

**CITIZENS ADVISORY COMMITTEE MEETING  
WEST VOLUSIA HOSPITAL AUTHORITY  
RANKING WORKSHOP  
MAY 9, 2023 5:30 PM  
THE CHISHOLM CENTER  
520 S. CLARA AVE. DE LAND, FL**

<b>AGENDA</b>
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- 30 Call to Order / Pledge of Allegiance & Opening Observance
- 40 Approval of Agenda
- 50 Citizens Comments (Limited to a total time allotment of 30 minutes & 3 minutes per speaker)
- 60 Cr tlnHealthCare Expenditures FY 2022-2023
- 70 Former CAC Member Dr. Jenneffer Pulapaka – Review Process for Ranking
- 80 CAC Tentative Ranking and Discussion for Funding Applicants
  - c0 Florida Department of Health Dental Services
  - d0 The Neighborhood Center Outreach-Access to Care
  - e0 The House Next Door Therapeutic Services
  - f0 Community Legal Services of Mid-Florida
  - g0 Hispanic Health Initiative – Taking Care of My Health
  - h0 SMA Residential Treatment Services
  - i 0 SMA Psychiatric/Homeless Services
  - j 0 SMA Baker Act
  - k0 Healthy Start Coalition of Flagler & Volusia (HSCFV) Outreach
  - l0 HSCFV Family Services Coordinator
  - m0 Rising Against All Odds HIV/Aids/Outreach
  - n0 Creative Living, Inc.
  - o 0 Foundations to Freedom
- 90 CAC Comments
- : 0 Adjournment

If any person decides to appeal any decision made by the CAC with respect to any matter considered at this meeting or hearing he/she will need a record of the proceedings, and for such purpose he/she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based (FS 286.0105). Individuals with disabilities needing assistance to participate in any of these proceedings should contact the WVHA Administrator at least three (3) working days in advance of the meeting date and time at (386) 626-4870.

**West Volusia Hospital Authority**  
**Budget vs. Actuals: Budget FYE 9.30.23 - FY23 P&L**  
October 2022 - September 2023

