**ATTENDANCE**

1. **Welcome and Introductions/Roll Call**

The call kicked off with a welcome from the TAMHSC Anchor teams, and then standard roll call of those on the conference line.

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| **Organization** | **Name(s)** |  | **Organization** | **Name(s)** |
| Bell County Public Health District | Renee Carter | Scott & White – Brenham | Jennifer Mertz |
| Bluebonnet Trails | Corinne Turmelle; Amber Hildebrand; Beth McClary; James Tyson; Tiffany Gonzalez | Scott & White – Llano | Blake Barnes |
| Brazos County Health District |  | Scott & White – Memorial | Gabby Menz |
| Brazos Valley Council of Governments |  | Seton Harker Heights |  |
| Center for Life | Ranita Oliver | Seton Highland Lakes | Cynthia Sanchez |
| Central Counties Services |  | St. David’s Round Rock Medical Center |  |
| College Station Medical Center/ Washington County EMS |  | St. Joseph Regional | Martha Fuentes |
| Conroe Regional Medical Center & Kingwood | Shannon Evans | St. Luke’s |  |
| Health for All |  | Texas A&M Physicians | Leigh Rhodes; Doris Howell; Debbie Muesse |
| Hill Country MHMR | Kristie Jacoby-Tupling | Tri County Behavioral Healthcare | Cynthia Peterson |
| Huntsville Memorial Hospital | Lisa Prochaska | Williamson County and Cities Health District |  |
| Little River Healthcare | George DeReese | Williamson County EMS |  |
| MHMR Authority of Brazos Valley |  | RHP 8 Anchor Team | Jennifer LoGalbo; Shawna Jiles |
| Montgomery County Public Health District | Andrew Karrer | RHP 17 Anchor Team | Shayna Spurlin |
| Prenatal Clinic |  | Other Stakeholders | Michelle Sevilla; Pauline VanMeurs – Williamson County EMS  Amy Merida; Amanda Hays; Amy Hensz |

**Minutes**

1. **Raise the Floor – Focus Area and Open Discussion**
   1. **June Spotlight: Sustainability Planning and the Grant Process**

The Anchor team welcomed guest presenter Amy Merida, the Executive Director with The Greater Round Rock Community Foundation.

* Ms. Merida started her presentation by giving an overview of the background of The Greater Round Rock Community Foundation as well as their mission and how they operate. She gave information about the Foundation’s grants – they fund a diverse array of local and regional charities.
* Next Ms. Merida talked about sustainability, specifically focusing on the five areas below:
  + Why is Sustainability Planning Important?
    - Funding sources change, federal mandates change, funds get shifted, donors more and new business can affect your client base.
    - Plan for the future – it is important to know how long you can operate, if you have reserve funds, and the effect on staff and clients if funding is lost.
  + Where do you start?
    - What to consider before accepting a grant.
    - Review budgets, and hope for the best, but plan for the worst.
  + Who is responsible?
    - The CEO/Executive Director
    - Development staff
    - Department heads/support staff
    - Accounting staff
  + What is a grant and how do you find one?
    - A grant is a contract exchanging financial support for a requested service or outcome.
    - Ms. Merida provided six likely sources for grants including current funders, corporate foundations, and community foundations.
  + Funding beyond grants.
    - Cultivate relationships!
    - Social media is your friend - 60% of millennials donate.
  1. **Open Discussion:**

**Participants were provided an opportunity to pose questions to the group, share feedback, concerns, and lessons learned as their organizations begin planning for the sustainability of programs post-DY6.**

**Open Discussion/Q&A**

* Question posed by Anchor - What are some of the challenges your organization faces when developing sustainability plans for community programs targeting non-billable patient services?
  + A – As a community paramedicine program, we are limited by what funding we can receive, one of the question we always get when seeking out funding is when is the end of the grant? They don’t see why they should enter into a contact to fund the program when the current grant is funding the services.
  + A – What we provide is mostly non billable, there is no payment structure in place for this, so MCO’s come back and ask, “How do we reimburse you?”
* Question posed by Presenter – Are they open to conversations on how do we figure this out?
  + A – We have been able to have some conversations, but we always get to a hurdle of how can we bill this, what is the going rate, etc. The encouraging part is that those talks are happening.
  + A – It takes a lot of time and planning. We have to consider how it effects our direct cost. All of that takes planning and we still have to track current grant metrics and such. With us, we are trying to figure out if the current grant will be renewed or not, and until we know that answer, our partners are wary about entering into a contract to fund.
* Question posed by Presenter – I am wondering if they would be willing to talk on a contingency basis?
  + A – That’s a good idea, we hadn’t thought of that yet. Something to consider.
  + A – We did a pilot project with an MCO and one of our issues is that we are not a large program, they sent us thousands of members in the area. They see us as not being able to cover a large portion of their population.
  + Anchor – One of the things we have heard from other providers is that we are only able to help a small population. An idea we heard is collaborating with other providers and going to an MCO together and telling them collectively we can cover this many patients. I don’t think that has been worked on yet but it is an idea.
* Comment by Presenter – I know what you are going through is very specific to the 1115 waiver but if you need any one to talk with about ideas, feel free to contact me.
* Comments from Participants –
  + We have found you have to be very patient and sometimes it can feel that everything you planned isn’t working out, but you just have to hang in there.
  + It’s important to constantly communicate with partners and plan for worse case scenarios and being ahead of that.

1. **Upcoming Regional Events**
   1. **Wednesday, July 19, 2017, 9 a.m.: Face-to-Face Learning Collaborative Event**

* RSVP with RHP 8 Anchor team by July 7: [rhp8@tamhsc.edu](mailto:rhp8@tamhsc.edu)
  1. **Thursday, August 17, 2017 10 a.m.: Learning Collaborative Call/Webinar**

1. **Next Steps & Adjourn**