

Agenda – Board of Directors Meeting

September 24, 2018

1. Call to Order and Attendance – Tom Brownlie
2. Visioning Moment – Dr. Mann
3. Consent Agenda – Tom Brownlie
 - a. BOD draft minutes
 - b. BOD Roster
4. Review Gala – Judy Knudson
5. Committee Reports
 - a. Communications and Development – Judy Knudson
 - b. Finance Committee Report – Tom/Ben
6. Management Discussion and Analysis
 - a. EMD Report – Dr. Mann
 - b. Dental Clinic Report – Dr. Bennett
7. DHG Consultants Report – Tom Brownlie
8. Update on Eastern State – Tom Brownlie
9. Other Business
10. Next Board Meeting October 22, 2018 5:00 to 6:30 PM at the Multi-purpose Room
11. Adjourn

**Board of Directors Meeting
Olde Towne Medical and Dental Center
Multi-Purpose Room
July 23, 2018 5:00-6:05 PM**

Attendance			
Members Present		Members Absent	Staff Present
Thomas Brownlie Walt Zaremba John McGlennon Anne Bradstreet Smith William Bennett, DDS Chris James Brian Fuller Camilla Buchanan Peter Walentisch	David Masterson Steve Vignolo Benny Zhang James White Gregory McLeod Dr. John Anderson Judy Knudson Frank Sisto Sharon Marchelya	Sue Mellen Ben Puckett Adria Vanhoozier Ramon Rodriguez Janna Roche	Dr. Bill Mann

Summary of Business Items covered:

1. Call to Order and Attendance – Tom Brownlie

- a. Chair Brownlie called the meeting to order. A quorum was present.
- b. Tom announced to the board that Greg McLeod will be resigning from the board effective immediately as he has a new job in North Carolina. The board recognized Greg's contributions and wished him well.

2. Visioning Moment – Dr. Mann

- a. Dr. Mann shared the story of one of our patients who is able to benefit from many of the services that are provided at the center. She has multiple health problems that require prescription medications that are provided by our MAP and AMP programs. She is also able to take advantage of the eye glasses provided through the Lions. Most of our patients have a complicated medical history and Olde Towne is uniquely suited to help.

3. Consent Agenda – Tom Brownlie

- a. For item a, BOD meeting minutes May 21, 2018, the date on the heading will be corrected

- b. Dr. John Anderson moved and Benny Zhang seconded a motion to approve the consent agenda. The motion passed.
- 4. Welcome new Director – Jim White**
 - a. Jim welcomed Frank Sisto to the board.
- 5. Election of Directors – Jim White**
 - a. Jim called for a vote to approve a second 3 year term for Dr. John Anderson and Janna Roche. Both were re-elected.
 - b. Jim called for a vote on Brian J. Smalls, Cheryl A. Fields, CMI, CPA, MBA; Daniel Scott Foster, Jr. ; and Amanda S. Ulishney. The four were elected to 3 year terms ending June 30, 2021.
- 6. Discussion Marketing/ Communications Specialist Role – Chris James**
 - a. A good review of the needs and possible areas of emphasis for support in our marketing, communications and development was led by Chris James.
 - b. The job description will serve as base line proposal. Management and any other directors should propose any alternate approach to achieve the same function before the September meeting. Finance will develop a report showing impact on our budget.
- 7. Update on Gala – Judy Knudson**
 - a. We are progressing on all fronts with the basic costs covered through committed sponsors.
 - b. We have not sent invitations yet and have sold 33 tickets to date.
- 8. Committee Reports (see attached)**
 - a. Communications and Development
 - i. We need help on August 12 to sell raffle tickets for the kayak at Second Sunday
 - b. Finance Committee Report
- 9. Management Discussion and Analysis (see attached)**
 - a. EMD Report – Dr. Mann
 - b. Dental Clinic Report – Dr. Bennett
- 10. Operating Suggestions, Calendar – Tom Brownlie**
 - a. Based on the directors' survey we will add two new BOD meetings to the calendar in October and April.
 - b. The Finance Committee will explore the best meeting dates to take advantage of latest financial information and early enough to provide a report prior to the board meetings
 - c. Committee minutes will be reviewed by the note taker and chair, then distributed. Corrections will be handled, as needed, upon distribution. Minutes are to record topics covered, members present and decisions made. Details of the discussions will not be recorded.
- 11. Committee Charter Review**
 - a. The charters need to reflect the July 2018 update
 - b. The Planning and Performance needs to be corrected to show OTMDC not OTMC
 - c. Benny Zhang moved and Steve Vignolo seconded the approval of the updated charters. The motion was approved.
- 12. Other Business**
 - a. Tom Brownlie announced that Steve Vignolo would be stepping down as chair of the Planning Performance Committee and David Masterson would assume the chair.

