

**Chairperson:** Thomas Lutzow  
**Senior Executive Assistant:** Jodi Mapp, 257-5202

**MILWAUKEE COUNTY MENTAL HEALTH BOARD  
FINANCE COMMITTEE**

**Thursday, August 17, 2017 - 1:30 P.M.**  
**Milwaukee County Mental Health Complex**  
**9455 West Watertown Plank Road**  
**Conference Room 1045**

**MINUTES**

**PRESENT:** Thomas Lutzow and Michael Davis

**EXCUSED:** Jon Lehrmann and Maria Perez

**SCHEDULED ITEMS:**

**1. Welcome.**

Chairman Lutzow welcomed everyone to the August 17, 2017, Mental Health Board Finance Committee meeting.

**2. Feasibility of Affordable Care Act (ACA) Subsidies Report Presentation.**

The Behavioral Health Division (BHD) has been working with the Benefit Services Group (BSG) for approximately eight months to conduct a study on the financial impact of Milwaukee County subsidizing Affordable Care Act (ACA) premiums to reduce the level of uninsured clients utilizing inpatient services compared to the write-off.

2015 data was used for the analysis because it was determined to be the most representative for the study. Currently, there is approximately \$8 million for inpatient hospital services charges that are considered write-offs or charitable. Categories that define a patient as un-reimbursable were reviewed. Patients identified as un-reimbursable were between the ages of 18 and 65 and were either self-pay or a sliding fee scale write-off. The final deliverable will be an analysis that defines the potential return on investment for proposed levels of premium subsidy to offset and reduce the financial risk burden currently impacting the County for its uninsured population. This particular analysis assumes BHD will become an in network provider in the Exchange and Medicaid Health Management Organization plans.

Using conservative premium estimates, becoming an in network provider to an ACA Exchange carrier, and by funding for a limited time (three or twelve months), BSG concluded there is an opportunity for BHD to reduce the amount of write-off that is a result

**SCHEDULED ITEMS (CONTINUED):**

	<p>of this population because the amount reimbursed under these ACA policies would, in fact, be substantially above the premium outlay required.</p> <p>BSG provided a complete project overview detailing special issues needing consideration and assumptions. Savings scenarios were also presented.</p> <p>Questions and comments ensued.</p>
3.	<p><b>The Behavioral Health Division’s Nursing Recruitment Campaign and Preliminary Results.</b></p> <p>Kane Communications, through their presentation, demonstrated the impact of the recruitment campaign, the work they’ve done with the Behavioral Health Division (BHD) over the past eight months, and how a research-oriented approach affects outcomes. Kane Communications has been working with BHD since 2015 taking a comprehensive look at how to help raise awareness around BHD, the great work being done, and the importance of greater collaboration with the community and partners. This helps to improve employee morale, recruitment and retention, and develop a sense of pride for staff and the community.</p> <p>An overview of the work done in the past year by Kane Communications was presented and includes developing a brand and website, awareness campaigns, external communications, and employee recruitment.</p> <p>The employee recruitment campaign proved to be extremely successful. It provided an opportunity to address misconceptions surrounding BHD and the nursing shortage, which were found to be directly correlated. It was important to increase awareness that BHD was open for business and hiring. Campaign results were discussed in detail. The goal is to reignite the campaign as interest in employment with BHD has waned since the campaign’s end.</p> <p>Questions and comments ensued.</p>
4.	<p><b>2017 Financial Projections.</b></p> <p>An overview was provided of the Second Quarter June 2017 Fiscal Report detailing combined reporting and inpatient hospital annual projections. Items highlighted for 2017 that have the most financial importance include 2017 Budget initiatives, adult inpatient payer mix, staffing vacancies, lower Wraparound enrollment, census trends, Wisconsin Medicaid Cost Reporting (WIMCR) revenue, and Comprehensive Community Services (CCS) growth.</p> <p>Questions and comments ensued.</p>

