

**West Volusia Hospital Authority
WVHA BOARD OF COMMISSIONERS REGULAR MEETING
November 17, 2016, 5:00 p.m.
DeLand City Hall Commissioner Chambers
120 S. Florida Avenue, DeLand, FL**

AGENDA

1. Call to Order
2. Opening Observance followed by a moment of silence
3. Approval of Proposed Agenda
4. Consent Agenda
 - A. Approval of Minutes October 20, 2016 Regular Meeting
5. Citizens Comments
6. Citizens Advisory Committee, Judy Craig, Chair
 - A. Update from CAC Meeting November 15, 2016 and CAC recommendations for new services access applications
 1. Global Youth & Community Programs, Inc.
 2. Disability Solutions for Independent Living
7. Reporting Agenda
 - A. POMCO October Report – Written Submission
 - B. FQHC Report, Laurie Asbury, CEO, Northeast Florida Health Services, Inc. d/b/a/ Family Health Source (FHS) October Report
8. Hospital Quarterly Report
 - A. Florida Hospital DeLand – Lorenzo Brown, CEO and/or Nigel Hinds, CFO
 - B. Florida Hospital Fish – Rob Deininger, President and/or Eric Ostarly, CFO
9. Discussion Items
 - A. Funding Agreements 2016-2016 per Final Budget Resolution 2016-008
 1. Florida Department of Health Dental Services (electronic copy)
 2. Hispanic Health Initiative (attached)
 - B. One Voice for Volusia annual membership fee of \$100.00
 - C. Martin Luther King, Jr. Weekend Celebration January 13-16, 2017
 - D. Site Visit Write Ups 2015-2016
 1. Florida Department of Health – Emergency Dental Services
 2. The House Next Door (THND)-Therapeutic Services
 3. The Neighborhood Center (TNC)-Outreach Services
 - E. John Fleemin, City of Deltona Firefighter Paramedic-Community Paramedicine Mobile Integrated healthcare program
 - F. Promontory/ICS Program/Intracoastal Bank (email dated 11/8/16 attached)
 - G. Follow Up Items
 1. Marketing Strategies and Commissioner Recommendations
 2. West Plymouth Avenue Restriping Parking Lot \$989.48
10. Finance Report
 - A. October Financials
11. Legal Update
12. Commissioner Comments
13. Adjournment

ERRATA SHEET FOR WVHA BOARD MEETING MINUTES OF OCTOBER 20, 2016

Page 5 of 5, third paragraph add after third sentence the sentence below in bold:

Mr. Small advised the Board and the CAC to review pages three through four of his legal update (attached) and to review both of the New Access Point applications and for the Board to reach out to their respective CAC members to let them know how the Board members feel about each application. He further encouraged the CAC members to reach out to the Commissioners to determine how they thought the two new access point funding applications should proceed or not proceed. Mr. Small referenced paragraph 3 that is contained in every WVHA Funding Agreement that states, "Grantee agrees to continue to seek additional third party funding for all of its programs, including this program". Mr. Small did not want any funded agency to become overly dependent upon WVHA funding as their only source of funding. Mr. Small further suggested that every funded agency should report these other sources of funding during their annual verbal report to the Board.

Mr. Small advised the Board and the CAC to review pages three through four of his legal update (attached) and to review both of the New Access Point applications and for the Board to reach out to their respective CAC members to let them know how the Board members feel about each application. He further encouraged the CAC members to reach out to the Commissioners to determine how they thought the two new access point funding applications should proceed or not proceed. Mr. Small referenced paragraph 3 that is contained in every WVHA Funding Agreement that states, "Grantee agrees to continue to seek additional third party funding for all of its programs, including this program". **Most agencies engage in grant writing for other funding sources and should therefore report to the WVHA Board about their efforts and not simply supply a listing of what other sources they already have which is already listed within the annual renewal funding applications.** Mr. Small did not want any funded agency to become overly dependent upon WVHA funding as their only source of funding. Mr. Small further suggested that every funded agency should report these other sources of funding during their annual verbal report to the Board.

WEST VOLUSIA HOSPITAL AUTHORITY
WVHA BOARD OF COMMISSIONERS REGULAR MEETING
DeLand City Hall Commission Chambers
120 S. Florida Avenue, DeLand FL
October 20, 2016
5:00 P.M.

Those in Attendance:

Commissioner Robert Mann
Commissioner Barb Girtman
Commissioner Andy Ferrari

Absent:

Commissioner Ross Dickinson
Commissioner Kathie D. Shepard

CAC Present:

Michael Ray
Voloria Manning

Others Present:

Attorney for the Authority: Ted Small, Law Office of Theodore W. Small, P.A.
Accountant for the Authority: Al Powers and Ron Cantlay, Dreggors, Rigsby & Teal
Administrative Support: Eileen Long, DRT

Call to Order

Chair Girtman called the meeting to order. The meeting took place at DeLand City Hall, 120 S. Florida Avenue, DeLand, Florida, having been legally noticed in the Daytona Beach News-Journal, a newspaper of general circulation in Volusia County. Chair Girtman opened the meeting with a moment of silence and followed with The Pledge of Allegiance.

Approval of Proposed Agenda

Motion 117 – 2016 Commissioner Ferrari motioned to approve the amended agenda, adding additional Discussion Items 7. A. 13 through 21 and new Discussion Items 7. B. C. D. and E. Commissioner Mann seconded the motion. The motion passed unanimously.

Consent Agenda

Approval of Minutes – Initial Budget Hearing September 15, 2016
- Regular Meeting September 15, 2016
- Final Budget Hearing September 27, 2016

Motion 118 – 2016 Commissioner Ferrari motioned to approve the consent agenda. Commissioner Mann seconded the motion. The motion passed unanimously.

Citizens Comments

There were none.

Reporting Agenda

POMCO September 2016 Report – Written Submission

FQHC Report - Laurie Asbury, CEO

**Northeast Florida Health Services, Inc. d/b/a Family Health Source
(FHS) September Report**

FHS Response to 2015 Audited Financials

Ms. Laurie Asbury, CEO, FHS addressed the Board and read for the public record their October 19, 2016 Letter of Assurance to the WVHA Board (attached) and handed that letter to Ms. Eileen Long.

Discussion Items

Funding Agreements 2016 – 2017 per Final Budget Resolution 2016-008

- 1. The Neighborhood Center Outreach Services (electronic copy)**
- 2. The House Next Door (THND) Therapeutic Services (electronic copy)**
- 3. Rising Against All Odds HIV/Aids Outreach Services (electronic copy)**
- 4. Global Healthcare Systems Urgent Care Services (attached)**
- 5. Global Healthcare Systems Primary Care Services (electronic copy)**
- 6. Good Samaritan Clinic PCP/Dental Services (electronic copy)**
- 7. THND Prescreening Services (electronic copy)**
- 8. Northeast Florida Health Systems d/b/a Family Health Source (FHS) Consolidated Clinics (electronic copy)**
- 9. FHS Pharmacy Services (electronic copy)**
- 10. FHS Prenatal Care Services (electronic copy)**
- 11. Healthy Start Coalition of Flagler and Volusia (HSCFV) Family Services Coordinator (electronic copy)**
- 12. HSCFV Women's Intervention Specialist/Neonatal Outreach Specialist (WIS/NOS) (electronic copy)**
- 13. Healthy Communities Outreach Services (electronic copy)**
- 14. Stewart-Marchman-Act (SMA) Baker Act (electronic copy)**
- 15. SMA ARNP @ THND (electronic copy)**
- 16. SMA Homeless Program (electronic copy)**
- 17. SMA Residential Treatment Beds (electronic copy)**
- 18. Rising Against All Odds Prescreening Services (electronic copy)**
- 19. Community Legal Services of Mid-Florida (attached)**
- 20. Florida Department of Health (FDOH) Dental Services (electronic copy)**
- 21. Hispanic Health Initiative (attached)**

Motion 119 – 2016 Commissioner Ferrari motioned to approve funding agreements enumerated 1 through 19. Commissioner Mann seconded the motion. The motion passed unanimously.

Mr. Ted Small explained that he is still waiting for the FDOH's contract to receive approval from their legal counsel and the Hispanic Health Initiative representatives are still trying to find comparable Medicare and Medicaid rates to fit their program services. He

concluded that these two contracts should be presented to the Board for approval during their Regular November meeting.

New Services Funding Access Applications Received

Global Youth & Community Programs, Inc. \$144,428.00

Disability Solutions for Independent Living, Inc. \$115,400.00

Chair Girtman explained that Disability Solutions delivered their application for funding 2 minutes past the deadline that was extended at the discretion of Dreggors, Rigsby & Teal (DRT) and due to Hurricane Matthew. She stressed that it was at the Board's discretion to enforce that extended deadline or to waive that deadline, in light the damage incurred after Hurricane Matthew went through central Florida and Volusia County.

There was Board consent to take into account the extenuating circumstances caused by Hurricane Matthew and allow both applications to proceed.

Mr. Small cautioned that the CAC are going to be tasked with performing deep and careful analysis of these new services funding access applications, and separating out social work from healthcare and access to healthcare, to ensure that these services approved for funding uphold and adhere to the WVHA Enabling Legislation.

Mr. Small encouraged that pages 3 through 4 of his legal update (attached) be shared with the CAC so that the CAC, during their vetting of all WVHA Funding Applications, strive to secure comparable Medicare, Medicaid, and/or private insurance rates of reimbursement from all future applicants.

Julie Barrow, Executive Director, One Voice for Volusia

Ms. Long explained that Ms. Barrow had advised her that she would arrive late to tonight's Board meeting and asked if her agenda item could be held until such time as Ms. Barrow arrives.

Tentatively Scheduled Meetings 2017

Ms. Long explained that the 2017 meeting presented reflects those dates that have been confirmed with DeLand City Hall, DRT, and Florida Hospital Fish Memorial medical park in Deltona. Ms. Long reminded all present that the September Initial Budget Hearing and the Final Budget Hearing are both subject to change, depending on the dates set by the County of Volusia and the Volusia County School Board for their respective budget hearings.

Motion 120 – 2016 Commissioner Ferrari motioned to approve the Tentatively Scheduled Meetings 2017 as presented. Commissioner Mann seconded the motion. The motion passed unanimously.

Follow Up Items

- **West Plymouth Avenue Architectural Committee update – Ted Small**

Mr. Small advised that the Architectural Committee voted 4-1 in favor of appointing Tyler Spore to their vacant seat.

- **Marketing Strategies Update**

Chair Girtman explained that the Board had requested an itemized breakdown of costs from those who submitted a marketing strategy proposal last month. Further that there were representatives present tonight from Deltona High School, who had previously created marketing materials on behalf of the WVHA a few years ago. The Board allowed the representatives from Deltona High School, I4 Advertising Agency, and Hill Hollis to make brief presentations.

There was Board consent, in light of the fact that two Commissioners were absent from tonight's Board meeting, that they would not make any decision in regards to marketing strategies until all Commissioners are present.

Chair Girtman asked her fellow Commissioners to pick and choose those marketing strategies that they wanted to pursue and utilize between all of the proposals received and bring back their recommendations during the November 17, 2016 Regular Board meeting.

Julie Barrow, Executive Director, One Voice for Volusia

Ms. Julie Barrow, Executive Director, One Voice for Volusia addressed the Board explaining that they have been in existence since 2001, they hold monthly coalition meetings the 2nd Wednesday of every month located at the Florida Department of Health in Volusia, 1845 Holsonback Drive, Daytona Beach, FL between 9 a.m. to 10:30 a.m. The annual cost to become a member with One Voice for Volusia is \$100.00 per year. There are over 100 meeting attendees every month who are community partners. They provide Community Connector which is an e-communication system designed to share important community information related to the social services field. There are currently over 2,900 members and 752,916 email campaigns that were sent out in 2015. Members are invited to present during their monthly coalition meetings. Ms. Barrow also explained the United Way's 211 telephone referral service and their website www.211.org which offers members advertising opportunities.

There was Board consent that joining One Voice for Volusia is something that they would like to discuss during the November 17, 2016 Regular Board meeting.

- **Director's and Officer's Liability Quotes**

Mr. Ron Cantlay, DRT explained that the WVHA Board is slightly different than other local municipalities in that, for example, the City of DeLand Commissioners are actual employees and are covered under their liability insurance coverage.

Financial Report

Mr. Al Powers, DRT reviewed for the Board the September financial statements (See attached).

Motion 121 - 2016 Commissioner Mann motioned to pay bills totaling \$2,129,642.37 (See attached). Commissioner Ferrari seconded the motion. The motion passed unanimously.

Legal Update

Mr. Theodore Small submitted his legal update memorandum dated October 11, 2016 (See attached).

Mr. Small advised the Board and the CAC to review pages three through four of his legal update (attached) and to review both of the New Access Point applications and for the Board to reach out to their respective CAC members to let them know how the Board members feel about each application. He further encouraged the CAC members to reach out to the Commissioners to determine how they thought the two new access point funding applications should proceed or not proceed. Mr. Small referenced paragraph 3 that is contained in every WVHA Funding Agreement that states, "Grantee agrees to continue to seek additional third party funding for all of its programs, including this program". Most agencies engage in grant writing for other funding sources and should therefore report to the WVHA Board about their efforts and not simply supply a listing of what other sources they already have which is already listed within the annual renewal funding applications. Mr. Small did not want any funded agency to become overly dependent upon WVHA funding as their only source of funding. Mr. Small further suggested that every funded agency should report these other sources of funding during their annual verbal report to the Board.

