

**Governing Board Meeting Agenda
November 15th, 2017 - HSNT HQ**

Agenda P. 1

- I. Call to Order** **Glen McKenzie**

- II. Board Training** **Doreen Rue**
Board Self Evaluation Summary

- III. Consent Agenda** **Glen McKenzie**
 - *October 2017 Board Minutes P. 2
 - *October 2017 Financial Committee Minutes P. 5
 - *October 2017 Financials P. 7
 - *October 2017 QM Committee Minutes P. 11
 - *November 2017 Development Report (including approval of grants) P. 14

- IV. CEO Report** **Doreen Rue** P. 17
Serve Denton Project Update

- V. Committee with Reports**
 - Personnel Committee** **Gloria Herron**
 - *Credentialing Approval-Cristina Hernandez CMA
 - *Credentialing Approval-Kristen Chou, FNP
 - *Compensation & Benefit Plan

 - Finance Committee**
 - *Approval of 2018 Budget

 - Quality Committee** **Louise Baldwin**

 - Strategic Committee** **Dean Perkins**
 - *Approval of Strategic Plan

- VI. Old Business/New Business** **Glen McKenzie**

- VII. Important Dates and adjourn meeting** **Glen McKenzie**
HSNT Governing Board Meeting - December 20th @ 6pm - HSNT HQ

* Items Requiring a Vote



**Governing Board Meeting
HSNT HQ
October 18th, 2017**

Call to order at 6pm by Glen McKenzie

Attendees: Clara Sanchez, Glen McKenzie, Herman Oosterwijk, Dale Tampke, Jerry Garrett, Trang Dang-Le, Derrell Bulls, Dean Perkins, Judge David Garcia

Absent: Randy Robinson, Louise Baldwin, Gloria Herron, Michael Foster

Staff: Doreen Rue, Pam Barnes, Larry Bisno

Agenda Item II: Board Training

- Needs Assessment – Attachment (Summary of Current Community Needs Assessment
 - Discussed 2016 Baylor, Scott & White community health assessment for Collin Co.
 - Focused on the core health disparity categories of our target population
 - We will use this data for our SAC application
 - Our new EMR will enable us to better track these categories & pull significant data
- Conflict of Interest Power Point & Attestation form – this was sent out with the board packet, was reviewed & attestation forms signed & turned in

Agenda Item III: Consent Agenda - Approval of September 2017 Board Minutes, September 2017 Financial Committee Minutes, September 2017 Financials, September 2017 QM Committee Minutes, October 2017 Development Report (including approval of grants)

Motion to approve all consent items: *Derrell Bulls*

Seconded: *Dean Perkins*

Motion Passed: 9-0

Agenda Item III: CEO Report

- Strategic Plan – the updated plan was distributed for review & will approve in November (with any changes necessary sent to Doreen or Dean)
- Recruitment – we are revamping our recruitment process & working hard to bring on providers that offer a high value to the agency
 - Focusing more on quality vs. quantity
 - Herman – does HSNT have a goal for staffing (minority/Spanish speaking)?
 - We hire for talent purposes & look for staff that can relate to our patients, attend job fairs, have connections with HR professionals, advertise & recruit in many outlets/venues, etc.
 - Jerry – do we have competitive salary offers?

- We do a lot of market research of salaries on a regular basis to make sure we are staying competitive
- A demographic staff breakdown was requested & will work on providing

Agenda Item IV: Committee Reports

- Personnel Committee – committee meeting last week
 - Board Self Evaluation Form – Jen will send out the link in an email & will gather results to report to the committee once completed
 - CEO Feedback form – Jen will send out the form & forms should be returned to the committee for review & then given to Glen to evaluate
 - 2018 Annual Meeting – Glen will step down as President to help mentor the next President
 - Need to be thinking about recruiting a member with Health/IT background and/or experience (Pam suggested John Alday)

Motion to approve credentialing file – James Ellis – LVN Lead Collin Co.: *Derrell Bulls*

Seconded: *Judge David Garcia*

Motion Passed: 9-0

Motion to approve credentialing file – Alexandria Furtado – CMA Collin Co.: *Derrell Bulls*

Seconded: *Dale Tampke*

Motion Passed: 9-0

Motion to approve credentialing file – Sakeanah Johnson – LVN Lead DMC.: *Derrell Bulls*