- b. Dr. Mann informed the board that to more accurately reflect the status of our patients, the classifications for sliding scale patients would include a category for those with insufficient data on income.
- 13. Next Board Meeting September 24, 2018 5:00 to 6:30 PM at the Multi-purpose Room
- 14. Peter Walentisch moved and Chris James seconded a motion to adjourn. The meeting was adjourned at 6:15.

Tom Brownlie
Chair, Olde Towne Medical and Dental Center

2018-2019 WAMAC BOARD LISTING

Thomas Brownlie, Chair

121 Ainsdale
Williamsburg, VA 23188
757-206-1715 (h)
713-502-8256 (c)
tbrownlie@cox.net

Chair, Executive Committee
2nd Term Expires: June 30, 2020

Anne Bradstreet Smith, Vice Chair

288 East Queens Drive
Williamsburg, VA 23185
757-253-1970
annebradstreetsmith@gmail.com
Executive Committee
2nd Term Expires: June 30, 2020

Ben Puckett, Treasurer

2743 Linden Lane
Williamsburg, VA 23185
253-2612 (H) 784-1932 (C)
Bpuckett2@cox.net
Chair, Finance Committee
Executive Committee
Planning & Performance Committee
1st Term Expires: June 30, 2020

John Anderson, MD

106 Eltham Court
Williamsburg, Va. 23188
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janderson201@cox.net
Planning & Performance Committee
2nd Term Expires: June 30, 2021

Camilla Buchanan, M.D., M.P.H

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Williamsburg, VA 23188
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Communications and Development Comm.
1st Term Expires June 30, 2020

William Bennett, DDS

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Lanexa, VA 23089
804-966-5056 (H)
757-880-0906 (C)
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Dental Clinic Director
Executive Committee
2nd Term Expires: June 30, 2020

Cheryl A. Fields, CMI, CPA, MBA

9120 Lockwood Blvd
Mechanicsville, VA 23116
(757) 880-2475 (C)
Cfields1908@hotmail.com
1st Term Expires: June 30, 2021

D. Scott Foster, Jr.

202 Tyler Brooks Drive
Williamsburg, VA 23185
(757) 634-7592
d.scottfoster@gmail.com
1st Term Expires: June 30, 2021

Christopher James

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Williamsburg, VA 23188
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Chjlaj88@gmail.com
Communications & Development Comm.
Governance & Nominating Comm.
1st Term Expires: June 30, 2020

Judith N. Knudson

710 Goodwin Street
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757-220-0051
Judyknudson20@gmail.com
Chair, Comm. & Development
Executive Committee
1st Term Expires: June 30, 2019

Sharon Marchelya

105 Brewhouse Ave.
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scmarc4212@cox.net
Communications & Development Comm.
1st Term Expires: June 30, 2020

David Masterson

President, SWRMC
100 Sentara Circle
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1st Term Expires: June 30, 2020

Ramon Rodriguez, III, MD, JD

2636 Sir Thomas Way
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(757) 869-5047
Rrodrigueziii@verizon.net
Governance & Nominating Comm.
1st Term Expires: June 30, 2020

Janna Roche

6310 Chiswick Park
Williamsburg, VA 23188
(C) 757 291-2788
jannaroche@cox.net
Communications & Development Comm.
2nd Term Expires: June 30, 2021