There was Board consent that each WVHA funded agency would include in their verbal report to the Board the sources of additional third party funding for all of its programs, including the program that is funded by the WVHA.

Commissioner Comments

There being no further business to come before the Board, the meeting was adjourned.

Adjournment

Barb Girtman, Chair



POMCO

November 17, 2016

Submission Report for WVHA Board Members

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Enrollment Processing

Applications Received by Fiscal Year for the Period of 1/1/2016 to Present

Applications Received 01/01/2016 - Present

FiscalYr	Month Received	APPROVED	DENIED	PENDING	Grand Total	Approval Percentage
FY1516	201601	285	50	0	335	85.07%
	201602	233	30	1	264	88.26%
	201603	232	60	0	292	79.45%
	201604	193	58	0	251	77.82%
	201605	180	60	0	240	75.00%
	201606	264	58	0	322	81.99%
	201607	298	53	0	351	84.90%
	201608	275	38	0	313	87.86%
	201609	237	47	18	302	78.48%
	201610	171	19	48	238	71.85%
Grand Total		2368	473	67	2908	81.43%

Fiscal Year	Applications Processed	Average Approval Percentage
FY1516	2670	82.28%
FY1617	238	71.85%

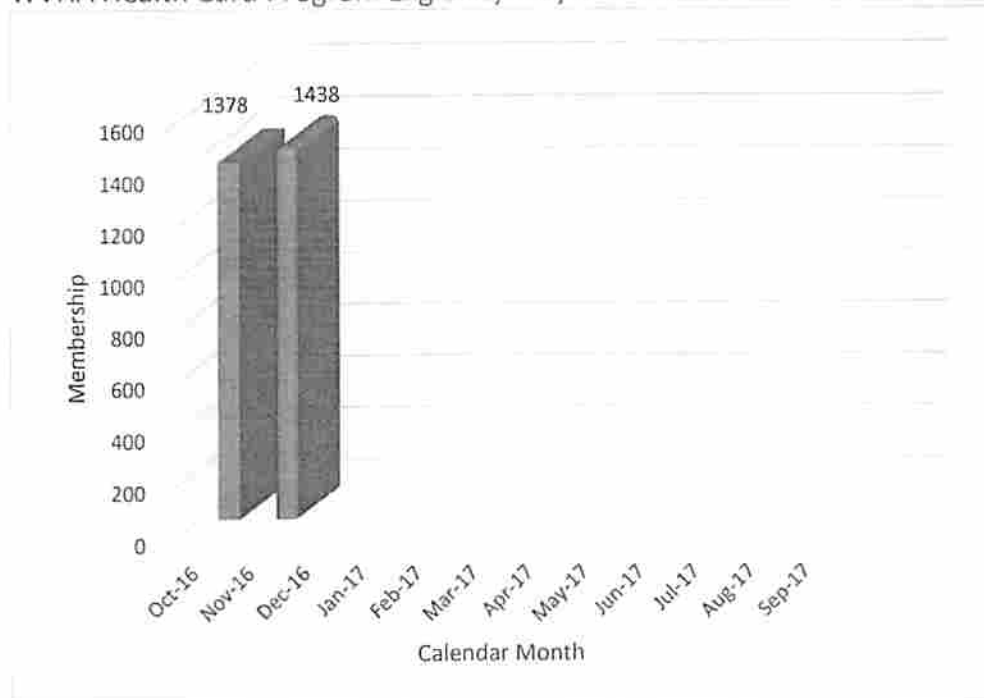
Applications Processed by Fiscal Year – Approval Percentage

Enrollment Applications – Denial Summary Report

Period	Approved		Denied		Pending		Total Apps
	Apps	Pctg	Apps	Pctg	Apps	Pctg	
FY1617	171	71.85%	19	7.98%	48	20.17%	238
201710	171	71.85%	19	7.98%	48	20.17%	238
Active Eligible		100.00%		0.00%		0.00%	0
Declined - Member Exceeds Asset Level		0.00%		0.00%		0.00%	0
Declined - Not Elig for Plan		0.00%	18	100.00%		0.00%	18
Terminated - Req'd Documentation Missing		0.00%	1	0.00%		0.00%	1
Pending - Multiple Reasons		0.00%		0.00%	48	0.00%	48

Note that because patients can and do become eligible and/or terminate every day of the month, when reporting by month, the most current status only will be reflected on the monthly reports. If a member is approved but then is denied/termed in the same or subsequent month, the status of denied/termed will be reported and the approved status will be removed.

WVHA Health Card Program Eligibility – by Calendar Month – as of November 1, 2016

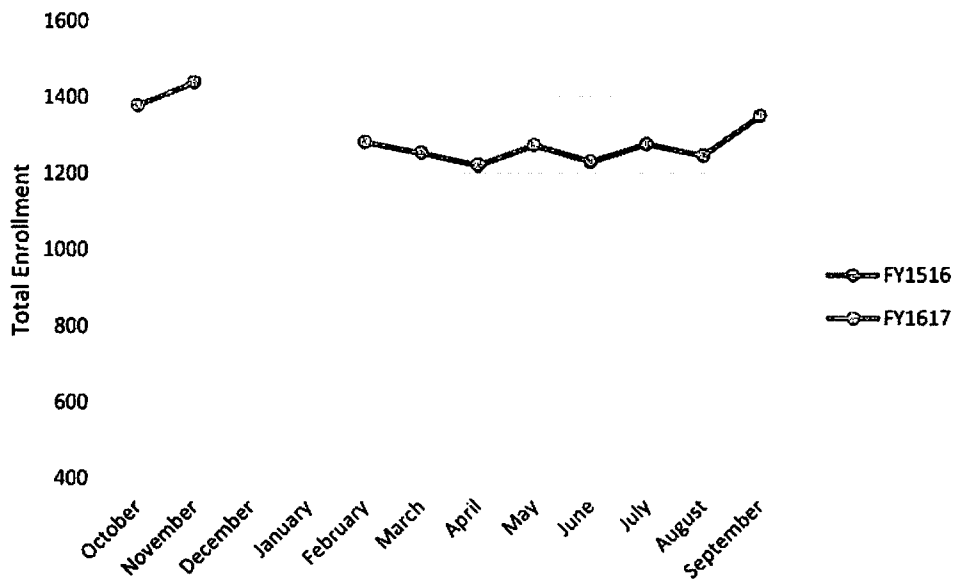


Eligibility reported above reflects eligibility as of the first of each month.

As of November 1, 2016, total program eligibility was 1,438 patients.

WVHA Enrollment by Fiscal Year – as of November 1, 2016

WVHA Enrollment By Fiscal Year	
Month of Fiscal Year	FY1617
October	1,378
November	1,438
December	
January	
February	
March	
April	
May	
June	
July	
August	
September	
Grand Total	2,816



Medical and Prescription Drug Claim Data

Pharmacy Claims by Fiscal Year by Service Month (Month Prescription Filled)

	FY1516				
Month	Drug Costs	Dispensing Fee Less Copayments	Total Costs	Total Rx's Filled	Avg Cost Per Rx
October					
November					
December	\$28,544.82	\$28,938.00	\$57,482.82	2,067	\$27.81
January	\$20,145.97	\$25,690.00	\$45,835.97	1,835	\$24.98
February	\$21,408.85	\$29,190.00	\$50,598.85	2,085	\$24.27
March	\$21,597.93	\$29,190.00	\$50,787.93	2,085	\$24.36
April	\$22,829.30	\$29,540.00	\$52,369.30	2,110	\$24.82
May	\$30,211.04	\$29,652.00	\$59,863.04	2,118	\$28.26
June	\$89,111.61	\$29,204.00	\$118,315.61	2,086	\$56.72
July	\$41,156.18	\$28,112.00	\$69,268.18	2,008	\$34.50
August	\$28,774.30	\$31,276.00	\$60,050.30	2,234	\$26.88
September	\$25,809.63	\$34,160.00	\$59,969.63	2,440	\$24.58
Grand Total	\$329,589.63	\$294,952.00	\$624,541.63	21,068	\$29.64

Combined Medical Costs (as of Claims Payment through 10/31/2016)

Fiscal Year	Hospital	Lab	PCP	Specialty	Facility Physicians	Pharmacy	Total Costs	Member Months	Overall Per Member Per Month (PMPM)	Hospital PMPM	Lab PMPM	PCP PMPM	Specialty PMPM	Pharmacy PMPM
FY1617	\$436,938.88	\$22,404.35	\$59,210.80	\$242,154.19	\$25,870.70	\$59,969.63	\$846,548.55	1,378	\$614.33	\$317.08	\$16.26	\$42.97	\$175.73	\$43.52
October	\$436,938.88	\$22,404.35	\$59,210.80	\$242,154.19	\$25,870.70	\$59,969.63	\$846,548.55	1,378	\$614.33	\$317.08	\$16.26	\$42.97	\$175.73	\$43.52
Grand Total	\$436,938.88	\$22,404.35	\$59,210.80	\$242,154.19	\$25,870.70	\$59,969.63	\$846,548.55	1,378	\$614.33	\$317.08	\$16.26	\$42.97	\$175.73	\$43.52

Medical and pharmacy costs are reported on a paid basis

PCP Encounter Claims by Clinic by Month (as of Claims Payment through 10/31/2016)

	FY1617				
Month	NEFHS Deland	NEFHS Deltona	NEFHS Pierson	NEFHS Stone Street	Total
October	0	225	292	0	517
Grand Total	0	225	292	0	517

PCP encounter claims are reported on a paid basis



POMCO

November 17, 2016

Recommendations for WVHA Board Approval



Suggested Schedule & Process of WVHA Eligibility Guideline Recommended Changes

To ensure that POMCO maintains a stable and sound guide by which to formulate consistent and accurate interpretations of the WVHA eligibility guidelines, POMCO is recommending the following process and schedule for WVHA Board approval.

Purpose

To create and follow a consistent process and schedule for the review of WVHA eligibility guidelines and to ensure authorized parties have an opportunity to review POMCO's recommendations and recommend their own suggestions for POMCO's review and possible submission for WVHA Board approval.

Schedule

There will be a quarterly review and submission of eligibility guideline recommendations beginning January 2017; January, April July & October.

Process

POMCO will review related trends, internal concerns and suggestions a month prior to the quarterly schedule noted above. POMCO will also engage with The House Next Door and other authorized parties to discuss any trends or recommendations from their perspective and formulate an official list of recommendations for the WVHA Board approval during their regularly scheduled meeting in the months noted above.



Authorized Parties

Parties authorized to submit recommendations for POMCO's review will include The House Next Door, NEFHS and Ted Small.

POMCO will not accept any WVHA eligibility recommended changes from the provider community, i.e. specialist, since they might not be making eligibility guideline recommendations in the best interest of the WVHA Health Card program.

Framework

Authorized parties will need to provide the context/framework of their recommended changes using the following criteria:

- What was the trigger or background story that led to the recommendation
- How does the recommendation help the potential Health Card member or the Health Card program
- How does the current eligibility guidelines impact the background story that led to the recommendation

POMCO Review Criteria

POMCO's review of its own recommended changes along with the recommended changes from authorized parties will be based on the following:

- Does the recommendation still follow the main eligibility criteria
 - Residency
 - Income & Assets
 - WVHA Health Card as payer of last resort
- Does the recommendation contradict any other area of the eligibility guidelines
- Is there any potential cost impact to the recommendation

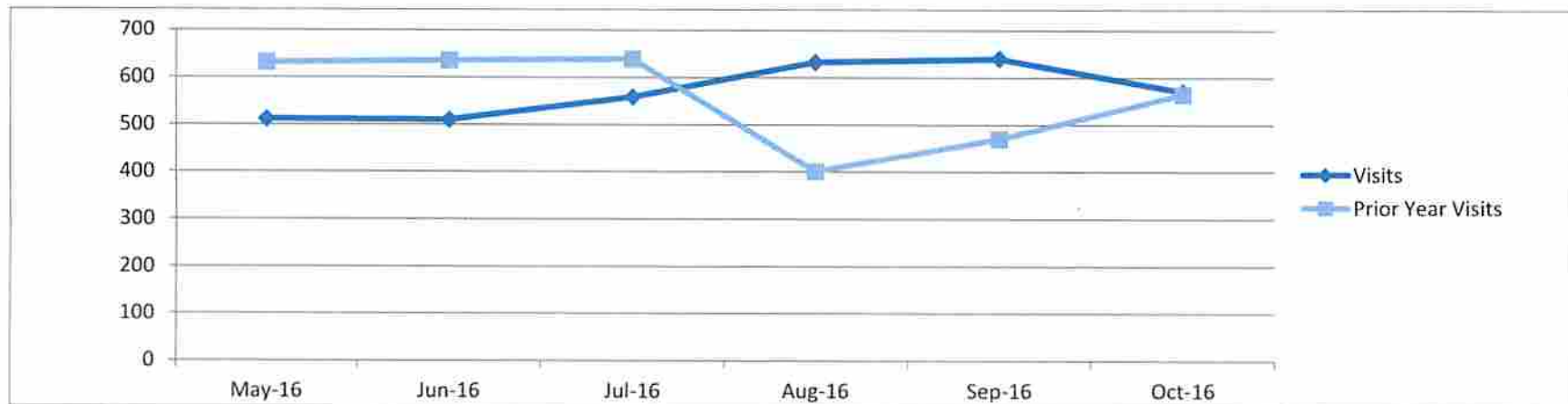


Northeast Florida Health Services

October-16

Patient Visits

	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16
Visits	512	510	558	632	639	570
Prior Year Visits	631	635	638	401	470	564