Seconded: *Judge David Garcia*

Motion Passed: 9-0

Motion to approve credentialing file – John Moyle – APRN DMC.: *Derrell Bulls*

Seconded: *Dale Tampke*

Motion Passed: 9-0

- Quality Committee – Access to Care – Hours of Operations Change

Motion to approve Change in Scope: Hours of Operations: *Judge David Garcia*

Seconded: *Derrell Bulls*

Motion Passed: 9-0

Agenda Item V: Old/New Business

- 2018 Budget Packet was distributed for review – the board has 30 days to review/ask questions/comments, etc. and will approve in November
 - Pam pointed out the significant increase in program income line item
 - This is due to 340b program & managed care incentive programs
- Wheeler House – our services are currently suspended due to Deb Ivy's resignation
 - Our patients are now coming to other sites & we plan to re-evaluate & start up service in January

Agenda Item VII: Important Dates

- HSNT Governing Board Meeting – November 15th @ 6pm

Board Secretary Approval _____ **Date** _____

Board President Approval _____ **Date** _____



Finance Committee Meeting

Meeting Facilitator: Judge David Garcia

Meeting Date: September 19, 2017

Time: 7:30 a.m.

Location: HSNT HQ Conference Room

Attendees: Judge David Garcia, Dr. Bulls and Michael Foster

Staff Present: Doreen Rue, Debra Layman and Miranda Cox

Regrets: Glen McKenzie

Agenda Item I: Review September 2017 minutes for approval

Motion to accept: Dr. Bulls

Seconded: Michael Foster

Motion Passed: 3-0

Agenda Item II: Review September 2017 financial statements

Finance committee discussed the two vacant provider positions, one family health and one women's health. A Family NP started September 29th, has been on boarded and in the training process. We are in the final interviewing process for the women's health position and expect an offer to go out next week. We are in discussions with another MD to ideally replace Dr. Moore who is retiring at the end of the year. We will follow up at the next board meeting with as this activity progresses. Michael asked about the negative Medicaid revenue line item. Our new electronic record systems records revenue once the encounter is turned into a claim. Additionally, HSNT receives an enhanced reimbursement from Medicaid to support the enabling and enhanced services provided to patients. As of 9/30/2017, HSNT has recognized more Medicaid receipts than what is recognized as revenue. Operations are working on closing the gap of time between patient date of service and claim submissions.

Motion to accept: Dr. Bulls

Seconded: Michael Foster

Motion Passed: 3-0

Agenda Item III: Review Budget Packet:

The large increase in Program Income was discussed. This increase is based on Managed Care incentive programs for documented quality care and the historic number of encounters provided. The quality outcomes are already built into HSNT patient care system and the current EMR comes with the reporting capacity to provide such documentation. Another planned area of growth for HSNT in 2018 in expanding the 340B drug

program. This additional revenue is intended to increase programs and patient services. The increase in individual and corporate giving was also noted. HSNT implemented a position to support the capital campaign. As we move through the campaign, we are laying the foundation for individual and corporate partnerships that have a desire to support HSNT's mission.

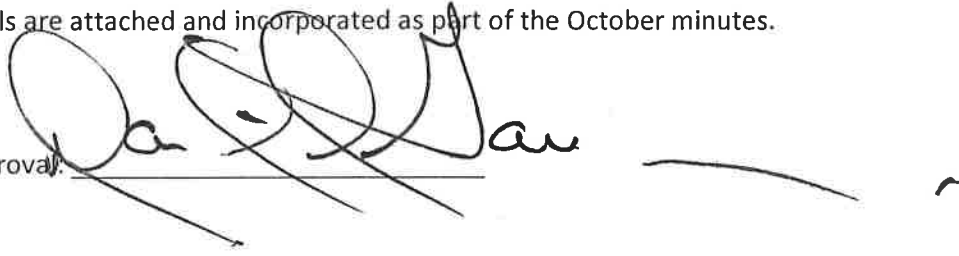
Agenda Item IV: Update Corporate Banking Resolutions

The committee approved the removal of Susan Stambaugh from HSNT Corporate Resolutions bank accounts and the addition of Louise Weston-Ferrill, Director of Program.

Agenda Item IV: Meeting adjourned at 7:52 a.m.

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

Board Treasurer Approval:

A handwritten signature in black ink, appearing to be "Louise Weston-Ferrill", is written over a horizontal line. The signature is stylized and cursive. There are several arrows pointing from the signature towards the left, indicating the signature is being applied to the line.