Frank Sisto

125 Saint Annes
Williamsburg, VA 23188
(757)345-2478
Fsisito125@cox.net
Comm. & Dev. Committee
1st Term Expires: June 30, 2021

Brian J. Smalls

156 Strawberry Plains Road, Suite C-1
Williamsburg, VA 23188
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brian@bjsmallslaw.com
1st Term Expires: June 30, 2021

Amanda S. Ulishney

8448 Ashington Way
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Amanda.ulishney@townebank.net
1st Term Expires: June 30, 2021

Adria Vanhoozier

VP Riverside Doctors Hospital, Wmbg

1500 Commonwealth Avenue

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Adria.vanhoozier@rivhs.com

Communications & Development

1st term expires June 2020

Steve Vignolo

141 Hollinwell

Williamsburg, Va. 23188

645-4292 (H) (973) 454-4422 (C)

svignolo@cox.net

Chair, Planning & Performance Committee

Executive Committee

Governance & Nominating Committee

2nd Term Expires: June 30, 2019

James White

1625 Founder's Hill North

Williamsburg, VA 23185

757-784-2388

whitejima@aol.com

Chair, Governance and Nominating

Executive Committee

2nd Term expires June 30, 2019

JURISDICTIONAL REPRESENTATION

JAMES CITY COUNTY

John J. McGlennon

Member, JCC Board of Supervisors
2817 Mockingbird Lane
Williamsburg, VA 23185
220-0568 (H) 221-3034 (O)
John.mcglennon@jamescitycountyva.gov
Planning & Performance Committee
Term Expires: June 30, 2020

Suzanne Mellen

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Finance Committee
Term Expires: June 30, 2020

CITY OF WILLIAMSBURG

Peter Walentisch

Director of Human Services, City of WMBG
401 Lafayette Street
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757-220-6166 (O)
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Finance Committee
Term Expires: June 30, 2020

Benming “Benny” Zhang

Williamsburg City Council
705 Goodwin Street
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Communications & Development Comm.
Term Expires: June 30, 2020

YORK COUNTY

Walter Zaremba

York County, Board of Supervisors
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757-253-0477 (H)
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Governance & Nominating Comm.
Term Expires: June 30, 2018

Brian Fuller

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Finance Committee
Term Expires: June 30, 2019

OTMDC STAFF

William J. Mann, MD

Executive Medical Director

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Denise Bowles

Business Manager

757-259-3254

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Lindsay Bowles

Administrative Secretary

757-259-3263

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Communications and Development Committee
September 20, 2018
Summary Report to the Board

Recommended actions:

Relax

Items of Interest to the Board:

- The 10th Annual Ovarian Cancer Run was held on September 8.
- The 2nd Annual Miles For Smiles Run will be held September 29, 2018.
- The Antique Appraisal and Luncheon Event will be held on March 7, 2019 at Two Rivers Country Club.
- The committee is planning a Wine Tasting or brew tasting or something for September 19, 2019.
- A dinner at Bakers Crust is planned for October 2018.
- The committee will be reviewing the Charter after the Gala.
- Work continues (slowly) on the Communications Plan.
- Planned Giving: Jan and Bill worked with a couple who donated \$41,000 in a charitable roll over.
- The Kayak raffle raised over \$6000.

OTMDC Finance Committee

September 2018

Summary Report to the Board

Recommended Actions: None

Items of Interest to the Board:

1. The final study report from Dixon Hughes Group, entitled “OTMDC Financial Policy and Designation Review”, dated August 22, has been received. This report was commissioned and funded by the Williamsburg Health Foundation. The study contains a number of recommendations related to governance, financial and operational policies/procedures, and whether to seek designation as a Federally Qualified Health Clinic (FQHC). As of this writing, a meeting is scheduled on September 14 to discuss the study findings with the Health Foundation leadership. The Finance Committee will discuss the findings at its meeting on September 24.
2. The Investment Fund (Endowment) summary is enclosed. For the first 2 months of the current fiscal year, the Fund has increased in value by \$200k (4.5%) During the past 3 years and 2 months, the Fund has produced earnings of almost \$1 million.
3. The Committee is studying the proposal for a new position to support communications, introduced at the July Board meeting. The committee will conduct an analysis of long range revenues, expenses and draws from the endowment fund. Several scenarios will be studied to develop a recommendation for funding the new position.