Patient Visits by Location

Location	Sep-16	Oct-16				
Deland Medical	254	220				
Deltona Medical	287	250				
Pierson Medical	98	100				
Total	639	570				

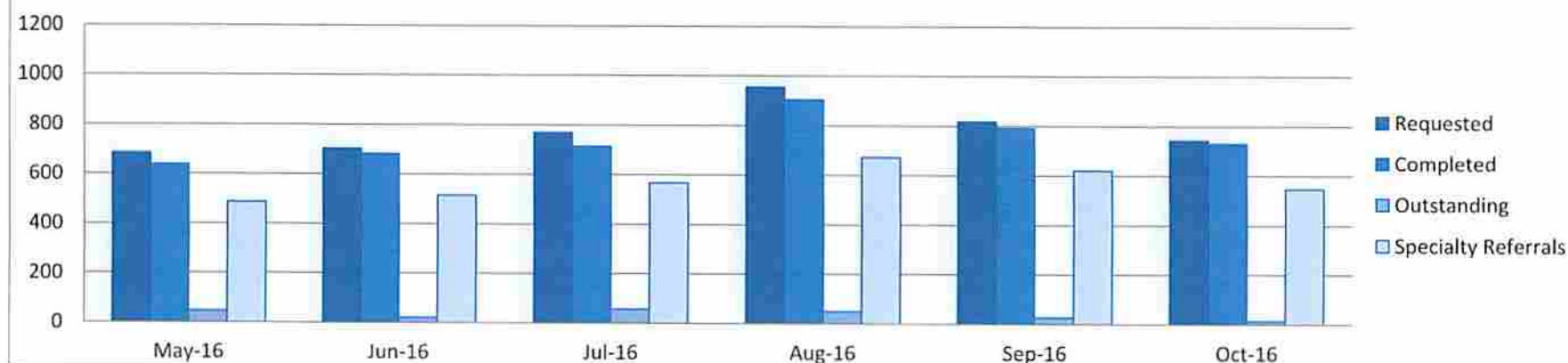
Patient Visits: Saturday Walk-ins (DeLand)

Date	Scheduled	Walk-ins	No Shows	R/S	Cancel	Total Seen
8/6/2016	0	0	0	0	0	0
8/13/2016	0	0	0	0	0	0
8/20/2016	10	1	0	2	0	9
8/27/2016	0	0	0	0	0	0
9/3/2016	11	0	0	0	0	11
9/10/2016	0	0	0	0	0	0
9/17/2016	12	0	0	2	0	10
9/24/2016	0	0	0	0	0	0
10/1/2016	3	0	0	3	0	0
10/15/2016	4	0	0	0	0	4
10/22/2016	0	0	0	0	0	0
10/29/2016	0	0	0	0	0	0
	0	0	0	0	0	0

Referrals

	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16
Requested	685	702	769	954	817	743
Completed	638	682	714	905	791	730
Outstanding	47	20	55	49	26	13
Specialty Referrals	487	514	567	673	619	546

Referrals

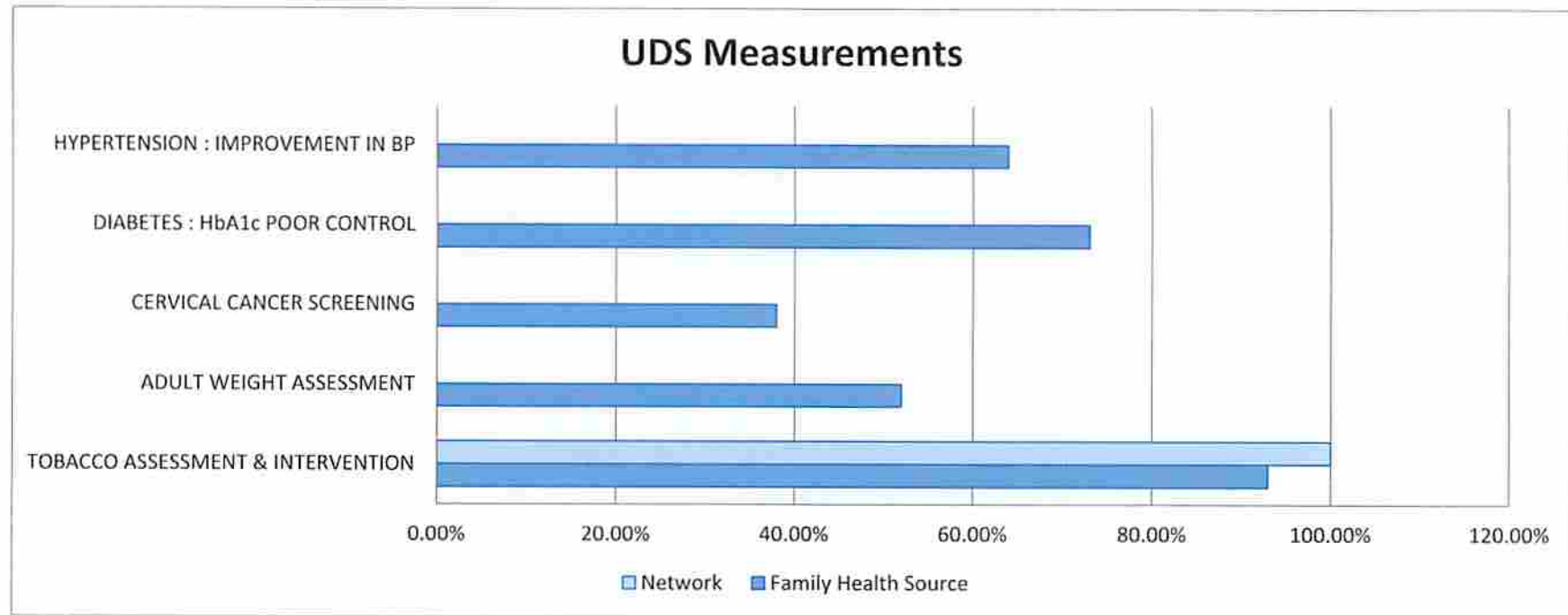


Appointment Times

Location	Provider	Appointments
Pierson	Kessack	General Appt
DeLand	Smith	Same Day
DeLand	Johnson	Same Day
Deltona	Rodriguez	General Appt
Deltona	Macalua	Same Day
Deltona	Mancini	General Appt
Pediatrics	Rojas-Sanchez	Same Day
Pediatrics	Desouza	Same Day

UDS Measures

Clinical Measure	Family Health
TOBACCO ASSESSMENT & INTERVENTION	93.00%
ADULT WEIGHT ASSESSMENT	52.00%
CERVICAL CANCER SCREENING	38.00%
DIABETES : HbA1c POOR CONTROL	73.00%
HYPERTENSION : IMPROVEMENT IN BP	64.00%



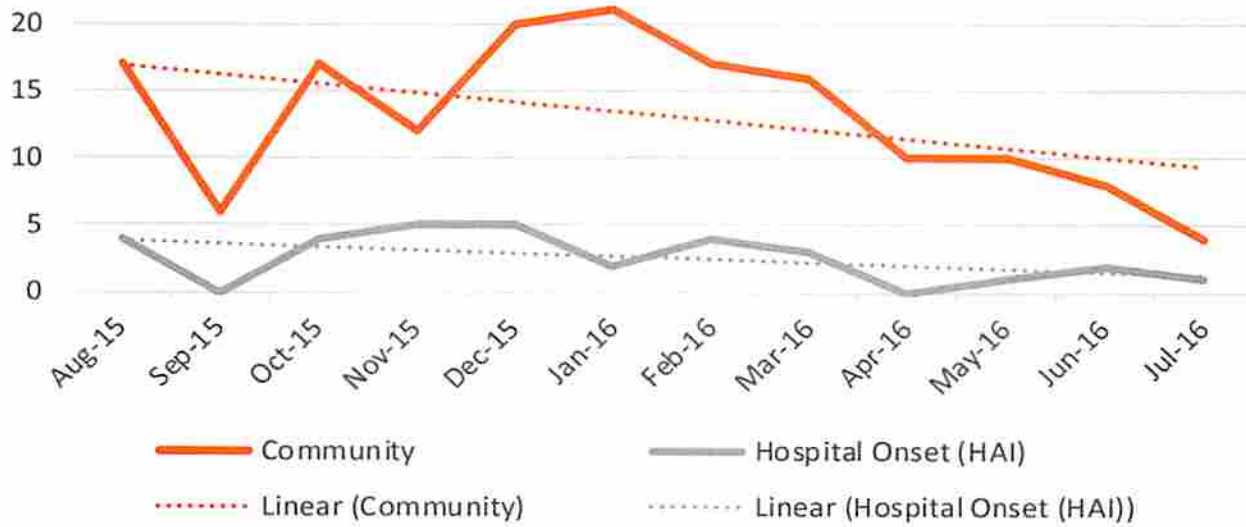
Staffing Metrics

	Sep-16	Oct-16
Total Active Employees	73	74
Turnover: Clinical Employees-MA's	2	0

Performance Review Committee (PRC)
FH Fish

C-Diff
RN/MD Rounding
Nurse Communication
ED Decision to Admit
Medication Reconciliation
Sepsis
ED Door to Provider
Coordination of Testing
Inpatient Surgery Scheduling
Employee Missed Meals
Clinical Documentation
Upfront Collections
Turnover
Employee Engagement
Physician Engagement

C-Diff Trend



HISPANIC HEALTH INITIATIVES, INC. ("TAKING CARE OF MY HEALTH/CUIDANDO MI SALUD") 2016-2017 FUNDING AGREEMENT

This Funding Agreement ("Agreement") is made and entered into as of the 1st day of October, 2016, by and between the WEST VOLUSIA HOSPITAL AUTHORITY (the "Authority") and HISPANIC HEALTH INITIATIVES, INC. ("Grantee").

INTRODUCTION:

The Authority is an independent special tax district encompassing the western portion of Volusia County, Florida (the "Tax District"), created by a special act of the Florida Legislature, Chapter 57-2085, Laws of Florida, as amended (the "Enabling Legislation"), for the purpose of establishing, operating, and maintaining hospitals and other health care facilities for the care of indigents of the Tax District and for pay patients and to participate in other activities to promote the general health of the Tax District.

Grantee is a Florida non-profit, 501(c)(3) corporation located in Volusia County, Florida, whose primary mission is to educate, advocate for and connect medically underserved individuals and families to services available in their community by disseminating accurate information in a culturally sensitive and linguistically competent manner. Grantee's "Taking care of My Health/Cuidando Mi Salud" (TCMH/CMS) will promote wellness and improve health indicators among medically underserved adults by providing community based, culturally- and linguistically competent health screening and education. This program's intended outcome is to improve participants' health risk profiles as determined by weight (body mass index); blood glucose, pressure, and lipids (cholesterol); and smoking behavior. Grantee's Community Health Worker, who is certified by the Florida Certification Board, shall provide oversight of all health risk assessment and case management services. The Program will collaborate with other agencies funded by the Authority, such as Good Samaritan Health Clinic, Inc., North East Florida Health Services, Inc., Stewart-Marchman Act Behavioral Services, Inc., The House Next Door, Inc., Global Health Care Systems Inc., Rising Against All Odds, Inc., The Neighborhood Center of West Volusia, Inc. Healthy Start Coalition of Flagler & Volusia, Inc., Halifax Healthy Families Corporation (d/b/a Healthy Communities) and other health care providers in the community.

Inasmuch as Grantee desires to provide access to medical services to indigent residents of the Tax District, the Authority has determined that its provision of funding will enhance access to medical services for indigent residents of the Tax District.

The Enabling Legislation authorizes and empowers the Authority to enter into lawful contracts that its Board of Commissioners may deem proper or expedient to carry out the purposes of the Enabling Legislation, as in its discretion is necessary for the preservation of the public health, for the public good, and for the use of the public.

The Authority's Board of Commissioners further has determined that this Agreement is authorized by the Enabling Legislation and is necessary for the preservation of the public health, for the public good, and for the use of the public within the Tax District.

Under the terms of this Agreement the Grantee will provide needed services under the Program for qualified residents of the Tax District as described in the relevant Application for Funding [see Paragraph 2, "Program"], for which the Authority will provide limited financial support to the Grantee.

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein, the parties agree as follows:

1. **Funding Period.** This Agreement shall provide funding for the period from the 1st day of October, 2016 through the 30th day of September, 2017.

2. **Program.** As specified in Grantee's Application for Funding dated April 1, 2016. In the event of conflict between the terms of the Application for Funding and this Agreement, the terms of this Agreement shall govern.

