

**MINUTES OF MEETING OF BOARD OF DIRECTORS  
OF THE REACH FOUNDATION  
November 16, 2017**

Attendees:

Dana Abraham	Danielle Jones (by phone)
Arif Ahmed	Jon Marshall
Laura Bond	Raymond Rico
JC Cowden	Heather Samuel
Linda Hall	Jim Sanders
Tom Handley	Brenda Sharpe, ex-officio
Angela Harse (by phone)	Lisa Thurlow
Vicki Hohenstein	

Not in Attendance:

Pattie Mansur	Joe Reuben (by proxy)
	Rachelle Styles

Guests:

Amanda Gress, Kansas Action for Children	Carla Gibson, REACH Staff
Mathew Davis, REACH Staff	Georgeann Henry, REACH Staff
Dawn Downes, REACH Staff	Jo Yun, REACH Staff

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Welcome

Chair Dana Abraham called the meeting to order at 4:03 p.m. and welcomed everyone. She noted that Angela Harse and Danielle Jones were participating in the meeting by phone. Joe Reuben was unable to attend and designated JC Cowden to vote his proxy on voting matters.

Foundation Strategy

Brenda Sharpe introduced Amanda Gress, Kansas Action for Children, to provide an update on the Kansas Dental Project. Amanda stated that there is a need for registered dental therapists in Kansas to provide dental services to the state's residents. Currently, 83% of Kansas counties need more dental providers, especially in rural and less-populated areas. Dental therapists will work under the direct supervision of a dentist to provide routine and preventative care, i.e., cleanings, fillings, and simple extractions. They will work in dental offices and community settings, such as nursing homes and schools. Dental therapists will train to become dental therapists through programs accredited by the Commission on Dental Accreditation (CODA). The dental therapists will pass a comprehensive clinical exam. The dental workforce shortage affects all Kansans, whether it is through higher costs for dental services, increased insurance premiums or the growing burden of uncompensated care on community hospitals and clinics. A question and answer session followed Amanda's presentation.

President's Report

Brenda Sharpe stated that Open Enrollment 5 (OE5) is underway. The Foundation awarded \$467,250 in grants in recent weeks to several regional and one national organization to promote the Healthcare.gov open enrollment period in Kansas and Missouri, and to connect consumers with qualified navigators and assistors. Weeks one and two enrollments have exceeded expectations in several states, primarily those where state and local governments, philanthropy and consumer advocacy groups have invested heavily in marketing and education campaigns. One of many challenges faced in this open enrollment period is the limited number of insurers

participating in the exchange in Kansas and Missouri. Blue Cross Blue Shield of KC which had many chronic disease specialists in their network, opted out of the exchange in 2018, affecting many patients whose providers are at health systems such as the University of Kansas Hospital and Olathe Medical Center. Some of these health systems are in the process of negotiating with other plans on the exchange so that they can remain “in network” for their patients. A brief discussion ensued.

Brenda continued by reporting that she and Dawn Downes have made a number of recent visits with health and community leaders in Cass County, Missouri in order to identify other opportunities for REACH to engage and invest there.

Brenda Sharpe recently attended the GIH Fall Forum entitled “Strategies for Tumultuous Times” and the GIH Board meeting in Washington, DC. Sheldon Weisgrau, Director of the Health Reform Resource Project funded by REACH and other members of the Kansas Grantmakers in Health, was part of a panel presentation at the Fall Forum.

Grantmaking funds are included in the Foundation’s proposed 2018 budget for the upcoming 2020 Census, Brenda stated. Kansas and Missouri are part of the region served by the Census Bureau division based in Colorado. Many policy observers are concerned that a fair and accurate Census is at risk due to lack of funding and marketing, proposed changes to methodology, technology access issues in rural and underserved communities, and a host of other challenges. Philanthropies like REACH, as well as local and state governments, rely heavily on census data in our community investment decisions and establishment of public policy priorities. Grantees rely on census data to identify priority areas of need for programs and services, funding applications, and advocacy priorities. The Foundation is not an official member of the Funders Committee for Civic Participation due to cost, but we will be looking to this group and partnering with our fellow health funders to identify opportunities and technical assistance to guide our proposed investments in 2020 Census work for 2018-2020.

Brenda announced that she was recently elected to the Board of Directors to the Greater Kansas City Chamber of Commerce. REACH has had a long and beneficial relationship with the GKC Chamber and is actively engaged in the Public Policy Council, KS and MO State Affairs, Healthy KC, Resilient KC and Diversity and Inclusion initiatives. Brenda added that she is looking forward to continuing to strengthen our relationship with the corporate sector as we identify common goals and strategies to improve the health of our region.

The Unified Government of Wyandotte County and Kansas City, Kansas has notified the Foundation that Rachel Jefferson was recently appointed to the Foundation’s Community Advisory Committee (CAC). Rachel is the Executive Director of the Historic Northeast Midtown Association (HNMA) in Kansas City, Kansas. She has a background in community health and social justice. Rachel’s term began June 1, 2017 and concludes May 31, 2020.