OTMDC Investment Fund Summary:

	<u>2015-'16</u>	<u>2016-'17</u>	<u>2017-18</u>	<u>2018-19 YTD</u>	<u>Total 38 mos.</u>
	6/30/2016	6/30/2017	6/30/2018	8/31/2018	
Beg. Balance	\$ 4,207,422	\$ 4,278,476	\$ 4,287,137	\$ 4,400,307	\$ 4,207,422
Change in Value	\$ 143,268	\$ 391,164	\$ 245,821	\$ 200,099	\$ 980,352
Transfer to Operations	\$ (72,214)	\$ (382,503)	\$ (132,651)	\$ -	\$ (587,368)
Ending Balance	\$ 4,278,476	\$ 4,287,137	\$ 4,400,307	\$ 4,600,405	\$ 4,600,405

Executive Medical Director's Report: September 2018

Summary: Our nurse practitioners are all on board and our patient visits are up for the first two months of this fiscal year. We are on budget, but note our uninsured percentage for the first two months was 79.6%. Considerable attention and discussion of the impact of Medicaid expansion is occurring, and considerable uncertainty as to its' impact remains.

Patient Services and Staffing: Lindsay, our executive secretary, is out on maternity leave and in the interim Veronica Yates is assuming Lindsay's duties. Veronica has other clinic assignments, consistent with our very thin staffing model, and she is best reached by contacting her through Lindsay's email. For the time being, all of our staff positions are filled. This includes two part-time nurse practitioners who were hired to fill the fifth nurse practitioner position.

We had 2879 patient visits total in July and August, 23.1% of which were for dental care. In September JCC announced they would close for two days for hurricane Florence, and as a result we cancelled appointments for those two days. At the last minute as conditions changed, we did not close, but were only able to see walk-ins, and this will impact our patient visits for September.

We are in the process of obtaining more equipment for our eye clinic through grants.

Our medication assistance program (MAP) continues to provide brand name drugs to our patients for free. However, the Virginia Health Foundation which funds MAP has proposed starting November 1st to have our two MAP staff become actively involved in obtaining Medicaid coverage for eligible patients, and also has stated that patients who are eligible for Medicaid, whether they apply or not, will not be eligible for free medications. Grant requirements will be altered to focus on Medicaid enrollment. This is a work in progress, and the impact on our MAP program is unclear. Our access to medication program (AMP) is not at this time making any changes to their program, so we anticipate we will continue to see increasing numbers of patients obtaining generic prescription medications through AMP.

The Williamsburg Health Foundation (WHF) has also been focusing on Medicaid expansion, and is bringing in outside speakers, holding additional planning sessions and offering support to help clinics adjust to this change. At Olde Towne, we have been taking Medicaid all along and do not see there being any pressing staffing, computer or processing changes needed. Whether we will see more patients with Medicaid coverage, since about half our patients are theoretically eligible, or will see less patients with Medicaid since patients will be placed in managed care organizations after three months of coverage, and this will potentially provide them a wider range of choices about where they receive their care and could lead to us having less covered patients will not really be known for about two years. We track Medicaid patients and revenue on a monthly basis, but trends usually take considerable time to become evident. A brief explanation of Medicaid expansion and eligibility is attached for information purposes.

Our staff completed mandatory training in CPR. OTMDC prior clinic director Martha Klinger provided staff with an excellent session discussing practical use of psychotropic medications.

We continue to offer flu shots to jurisdictional employees.

Physical plant: Nothing new to report.

Finances/Grants/Donors: Looking at our finances from a cash flow viewpoint, we are essentially on budget. Patient revenue is up due to increased payments from uninsured patients and from dual eligible patients, but the amount, ~\$40,000, reflects only two months of data and it is too early to say if this trend is real. Expenses remain well controlled.