3. **Funding.** The Authority agrees to provide up to \$100,000.00 (One Hundred Thousand Dollars) in Funding, ("Funding Limit") to reimburse Allowable Costs of the Program as defined in paragraph 4. *Grantee acknowledges that the Authority has not approved additional funding, and there is no obligation of any kind on the part of the Authority to provide additional funding, for the Program, however Grantee may apply for additional funding consistent with Authority practices. Grantee agrees to continue to seek additional third party funding this Program.*

4. **Reimbursements.** The Authority shall reimburse Grantee for the Allowable Costs Grantee incurs for the Program. "Allowable Costs" shall be determined in accordance with the following provisions:

- 4.1 Funding Disbursements will be made in monthly installments up to the Funding Limit, subject to, and based upon, the presentation of invoices and supporting information acceptable to the Authority within 60 days of dates services are provided ("Disbursements"). Supporting information includes, but is not limited to, a de-identified listing of clients, their city of residence and zip code, and the duration of each documented unit of service received by each de-identified client.
- 4.2 Reimbursement Rate. Grantee shall be reimbursed for access to healthcare services provided to Program Participants (as defined in Paragraph 6) by an individual certified by the State of Florida in community health work (or directly supervised by an individual certified by the State of Florida in community health work) at the following rates: (i) a fee of \$100.00 for each health risk assessment (consisting of biological and behavioral screenings for risks of metabolic (diabetes) and cardiovascular disease) which is performed on an individualized basis for a Program Participant by a certified, paraprofessional Community Health Worker ("CHW"), (ii) a health and behavioral education flat-fee capped at \$50.00 per Program Participant for a CHW providing at least one-half hour (30 minutes) of one-on-one health and behavioral education and

coaching using evidence based curricula and strategies which the CHW will incorporate into an individualized self-management plan for each Program Participant; (iii) a rate of \$25.00 for each one-half hour (30 minutes) of direct case management activity which is performed by a CHW for a Program Participant including contacting and collaborating with relevant health care providers, providing immediate referrals to appropriate health care providers and connecting with WVHA's Health Card prescreening enrollment service provider, The House Next Door. These services, as specifically described in the Application for Funding, include active outreach in medically underserved Hispanic adults living in the City of Deltona, FL and the surrounding West Volusia area to engage, screen, case management and make referrals. In no event shall the annual aggregate Reimbursement provided to Grantee by the Authority under this Agreement be required to exceed the annual Funding Limit (as defined above).

- 4.3 The Authority shall only reimburse Grantee for Allowable Costs up to the Funding Limit. "Allowable Costs" shall include the Grantee's actual expenses for providing access to health care services to prospective clients and clients of the Program; provided however, Allowable Costs shall be reduced by any Program income earned (e.g. co-pays); third party reimbursement earned, whether or not received; and any other sources of income or contributions received that is applicable to the Program. In order to qualify as "Allowable Costs", no cost or rate of reimbursement, charged to the Authority may exceed that charged to any other funding entity, public or private, for the same or substantially the same services.
- 4.4 A Final Report ["Report"] shall be made to the Authority no more than (30) days after the end of the Funding Period, which shall present the total Allowable Costs Grantee incurred for the Program; Program income earned; contributions received applicable to the Program; third party reimbursement earned, whether or not received; and a statement detailing Program utilization. This Report and other material shall be the basis for determining the Final Reimbursement due to Grantee for the Program. "Final Reimbursement" shall be determined by the Authority by applying the Final Report data and other pertinent information to the Allowable Costs determination. Disbursements exceeding the Final Reimbursement as defined above shall be repaid to the Authority, by Grantee, within 120 days of the Grantee's receipt of the Authority's written determination of Final Reimbursement. Repayment of the amount that Disbursements exceed Final Reimbursement shall bear interest at the statutory rate as provided in Section 55.03, Florida Statutes, from the date Grantee receives the notice of Final Reimbursement. However said interest shall be waived if Grantee repays the funds to the Authority within the 120 day period.

5. **Program Participation.** A Program Participant is considered eligible if they meet Program Participant qualifications as set forth in Paragraph 6. The Program is to operate in, and benefit the health of residents of, the Tax District with an emphasis on providing access to care to, and improving the health of, indigent residents. Grantee shall also provide information regarding other Authority programs and encourage Program Participants to apply for a WVHA Health Card or any other federal or state health care program that Program Participants may be eligible.

6. **Screening.** In order to meet Program Participant qualification under this Agreement, Grantee shall screen Program Participants only to confirm their residency in the Tax District through collection and examination of the documents and information as the Authority may from time to time require, based on Article VIII ("WVHA Residency") Article IX ("WVHA Identification"), Section 12.06 Appendix F ("Homeless Verification Form") of the WEST VOLUSIA HOSPITAL AUTHORITY HEALTHCARD PROGRAM ELIGIBILITY GUIDELINES AND PROCEDURES, Effective June 16, 2016 ("Screening Requirements"). The Authority reserves the right to amend these Screening Requirements with an effective date fifteen (15) days after Grantee has been provided a copy of the amended Screening Requirements. The Authority reserves the right to require additional reasonable qualification procedures in the event that it finds Grantee's testing materially insufficient.

7. **Utilization Reports.** Grantee shall provide Utilization Reports to the Authority by the 10th of each month detailing Program utilization by Tax District residents during the previous month. Utilization Reports shall include a de-identified listing of clients, their city of residence and zip code, and the number and duration of each documented unit of service received by each de-identified client; however, the Authority reserves the right to require additional reasonable utilization information in the event that it finds the information provided as insufficient. Grantee shall provide the Authority with reports made by it to other entities funding the Program, and Grantee shall also provide copies of any evaluations and reports made by other private or governmental groups that relate to the Project and/or this Agreement when they become available to the Grantee. Grantee is not required to provide information related to non-parties to this Agreement to the Authority that is protected under Florida or Federal privacy or non-disclosure laws. In addition, Grantee shall make at least one (1) verbal report to the Authority board during the year detailing aspects of program utilization and efficacy. Grantee's efficacy in helping Authority in carrying out its mission shall be a significant factor in reviewing further funding requests.

8. **Site Inspection/Agreed Upon Procedures Report.** Grantee shall allow a member of the Authority or a representative of the Authority to review the internal records and operations of Grantee, unannounced but in a reasonable manner and with best efforts to minimize disruption of Grantee's operations, to insure that Grantee has complied with the requirements of this Agreement and to compile a Compliance Report on Grantee. The Compliance Report shall include a statement of the total amount received by Grantee from the Authority, and an opinion as to Grantee's compliance with the requirements of this Agreement, and shall report any and all instances of non-compliance discovered. If Grantee receives an independent audit for a fiscal year that includes the Term of this Agreement, then it shall provide the Authority a copy of the audit within thirty (30) days of the audit's delivery to Grantee.

9. **Breach.** A failure by either party to do or cause to be done, or omit to do, any act required by this Agreement shall constitute a "Breach" of this Agreement. Further, a continuing Breach of any other Authority Agreement, including prior agreements, shall constitute a Breach of this Agreement. Upon the occurrence of any such Breach, the Authority may terminate funding under this Agreement. Before declaring a Breach, the non-breaching party shall provide the breaching party with written notice of the alleged breach and a period of thirty (30) days to cure the alleged breach; provided however, both parties acknowledge the cure period may be shorter if providing thirty (30) days would result in a violation of law or is likely to result in harm to Program Participants. Upon termination of funding for Breach, the Grantee shall within thirty (30) days of the declaration of a Breach provide information necessary to calculate Final Reimbursement under paragraph four (4), "Reimbursements," as of the date of termination of funding. Should Grantee fail within thirty (30) days of the declaration of a Breach to provide information sufficient to determine Final Reimbursement as of the date of termination of funding, then Grantee shall be responsible for repaying the entire amount of any funding disbursements for which supporting documentation was not previously provided, including interest as specified in paragraph four (4), "Reimbursements." This provision shall not be in limitation of, but in addition to, any other rights the parties may have in law or equity. Unless otherwise specified herein, all remedies of a party for a breach of this Agreement are cumulative.

10. **Nonwaiver of Breach.** The failure of a party hereto to enforce any of its rights arising by reason of any default or breach of covenant on the part of the other shall not constitute a waiver thereof, nor shall any custom or practice between the parties in the course of administering this Agreement be construed to waive or to lessen their rights to insist upon the performance by the other of any term, covenant or condition hereof, or to exercise any rights given it on the account of any such default. A waiver of a particular breach or default shall not be deemed to be a waiver of the same or any other subsequent breach or default.

11. **Delays in Enforcement.** No delay by Authority or Grantee in enforcing any right or remedy accorded to Authority or Grantee under this Agreement, nor any number of recoveries thereon, shall diminish or otherwise affect any such right or remedy.

12. **Non-discrimination.** Grantee shall not discriminate on the basis of race, color, religion, sex, national origin, age, disability or marital status.

13. **Notices.** All notices, requests, consents and other communications hereunder shall be in writing and shall be made by hand delivery, first class registered or certified mail, postage paid, address:

If to Grantee:

Hispanic Health Initiatives, Inc.
Attn: Executive Director
70 Spring Vista Drive, Suite 2
DeBary, FL 32713

If to the Authority:

West Volusia Hospital Authority
Attn: Chairman
c/o DREGGORS, RIGSBY & TEAL, PA
1006 N. Woodland Blvd.
DeLand, Florida 32720

or such other address which may have been furnished by one party to the other in writing.

14. **Counterparts.** This Agreement may be signed in counterparts, each of which shall be deemed an original.

15. **Other Documents and Acts.** Each party shall, at the request of the other, execute, acknowledge and deliver whatever additional instruments and do such other acts as may be required or convenient in order to accomplish and carry forward the intent and purposes of this Agreement.

16. **Conformity with Law.** The parties' actions hereunder are to conform to all applicable state, federal, and local laws and are intended to be consistent with the intents and purposes of the Authority's Enabling Legislation. *The funding provided to the Grantee shall be used for the benefit of the residents of the Tax District.*

17. **Headings.** The various headings used in this Agreement as headings for paragraphs, sub-paragraphs and otherwise are for convenience only and shall not be used in interpreting the text of the section or sub-section in which they appear.

18. **Governing Law.** The Agreement shall be governed by the laws of the State of Florida. Venue shall be in western Volusia County.

19. **Assignability.** This Agreement shall bind and inure to the benefit of the parties hereto, and their successors and assigns. Notwithstanding the foregoing, neither party may assign any of its rights nor obligations under this Agreement without the prior express written consent of the other party.

20. **Indemnity.** Grantee shall obtain and maintain reasonable levels of insurance, provide evidence of that coverage upon reasonable request of the Authority, and make the Authority an additional insured under the insurance policies during the term of this Agreement. Further, Grantee shall be liable for and shall indemnify, defend, and hold harmless the Authority and all of its officers, agents, and employees from all claims, suits, judgments, or damages, consequential or otherwise and including attorneys' fees and costs, arising out of any act, actions neglect, or omissions by the Grantee, its agents, or employees during the performance or operation of this Agreement or any subsequent modifications thereof, whether direct or indirect, and whether to any person or tangible or intangible property except that the Grantee will not be liable for damages arising out of injury or damage to persons or property directly caused or resulting from the sole negligence of the Authority or any of its officers, agents, or employees.

The Grantee's obligation to indemnify, defend, and pay the defense of, or at the Authority's option, to participate and associate with the Authority in the defense and trial of any damage, claim, or suit and any related settlement negotiations, shall be triggered by the Authority's notice of claim for indemnification to Grantee. The Grantee's inability to evaluate liability or its evaluation of liability shall not excuse the Grantee's duty to defend and indemnify within seven (7) days after such notice by the Authority is given by registered mail. Only adjudication or judgment after highest appeal is exhausted specifically finding the Authority solely negligent shall excuse performance of this provision by Grantee. The Grantee shall pay all costs and fees related to this obligation and its enforcement by the Authority. The Authority's failure to notify the Grantee of a claim shall not release the Grantee of the above duty to defend.

21. **Agreement not a Joint Venture.** Nothing contained in this Agreement is intended, or shall be construed, as in any way creating or establishing the relationship of partners or joint venturers among the parties or as constituting any party as the agent or representative of another party for any purpose or in any manner. The Grantee, its officers, agents, and employees, in performance of this Agreement, shall act in the capacity of any independent contractor and not as an officer, employee, or agent of the Authority. The Grantee is responsible for Social Security and Income Tax withholdings. The Authority will not furnish services or support (e.g., office space, office supplies, telephone service, secretarial, or clerical support). The Grantee agrees to take such actions as may be necessary to ensure that each subcontractor of the Grantee will be deemed to be an independent contractor and will not be considered or permitted to be an agent, servant, joint venturer, or partner of the Authority.

22. **Attorneys' Fees.** If any action, at law or in equity, including an action for declaratory relief, is brought to enforce or interpret this Agreement, the prevailing party shall be entitled to recover reasonable attorneys' fees from the other party, including fees at both the trial and appellate levels, in addition to any other relief that may be awarded.

