

Eastern Iowa MH/DS Region
Governing Board of Directors Board Meeting
Scott County Administrative Center
Room 605 or by phone/computer through Zoom
February 28, 2022
1:00-3:00pm

The MH/DS Governing Board of Directors meeting was called to order at 1:00pm by Chair Beck. Beck, Smith, Sorenson, Willey and Roome were present. Irwin and Nauman arrived late. Absent: Cobb, McGovern. Willey and Beck left the meeting at 3:11PM. Management Team present: Bopes, Elam, Eskildsen, Gradert, Toppert and Tischuk. Fiscal Agent: David Farmer. Guests present: Todd Noack, Kailey Ackermann, Cindy Whiteman, Jen Craft, Gary Metivier, John Frey, Mary A. Petersen, Jill Westhoff, Mahesh Sharma, Wade Stierwalt, Richard Whitaker, Kelly Herd, Cheri Sexton, Angela Ganzer-Bovitz, Lynne Hilgendorf, Amy Groth, Charla Hollowell, Michael Terry, Scott Dalke, Nichole Cisne, Nancy Mayfield, Adrienne Korbek, Todd Lange, and other call-in guests not identified.

Review the Agenda: Chair Beck noted that Vice Chair Irwin was going to be a few minutes late and there was not a quorum until he arrives. Chair Beck asked if the board would proceed with the agenda items that don't require a vote until Vice Chair Irwin arrived. Chair Beck asked that we start the meeting with agenda item V. – Update on Marketing Plans/Activities-Gary Metivier. All were in favor

Gary Metievier, from Metivier Media, presented to the Governing Board what his firm has built so far for region marketing. He let the board know that he is currently in phase 1 and is hoping to launch that in approximately two weeks. Gary reviewed with the board the "Crisis Call or Click" concept and showed the board short clips of commercials that will contain this message. He let the board know that he will be showing the commercials on social media and is getting radio campaign messages ready to go. Gary produced 5-6 commercials and accessed people that have used the Region Services and people that provide Region services to get the message across in ads. The commercials show pure emotion and will hopefully connect with people in the region by sharing personal stories. Cindy Whiteman discussed building the Region brand through social media and discussed how she will incorporate google searches and key words that will pull up the region message when people are searching for help. Cindy let the board know that she wants the searches to become memorable to them so they will return to the website and use resources the Region offers. Discussion was held.

Moved by Irwin, seconded by Sorensen, to approve the minutes of the 1/24/22 Governing Board Meeting. Ayes-Beck, Irwin, Smith, Sorenson, Willey, Roome. Absent-Cobb

David Farmer, Fiscal Agent, presented the Statement of Revenues, Expenditures and Changes in Fund Balance for the period ending 1/31/22. Farmer reported that there is \$7,274,571.00 in Revenue through 6 months. Compared to last year at this time of \$12.4 Million. David did remind the board that CARES Act dollars were included in the totals last year and if that is taken out of the totals, it is more comparable to what the numbers are this year. David reported that the Region saw \$4,296,357.00 in expenditures and the current fund balance is \$8,126,844.00. David reported that he would like to finalize contracts with the counties and the Region and discuss moving the remaining fund balances at

the county level to the Region Fiscal Agent fund. This all needs to be accomplished by 6/30/22. He hopes to start working on this in the next few weeks. Discussion was held regarding meeting the 40% fund balance limit in order to draw the full amount of State funding. David is projecting that the Region will not meet the 40% mark unless one time funding opportunities are considered. Moved by Smith, seconded by Willey, to approve the Regional Financial Reports as presented. Ayes-Beck, Irwin, Smith, Sorenson, Willey, Roome. Absent-Cobb

Lori Elam presented the multi-year region wide contract with the Governing Board. Lori shared that SolutionPoint + LLC will be providing training across the 14 Regions and offer 9 weeklong CIT trainings in the regions. The regions want to offer the same training opportunities across the state and train Law Enforcement Officers how to assist individuals that are in crisis. Each Region will pay a portion of the training costs. The Region's cost will be \$38,120.00. Lori shared that the law enforcement agencies from our Region will be able to attend the statewide training in September of this year. Lori reminded the board that this contract is in addition to the agreement that the Region is working on with SolutionPoint + LLC. She said that in April they will be coming to our Region to meet with law enforcement agencies to determine what training is needed and to begin developing a training plan for officers in the Region. Discussion was held of the Region offering stipends for the officers to attend the academy for that length of time. The board would like to consider doing this and asked Lori to gather more information to bring back to them. Moved by Sorensen, seconded by Willey to approve regional funding in the amount of \$38,120.00 for the Statewide SolutionPoint + LLC CIT Training. Ayes-Beck, Irwin, Smith, Sorensen, Willey, Roome. Absent- Cobb