We have received a \$41,000 anonymous donor gift through Jan MacQueston's efforts.

We were invited by WHF to apply for grant funding to support basic operations and our health coaches project, and these requests have been submitted. Our grant request for a new ultrasound was declined by the Peninsula Community Foundation. We have a grant request into the NN Shipyard looking to upgrade our electronic health record.

The ROI for our kayak raffle is attached. In my opinion, the effort was quite successful.

Community Collaboration: We participated in August in **Second Sunday** in Merchants' Square, and not only sold raffle tickets but also had the opportunity to talk about Olde Towne to a large number of people who stopped by our booth. **JCC administration** hosted a meeting of Partnership of Office Services Support Employees in Social Services and I made a presentation on OTMDC for the group and provided copies of our annual report. Kendra Robinson our clinic director and I continue to attend monthly Chronic Care Collaborative meetings sponsored by the **WHF**. We have also completed filming a short video for an October WHF award breakfast recognizing our dental services.




Medicaid Expansion Information

Who is Eligible?

**Approximately 400,000 additional men and women
in Virginia will be eligible for Medicaid**

- Adults ages 19 – 64, not Medicare eligible
- Income from 0% to 138% Federal Poverty Level


















Who Qualifies for Virginia Medicaid?

	Childless Adult	Parent (family of 3)	Person with Disability
			
Currently:	Not Eligible	Eligible with annual income at or below \$6,900	Eligible with annual income at or below \$9,700
Beginning 2019:	Eligible with annual income at or below \$16,754	Eligible with annual income at or below \$28,677	Eligible with annual income at or below \$16,754

Who is Eligible?

Income Eligibility Guidelines

Adults may be eligible if they make less than:

FAMILY SIZE	MONTHLY	YEARLY
 	\$1,397	\$16,754
 	\$1,894	\$22,715
 	\$2,391	\$28,677
 	\$2,887	\$34,638
 	\$3,384	\$40,600
 	\$3,881	\$46,562
 	\$4,378	\$52,523
 	\$4,875	\$58,485
Each additional person add 	\$497	\$5,962

What Services are Covered?

New enrollees will receive all services available to current members, including:

- Doctor, hospital and emergency services, including primary and specialty care
- Prescription drugs
- Laboratory and X-ray services
- Maternity and newborn care
- Long-term care and support services
- Home health services
- Behavioral health services, including addiction & recovery treatment services (ARTS)
- Rehabilitative services, including physical, occupational and speech therapies
- Family planning services
- Medical equipment and supplies
- Preventive and wellness services, including annual wellness exams, immunizations, smoking cessation and nutritional counseling
- Transportation to Medicaid-covered services if needed

Future Medicaid Reforms Under 1115 Waiver

New “Training, Education, Employment and Opportunity Program (TEEOP)” Requirements

For able-bodied individuals who are not:

- Children under 18 years of age or over 19 participating in secondary education
- Pregnant and postpartum women
- Individuals who are the primary caregiver of a dependent
- Foster children under age 26
- Individuals over 64 years of age
- Individuals who qualify for disability
- Individuals residing in institutions or determined to be medically frail
- Individuals diagnosed with serious mental illness
- Individuals who already meet the work requirements of TANF or SNAP
- Community Engagement = Employment, job skills training, education, volunteering, job searching and caregiving
- Required participation in these activities gradually increases to 80 hours per month
- There is concern that TEEOP requirements may result in an increase of disenrollment due to “bureaucratic red tape”, being disabled but not formally recognized as such, work hours that vary over time that lead to short time periods of no work, etc.