23. **Entire Agreement.** This Agreement, including any exhibits and schedules hereto, constitutes the full and entire understanding and agreement between the parties concerning the subject matter of this Agreement, and supersedes all other prior agreements and negotiations, oral or written, concerning that subject matter, all of which are merged into this Agreement. Nothing herein, express or implied, is intended to confer upon any party, other than the parties hereto and their respective successors and permitted assigns, any rights, remedies, obligations, or liabilities under or by reason of this Agreement.

IN WITNESS THEREOF, the parties have executed this Agreement effective as of the day and year first written above.

WEST VOLUSIA HOSPITAL AUTHORITY

By: _____
Barbara E. Girtman, Its Chair
West Volusia Hospital Authority
P.O. Box 940
DeLand, FL 32721-0940

Date:

ATTEST

By: _____
Kathie D. Shepard, Its Secretary

HISPANIC HEALTH INITIATIVES, INC.

By: _____
Josephine Mercado
Its: Executive Director

Date: _____

ATTEST

By: _____
_____ Its Board Secretary or Chair (Circle One)



Non-Profits, Individuals, Students 2016-17 Subscription

Thank you for your support of One Voice for Volusia. To sustain the work and enjoy the benefits of One Voice for Volusia and its many initiatives in the community, the Board of Directors voted to institute an annual coalition subscription.

☐ Please add my subscription good through June 2017.

Main Contact Name & Title: Eileen O'Reilly Long					
Agency: WEST VOLUSIA HOSPITAL AUTHORITY					
Mailing Address, City, Zip: PO Box 940, 1006 N. Woodland Blvd., DeLand FL 32720					
Email: elong@drtcpa.com					
Phone: 386-734-9441		Cell: N/A		Fax: 386-738-5351	
We serve:	<input checked="" type="checkbox"/> Adults	<input checked="" type="checkbox"/> Youth	<input checked="" type="checkbox"/> Families	<input checked="" type="checkbox"/> Seniors	<input type="checkbox"/> Ages 0-5

Questions? Julie Barrow at julie@ovfv.org or 386-947-8301 To request a PayPal invoice for Credit Payments contact Chantal@ovfv.org
To fax form use 386-675-1467 or mail with check to: 160 N. Beach Street, Daytona Beach, FL 32114

Please Mark all that apply	<input type="checkbox"/> We enjoy meeting people and would like to help as we can with greeting new visitors and members.
	<input type="checkbox"/> Please consider us as a resource! We have a specialty in:
	<input type="checkbox"/> Our organization would be very interested in sponsorship opportunities
	<input type="checkbox"/> Other:

Additional Names, Titles and Emails of Staff who may also plan to attend if selecting the Unlimited option:

Subscription Benefits (Please Circle Your Preferred Subscription Level):	Unlimited \$150	Organization \$100	Individual \$50	Student \$25.00
Any of your staff can attend monthly coalition meetings that host over 100 community leaders in attendance for networking, distributing your literature, making announcements and obtaining training	X			
The (one) subscriber can attend monthly meetings and submit your suggestions for Coalition meeting topics and speakers	X	X	X	X
Receive annual membership directory of over 150 agency and individual contacts (based on membership in August)	X	X	X	X
Receive recognition with your agency website linked on the new One Voice for Volusia website (6000 monthly hits)	X	X		
Submit information to be sent out via the Community Connector (e- blast with 2700+ individual recipients who are eager to hear about your event or opportunity)	X	X		
Receive Community Connector messages	X	X	X	X
Receive discounts on One Voice for Volusia events and trainings	X	X	X	X
TOTAL AMOUNT	\$	\$	\$	\$

Checks can be made payable to One Voice for Volusia. For an additional \$5 handling fee, credit cards may be processed.
Fax: 386-675-1467, Mail: 160 N. Beach Street, Daytona Beach, FL 32114, Email: julie@ovfv.org

Coalition Meeting SPONSORSHIP FORM

160 N. Beach Street, Daytona Beach, Florida 32114 •
386-947-8301 • www.onevoiceforvolusia.org

DATE: NOVEMBER 9, 2016

Benefits to Meeting Sponsor:

- Signage at the coalition meeting at the Network Zone and on the PowerPoint and Agenda (provided by sponsor or One Voice for Volusia will print your logo with acknowledgement at meeting)
- Your agency information in the meeting packet (great way to market your upcoming event or promotion- 1pg and you can also distribute giveaways or promotional items) for the 80+ Community Leaders attending
- Featured Member Highlight on the agenda with option to speak to membership for up to 3 minutes
- Acknowledgment on coalition emails (500+)
- Featured on the One Voice for Volusia website for the month 5000 hits per month
- Featured in a Community Connector email with almost 2800 registered individuals and organizations

DESCRIPTION	AMOUNT
One Voice for Volusia Coalition Meeting Sponsor <i>Please indicate what month(s) you would like to sponsor</i> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <input checked="" type="checkbox"/> Wednesday, July 13, 2016 <input checked="" type="checkbox"/> Wednesday, August 10, 2016 <input type="checkbox"/> Wednesday, September 14, 2016 <input type="checkbox"/> Wednesday, October 12, 2016 <input type="checkbox"/> Wednesday, November 09, 2016 <input type="checkbox"/> Wednesday, December 14, 2016 </div> <div style="width: 45%;"> <input type="checkbox"/> Wednesday, January 11, 2017 <input type="checkbox"/> Wednesday, February 08, 2017 <input type="checkbox"/> Wednesday, March 08, 2017 <input type="checkbox"/> Wednesday, April 12, 2017 <input type="checkbox"/> Wednesday May 10, 2017 <input type="checkbox"/> Wednesday, June 14, 2017 </div> </div>	
Sponsorship Categories: <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <input type="checkbox"/> Coalition Member Monthly Sponsorship: \$200 <input type="checkbox"/> Non-Coalition Member Sponsorship: \$250 </div> <p>One Voice for Volusia advocates for efficient use of resources and data-driven outcomes, and promotes system improvements by fostering diverse partnerships in the health and human services field. One Voice for Volusia is a neutral convener, engaging leaders, organizations and individuals to develop and implement strategies to improve the community. Our monthly coalition meetings will give sponsors the opportunity to engage an average of 80 attendees who are the leaders and decision makers in our communities' health and human services sector.</p> <p>Meetings afford a monthly opportunity for members and guests to:</p> <ul style="list-style-type: none"> • Learn something new and connect with someone new • Share information about projects and events • Discuss and develop solutions for community issues • Request assistance/partnerships to address an issue • Learn about committee work and strategic objective progress • Discuss the policies and practices of the local health and human service system 	
TOTAL	\$

Make all checks payable to One Voice for Volusia. One Voice for Volusia is a not-for-profit organization. You may also request a PAY PAL invoice (\$5 fee). Please verify date availability prior to making payment. If you have any questions concerning this form, please contact Julie Barrow at 386-947-8301 or Julie@ovfv.org.

Mission Through collaboration One Voice for Volusia *mobilizes* all sectors of the community by **STRENGTHENING** our *organized capacity* to meet human needs. www.onevoiceforvolusia.org

Community Connector

What is the Community Connector?

The Community Connector is an e-communication campaign designed to share important community information related to the social services field. The system has been designed to benefit professionals working in the non-profit sector. There are currently over 2,900 subscribers on the Community Connector list. It is FREE to receive the Community Connector.

What kind of information do we send via the Community Connector?

Information about:

- Agency News (i.e. new address, contacts)
- Fundraising and Special events
- Trainings/Conferences
- Grassroots/Faith Based Community Information
- Job openings
- New programs/agencies
- Requests for help or input
- New resources

How do I submit information?

Sending Community Connector messages is a benefit of being a One Voice for Volusia Coalition subscriber. Subscription information is available at <http://onevoiceforvolusia.org/become-a-member/>. As a Coalition subscriber, to submit your message, complete the online form at <http://onevoiceforvolusia.org/connector-submission/>.

What information do we need from you for a Community Connector message?

- **Information for the Subject Line:** Less than 10 words that describes the purpose of the message.
- **Information for the body of the message:** Should not be more than 100 words and should include the pertinent information in the beginning (who, what, when, where, why and how). All messages must include a contact person with a name, phone number and email address. This is particularly important for job postings.
- **Web Links:** if you would like to include more information than you can fit in the body of the message, links to websites can be included. The technology does not allow for attachments.
- **Other Notes:** Please submit your messages about events at least a week prior to when you need your information posted. We reserve the right to edit your message, as needed, or combine similar announcements prior to sending out the Community Connector. In general, reminder messages will not be forwarded. Please remember it may take 5 to 7 business days to schedule your message due to the quantity of requests.

Sign up! Visit <http://onevoiceforvolusia.org/community-connector/> and sign up online. If you have any questions or need additional information, please email cc@ovfv.org.

Eileen Long

From: Barbara Girtman <barbaragirtman@yahoo.com>
Sent: Monday, November 07, 2016 10:46 AM
To: Eileen Long
Cc: Ted Small
Subject: MLK Weekend Marketing- Please include on the agenda
Attachments: MartinLutherKingSponsorship.2017.pdf

WVHA Commissioners,

As leaders within our community, we are excited to share with you an opportunity for the upcoming Martin Luther King weekend of events. There is an awesome lineup, Friday through Monday, January 13-16, 2017. The attendance throughout the weekend is expected to draw several thousand.

For the first time, there will be an MLK Legacy Awards evening to acknowledge the legacy of several community pioneers and local organizations. This kick-off event will be a Black Tie Affair held at the Museum of Arts Deland and Sands Theatre.

Proceeds from the weekend events will support student and young adult scholarships and Greater Union Life Center's healthy West Volusia initiative. We understand that college is not the only option for success, so we are including traditional and non-traditional educational scholarships to put young adults to work in jobs to elevate the community. We will also have a small business workshop and the 4th Annual Business Expo for local entrepreneurs, health organizations and non-profits on Monday following the MLK breakfast.

We seek your support. Attached you will find the levels to determine your support and benefits. Sponsorships received by November 30, will have the benefit of being recognized in the local publication program insert for distribution to more than 20,000. Please consider becoming an extension of our efforts to bring a message of civic awareness and togetherness.

The MLK committee appreciates your consideration and we are grateful for your support. Please contact Mario Davis, Executive Director 386-469-8678 should you have any questions.

Best regards,

Mario Davis, Executive Director
MLK Committee
Greater Union Life Center, 501c3



MARTIN
LUTHER
KING JR.
WEEKEND
CELEBRATION

January 13, 2017

Awards Ceremony - 6:00 p.m.
DeLand Museum of Art

January 14, 2017

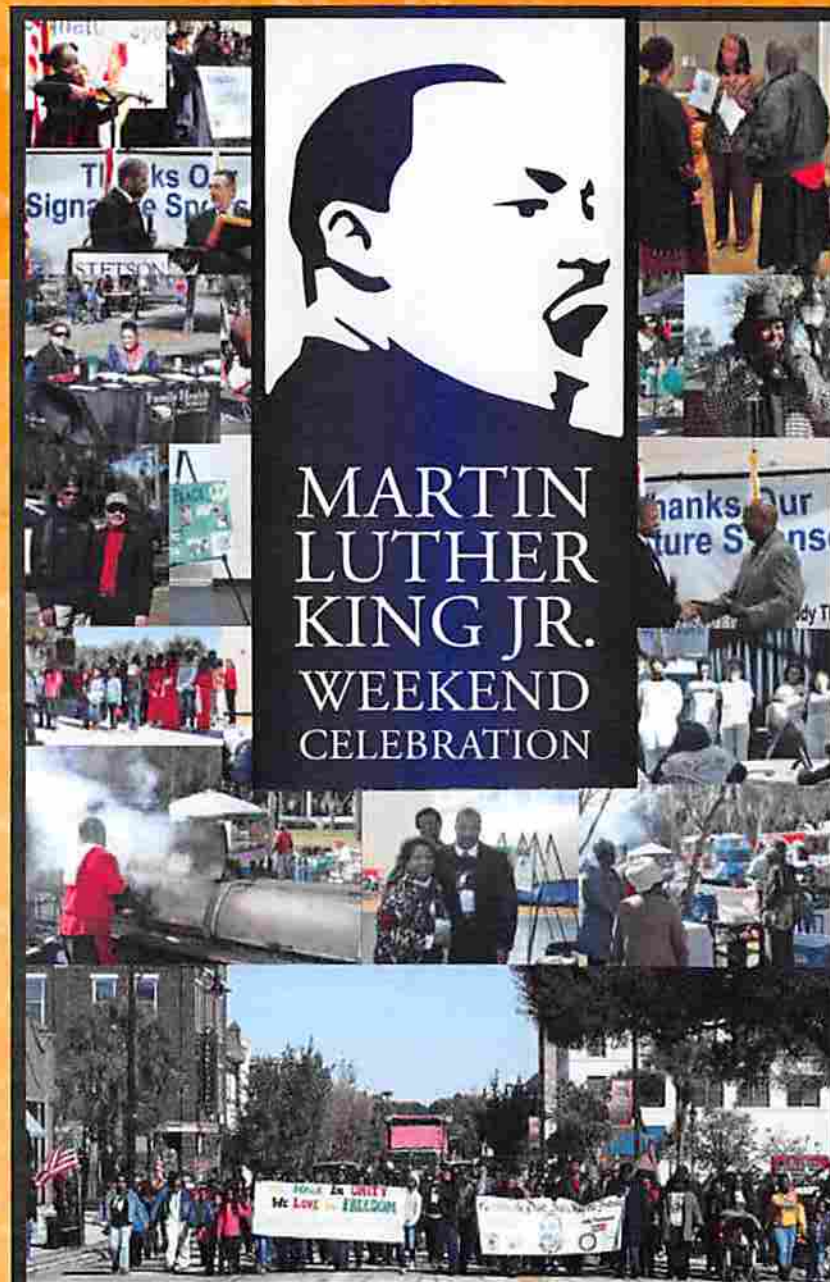
MLK Gospel Choir - 6:00 p.m.
Sanctuary Church

January 15, 2017

Community Worship Service - 6:00 p.m.
Mt. Calvary Free Will Baptist Church

January 16, 2017

MLK Annual Breakfast - 9:00 a.m.
Stetson Rinker Field House
March to Earl Brown Park - 11:00 a.m.
Small Business Expo - Noon



JANUARY 13-16, 2017



Dreggors, Rigsby & Teal, P.A.