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
001.000.3110 Ad Valorem Taxes	14,333,191.00	15,900,000.00	-1,566,809.00	90.15%
001.000.3611 Investment Income	129,461.58	45,000.00	84,461.58	287.69%
<b>Total Income</b>	<b>\$ 14,462,652.58</b>	<b>\$ 15,945,000.00</b>	<b>-\$ 1,482,347.42</b>	<b>90.70%</b>
<b>Gross Profit</b>	<b>\$ 14,462,652.58</b>	<b>\$ 15,945,000.00</b>	<b>-\$ 1,482,347.42</b>	<b>90.70%</b>
<b>Expenses</b>				
001.562.2001 Salaries	32,550.00	65,588.00	-33,038.00	49.63%
001.562.2101 FICA	2,721.08	5,017.00	-2,295.92	54.24%
001.562.2201 Retirement	2,820.01	8,467.00	-5,646.99	33.31%
001.562.2301 Life & Health Insurance	6,011.71	12,000.00	-5,988.29	50.10%
001.562.2401 Workers Compensation Claims	9,763.79	25,000.00	-15,236.21	39.06%
001.562.3101 Legal Counsel	36,997.01	85,000.00	-48,002.99	43.53%
001.562.3103 Outside Legal Consulting	42,000.00	72,000.00	-30,000.00	58.33%
001.562.3104 Outside Legislative Advisory	42,000.00	72,000.00	-30,000.00	58.33%
001.562.3201 Annual Independent Audit	19,170.00	20,000.00	-830.00	95.85%
001.562.3202 General Accounting	54,000.00	108,000.00	-54,000.00	50.00%
001.562.3400.22 Specialty Care Services - ER - FY22	23,019.82		23,019.82	
001.562.3400.23 Specialty Care Services - ER - FY23	29,393.30		29,393.30	
001.562.3401.22 Specialty Care Services - Non ER - FY22	267,934.40		267,934.40	
001.562.3401.23 Specialty Care Services - Non ER - FY23	1,565,094.19	3,000,000.00	-1,434,905.81	52.17%
001.562.3403.23 Emergency Room Care - FY23 Funding	408,981.84	1,000,000.00	-591,018.16	40.90%
001.562.3404 Florida Dept of Health Dental S	63,616.48	150,000.00	-86,383.52	42.41%
001.562.3406 Hispanic Health Initiatives	34,025.00	75,000.00	-40,975.00	45.37%
001.562.3407 Community Legal Services	32,866.15	105,794.00	-72,927.85	31.07%
001.562.3408 Rising Against All Odds	102,987.50	145,140.00	-42,152.50	70.96%
001.562.3409 Healthy Communities Kid Care Ou	32,373.93	72,202.00	-39,828.07	44.84%
001.562.3410.22 Halifax Hospital - FY22 Funding	46,619.55		46,619.55	
001.562.3410.23 Halifax Hospital - FY23 Funding	527,945.59	1,500,000.00	-972,054.41	35.20%
001.562.3411.22 AdventHealth - FY22 Funding	116,388.05		116,388.05	
001.562.3411.23 AdventHealth - FY23 Funding	865,869.47	1,500,000.00	-634,130.53	57.72%
001.562.3412 Application Screening - THND	220,381.98	447,364.00	-226,982.02	49.26%
001.562.3413 Application Screening - RAAO	20,352.00	81,452.00	-61,100.00	24.99%
001.562.3421 TPA Services	184,440.32	682,000.00	-497,559.68	27.04%
001.562.3430 Primary Care	1,241,706.24	2,500,000.00	-1,258,293.76	49.67%
001.562.3432 Pharmacy	260,144.89	900,000.00	-639,855.11	28.90%
001.562.3440 HSCFV - Outreach	40,778.40	81,560.00	-40,781.60	50.00%
001.562.3441 HSCFV - Fam Services	27,318.32	76,331.00	-49,012.68	35.79%
001.562.3450 The House Next Door	13,747.92	60,000.00	-46,252.08	22.91%
001.562.3460 SMA - Homeless Program	56,678.20	78,336.00	-21,657.80	72.35%
001.562.3461 SMA - Residential Treatment	314,926.46	550,000.00	-235,073.54	57.26%
001.562.3462 SMA - Baker Act - Match	277,645.01	300,000.00	-22,354.99	92.55%
001.562.3480 H C R A - In County	20,399.19	400,000.00	-379,600.81	5.10%
001.562.3481 H C R A - Outside County	9,066.97	400,000.00	-390,933.03	2.27%
001.562.3490 The Neighborhood Center	58,600.00	100,000.00	-41,400.00	58.60%
001.562.3499 Other Healthcare Expenditures		370,000.00	-370,000.00	0.00%
001.562.4602 Building Occupancy Costs		100,000.00	-100,000.00	0.00%
001.562.4801 Advertising	2,402.90	10,000.00	-7,597.10	24.03%
001.562.4901 Other Operating Expenditures	24,047.56	30,000.00	-5,952.44	80.16%
001.562.5101 Office Supplies		6,749.00	-6,749.00	0.00%
001.562.9101 Tax Collector & Appraiser Fee	427,619.32	650,000.00	-222,380.68	65.79%
001.562.9102 City of DeLand Tax Increment Di	111,805.15	100,000.00	11,805.15	111.81%
<b>Total Expenses</b>	<b>\$ 7,677,209.70</b>	<b>\$ 15,945,000.00</b>	<b>-\$ 8,267,790.30</b>	<b>48.15%</b>
<b>Net Operating Income</b>	<b>\$ 6,785,442.88</b>	<b>\$ 0.00</b>	<b>\$ 6,785,442.88</b>	
<b>Net Income</b>	<b>\$ 6,785,442.88</b>	<b>\$ 0.00</b>	<b>\$ 6,785,442.88</b>	