Health Services of North Texas, Inc.
Statement of Financial Position
As of 10/31/2017

	Current Period	Last Month	Prior Year End	\$ Chge	% Chge
ASSETS					
Current Assets					
Restricted - Retirement	97,207.71	90,341.64	86,013.97	11,193.74	13.01%
Overnight Investment	0.00	0.00	402,595.81	(402,595.81)	100.00%
Operating Cash	<u>1,045,452.35</u>	<u>1,031,341.92</u>	<u>548,916.35</u>	496,536.00	90.46%
Total Current Assets	1,142,660.06	1,121,683.56	1,037,526.13	105,133.93	10.13%
Other Current Assets					
Grant Receivables	603,284.30	574,566.30	845,820.46	(242,536.16)	-28.67%
Medical Receivables	301,148.85	399,630.34	224,249.45	76,899.40	34.29%
Campaign Receivables	57,522.11	59,438.28	39,956.67	17,565.44	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>	0.00	0.00%
Total Other Current Assets	994,750.68	1,066,430.34	1,142,822.00	(148,071.32)	-12.96%
Short Term Investments					
Investment CDs	<u>549,227.41</u>	<u>549,227.41</u>	<u>549,227.41</u>	0.00	0.00%
Total Short Term Investments	549,227.41	549,227.41	549,227.41	0.00	0.00%
Long Term Assets					
457b Retirement	7,688.90	7,684.10	7,704.51	(15.61)	-0.20%
Fixed Assets					
Medical Equipment	59,292.77	48,065.05	48,065.05	11,227.72	23.36%
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	0.00%
4304 Mesa Medical Center	2,555,843.13	2,555,843.13	411,769.53	2,144,073.60	520.70%
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	161,802.42	137,337.42	137,337.42	24,465.00	17.81%
Vehicles	108,748.92	108,748.92	108,748.92	0.00	0.00%
4304 Land	257,000.00	257,000.00	0.00	257,000.00	100.00%
Accumulated Depreciation	<u>(386,474.34)</u>	<u>(374,858.38)</u>	<u>(323,687.40)</u>	(62,786.94)	19.40%
Total Fixed Assets	<u>3,790,727.61</u>	<u>3,766,650.85</u>	<u>1,411,159.23</u>	2,379,568.38	168.63%
Total Long Term Assets	<u>3,798,416.51</u>	<u>3,774,334.95</u>	<u>1,418,863.74</u>	2,379,552.77	167.71%
Total ASSETS	<u>6,485,054.66</u>	<u>6,511,676.26</u>	<u>4,148,439.28</u>	2,336,615.38	56.33%
LIABILITIES					
Current Liabilities					
Accounts Payable	240,834.08	214,264.03	220,450.37	20,383.71	9.25%
Accrued Payroll	323,707.03	309,023.70	176,873.73	146,833.30	83.02%
Accrued Retirement	97,207.71	90,341.64	66,385.97	30,821.74	46.43%
Payroll Liabilities	(224.70)	3,963.36	216.34	(441.04)	-203.86%
Total Current Liabilities	661,524.12	617,592.73	463,926.41	197,597.71	42.59%
Long Term Liabilities					
Capital Loan	1,413,377.37	1,407,804.81	0.00	1,413,377.37	100.00
457b Retirement	7,688.90	7,684.10	7,704.51	(15.61)	-0.20%
Total Long Term Liabilities	<u>1,421,066.27</u>	<u>1,415,488.91</u>	<u>7,704.51</u>	1,413,361.76	100.00
Total LIABILITIES	<u>2,082,590.39</u>	<u>2,033,081.64</u>	<u>471,630.92</u>	1,610,959.47	341.57%
NET ASSETS					
Net Assets at Beginning of Year	3,676,808.36	3,676,808.36	3,770,658.13	(93,849.77)	-2.49%
Current Net Assets(Liabilities)	<u>725,725.91</u>	<u>801,786.26</u>	<u>(93,849.77)</u>	819,575.68	-873.28%
Total NET ASSETS	<u>4,402,534.27</u>	<u>4,478,594.62</u>	<u>3,676,808.36</u>	725,725.91	19.74%
TOTAL LIABILITIES & NET ASSETS	<u>6,485,124.66</u>	<u>6,511,676.26</u>	<u>4,148,439.28</u>	2,336,685.38	56.33%