Advisors for Life

Certified Public Accountant | Registered Investment Advisor

1006 N. Woodland Boulevard ■ DeLand, FL 32720
(386) 734-9441 ■ www.drtcpa.com

James H. Dreggors, CPA
Ann J. Rigsby, CPA/CFP™
Parke S. Teal, CPA/PFS (1954-2011)

Ronald J. Cantlay, CPA/CFP™
Robin C. Lennon, CPA
John A. Powers, CPA

October 19, 2016

West Volusia Hospital Authority
Board of Commissioners
PO Box 940
DeLand, FL 32720

Re: Florida Department of Health (FDOH) Emergency Dental Services

Dear Commissioners:

We have performed the procedures detailed in our engagement letter for grantee site visits, dated August 18, 2016, which were agreed to by West Volusia Hospital Authority (WVHA) Board of Commissioners, solely to assist you with respect to funding agreement compliance of Florida Department of Health (FDOH) Emergency Dental Services Agreement, fiscal year ending September 30, 2016. WVHA reimburses FDOH for emergency dental care visits provided to eligible WVHA HealthCard members. The engagement to apply the agreed upon procedures was performed in accordance with the standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in the report. Consequently, we make no representation regarding the sufficiency of the procedures described below, either for the purpose for which this report has been requested or for any other purpose.

Our procedures and findings are below:

1. Inquire and document as to the grantee's monitoring procedures with respect to contract compliance.
 - a. FDOH provides to WVHA a monthly invoice summarizing clients served who had eligible WVHA HealthCards. This report summarizes number of clients served, address and zip code of residence and dates seen.
 - b. FDOH determines eligibility by the presentation of the WVHA HealthCard, via the third party administrator's (TPA) provider web portal and photo identification.
2. Select a sample of transactions and test compliance with contract provisions.
 - a. July 2016 was chosen for test procedures. A non-summarized list of client visits was provided by FDOH consisting of eight (8) client visits.

MEMBERS

- b. From the list of client visits, fifty percent (50%) were selected for compliance review, four (4) client visits. One hundred percent (100%) of medical visits were confirmed.
 - c. From the list of clients served one hundred percent (100%) had proof of photo identification.
 - d. From the list of client visits, one hundred percent (100%) had an eligible WVHA HealthCard on the date of service billed.
3. Prepare a written report summarizing the results with recommendations to the Board of Commissioners.
- a. The Utilization Report which details clients served and demographic data with respect to those clients, which FDOH provides to the WVHA, meets all of the requirements of Section 7 of the funding agreement.
 - b. FDOH's medical files appear to be complete and organized when reviewed for verification of services provided.
 - c. FDOH's eligibility screening met the requirements of the funding agreement.

We were not engaged to, and did not, conduct an audit, the objective of which would be the expression of an opinion, on the specified elements, accounts, or items. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified users listed above and is not intended to be and should not be used by anyone other than those specified parties.

Dreggors, Rigsby & Teal, P.A.

Dreggors, Rigsby & Teal, P.A.



Dreggors, Rigsby & Teal, P.A.

Advisors for Life

Certified Public Accountant | Registered Investment Advisor

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Ronald J. Cantlay, CPA/CFP™
Robin C. Lennon, CPA
John A. Powers, CPA

October 25, 2016

Board of Commissioners
West Volusia Hospital Authority
PO Box 940
DeLand, FL 32720

RE: The House Next Door

Dear Commissioners:

We have performed the procedures detailed in our engagement letter for grantee site visits, dated August 18, 2016, which were agreed to by West Volusia Hospital Authority (WVHA) Board of Commissioners, solely to assist you with respect to funding agreement compliance of The House Next Door (THND) for fiscal year ending September 30, 2016. WVHA reimburses THND for therapeutic service visits provided to West Volusia County residents. The engagement to apply the agreed upon procedures was performed in accordance with the standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in the report. Consequently, we make no representation regarding the sufficiency of the procedures described below, either for the purpose for which this report has been requested or for any other purpose.

Our procedures and findings are below:

1. Inquire and document as to the grantee's monitoring procedures with respect to contract compliance.
 - a. THND provides to WVHA a monthly Report of Services summarizing clients served who qualify for WVHA funding. This report summarizes number of clients served, reasons for seeking service, and total counseling sessions provided. The report also gives demographics of clients funded including race, sex, age, city of residence, income levels and family size.
 - b. THND personnel detail procedures for qualifying clients for WVHA funding. THND determines income by reviewing prior 4 weeks' pay

MEMBERS

- documents, prior 3 months bank statements or client presents a valid WVHA HealthCard.
- c. THND determines residency by a valid driver's license, voter's registration card or mail received by client in West Volusia County for three (3) month period.
2. Select a sample of transactions and test compliance with contract provisions.
 - a. July 2016 was chosen for test procedures. From the individual list of seventy-seven (77) clients receiving services, 10% were selected for compliance review (8 files).
 - b. THND provided supporting medical files of all selected clients for review. All service dates were verified.
 - c. THND provided supporting eligibility files of all selected clients for review. Eight (8) client files (100%) contained proof of identification and residency verification.
 - d. THND provided verification of income for seven (7) of the eight (8) clients reviewed or eighty-seven point five percent (87.5%). One (1) file did not contain verification of income.
 3. Prepare a written report summarizing the results with recommendations to the Board of Commissioners.
 - a. The Report of Services detailing clients served and demographic data with respect to those clients, which THND provides to the WVHA, meets all of the requirements of Section 7 of the funding agreement.
 - b. THND's medical records appeared to be complete and organized when reviewed for verification of counseling hours provided.
 - c. THND's eligibility records and procedures have improved from prior site visits.

We were not engaged to, and did not conduct an audit, the objective of which would be the expression of an opinion, on the specified elements, accounts, or items. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you. This report is intended solely for the information and use of the specified users listed above and is not intended to be and should not be used by anyone other than those specified parties.

Dreggors, Rigsby & Teal, P.A.
Dreggors, Rigsby & Teal, P.A.



Dreggors, Rigsby & Teal, P.A.

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(386) 734-9441 ■ www.drtcpa.com

James H. Dreggors, CPA
Ann J. Rigsby, CPA/CFP™
Parke S. Teal, CPA/PFS (1954-2011)

Ronald J. Cantlay, CPA/CFP™
Robin C. Lennon, CPA
John A. Powers, CPA

October 18, 2016

Board of Commissioners
West Volusia Hospital Authority
PO Box 940
DeLand, FL 32720

Re: The Neighborhood Center (TNC) Outreach Services

We have performed the procedures detailed in our engagement letter for grantee site visits, dated August 18, 2016, which were agreed to by West Volusia Hospital Authority (WVHA) Board of Commissioners, solely to assist you with respect to funding agreement compliance of The Neighborhood Center (TNC) Outreach Services for the year ending September 30, 2016. WVHA provides reimbursement of \$25.06 per thirty minutes of outreach referral services. The engagement to apply the agreed upon procedures was performed in accordance with the standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in the report. Consequently, we make no representation regarding the sufficiency of the procedures described below, either for the purpose for which this report has been requested or for any other purpose.

Our procedures and findings are below:

1. Inquire and document as to the grantee's monitoring procedures with respect to contract compliance.
 - a. Each month TNC provides to WVHA a list of clients who received services during the prior month. This de-identified list includes the client's city of residence, the date services were rendered, and the units of service billed in thirty minute increments.
 - b. TNC determines eligibility by presentation of a photo identification reflecting an address within the WVHA taxing district and/or a completed WVHA Homeless Verification Form.
 - c. TNC multiplies the units of service (typically thirty minutes up to an hour at \$25.06 per thirty minutes) to calculate the invoice total.

MEMBERS

2. Select a sample of transactions and test compliance with contract provisions.
 - a. July 2016 was chosen for test procedures. A de-identified list of client visits was provided (112 client events).
 - b. From the individual list of client visits, ten percent (10%) were selected for compliance review (11 clients). From this list:
 - i. TNC provided supporting medical files of all selected clients for review. All eleven (11) or 100% of service dates were verified.
 - ii. TNC provided admission forms of all selected clients for review. All eleven (11) files or 100% contained a photo ID.
 - iii. Of the eleven (11) files sampled, all eleven (11) files or 100% contained proof of residency.
3. Prepare a written report summarizing the results with recommendations to the Board of Commissioners.
 - a. The Utilization Report which details clients served and demographic data with respect to those clients, which TNC provides to the WVHA, meets all of the requirements of Section 7 of the funding agreement.
 - b. TNC's medical files appear to be complete and organized when reviewed for verification of services provided.
 - c. TNC's eligibility screening met the requirements of the funding agreement.

We were not engaged to, and did not conduct an audit, the objective of which would be the expression of an opinion, on the specified elements, accounts, or items. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you. This report is intended solely for the information and use of the specified users listed above and is not intended to be and should not be used by anyone other than those specified parties.

Dreggors, Rigsby & Teal, P.A.
Dreggors, Rigsby & Teal, P.A.

Eileen Long

From: John Fleemin <jfleemin@deltonafl.gov>
Sent: Tuesday, November 01, 2016 7:32 AM
To: Eileen Long
Cc: 'ROBERT MANN'; 'Robert Mann'; Bill Snyder; Bush Swisher; John J. Viccaro
Subject: RE: WVHA November 17, 2016 Regular Meeting

WVHA,

Hello. My name is John Fleemin and I am a City of Deltona Firefighter Paramedic. I am representing the Deltona Fire Department for the exploration of a new Community Paramedicine Mobile Integrated Healthcare Program that we are pursuing. This is a priority to us. I have been directed to request to be put on the agenda for the November meetings. If this is possible please let me know one way or the other. The presentation is 15-20 minutes long at most. Thank you very much for your time on this, and I hope to hear from you very soon!

FF/PM John Fleemin

From: Eileen Long <ELong@drtcpa.com>
Sent: Monday, October 31, 2016 4:17 PM
To: John Fleemin
Cc: 'ROBERT MANN'; 'Robert Mann'
Subject: WVHA November 17, 2016 Regular Meeting

Good afternoon John,

Please use this email address to reply and copy all of those individuals that you mentioned with the topic that you wish to address the WVHA Board of Commissioners about. I have copied Commissioner Mann in this email, per our discussion.

Eileen O'Reilly Long



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Phone: (386) 734-9441
Fax: (386) 738-5351
E-mail: elong@drtcpa.com*

Florida has a very broad Public Records Law. Virtually all written communications to or from State and Local Officials and employees are public records available to the public and media upon request.

Eileen Long

From: Al Powers
Sent: Tuesday, November 08, 2016 2:34 PM
To: Ted Small
Cc: Eileen Long; Ron Cantlay; Laurie Alves
Subject: Re: Intracoastal Relationship

Ted,

To summarize:

1. Intracoastal wishes to reduce their exposure to public deposits and can accomplish this with the Promontory relationship by outsourcing the funds to participating banks that are all QPDs and wish to hold government funds.
2. These deposits would be held in money markets accounts the same as the Authority has now as allowed by our investment policy.
3. It would take two commissioner signatures to access these funds.
4. The Authority's relationship would still be with Intracoastal and if I'm not mistaken, these outsourced funds would show up on the Intracoastal monthly statement. We will confirm with Laurie.
5. I believe that the Authority would be able to obtain a higher rate of return this way from my research done on money market rates.
6. We are supportive of this relationship as it certainly appears to be in compliance with the enabling legislation, most likely offers the highest rate of return and provides the ease of working with a proven partner.

I hope that this helps!