**2023-2024 Funding Applications received by date and time**

<b>Agency name-CAC Review</b>	<b>Date Received</b>	<b>Time</b>	<b>Amount Requested</b>	<b>Last Year</b>	<b>Difference +/-</b>
Florida Department of Health (FDOH) Dental Services	3/30/2023	11:00 AM	150,000.00	150,000.00	0.00
The Neighborhood Center (TNC) Outreach-Access to Care	3/30/2023	8:30 AM	125,000.00	100,000.00	25,000.00
The House Next Door (THND) Therapeutic Services	4/6/2023	9:30 AM	45,000.00	60,000.00	-15,000.00
SMA Baker Act	4/4/2023	8:35 AM	300,000.00	300,000.00	0.00
SMA Psychiatric/Homeless Services	4/4/2023	8:35 AM	90,000.00	78,336.00	11,664.00
SMA Residential Treatment Beds	4/4/2023	8:35 AM	550,000.00	550,000.00	0.00
Community Legal Services of Mid-Florida (CLSMF) MLP Services	4/4/2023	3:20 PM	105,833.00	105,794.00	39.00
Healthy Start Coalition of Flagler & Volusia (HSCFV) Outreach	4/6/2023	10:12 AM	81,560.00	81,560.00	0.00
HSCFV FSC	4/6/2023	10:12 AM	76,331.00	76,331.00	0.00
Creative Living Inc.	4/6/2023	9:40 AM	100,000.00	0.00	100,000.00
Foundations to Freedom, Inc.	4/6/2023	11:46 AM	250,000.00	0.00	250,000.00
Hispanic Health Initiative (HHI)	4/6/2023	9:45 AM	75,000.00	75,000.00	0.00
Rising Against All Odds (RAAO) HIV/Aids/Outreach	4/5/2023	4:11 PM	167,682.52	145,140.00	22,542.52
Sub-Total			2,116,406.52	1,722,161.00	394,245.52

<b>Administrative Applications-Board of Commissioner Review</b>	<b>Date Received</b>	<b>Time</b>	<b>Amount Requested</b>	<b>Last Year</b>	<b>Difference +/-</b>
THND HealthCard Program	4/6/2023	9:30 AM	521,989.00	464,885.00	57,104.00
RAAO Prescreening	4/5/2023	4:11 PM	86,746.38	81,452.00	5,294.38
Healthy Communities Outreach	4/5/2023	4:00 PM	72,202.52	72,202.52	0.00
Sub-Total			680,937.90	618,539.52	62,398.38

Combined Totals			2,797,344.42	2,340,700.52	456,643.90
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NGO# \_\_\_\_\_

NGO: \_\_\_\_\_ **QUESTIONS:**

1: Have you attracted new people and new ideas?	
2: What agency, that's seeking funding, are you MOST like?	

**ALLOCATION ADJUSTMENTS:** What is the DONATION USED FOR? Note in many cases it is simply not clear to donors that their donation may be used for educational/awareness campaigns, as opposed to providing direct services.

% educational/awareness campaigns	
% direct services	

**CHARITABLE COMMITMENT:** This figures out how much of a charity's total expense went directly to the charitable purpose (also known as program support or program expense), as opposed to management, certain overhead expenses and fundraising. The average this year is 85% for NGOs evaluated. Charities that get most of their donations as gift-in-kind tend to do better here, because the individual gifts are larger and minimal or no fundraising expense. **BBB 65%, Forbes 71%.**

SERVICE Expenses	
TOTAL Expenses	

**CHARITABLE COMMITMENT:** \_\_\_\_\_

NOTES:

**FUNDRAISING EFFICIENCY:** This shows the percentage of private donations left after subtracting the costs of getting them. The average for all 100 charities is 89%, meaning that it cost 11 cents to raise \$1.