**SCHEDULED ITEMS (CONTINUED):**

5.	<p><b>Professional Services Contracts Approval Recommendations.</b></p> <ul style="list-style-type: none"><li>• Vistelar, LLC</li><li>• UW-Milwaukee Temporary Assistance for Needy Families (TANF) Grant</li><li>• Locum Tenens, LLC</li><li>• Clean Power</li><li>• Kane Communications Group</li><li>• Clinical Path Consulting</li><li>• UW-Milwaukee Substance Abuse and Mental Health Services Administration (SAMHSA) Grant</li></ul> <p>Professional Services Contracts focus on facility-based programming, supports functions that are critical to patient care and are necessary to maintain hospital and crisis services licensure. Background information was provided on services the contracted agencies provide, which include training, evaluation, psychiatrist staffing, cleaning, recruitment, and electronic medical record optimization services.</p> <p>The Finance Committee unanimously agreed to recommend approval of the Professional Services Contracts delineated in the corresponding report to the full Board.</p>
6.	<p><b>Purchase-of-Service Contracts Approval Recommendations.</b></p> <p>Purchase-of-Service Contracts for the Provision of Adult and Child Mental Health Services and Substance Use Disorder Services were reviewed. An overview was provided detailing the various program contracts.</p> <p>Staff informed the Committee certain provider contract data was mistakenly omitted from the report. A revised report will be prepared and submitted to the full Board.</p> <p>The Finance Committee unanimously agreed to recommend approval of the Purchase-of-Service Contracts delineated in the corresponding report contingent upon submission of a revised report to the full Board at its upcoming meeting.</p>
7.	<p><b>Fee-for-Service Agreements Approval Recommendations.</b></p> <p>Fee-for-Service Agreements for the Provision of Adult and Child Mental Health Services and Substance Use Disorder Services were reviewed. An overview was provided detailing the various program agreements, which provide a broad range of rehabilitation and support services to adults with mental Health and/or substance use disorders and children with serious emotional disturbances.</p> <p>Staff informed the Committee certain provider contract data was mistakenly omitted from the report. A revised report will be prepared and submitted to the full Board.</p>

**SCHEDULED ITEMS (CONTINUED):**

	<p>The Finance Committee unanimously agreed to recommend approval of the Fee-for-Service Agreements delineated in the corresponding report contingent upon submission of a revised report to the full Board at its upcoming meeting.</p>
8.	<p><b>Procurement and Methodology and Spending Approvals Policy.</b></p> <p>Background information was provided on the development of this Procurement Policy. It was originally brought before the Finance Committee and the full Board at the October 2016 meeting cycle. Clarification was provided related to the differences between sole and single source contracting and the differences between the bidding and Request-for-Proposals process. General and financial considerations were explained, as well as how oversight would be conducted, which included who has what spending authority and the County's approval requirements. At the October 2016 meetings, the policy was approved in report format with the contingency it be brought back before the Board in the form of a policy.</p> <p>The policy was brought back before the Finance Committee and the full Board at the February 2017 meeting cycle. There were numerous discussions and concerns raised regarding the Competitive Sourcing section of the policy as it related to what will be reviewed by the Board. Recommendations were made for the inclusion of additional requirements under this section to align the policy with Act 203, in addition to capturing fee-for-service agreement language for fluidity purposes. Both the Finance Committee and the full Board agreed to lay the policy over pending revisions.</p> <p>A workgroup, made up of staff from the Comptroller's Office, Contract Administration, and the Department of Administration's Procurement Division, was established and worked in a collaborative effort to review and revise the policy as previously directed by the Board. It puts proper structure, controls, and oversight in place over the procurement process.</p> <p>The Finance Committee unanimously agreed to recommend approval of the Procurement Policy to the full Board.</p>
9.	<p><b>Employment Agreements.</b></p> <p>The corresponding employment agreements are for medical staff stipulating total compensation.</p> <p>The Finance Committee unanimously agreed to recommend approval of the physician Employment Agreements to the Board.</p>
10.	<p><b>Adjournment.</b></p> <p>Chairman Lutzow ordered the meeting adjourned.</p>

**SCHEDULED ITEMS (CONTINUED):**

This meeting was recorded. The official copy of these minutes and subject reports, along with the audio recording of this meeting, is available on the Milwaukee County Behavioral Health Division/Mental Health Board web page.

Length of meeting: 1:30 p.m. to 4:37 p.m.

Adjourned,

Jodi Mapp  
Senior Executive Assistant  
Milwaukee County Mental Health Board

**The next meeting of the Milwaukee County Mental Health Board  
Finance Committee is **Thursday, October 23, 2017, at 8:30 a.m.**  
**at the Milwaukee County Mental Health Complex****