Sent from my iPad

> On Nov 8, 2016, at 2:11 PM, Ted Small <tsmall@businessemploymentlawyer.com> wrote:
>

> Al, before I review all of the various documents and attachments that
> Laurie just sent me digging for bits and pieces of understanding about
> all this, could you or Ron just send me DRT's recommendation or
> summary of what you understand is going on here. I sent a list of my
> questions last week and would like to respond to whatever your
> recommendation to the Board is since this is your area of expertise.
>

> -----Original Message-----

> From: Al Powers [<mailto:APowers@drtcpa.com>]
> Sent: Tuesday, November 8, 2016 11:22 AM

> To: tsmall@businessemploymentlawyer.com
> Cc: Eileen Long <ELong@drtcpa.com>; Ron Cantlay <RCantlay@drtcpa.com>
> Subject: Intracoastal Relationship
>
> Ted,
> Has Laurie from Intracoastal sent you the information that you need?
> I think that it addresses the 2 signature requirement as well as the
> QPD requirement as required by the enabling legislation and FL Statutes.
>
> Al
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> Sent from my iPad=
>



HILL & HOLLIS
— ENTERPRISES, INC. —

WVHA Agreement

WVHA,

Per our agreement, I would like to welcome WVHA to the Hill & Hollis Enterprises, Inc. family. We are excited to bring our marketing team's skills and expertise to the WVHA. Outlined below are items included in the package you have selected. Under this agreement, our team will act as your marketing arm for the next 12 months.

Please sign below and return with payment to implement our marketing agreement. We look forward to working with your team!

Hill & Hollis Enterprises, Inc. will provide the following in our Inclusive package to the WVHA:

- Up to 18 hours a month (time allocated to design & implement project)
 - Includes research, interviews, presentations, graphic design, etc...
- Create and manage social media accounts including Facebook and YouTube
- Develop and manage new website including online application
- Design and produce marketing collateral (includes 2,000 brochures)
- Develop and manage a Google Adwords Campaign
- Develop and manage social media campaign (increase LIKES and followers)
- Professional production of a TV commercial (2 versions of :30sec spot) and 6 months air time
- Writing up to 6 press releases to send to media outlets
- Attending up to 6 events to promote and hand out WVHA marketing collateral (events and dates TBD)
- 2 billboards for 6 months (includes vinyl)
- 6 bus benches for 6 months (includes vinyl)

WVHA agrees to pay the total amount of \$99,500.00 for the Inclusive marketing package outlined in the proposal and bullet points above.

Barbara Girtman
Chair
West Volusia Hospital Authority

Note: The quality of our work is **guaranteed. In the event that you feel that we are not meeting the standards described herein or based on our mutual conversations and agreements, this agreement may be canceled given 60-days written notice by either party. The agreement may be upgraded with 30-day written notice by the client.*

West Volusia Hospital Authority Marketing Proposal

Prepared by: Deltona High School (Matthew Milazzo and John Scott)

Our goal is to provide the West Volusia Hospital Authority with newly designed marketing materials. Deltona High School would like to offer other possible marketing opportunities that will be outlined in this proposal. All the following proposed materials and services are negotiable and will be provided with a time frame for completion.

- | | |
|--|-----------------------|
| 1. Redesign of all flyers and brochures | \$250 |
| Deltona High School (DHS) will redesign and update all flyers and brochures for WVHA | 4-6 weeks |
| 2. 10,000 4x6 Postcard Mail Campaign | \$.35/postcard |
| Price includes: Design (3 revisions), Print, Nonprofit 1 st Class Postage, and Verified 3 rd Party Targeted Demographic Mailing List | 2 weeks |
| 3. Flyer Design & 100 Handouts to all West Volusia Public Schools | \$1,650 |
| DHS to design and provide handout flyer to every head of Guidance in every West Volusia Public School. There are 33 schools within West Volusia. | 2-4 weeks |
| 4. High School Sports Banners | \$300-\$600 |
| DHS to provide sports advertisements for all WV high schools. | (est. per sign) |
| 5. Create Social Media Pages (Facebook, Twitter, IG) | \$250 per site |
| Create social media platform for WVHA. | 2 weeks (per site) |
| 6. WVHA Website Redesign | \$750 |
| Update the website. | 6-9 weeks |
| Create a call to action on the website. | |
| Create an online sign up verification. | |
| 7. Email Blasts for Active/Inactive Accounts | \$50 |
| DHS to design and email out active and inactive accounts of important information in regards to WVHA, deadlines, updates of the program, and special holiday messages. | (per design) |

8. Welcome/Call to Action Video for Website \$1,000

DHS to produce a 1 to 2 minute welcome video for the WVHA website/social media. The cost includes the following:

- Storyboard/concept
- Demographic Targeting
- Music Selection
- Onsite Recording Location
- Pre/Post Editing
- Motion Graphics

9. Video Commercial Production \$1,000

DHS to produce an informational video to be displayed at local movie theatres (Victoria 6 Deland, Deltona Epic, etc). The cost includes the following:

- Storyboard/concept
- Demographic Targeting
- Music Selection
- Onsite Recording Location
- Pre/Post Editing
- Motion Graphics

(cost for DHS to produce. Price of ads will vary. DHS to verify)

10. West Volusia High School "Digisign" Advertisements \$TBD

DHS to design and provide digital advertisement materials to West Volusia High Schools participating in the digital sign program (Deltona, Deland, and University High).

Deltona High School is committed to excellence, and would like to continue to provide services to the West Volusia Hospital Authority. Our goal is to satisfy the West Volusia Hospital Authority's needs. If there is any need for clarification, additions, or deletions from the above proposal, please advise. Please contact us:

Matthew Milazzo – Communications Technology
mjmilazz@volusia.k12.fl.us

John Scott – Digital Media
jmscott@volusia.k12.fl.us



Helping You Get Noticed

Marketing & Advertising Campaigns

for the West Volusia Hospital Authority

Our team will help build your brand's authority. Our team of professionals will help you grow your brand! Our services include:

- *Building a Custom HTML5 Mobile Responsive Website - included for the life of your plan*
- *30 website updates each month*
- *Indexing Your Website on Bing, Yahoo, and Google*
- *Add Your Google Business Location on the Google Map*
- *Create New Keyword Focused Page(s) added each month to your website*
- *Basic Search Analytics Reports - Impressions per month included for the life of your plan*
- *2 Hours of Graphic Design Time - Additional Design Time is \$50 an hour*
- *1 Hour of Stock Photography 4 Times a Year - Additional Design Time is \$50 an hour*
- *Follow up via Phone or In Person 30 Minute Strategy Session - Additional Session Time is \$75 an hour*
- *Hosting, Email Addresses, & 1 Domain Name - included for the life of your plan*
- *Referral Marketing of your brand online*
- *Email Blast to current clients once a month - client MUST supply email addresses*
- *Create Web Presence on Social Media & Blogs Sites*
- *Posts to Tumblr, Blogger, Pinterest, Facebook, Google+, LinkedIn, Twitter, PDF Archives, Wordpress, Path, Youtube, and other no/do follow sites as requested*

Twitter offers a Pay Per Click Advertising Campaign which does the following:

- It focuses on what your audience sees by utilizing clicks on your advertising image that goes directly to your website.
- Also it focuses on where your audience sees the ad images by engaging users you target will see your ads in their timelines and in search results. When you advertise on Twitter, you can use our robust targeting capabilities to get your business in front of the right audience.
- How it works - this advertising campaign charges for website link clicks.

Facebook offers a Pay Per Impression Advertising Campaign which does the following:

- It focuses on the ability to optimize an advertising campaign to reach people possibly interested in your services.
- How it works - this advertising campaign charges for number of times a prospective buyer sees your ad.

Google Display Search offers a Pay Per Impression Advertising Campaign which does the following:

- With vCPM you only pay for viewable impressions.
- An ad is counted as "viewable" when 50 percent of your ad shows on screen for one second or longer.
- How it works - this advertising campaign charges for number of prospective buyers actually see your ad.

Google Search offers a Pay Per Click Advertising Campaign which does the following:

- Cost-per-click (CPC) bidding means that you pay for each click on your ad(s).
- It focuses on bidding campaigns, you set a maximum cost-per-click bid - or simply "max. CPC" - that's the highest amount that you're willing to pay for a click on your ad
- Your max bid is the most you'll typically be charged for a click, but you'll often be charged less due to the system is setup as a auction. That final amount you're charged for a click is called your "actual CPC". If you enter a max bid and someone clicks your ad, that click won't cost you more than the maximum CPC bid amount that you set.
- It can be set to try to get the most clicks within your budget.



Helping You Get Noticed

Marketing & Advertising Campaigns
for the West Volusia Hospital Authority

Every Door Direct Mailing Advertising Campaign which does the following:

- It focuses on what your audience sees by utilizing postcards sent directly to specific zipcodes.
- Also the full color 2 sided postcards will be designed and created at .50 each to meet your audience's needs while engaging potential individuals to follow you on Social Media, visit your website, reach out to call, or walk in if desired. When you advertise on with the Post Service, you can use our robust targeting capabilities to get your business in front of geographically correct audience.
- How it works - this advertising campaign charges per postage at .175 each per route.

Newspaper Advertising Campaign which does the following:

- It focuses on what your audience sees by utilizing postcards sent directly to the readership of the newspaper.
- Ad spots in the newspaper based on the requirements of the newspaper. The designs will cost \$50 per hour and will be created to requirements of the newspaper. This form of advertising is volume driven but has a short lifespan of effectiveness, but it can engage your audience's needs while inviting them to follow you on Social Media, visit your website, reach out to call, or walk in if desired. When you advertise with a newspaper will be limited to social economic levels readership levels.
- How it works - this advertising campaign charges per edition - prices range from 130 plus per printing.

Special Event Sponsorships Advertising Campaign which does the following:

- It focuses on what your audience sees by utilizing a special event.
- This form of advertising is a piggyback style of promotion. It ties your organization to another organization in the community that is hosting an event (i.e. a race, a cookoff, a dinner fundraising, etc.) and the businesses that are also sponsoring the event as well. Banners, logos, or ad spots for the sponsorship requirements will be made to requirements of the special event hosts and the designs will cost \$50 per hour. Printing is generally handled by the host. This form of advertising is volume driven for a limited period time of the event cycle and it has a short lifespan of effectiveness, but it can engage your audience's needs while inviting them to follow you on Social Media, visit your website, reach out to call, or walk in if desired. When you advertise with in a special event you will be limited to social economic levels attendees, leadership, and the reach of the events marketing campaign.
- How it works - this advertising campaign charges per event - prices range from 200 plus per printing.

Poster, Frig Magnets, and Flyer Advertising Campaign which does the following:

- It focuses on what your audience sees by utilizing printed materials at pre-determined locations.
- This form of advertising takes advantage of 'fan sharing walk in clients of a given location' It allows you to get your message into business locations around West Volusia. Posters, frig magnets, and flyers will be prepared to the advertising campaign theme. The full color designs will cost \$225 within our package deal. This form of advertising can be long term driven due to the duration of time posters and frig magnets stay up for. 96% of the time frig magnets are not removed after being placed. But flyers do have a shorter lifespan because they are seen as read and throw away items. But all of these can engage your audience's needs while inviting them to follow you on Social Media, visit your website, reach out to call, or walk in if desired. When you advertise with these tools, you are only limited to social economic levels of the walk in clients of an establishment.



Helping You Get Noticed

Marketing & Advertising Campaigns
for the West Volusia Hospital Authority

Advertising Campaign Theme Targeting

We recommend 3 theme for your niche markets.

Niche Market #1 - Youth (0 to 17)

Niche Market #2 - Adults (20 to 55)

Niche Market #3 - Seniors (55 +)

Each niche market theme will have its own designs, slogan, and prepared message. If you select our agency, we will prepare our themes for the board or marketing committee.

Recommended Campaign Monthly Budgets:

Twitter: Estimated reach is 40 clicks per week

Facebook: Estimated reach is 14,000 impressions per week

Google Display: Estimated reach is 1,200 to 1,700 impressions per day

Google Search: Estimated 105 to 135 clicks per week

*Monthly Investment - \$3500 a month
Our 25% retainer is built into the budgeted amount*

Recommended Website Creation & Maintenance Plus Social Media Posting Budget:

6 Keyword Focus Pages Per Month & Once a Day Posts - \$600 a month

Recommended EDDM Advertising Campaign Monthly Budget:

3000 Households and Business Postage Cost - \$525

Print Design Costs - \$1500

Recommended EDDM Advertising Campaign Monthly Budget:

3000 Households and Business Postage Cost - \$525

Print Design Costs - \$1500



1978 Arredondo Grant Rd. DeLeon Spring, FL 32130

Estimate

Date	Estimate #
6/6/2016	667

Name / Address
Swann and Associates 1205 South Woodland Blvd. Suite 3 Deland, FL 32720

Project
West Volusia Professional Center

Project	
Project	
Description	Qty
Seal-coat two-coats with Tarconite sealer and Armoflex epoxy fortifier. 300 lbs. of sand per 100 gallons of sealer All areas to be cleaned by power broom and remove all debris Restripe Parking lines, Handi Cap, Arrows, as existing <i>12 units</i> <i>\$329.83 each unit</i> <i>WVHA owns 3 units x \$329.83 = \$989.49</i>	39,579
Any questions, please call Trevor at 352-266-1926. Or visit us on the Web-FinishLineSealcoating.com	Total \$3,957.90

* Parking lot will be closed and barricaded for duration of sealing and striping process. Finish Line Sealcoating will not be held responsible for damage done by unauthorized personnel crossing barricades.

* FINISH LINE SEALCOATING offers a 12 months standard GUARANTEE

* 50% down payment, balance due net 10 days.

* UPON EXECUTION OF THIS PROPOSAL, THIS DOCUMENT BECOMES A CONTRACT.
This Quote may be withdrawn by us if not accepted within 30 days.