But this is an average of wildly differing kinds of charities with wildly different fundraising tactics. **Relying on fewer but larger donations** and perhaps expansive valuations, some **gift-in-kind charities look very efficient**, with ratios of 100% (rounded) or very close. At the other end are charities that use expensive direct-mail and telephone solicitation. The **BOTTOM** of Respectability **BBB 65%, Forbes at 70%.**

COST of getting donation Y	
TOTAL Donation X	

**FUNDRAISING EFFICIENCY:** \_\_\_\_\_

Notes:

**PROJECT EFFICIENCY**Total fundraising expenses/total related contributions **MAX 35% Project****A**

FUNDING Expenses/Costs	
TOTAL Contributions	

**Project B**

FUNDING Expenses/Costs	
TOTAL Contributions	

Notes:

**DONOR DEPENDENCY:** This measures how badly NGO needed contribution to break even. A ratio of 100% means revenues equaled expenses. A higher ratio than 100% means the charity had more expenses than revenue. It's also possible to have a negative ratio, which means the charity (often a hospital/museum) had an annual surplus greater than all private donations. ie 86%, meaning that the typical charity was able to bank 14% of donations for the future. It's HIGHLY sensitive to investment results and varies wildly from year to year.

VARIATION: If the goal is to give to poor and needy charities, a rating above 100 might be considered good. On the other hand, if the search is for charities that better stand on their own, a rating below 100 might be viewed as better.

TOTAL Expenses/Liability	
TOTAL Revenue/Assets	

**DONOR DEPENDENCY:** \_\_\_\_\_

Notes:

**Dependency Quotient.** This figure measures risk and how dependent an organization is on its top donors. It can be calculated by taking the sum of contributions made by the organization's three largest donors and dividing it by total organizational expenditures – the lower the number, the more resilient the organization. For example, if an organization's five largest donors contributed \$250,000 and total expenditures were \$1 million – then the dependency quotient is 25 percent. This means that, if the top donors were to change priorities, the organization would have to replace a quarter of its budget.

#1 Donor Contribution	
#2 Donor Contribution	
#3 Donor Contribution	
TOTAL Expenses/Liability	

**Dependency Quotient:** \_\_\_\_\_

Notes:

FLAGS:

## Follow-up: Questions or Documentation

My \_\_\_\_\_ needs help, they live in \_\_\_\_\_. I 'm just getting information to give to them. \*They are safe right now\*.

What options do you offer?

Any free services or community aid that might help?

Did they offer to help?

Did they let you hang up?

Did they want to get your # and call you back? or want you to call back?

Did they direct you to THND?

Did they direct you to another source?

Did they tell you they have to live in W Volusia?

## CALL QUESTIONS:

Date/Time:

Caller:

Notes:

Date/Time:

Caller:

Notes:

## ON SITE QUESTIONS:

Date/Time:

Person:

Notes:

Date/Time:

Person:

Notes:

## SUMMARY:

Recommendation:

Full Funding	Partial Funding	Partial Funding -other	No Funding

## WVHA/CAC Ranking Sheet

### CAC Member:

Please write your answers below for questions A), B), or C) if it were up to you would you:

- A) Fund this applicant at 100% of the requested amount, why:
- B) Not fund this applicant, why:
- C) Fund this applicant but not at the requested amount but fund the amount of

\$ \_\_\_\_\_, why:

**Please provide detailed explanations for your rankings in the spaces below each Agency Name**  
**APPLICANTS APPLYING FOR 2023-2024 FUNDING**

**A, B or C**

**Florida Department of Health Dental Services \$150,000.00**

**The Neighborhood Center Outreach-Access to Care \$125,000.00**

**The House Next Door Therapeutic \$45,000.00**

**Community Legal Services of Mid-Florida \$105,833**

	<b>Hispanic Health Initiative \$75,000.00</b>	
	<b>SMA Residential \$550,000.00</b>	
	<b>SMA Psychiatric/Homeless \$90,000.00</b>	
	<b>SMA Baker Act \$300,000.00</b>	
	<b>Healthy Start Coalition of Flagler &amp; Volusia (HSCFV) Outreach \$81,560.00</b>	
	<b>HSCFV Family Services Coordinator \$76,331.00</b>	



	<b>Rising Against All Odds \$167,682.52</b>	
	<b>Creative Living, Inc. \$100,000</b>	
	<b>Foundations to Freedom \$250,000</b>	