Health Services of North Texas, Inc.
Statement of Operations
From 10/1/2017 Through 10/31/2017

	Current Month	Last Month (09/01/2017 - 09/30/2017)	Current YTD	Prior YTD	FY2017 Budget	YTD Difference	Total Budg Percent
Patient Revenue							
Net Patient Rev	416,857.90	664,295.01	5,837,605.11	5,665,430.42	8,843,784.00	172,174.69	(66.00)%
Uncollectible	(108,659.33)	(290,857.43)	(1,741,467.85)	(1,574,946.48)	(2,173,033.00)	(166,521.37)	(80.13)%
Total Patient Revenue	<u>308,198.57</u>	<u>373,437.58</u>	<u>4,096,137.26</u>	<u>4,090,483.94</u>	<u>6,670,751.00</u>	<u>5,653.32</u>	<u>(61.40)%</u>
Other Revenue							
Grants	398,572.28	358,596.32	3,378,598.28	3,090,246.71	4,344,143.00	288,351.57	(77.77)%
Other	51,696.61	47,238.38	592,406.92	527,457.70	798,975.00	64,949.22	(74.14)%
Total Other Revenue	<u>450,268.89</u>	<u>405,834.70</u>	<u>3,971,005.20</u>	<u>3,617,704.41</u>	<u>5,143,118.00</u>	<u>353,300.79</u>	<u>(77.21)%</u>
TOTAL Revenue	<u>758,467.46</u>	<u>779,272.28</u>	<u>8,067,142.46</u>	<u>7,708,188.35</u>	<u>11,813,869.00</u>	<u>358,954.11</u>	<u>(68.28)%</u>
Expenses							
Personnel	498,881.30	514,940.45	5,132,034.33	4,616,515.48	7,422,392.00	515,518.85	69.14%
Medical Services	65,346.15	56,653.35	694,336.46	915,657.34	1,158,200.00	(221,320.88)	59.94%
Patient Care	65,780.67	67,951.95	551,019.72	551,524.83	641,436.00	(505.11)	85.90%
IT	65,946.10	83,102.18	588,240.19	409,849.86	622,341.00	178,390.33	94.52%
Occupancy	50,442.46	40,698.95	409,174.20	449,854.37	574,000.00	(40,680.17)	71.28%
Operating Costs	92,441.42	135,881.40	1,102,957.51	1,029,413.43	1,395,500.00	73,544.08	79.03%
Total Expenses	<u>838,838.10</u>	<u>899,228.28</u>	<u>8,477,762.41</u>	<u>7,972,815.31</u>	<u>11,813,869.00</u>	<u>504,947.10</u>	<u>71.76%</u>
Operating Income(Loss)	<u>(80,370.64)</u>	<u>(119,956.00)</u>	<u>(410,619.95)</u>	<u>(264,626.96)</u>	<u>0.00</u>	<u>(145,992.99)</u>	<u>0.00%</u>
Capital Activity							
Capital Income	9,882.85	15,551.04	1,166,453.27	126,148.25	0.00	1,040,305.02	0.00%
Capital Expense	(5,572.56)	(8,946.59)	(30,107.41)	(62,803.98)	0.00	32,696.57	0.00%
Total Capital Activity	<u>4,310.29</u>	<u>6,604.45</u>	<u>1,136,345.86</u>	<u>63,344.27</u>	<u>0.00</u>	<u>1,073,001.59</u>	<u>0.00%</u>
Capital Assets	<u>4,310.29</u>	<u>6,604.45</u>	<u>1,136,345.86</u>	<u>63,344.27</u>	<u>0.00</u>	<u>1,073,001.59</u>	<u>0.00%</u>
Net Assets	<u>(76,060.35)</u>	<u>(113,351.55)</u>	<u>725,725.91</u>	<u>(201,282.69)</u>	<u>0.00</u>	<u>927,008.60</u>	<u>0.00%</u>

Health Services of North Texas, Inc.