Implementation Status Update: Delivery System Will Use Current Managed Care Plans

Coverage will be provided for over 90% of Medicaid enrollees through the Medallion 4.0 and Commonwealth Coordinated Care Plus (CCC Plus) managed care programs

Medicaid Delivery Systems

Commonwealth Coordinated Care Plus (CCC Plus) will serve populations who are *medically complex* (individuals with a complex behavioral or medical condition and functional impairment)

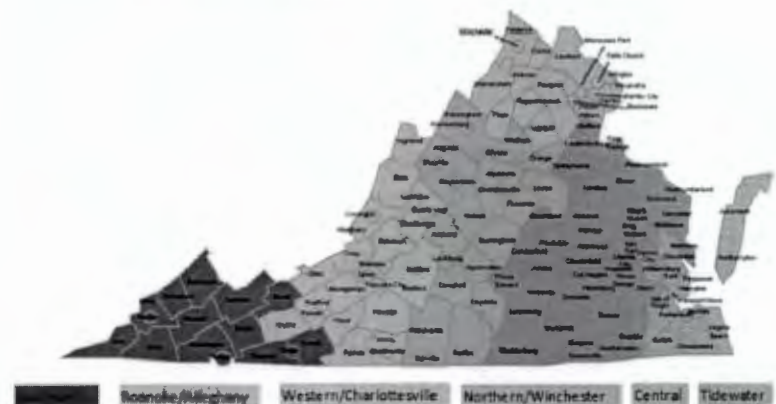
Medallion 4.0 will serve populations other than those who are medically complex

Fee for Service will serve populations until they are enrolled in an MCO and the populations and services that are excluded from managed care

6 Health Plans Contracted Statewide

1. Aetna Better Health of Virginia
2. Anthem HealthKeepers Plus
3. Magellan Complete Care of Virginia
4. Optima Health
5. United Healthcare
6. Virginia Premier Health Plan

OTMDC
Participates
in
all 6



Next Steps

Major Milestones:

- **Coverage Assessment Begins October 2018**
- **Section 1115 Waiver Submission to CMS in Early November 2018**
- **Enrollment Begins November 2018**
- **Medallion 4.0 Implemented Statewide by December 1, 2018**
- **Coverage Begins January 1, 2019**

New Adult Coverage: Early and Future Initiatives

Beginning January 1, 2019: Implement New Adult Coverage And Other Policy Initiatives

Beginning January 1, 2019 –

- ✓ New coverage for adults with incomes up to 138% FPL

Key initiatives include:

- ✓ Health and Wellness Incentives
- ✓ Referrals to Workforce Resources
- ✓ Appropriate Utilization of ER Services

Future Initiatives in Development:

(These initiatives require federal approval of a § 1115 Demonstration Waiver)

Future initiatives in development for certain individuals:

- ☐ Health and Wellness Accounts
- ☐ Cost-sharing including copayments
- ☐ Training, Enrollment, Education, Employment and Opportunity Program (TEEOP)
- ☐ Supportive Employment and Housing Benefit

New adult coverage begins January 1, 2019, while future initiatives are still in development

ROI Kayak Raffle

Supply:	Cost Ea.	Quantity	Total	Item Created	Clicks on C70
Reg. Paper	0.00578	50	\$0.29	Flyers	50
Tickets	0.0526	400	\$21.04	Tickets	50
Posters	9.16	1	\$9.16	Poster	0
Cost of In House Print (Use of C70)	0.102		\$10.20		100
TOTAL			\$40.69		

Professional Printing	0				
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Staff Time	Hours	Cost	Total		
Lindsay					
	16	19.23	\$307.68		
TOTAL STAFF COST	16		\$307.68		

REVENUE	\$6,275.00
EXPENSES	\$348.37
RETURN ON INVESTMENT	\$5,926.63
TICKETS SOLD	251

Olde Towne Medical and Dental Center

Asset Report

9/13/2018

Year: 2019 Period: 2

Ledger Description	Current Balance	PY Balance
Cash Balance	\$338,683	\$252,490
Investments	\$4,600,405	\$4,337,883
Medicaid Receivables	\$12,133	\$12,777
Medicare Receivables	\$11,204	\$8,284
Miscellaneous Receivables	\$0	\$0
Self Pay Receivables	\$244,764	\$163,235
Industrial Receivables	(\$106)	\$155
Dental Receivables	\$4,431	\$477
Commercial Ins Receivables	\$7,044	\$5,273
Anthem Receivables	\$3,427	\$8,824
Sentara Optima Receivables	\$11,082	\$3,925
Allowance for Doubtful Accts	(\$145,766)	(\$92,033)
Total Assets	\$5,087,301	\$4,701,290

