								113	250	45%
Total Medical Visits	23	82	61	48	60								274	825	33%
Total New Patients	3	3	0	5	2								13	75	17%
Mental Health Visits	13	16	19	11	33								92		

Health Services of North Texas Governing Board Meeting

Chief Executive Officer Report

June 2017

Payer Mix - Visits	17-Jan	17-Feb	17-Mar	17-Apr	17-May	17-Jun	17-Jul	17-Aug	17-Sep	17-Oct	17-Nov	17-Dec	YTD	Goal
Commercial	2%	2%	2%	2%	2%								6%	6%
Medicaid	14%	14%	16%	16%	18%								47%	47%
Medicare	2%	2%	1%	1%	2%								5%	7%
Self/Slide/Grants	14%	13%	15%	14%	14%								42%	40%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Capital Campaign

- **Building:** Construction is on track for late July completion. Donor recognition signage has been designed and the vendor has been selected.
- **Loan:** We are in the final stages of preparing to close on the construction loan. HSNT attorney has been representing HSNT in conversations with the lender and is reviewing the loan agreement and closing documents.
- **Fundraising:** submitted 8 grant proposals, 10+ in pipeline, Foundation visit scheduled for 7/19/2017, Campaign Committee meeting in July 10th. Asking for all hands on deck to ensure that we connect to people interested in Denton. Do you have a connection that needs to be made?
- **Timeline:** Tentatively the plan is to begin the 90 Day Countdown photo and video campaign mid-July. In August during National Health Center Week we plan to have an insider's reception at the new building. We will invite key leaders and donors.

Electronic Medical Records System

The planning and training to prepare for the implementation of e-Clinical Works on June 12th was worth the investment of our time and resources. HSNT is far more complex than we were for the last implementation in 2012. Although there were, and continue to be, issues that we are addressing, the implementation team is working with each site to ensure that we take advantage of the robust features of our new system. Several providers have fully embraced the workflow and are already ramping up their schedule to see more patients.

Kiosks have been installed at all locations and patients can check in, complete patient forms, and update their demographic information using the kiosk. Click this hyperlink for a demonstration:

<https://www.healthntx.org/index.php/staff-resources/patient-kiosk-demo/> .

Healow is a digital application that is available for patients to download on their smart phone to access numerous patient engagement tools. They can access the patient portal to track appointments, check lab results, access educational materials, connect compatible Bluetooth devices such as glucose monitors and Fitbits, and more. The Portal is set up in English and Spanish!

Serve Denton

We met with Serve Denton to discuss HSNT's space and configuration needs and begin work on the floorplan for the future Denton Assistance Center concept on Loop 288. We have the opportunity to have the space built to suit our needs, both current and strategic. Added to our original plan is a 4 operatory dental suite. HSNT will not pay for the build out of the space but we will lease the space at a comparable rate that we are paying now for 4310 Mesa. Serve

Health Services of North Texas Governing Board Meeting

Chief Executive Officer Report

June 2017

Denton is asking for a non-binding letter of intent from HSNT to present to their board to document our interest in this project. This is an action item on the agenda.

This project will be incorporated in the strategic planning discussion as we prepare to update our vision.

Information:

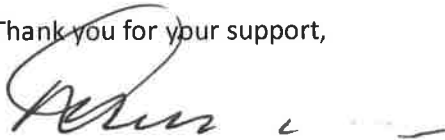
We are participating in a statewide meeting on June 19th and expect to learn the impact of the proposed changes in how FQHC's are reimbursed for Medicaid services. There will be an update at the board meeting.

Karen Martin is no longer with Serve Denton. Carlie Kuban is the Executive Director and Pat Smith will lead the capital campaign for the Loop 288 project.

HSNT is participating in community forum for input on TXDOT expansion of Interstate 35 between Sanger and HWY380.

Leadership staff are reviewing HSNT direction and vision for 5-10 years. This information will be used by the strategic planning committee.

Thank you for your support,



Doreen Rue, CEO