Statement of Cash Flows

As of 10/31/2017

	<u>Current Period</u>	<u>Current Year</u>	<u>Prior Year YTD</u>
Cash Flows from Operating Activities			
Medicaid	429,280.82	3,383,720.23	2,961,611.23
Medicare	66,876.00	214,418.04	275,439.26
Private/Commercial	(150,850.46)	(26,805.30)	150,025.51
Self Pay	77,571.21	469,488.69	573,164.17
Program Income	11,170.33	29,636.90	147,465.53
Grants	371,397.61	3,599,493.64	3,065,957.76
Receipts from Contributors	51,696.61	592,383.92	521,843.68
Change in Inventory	0.00	0.00	11,017.62
Interest Received	0.00	23.00	5,614.02
Payments to Employees & Suppliers	<u>(810,280.95)</u>	<u>(8,278,962.25)</u>	<u>(7,735,440.09)</u>
Total Cash Flows from Operating Activities	<u>46,861.17</u>	<u>(16,603.13)</u>	<u>(23,301.31)</u>
Cash Flows from Capital Activities			
Capital Activity/Disposal of Assets	(31,387.23)	(1,291,570.31)	(177,772.29)
Capital Loan	<u>5,572.56</u>	<u>1,413,377.37</u>	<u>0.00</u>
Total Cash Flows from Capital Activities	<u>(25,814.67)</u>	<u>121,807.06</u>	<u>(177,772.29)</u>
Beginning Cash & Cash Equivalents	<u>1,670,910.97</u>	<u>1,586,753.54</u>	<u>2,275,252.91</u>
Ending Cash & Cash Equivalents	<u><u>1,691,957.47</u></u>	<u><u>1,691,957.47</u></u>	<u><u>2,074,179.31</u></u>

Health Services of North Texas, Inc.

Financial Ratios

October 2017

	FY2017 Goals	Fiscal Year 2017	Fiscal Year 2016
Quick Ratio Current Assets/Current Liabilities	9:1	4.01 :1	6.77 :1
Debt/Equity Total Liabilities/Total Net Assets	13.0%	47.1%	10.8%
Working Capital to Expense Ratio CA/CL divided by Expense/# month in Period	3 : 1	2.38 : 1	2.79 : 1
Long Term Debt to Equity Ratio	25%	32.1%	6.9%
Percentage of Admin & Fundraising	12.0%	8.5%	9.2%
Number of Days - Cash	30	61	59
Accounts Receivable Days (Medical AR Collection Period)	50	35	14
Change In Net Assets to Expense (Net Assets/Total Expense)	3.0%	8.5%	-1.5%
Cash Flow	1.5%	6.6%	-30.3%
		FY2017 YTD	FY2016 YTD
Cost per Employee this month		\$5,532.93	\$6,077.60
Cost per Employee YTD		\$57,007.79	\$68,334.96
Average Hourly Rate YTD		\$33.85	\$33.54
Cost Per Medical Encounter *32,339		\$215.85	\$231.66*
Cost Per Medical Patient *11,715		\$628.17	\$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 pateint and encounter higher than the average.

HSNT Quality Management Committee Minutes 10.18.17

Attendees: Erika Washington, Anna Contreras, Mari Bailey, Louise Weston-Ferrill, Kayla Whitworth, Jamie Taylor, Terrence Moore, Pam Barnes

Topic	Discussion/Recommendations	Action	Responsible Party	Follow-Up
Welcome & Roll Call	Roll call & started meeting	N/A	N/A	N/A
Approval of minutes	Minutes from 9.20.17 meeting approved	Approved	N/A	N/A
Standard Committee Reports				
Risk Management Committee/Review of Safety				
Kayla – reviewed minutes from September Risk Committee meeting 9.27.17	<ul style="list-style-type: none"> • 6 new reports received via HIPAA Help Desk <ul style="list-style-type: none"> ○ 4 closed ○ 2 remain open & followed up at next meeting <ul style="list-style-type: none"> ▪ 1 HIPAA/security incident ▪ 1 is patient complaint • Debra completed Senate Bill 4 staff training • Workgroup will be formed to discuss front desk coverage during lunch hour after 4304 opening • Medical messages implemented 10.2.17 • Concern about scales being tripping hazard – neon duct tape placed around the scales to make more visible • Robbery – Pam has set up training with Officer Hinojosa & this will be addressed at that time <ul style="list-style-type: none"> ○ His training will focus on security & safety, robbery procedures, best practices & his experiences • Risk committee goals – 1 has been met, 2 are on target • Token issue – ADHD meds – deemed provider level issue & out of risk • Proof of residency docs for patients to provide – this is being discussed/researched at leadership level & will remain open until solution is found 	<ul style="list-style-type: none"> • 2 open incident reports-follow up 	Kayla	11/29/17
Peer Review Committee				
Louise	<ul style="list-style-type: none"> • Jamie created peer review report • Reviews are out & due back mid-November • Only 2 peer scores for 2017 but will resume with quarterly results in 2018 	N/A	N/A	N/A