Signature _____

Date _____

www.FinishLineSealcoating.com

**West Volusia Hospital Authority
Financial Statements
October 31, 2016**



Dreggors, Rigsby & Teal, P.A.

Advisors for Life

Certified Public Accountant | Registered Investment Advisor

1006 N. Woodland Boulevard ■ DeLand, FL 32720

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James H. Dreggors, CPA
Ann J. Rigsby, CPA/CFP™
Parke S. Teal, CPA/PFS (1954-2011)

Ronald J. Cantlay, CPA/CFP™
Robin C. Lennon, CPA
John A. Powers, CPA

To The Board of Commissioners
West Volusia Hospital Authority
P. O. Box 940
DeLand, FL 32720-0940

Management is responsible for the accompanying balance sheet (modified cash basis) of West Volusia Hospital Authority, as of October 31, 2016, and the related statement of revenue and expenditures - budget and actual (modified cash basis) for the month then ended and year-to-date, in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The accompanying supplemental information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement; however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any assurance on such supplementary information.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Authority's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to West Volusia Hospital Authority.

Dreggors, Rigsby & Teal, P.A.

Dreggors, Rigsby & Teal, P.A.
Certified Public Accountants
DeLand, FL

November 9, 2016

MEMBERS

American Institute of
Certified Public Accountants

the *Advisance* network

Florida Institute of
Certified Public Accountants

West Volusia Hospital Authority
Balance Sheet
Modified Cash Basis
October 31, 2016

Assets

Current Assets

Petty Cash	\$ 100.00
Intracoastal Bank - Money Market	11,208,910.27
Intracoastal Bank - Operating	<u>175,735.97</u>
Total Current Assets	<u>11,384,746.24</u>

Fixed Assets

Land	145,000.00
Buildings	422,024.71
Building Improvements	350,822.58
Equipment	<u>755.35</u>
Total Fixed Assets	<u>918,602.64</u>
Less Accum. Depreciation	<u>(267,068.62)</u>
Total Net Fixed Assets	<u>651,534.02</u>

Other Assets

Deposits	<u>2,000.00</u>
Total Other Assets	<u>2,000.00</u>

Total Assets **\$12,038,280.26**

Liabilities and Net Assets

Current Liabilities

Security Deposit	<u>\$ 5,110.00</u>
Total Current Liabilities	<u>5,110.00</u>

Net Assets

Nonspendable Fund Balance	651,534.02
Restricted Fund Balance	208,000.00
Assigned Fund Balance	5,464,554.00
Unassigned Fund Balance	6,613,720.70
Net Income Excess (Deficit)	<u>(904,638.46)</u>
Total Net Assets	<u>12,033,170.26</u>

Total Liabilities and Net Assets **\$12,038,280.26**

West Volusia Hospital Authority
Statement of Revenue and Expenditures
Modified Cash Basis

Budget and Actual

For the 1 Month and 1 Month Ended October 31, 2016

	<u>ANNUAL BUDGET</u>	<u>CURRENT PERIOD ACTUAL</u>	<u>YEAR TO DATE ACTUAL</u>	<u>BUDGET BALANCE</u>
Revenue				
Ad Valorem Taxes	\$12,500,000.00	\$ 0.00	\$ 0.00	\$12,500,000.00
Investment Income	65,000.00	3,995.09	3,995.09	61,004.91
Rental Income	67,301.00	5,608.42	5,608.42	61,692.58
Other Income	0.00	24,713.01	24,713.01	(24,713.01)
Total Revenue	12,632,301.00	34,316.52	34,316.52	12,597,984.48
Healthcare Expenditures				
Adventist Health Systems	5,575,949.00	417,211.84	417,211.84	5,158,737.16
Northeast Florida Health Services	1,448,938.00	62,266.27	62,266.27	1,386,671.73
Specialty Care	2,919,675.00	260,839.60	260,839.60	2,658,835.40
County Medicaid Reimbursement	2,197,953.00	0.00	0.00	2,197,953.00
The House Next Door	181,975.00	7,279.00	7,279.00	174,696.00
The Neighborhood Center	70,000.00	18,524.64	18,524.64	51,475.36
Rising Against All Odds	210,000.00	13,935.32	13,935.32	196,064.68
Community Legal Services	80,000.00	0.00	0.00	80,000.00
Hispanic Health Initiatives	100,000.00	0.00	0.00	100,000.00
Florida Dept of Health Dental Svcs	300,000.00	1,400.00	1,400.00	298,600.00
Good Samaritan	82,712.00	4,641.00	4,641.00	78,071.00
Global Healthcare System	350,000.00	2,178.00	2,178.00	347,822.00
Stewart Marchman - ACT	960,336.00	26,566.32	26,566.32	933,769.68
Health Start Coalition of Flagler & Volusi	142,400.00	11,022.12	11,022.12	131,377.88
H C R A	819,612.00	15,044.40	15,044.40	804,567.60
Other Healthcare Costs	936,847.00	0.00	0.00	936,847.00
Total Healthcare Expenditures	16,376,397.00	840,908.51	840,908.51	15,535,488.49
Other Expenditures				
Building & Office Costs	0.00	175.00	175.00	(175.00)
General Accounting	0.00	4,306.00	4,306.00	(4,306.00)
Legal Counsel	0.00	10,940.00	10,940.00	(10,940.00)
City of DeLand Tax Increment District	40,000.00	0.00	0.00	40,000.00
Tax Collector & Appraiser Fee	500,000.00	0.00	0.00	500,000.00
TPA Services	400,000.00	27,250.00	27,250.00	372,750.00
Eligibility / Enrollment	85,745.00	20,013.50	20,013.50	65,731.50
Healthy Communities	72,036.00	6,185.20	6,185.20	65,850.80
Application Screening	205,477.00	13,638.46	13,638.46	191,838.54
Workers Compensation Claims	0.00	15,155.81	15,155.81	(15,155.81)
Other Operating Expenditures	417,200.00	382.50	382.50	416,817.50
Total Other Expenditures	1,720,458.00	98,046.47	98,046.47	1,622,411.53
Total Expenditures	18,096,855.00	938,954.98	938,954.98	17,157,900.02
Excess (Deficit)	<u>\$ (5,464,554.00)</u>	<u>\$ (904,638.46)</u>	<u>\$ (904,638.46)</u>	<u>\$ 4,559,915.54</u>

West Volusia Hospital Authority
Schedule I - Healthcare Expenditures
Modified Cash Basis
Budget and Actual

For the 1 Month and 1 Month Ended October 31, 2016

	<u>ANNUAL BUDGET</u>	<u>CURRENT PERIOD ACTUAL</u>	<u>YEAR TO DATE ACTUAL</u>	<u>BUDGET BALANCE</u>
Healthcare Expenditures				
Adventist Health Systems				
Florida Hospital DeLand	\$ 2,675,474.50	\$ 199,088.14	\$ 199,088.14	\$ 2,476,386.36
Florida Hospital Fish Memorial	2,675,474.50	218,123.70	218,123.70	2,457,350.80
Florida Hospital DeLand - Physicians	112,500.00	0.00	0.00	112,500.00
Florida Hospital Fish - Physicians	112,500.00	0.00	0.00	112,500.00
Northeast Florida Health Services				
Primary Care Clinics	730,000.00	58,671.52	58,671.52	671,328.48
Obstetrics	30,000.00	3,594.75	3,594.75	26,405.25
Pharmacy	688,938.00	0.00	0.00	688,938.00
Specialty Care				
Specialty Care Providers	2,612,610.00	231,201.94	231,201.94	2,381,408.06
Laboratory Services	307,065.00	29,637.66	29,637.66	277,427.34
County Medicaid Reimbursement	2,197,953.00	0.00	0.00	2,197,953.00
Florida Dept of Health Dental Svcs	300,000.00	1,400.00	1,400.00	298,600.00
Good Samaritan				
Good Samaritan Health Clinic	25,000.00	1,681.00	1,681.00	23,319.00
Good Samaritan Dental Clinic	57,712.00	2,960.00	2,960.00	54,752.00
Global Healthcare System				
Global Health Care	150,000.00	2,178.00	2,178.00	147,822.00
Global Healthcare System Urgent Care	200,000.00	0.00	0.00	200,000.00
The House Next Door	181,975.00	7,279.00	7,279.00	174,696.00
The Neighborhood Center	70,000.00	18,524.64	18,524.64	51,475.36
Rising Against All Odds	210,000.00	13,935.32	13,935.32	196,064.68
Community Legal Services	80,000.00	0.00	0.00	80,000.00
Hispanic Health Initiatives	100,000.00	0.00	0.00	100,000.00
Stewart Marchman - ACT				
SMA - ARNP Services at THND	7,000.00	383.50	383.50	6,616.50
SMA - Homeless Program	78,336.00	3,571.87	3,571.87	74,764.13
SMA - Residential Treatment	450,000.00	0.00	0.00	450,000.00
SMA - Baker Act - Match	425,000.00	22,610.95	22,610.95	402,389.05
Health Start Coalition of Flagler & Volusia				
HSCFV - Outreach	73,500.00	5,942.16	5,942.16	67,557.84
HSCFV - Fam Services	68,900.00	5,079.96	5,079.96	63,820.04
HCRA				
H C R A - In County	400,000.00	6,327.78	6,327.78	393,672.22
H C R A - Outside County	419,612.00	8,716.62	8,716.62	410,895.38
Other Healthcare Costs	936,847.00	0.00	0.00	936,847.00
Total Healthcare Expenditures	\$16,376,397.00	\$ 840,908.51	\$ 840,908.51	\$15,535,488.49

See Accountants' Compilation Report

West Volusia Hospital Authority
Schedule II - Statement of Revenue and Expenditures
Modified Cash Basis

For the 1 Month and 1 Month Ended October 31, 2016 and October 31, 2015

	<u>1 Month Ended October 31, 2016</u>	<u>1 Month Ended October 31, 2015</u>	<u>1 Month Ended October 31, 2016</u>	<u>1 Month Ended October 31, 2015</u>
Revenue				
Ad Valorem Taxes	\$ 0.00	\$ 6,444.08	\$ 0.00	\$ 6,444.08
Investment Income	3,995.09	4,071.68	3,995.09	4,071.68
Rental Income	5,608.42	5,594.00	5,608.42	5,594.00
Other Income	<u>24,713.01</u>	<u>0.00</u>	<u>24,713.01</u>	<u>0.00</u>
Total Revenue	<u>34,316.52</u>	<u>16,109.76</u>	<u>34,316.52</u>	<u>16,109.76</u>
Healthcare Expenditures				
Adventist Health Systems	417,211.84	251,450.41	417,211.84	251,450.41
Northeast Florida Health Services	62,266.27	126,391.12	62,266.27	126,391.12
Specialty Care	260,839.60	311,778.60	260,839.60	311,778.60
County Medicaid Reimbursement	0.00	175,195.50	0.00	175,195.50
Florida Dept of Health Dental Svcs	1,400.00	0.00	1,400.00	0.00
Good Samaritan	4,641.00	8,899.50	4,641.00	8,899.50
The House Next Door	7,279.00	4,619.16	7,279.00	4,619.16
The Neighborhood Center	18,524.64	2,706.48	18,524.64	2,706.48
Rising Against All Odds	13,935.32	929.98	13,935.32	929.98
Stewart Marchman - ACT	26,566.32	3,988.50	26,566.32	3,988.50
Healthy Communities	6,185.20	4,893.61	6,185.20	4,893.61
Health Start Coalition of Flagler & Volusi	11,022.12	0.00	11,022.12	0.00
H C R A	<u>15,044.40</u>	<u>16,123.69</u>	<u>15,044.40</u>	<u>16,123.69</u>
Total Healthcare Expenditures	<u>844,915.71</u>	<u>906,976.55</u>	<u>844,915.71</u>	<u>906,976.55</u>
Other Expenditures				
Advertising	0.00	284.40	0.00	284.40
Building & Office Costs	175.00	175.00	175.00	175.00
General Accounting	4,306.00	6,734.25	4,306.00	6,734.25
Legal Counsel	10,940.00	14,370.00	10,940.00	14,370.00
Other Operating Expenditures	382.50	2,081.91	382.50	2,081.91
Tax Collector & Appraiser Fee	0.00	50,640.81	0.00	50,640.81
TPA Services	27,250.00	29,210.00	27,250.00	29,210.00
Eligibility / Enrollment	20,013.50	5,528.00	20,013.50	5,528.00
Application Screening	13,638.46	6,153.00	13,638.46	6,153.00
Workers Compensation Claims	<u>15,155.81</u>	<u>0.00</u>	<u>15,155.81</u>	<u>0.00</u>
Total Other Expenditures	<u>91,861.27</u>	<u>115,177.37</u>	<u>91,861.27</u>	<u>115,177.37</u>
Total Expenditures	<u>936,776.98</u>	<u>1,022,153.92</u>	<u>936,776.98</u>	<u>1,022,153.92</u>
Excess (Deficit)	<u>\$ (902,460.46)</u>	<u>\$ (1,006,044.16)</u>	<u>\$ (902,460.46)</u>	<u>\$ (1,006,044.16)</u>