REACH Staff conducts an internal campaign each year to raise money for the United Way of Greater Kansas City. REACH is actually among a very small number of regional companies designated as a Circle of Caring organization. This award recognizes companies who meet several criteria such as 100% employee participation, have a corporate matching gift program have a certain number of leadership givers, and engage their employees in volunteer activities. In October, our team conducted our annual “REACH Reno” at one of our many deserving grantee organizations, Mattie Rhodes Center.

Board members were asked to refer to the upcoming Board and CAC professional development events included in the packet. Members who would like to attend should contact Georgeann to process registrations.

#### Foundation Business

Dana Abraham directed attention to the two items requiring Board action: 2018 Outcome Investments and the 2018 Budget. The proposed 2018 Outcome Investments were reviewed and approved by the Program & Policy Committee at the November 7, 2018 meeting, and are recommended for full Board approval. The proposed 2018 Budget was thoroughly reviewed and approved by both the Finance Committee and Program & Policy Committee at their respective meetings on November 7, 2018, and are recommended for full Board approval.

Vicki Hohenstein made a motion to approve the Outcome Investments for 2018. Jim Sanders seconded the motion. Motion carried.

Tom Handley made a motion to approve the 2018 Budget, and Andy Klocke seconded the motion. Motion carried.

#### Foundation Business Consent Items

Dana Abraham noted the items on the Consent Agenda include the September 21, 2017 Board meeting minutes; August and September Financials; 2018 REACH Calendar; Program-Related Policies Revisions; and the 2018 Policy Agenda. Items other than Board meeting minutes were reviewed by their respective Board committees and are recommended for approval.

JC Cowden made a motion to approve all the items on the Consent Agenda as presented. Lisa Thurlow seconded the motion. Motion carried.

#### Executive Committee Report

Dana Abraham stated that the majority of the Executive Committee's work for the year, including the CEO performance and compensation review process, was complete. Dana noted that the next Executive Committee meeting is Thursday, December 14, 2017. The committee will review the Foundation's legal representation needs and associated costs in keeping with the Foundation's review of all external consultants engaged by the Board.

Brenda Sharpe thanked Dana Abraham for hosting the annual holiday gathering for Board/CAC/Staff and guests held in her home on Friday evening, October 27, 2017.

#### Finance Committee Report

Vicki Hohenstein reported that the Foundation received 75,000 shares of U.S. Neurosurgical Holdings, Inc., stock from Community Health Group as part of the wind-down of this related organization and the associated disposition of all assets. The value of the shares is approximately \$30,000. The shares were transferred to the Foundation's custodian, U.S. Bank, and the custodian has been instructed to liquidate the shares as quickly as is feasible.

Vicki reviewed the September 2017 Financial Dashboard with the Board and reported the Foundation has awarded \$1.9 million in grants thus far this year and has granted \$54.3 million since inception. The Foundation's

investment portfolio has increased significantly in 2017. At September 30, the value of investments was \$135.3 million, a \$9.5 million increase over the 2016 year-end balance. This is particularly notable given \$5.1 million was transferred from investments from the Foundation's operating account over the first nine months of the year to cover program and administrative expenses. November and December are expected to be significant grant awards months for the Foundation, particularly due to \$1.4 in Core Operating commitments scheduled for November. All expenses, including programmatic expenditures, are being closely monitored by management and total Foundation-related expenses are projected to finish at or near budget for the year.

#### Program and Policy Committee Report

Jon Marshall said that the Integrated Voter Engagement (IVE) press release is in the materials packet. The multi-state partnership initiative will engage populations who are new to the political process. This initiative connects the importance of voting and civic engagement with long-term health. Ten organizations (nine in Kansas and one in Missouri) will each receive \$75,000 per year for three years, for a total grant of \$225,000 per organization. Each grantee will incorporate year-round, non-partisan IVE into their existing work to serve at-risk populations. The organizations are: Climate + Energy Project, El Centro Inc., Kansas Appleseed Center for Law and Justice, Kansas Rural Center, Kearny County Hospital, MainStream Education Foundation, Metro Organization for Racial and Economic Equity (MORE<sup>2</sup>), Missouri Jobs with Justice, Seed House-La Casa de Semilla, and Tri-Agency Intervention Inc. dba Liberal Area Coalition for Families (LACF). REACH funds will be used to support the MainStream proposal, Health Care Foundation of Greater Kansas City will support the El Centro proposal, and Kansas Health Foundation will fund all other organizations in this cohort.

Jon reported that all the Discretionary Grant dollars would roll out the door by year-end. Brenda noted that the Foundation would award holiday gifts to approximately six grantees for emergency assistance; recipients will each receive \$1,000 to \$1,500 each depending upon the remaining balance of discretionary funds. Discussion ensued.

There being no further business, the meeting adjourned at 5:25 p.m. by consensus.

Respectfully submitted,

Georgeann Hemry  
Executive Assistant