Performance/Clinical Measures				
Suzan - Absent	<ul style="list-style-type: none"> Will be having provider training regarding eCW & clinical measures being calculated accurately, obtaining clean & accurate data from eCW Suzan has been hand mining data but don't have yet Erika & Kayla will work together regarding bio-psychosocial reports & how providers can view them <ul style="list-style-type: none"> If no resolution is found, we will ask Karishma to step in & help 	N/A	N/A	N/A
Areas of Concern/Trends				
All Members	<ul style="list-style-type: none"> Human trafficking – Denton is a focal point <ul style="list-style-type: none"> Louise has been researching & found a procedure & has sent to Debra Necessary to have better knowledge & how to respond Train providers & staff on protocols, behaviors, signs & how to handle Erika – medical staff has reached out to her regarding comradery with staff, turnover, structure, responsibilities, respect, etc. <ul style="list-style-type: none"> Best to take this topic to HR 	N/A	N/A	N/A
Review of Financial Measures				
Pam	<ul style="list-style-type: none"> Working capital to expense ratio – maintaining Long term debt – 31.4% debt, went a bit over our goal # days in cash – 60 – we have a large amount of cash due to our loan CME - \$179.15 CMP - \$403.91 	N/A	N/A	N/A
Review of Outreach				
Teri - Absent	<ul style="list-style-type: none"> Patient Satisfaction 3rd Quarter – 95% 	N/A	N/A	N/A
Training Updates/Info				
All Members	<ul style="list-style-type: none"> ECRI – addresses the relationship between quality & risk <ul style="list-style-type: none"> Louise will email this document out 	N/A	N/A	N/A
All Other Items				
All Members	<ul style="list-style-type: none"> HRSA Opioid Addiction Grant – include 3 components (substance abuse, training & education) <ul style="list-style-type: none"> Will use tele counseling & collaborate with Youth & Family Services 	<ul style="list-style-type: none"> New Chair 	Debra	11.29.17

	<ul style="list-style-type: none"> ○ Implemented by mid-January ○ Process of adding to scope of services – will be approved at the October board meeting as contracted services ● New Chair for committee – Debra will make decision 			
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Date minutes accepted: 10.18.17

Committee Chairman: N/A

Next Meeting: 11.29.17



**Strategic Initiatives & Development Report
November 15, 2017 Board Meeting**

1. Current Strategic Focus Areas:

- **Capital Campaign:** The campaign continues with a number of events planned including the Wreath Soiree on Dec 2 which is garnering a lot of community support with currently 15 artists participating and 8 more expected. Some tickets already purchased.
- **Initiatives:** 340B initiative continues to be investigated and pursued with both gaining greater understanding along with new HSNT provider who has experience with 340B now on board and their potential role being consider for 2018.

2. Capital Campaign and Annual Fund Program: 15 Capital Campaign formal grant requests have been submitted to Foundations, with 6 Capital Campaign grants still pending decisions for with a value of \$ 545,000. Received \$50,000 matching grant. So we need to raise another \$250,00 to get the \$50,000. Grant is from Hoblitzelle Foundation which is large endorsement from Dallas. Naming Rights at 4304: 14 rooms have been named.

3. Events: The Foundation’s Clay Shoot is fast approaching. Please show your support and register as a team or buy tickets for the drawing of a valuable hunting shotgun.

- 18 teams have registered, 9 more than last year! (each team has 4-5 individuals)
- Sponsorships have increased from 2016.

4. Dates

- Cuisine For A Cure: March 25, 2018

6 Grants: Submitted/new: 2 grants submitted/1 to new funders in (YTD 74 total Submitted/31 to new funders).

- a. Value of Grants submitted and currently awaiting decision in 2017: \$896,311.57
- b. Grants received To-Date (FY2017) \$1,080,875.