Robert Young Center presented to the board possible contract language changes regarding lease rates, occupancy and other expenses as applicable. Mary Petersen, RYC, let the board know that in 2016 the contracting frame for providers was developed and since that time there have not been any updates. In contracting for the new children's services, there have been discussions to negotiate rates that include occupancy costs or those costs in their existing space. Mary would like direction from the Governing Board to include occupancy costs, lease rates and other operating expenses as applicable. She shared that a new methodology is being standardized for all providers to use and each provider would have to submit detailed calculations on how they arrive at their costs to make sure there is no duplication of charges. Mary also let the board know that at the bottom of each invoice submitted, the provider will sign off that the charges listed are calculated by using the methodology that RYC and the board have approved. Mary proposed that just the new providers will use the new standard forms that will be developed to determine rates for the remainder of FY22. In FY23, all contracts will be opened for all negotiations with all providers that would include the new methodology. Mary also spoke to the board about staff compensation variances. Mary shared that there are existing agencies that can't hold on to staff due to the low wages that were negotiated back in 2016. Mary would like to look at the State of Iowa for similar positions and determine an updated range of compensation. There would be a low, mid, and high point in the range and the agencies could then negotiate what would fit into that range with RYC. Mary pointed out that there are vacant positions in the Region due to staff leaving for higher paying jobs and it is now time to evaluate having more competitive compensation for staff. Discussion was held. The board reached consensus for RYC to change language in the contracting to include lease rates, occupancy and other expenses as applicable. They did not feel a vote was necessary.

Robert Young Center reviewed the crisis services for the month of January 2022. The Eastern Iowa MH/DS Region Income Statement was reviewed. There was nothing unusual to report. The salaries and benefits continue to be lower than budgeted, due to staff vacancies, and invoices for Foundation 2 and Vera French Crisis Stabilization Residential were "trued up". Training dollars were also spent for Frank Grijalva training on the additional training line that was added this FY. Jill Westhoff, RYC, noted that on the new line items added this fiscal year are more of a cash basis instead of accrual due to just starting this year. She will make sure that the proper accrual is applied at the end of the FY in June 2022. Year-to-date expenditures continue to be below budgeted expenses. The metrics packet was reviewed with the Board.

Christine Gradert provided an update on children's services. She continues to work on organizing the training for the children's providers in the Region. Christine reported that she has been working on establishing a provider network and continues to make connections to the providers throughout the Region to utilize all the resources that they have to offer. She feels that everyone is starting to know more about the Region and the services being offered. She will continue to work on this and make sure that she identifies gaps and overlap in services. Christine shared that she is having more crisis staffing with families that don't know where to turn to help their child and has been successful in helping them find a path they can move forward on to help their crisis. As more services are up and running and coordination with existing providers is increased, this will make it much easier for a family to access the services that they need. Discussion was held.

Chair Beck and Lori Elam gave an update to the Governing Board regarding the RFP with Life Connections Peer Recovery Services. Ken shared that Ahlers & Cooney feel that there is a conflict of interest in representing the Region due to working with each of the five counties individually. They felt that they should recommend other firms to assist with this matter and step aside. Those firms are being contacted to give an opinion of whether the RFP can move forward and not violate the Constitution of Iowa. If they feel the language is okay, then a draft agreement will be brought to the board for consideration. The board understands that there is a time issue, but they need to make sure that this agreement is following the Constitution of Iowa. Discussion was held.

Elam presented the CEO report; nothing in addition to report.

Other Items- Lori reminded everyone that there will be a Budget Work Session on March 14, 2022, at 1:30PM in room 605. The next month's Governing Board meeting will be held on March 21, 2022, at 3:00PM. Julie Tischuk shared that HIPAA Training will be released today, February 28, 2022, and to contact her if anyone needs assistance logging into the training or if they have questions.

Supervisor Willey and Beck left the meeting at 3:11PM.

Public comment: Rich Whitaker shared with the board that there is a bill, HF2310, that Medicaid would allow providers to develop a fee for services rate for MST services to be reimbursed. It will go to the House next for vote and he is very optimistic this will pass. He shared that they have served 107 youth to date and have seen very positive results. He also shared that they have expanded to providing services in Cedar County, Clinton County, Jackson County and Muscatine County. Rich shared that his

Peer Drop-in Center continues to service new people each month and he is hopeful that he will receiving grant funding to continue to expand his peer drop-in service.

Vice Chair Irwin adjourned the meeting at 3:15PM



Dawn Smith, Secretary, Eastern Iowa MH/DS Region