Olde Towne Medical and Dental Center**Revenues and Expenditures Report**

9/13/2018

Fiscal year: 2019 Period: 2

Revenue Summary

	Budget	Current	YTD	Prior Year YTD	Variance	Variance %
Local Government	\$535,046.00	\$136,832.00	\$224,555.25	\$45,942.50	\$178,612.75	388.77%
Patient Revenue	\$461,000.00	\$37,138.12	\$85,403.76	\$55,761.92	\$29,641.84	53.16%
Bad Debt	\$0.00	\$2,579.01	(\$2,514.97)	\$9,268.56	(\$11,783.53)	-127.13%
Public Support	\$196,600.00	\$14,325.33	\$24,383.66	\$21,111.58	\$3,272.08	15.50%
Special Events - Fundraising	\$142,600.00	\$21,395.00	\$41,694.35	\$3,915.92	\$37,778.43	964.74%
Grants	\$1,043,979.00	\$42,620.92	\$523,120.92	\$634,897.23	(\$111,776.31)	-17.61%
Other	\$256,646.00	\$50,956.81	\$200,583.69	\$52,477.70	\$148,105.99	282.23%
Total Revenue	\$2,635,871.00	\$305,847.19	\$1,097,226.66	\$823,375.41	\$273,851.25	33.26%

Olde Towne Medical and Dental Center

Revenues and Expenditures Report

9/13/2018

Fiscal year: 2019 Period: 2

Expenditures Summary

	Budget	Current	YTD	Variance	Percent Spent
Admin Department					
Personnel	\$184,947.00	\$14,807.61	\$29,655.06	\$155,291.94	16.03%
Operating	\$130,654.00	\$5,869.37	\$10,068.89	\$120,585.11	7.71%
Furniture and Equipment	\$3,300.00	\$16.11	\$136.07	\$3,163.93	4.12%
Total Admin Department	\$318,901.00	\$20,693.09	\$39,860.02	\$279,040.98	12.50%
Direct Services					
Personnel	\$1,840,175.00	\$139,607.90	\$274,861.92	\$1,565,313.08	14.94%
Operating	\$371,187.00	\$25,366.88	\$56,673.62	\$314,513.38	15.27%
Furniture and Equipment	\$18,400.00	\$244.10	\$1,177.08	\$17,222.92	6.40%
Total Direct Services	\$2,229,762.00	\$165,218.88	\$332,712.62	\$1,897,049.38	14.92%
MAP-Grant					
Personnel	\$0.00	\$0.00	\$0.00	\$0.00	
Operating	\$0.00	\$0.00	\$0.00	\$0.00	
Furniture and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	
Total MAP-Grant	\$0.00	\$0.00	\$0.00	\$0.00 #Error	
Fundraising					
Personnel	\$56,376.00	\$5,076.98	\$8,946.91	\$47,429.09	15.87%
Operating	\$30,832.00	\$3,227.80	\$4,051.06	\$26,780.94	13.14%
Total Fundraising	\$87,208.00	\$8,304.78	\$12,997.97	\$74,210.03	14.90%
Total Expenditures	\$2,635,871.00	\$194,216.75	\$385,570.61	\$2,250,300.39	14.63%

Dental Report

September 24, 2018

Not much new to report for this Board meeting.

We have filled all present vacant positions. The staffs have transitioned well and working together as a team.

Fitting emergency patients into a busy schedule is #1 challenge being faced at this time. We have been able to increase surgery/tooth removal scheduling. Unfortunately, the removal of teeth is a big part of the clinic's procedures. We see a large number of patients in need of all or a majority of their teeth removed. So, unfortunate since in large part dental disease is preventable.

William J. Bennett, D.D.S.