7 Grants to Be Voted on:

*Lowe Foundation P/WCMC program support \$15,000

HSNT Grants Update – November 15, 2017

Submitted/Pending

Communities Fndn. Of TX	Medical General	\$25,000	December
George and Fay Young (LOI)	Capital campaign	\$150,000	November
R.C. Baker Foundation	PCMC program support	\$5,000	November

B.B. Owen Trust	P/WCMC vitals carts (3)	\$7,260	November
Speedway Charities (full prop.)	More Than Medicine Room	\$14,995.44	November
PACCAR	Capital campaign	\$250,000	November
JES Edwards	Capital campaign	\$100,000	November
Sear Family Foundation	Capital campaign	\$10,000	November
Majestic Realty	PCMC program support	\$10,000	November
Dallas Women's Foundation	Women's clinical services	\$30,000	November
Devon Energy	More Than Med Room	\$10,000	February
Quanex Foundation LOI	PCMC general operating	\$5,000	November
THR Clinic Connect	Primary medical care	\$120,000	November
Ryder System Foundation	Capital campaign	\$25,000	December
Anthem Foundation	Behavioral health	\$80,000	February
Elizabeth Taylor (LOI)	HIV behavioral health	\$10,000	December
Capital One	PCMC program support	\$5,000	January
Nordstrom	HIV behavioral health	\$5,000	January
Denton Benefit League	Medical equipment	\$12,505.13	January
Perot Foundation	P/WCMC equipment	\$1,551	January
Henry Foundation (pre-app)	Capital Campaign	\$10,000	January
Flow Foundation	Denton medical visits	\$10,000	December

Decisions

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
Reliant Energy Foundation	PCMC program support	\$10,000	Denied
Strake Foundation	Women's clinical services	\$10,000	Denied
Mary Potishman Lard Trust	PCMC program support	\$10,000	Denied
Hollyfield (full proposal)	CCMC medical equipment	\$5,000	Denied
Fidelity (full proposal)	Health IT (upgrade EHR)	\$50,000	Denied
Walmart Community (Plano)	Back to School event	\$2,500	Denied
DIFFA	HIV behavioral health	\$25,000	Awarded
Roy and Christine Sturgis	Capital campaign	\$50,000	Denied
Stantec	PCMC program support	\$10,000	Denied
Jack H. and William M. Light	Denton pediatric program	\$10,000	Denied
Harley Davidson Foundation	PCMC program support	\$10,000	Denied
Grande Communications submitted Sept. 2016	Bus passes	\$1,000	Awarded -
EFSP	Utility assistance	\$5,000	Awarded

CoServ Foundation	Denton More Than Med Room	\$10,000	Awarded
Lightner Sams	PCMC equipment	\$5,225	Awarded
HOPWA renewal	HIV Housing	\$585,674	Awarded
Better Together Fund (LOI) submit full proposal	Dental collaboration	\$58,750	Invited to
AIMS	Mental health expansion	\$175,700	Awarded
Liberty Mutual	Capital campaign	\$50,000	Denied
Denton Co. Commissioners	Primary medical	\$54,000	Awarded
City of Lewisville	Medical visits	\$16,000	Awarded
City of Denton	Denton medical visits	\$45,000	Awarded
Moody Foundation (LOI)	Capital campaign	\$400,000	Denied
Gaston Episcopal Foundation	Prescription assistance	\$5,000	Awarded
Gil and Dody Weaver	PCMC general support	\$5,000	Denied
Walmart Community (Denton)	Back to School event	\$2,500	Denied
Andrea-Mennen Foundation	P/WCMC program support	\$10,000	Denied
Better Together (full proposal)	Dental collaboration	\$58,750	Denied
Florence Foundation	Capital campaign	\$10,000	Denied
BBVA Compass	Capital campaign	\$25,000	Denied
Communities Fndn. Of TX	Medical/Capital campaign	\$50,000 (to be Listed in Giving Guide)	Approved
FQHC Change in Scope	Add zip codes to service area	n/a	Approved
Junior League of Collin Co.	More Than Medicine Room	\$1,250	Awarded
Hillcrest Foundation	Capital campaign	\$150,000	Denied
Nina Heard Astin	Medical visits	\$8,000	Denied
WP and Bulah Luse Foundation	Medical Center	\$10,000	Denied
Elizabeth Toon	P/WCMC program support	\$15,000	Denied
FQHC Change in Scope	Update hours of operation	n/a	Approved
Walmart State Giving	Medical visits	\$40,000	Denied
Hoblitzelle	Capital campaign	\$50,000 (matching)	Approved

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

*Lowe Foundation	P/WCMC program support	\$15,000	December
United Way of Denton Co.	Denton medical/beh. Health	\$87,000	December
FQHC Change in Scope	Contract MH/substance abuse	n/a	November
FQHC Change in Scope	CCMC in scope for HIV/AIDS	n/a	December
Northwood Women's Club	PCMC program support	\$15,000	December
Service Area Competition	FQHC	\$1,261,005	November
Meadows Foundation	LCSW for P/WCMC	\$80,000	February
Rees Jones	Tbd	Tbd	Tbd

New Medical Providers

Jason Siegel, MD Family Practice/Medical Director joined HSNT on November 1st. You may have had an opportunity to meet him at the Grand Opening and Ribbon Cutting of 4304. We are thankful to have an overlapping period to orient Dr. Siegel before Dr. Moore's retirement in late December 2017.

Kristen Chou, DNP-FNP joined the HSNT family on October 20th as our newest addition to the DSC Women's Services Team. Kristen brings a broad background of clinical experience as an RN and excellent training from UTSW to this role.

Rachel Freitas, FNP accepted our offer and begins December 4th with the DSC Women's Services Team. Rachel trained at Columbia University, School of Nursing in the City of New York in 2010 and has been practicing in Women's Services at an FQHC, Axis Community Health, in Pleasanton/Livermore California for the past two years.

John Moyle, FNP for Denton 4308 joined HSNT on October 2nd as a fulltime Family Practice Nurse Practitioner seeing adult patients over the age of 17. He comes to us with primary care, urgent care, and HIV care experience. John also has experience in using the 340b pharmacy program.

This influx of talent and experience has filled our 3 provider vacancies, will address our need for strong medical leadership in light of Dr. Moore's pending retirement, and position us well for 2018 and beyond!

Planned Giving Program

We started this conversation a few years ago and now have the mechanism in place to add this program to our donor opportunity portfolio. We are working with Ray Croff to finalize the policies and procedures. The planned giving advisory committee will be made up of professionals from financial planning, banking, legal, and other related professions.

This committee charge will be to cultivate and educate planned giving prospects and the financial and estate planning community. More information to come.

Serve Denton Center

The board signed the letter of intent to acknowledge our interest in having a location in the future campus of Serve Denton. This project is moving quickly with the expectation that phase 1 for small non-profits will be completed in March of 2018. I will provide an update on phase 2 (HSNT) at the board meeting.

Ryan White

My team has been working with Dallas County Health and Human Services (DCHHS) for a few months to resolve a contract issue and we have a meeting with them and Dallas County Purchasing Department on November 10th to work toward a solution. This is not related to our current funding but rather to our ability to access additional funds for technology upgrades. The only reason I bring this to you now is there is the potential that I may need Board support in the event that we need to appeal their decision should they not allow HSNT to utilize this resource.

Capital Campaign

We received a challenge grant from Hoblitzelle Foundation. They awarded \$50,000 toward our new building payable when we reach 2/3 for our campaign goal. Meaning we need to raise \$305,000 to receive this gift. There are still several grant decisions pending, the sporting clay event, the campaign committee event on December 2nd, and follow up on new prospect from the grand opening.

Health Services of North Texas Governing Board Meeting

Chief Executive Officer Report

November 2017

Agency-wide Year-to-Date Satisfaction: 95.9%

Site	2017 Overall Patient Satisfaction				Number of Surveys
	Established Patient		New Patient		
	October	YTD	October	YTD	YTD
4310	93.2%	96.6%	94.7%	97.2%	954
4308	100.0%	96.2%	100.0%	96.5%	1450
4304	96.6%	96.6%	97.9%	97.9%	195
DSC	96.1%	94.5%	88.2%	96.1%	1987
CCC Medical	100.0%	96.4%	N/A	100.0%	153
PCMC	94.1%	93.2%	100.0%	94.4%	883
WCMC	100.0%	98.8%	100.0%	100.0%	573
4308 Client	N/A	97.3%	100.0%	100.0%	95
CCC Client	100.0%	100.0%	N/A	100.0%	163
ESC	N/A	97.1%	N/A	98.3%	196

Follow up and Information

- Community Health Center funding bill was passed out of the House and we are waiting for Senate action.
- Outreach staff visited Our Daily Bread last week and gave our snack bags and information regarding medical services. There was considerable interest and we will continue this outreach.
- Met with UNT Health Science Center- They have expanded a grant to include Denton County to work with connecting the refuge population to primary care and want to work with HSNT.
- Leadership Lewisville program is working with HSNT and will develop a communication and business plan to support opening a Lewisville location.

Thank you for your support,

Doreen Rue, CEO