

**MINUTES OF MEETING OF BOARD OF DIRECTORS
OF THE REACH FOUNDATION
March 22, 2018**

Attendees:

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

Not in Attendance:

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| Laura Bond (proxy) | Rachelle Styles (proxy) |
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Guests:

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| Becky Benak | Carla Gibson |
| Denise Czyman, KAMU | Georgeann Hemry |
| Mathew Davis | Pattie Mansur |
| Dawn Downes | Molly Moffett, CHC of Wyandotte County |

Welcome

Chair Dana Abraham called the meeting to order 4:10 p.m. Dana welcomed everyone and noted that JC Cowden is participating by phone. In addition, Laura Bond and Rachelle Styles are unable to attend. Laura designated Lisa Thurlow to vote her proxy and Rachelle Styles designated Dana Abraham to vote her proxy.

Brenda Sharpe introduced Denise Czyman, Executive Director of Kansas Association for the Medically Underserved (KAMU), and Molly Moffett, Program Manager for the Community Health Council of Wyandotte County then turned the meeting over to them for their presentations on Enroll All Eligible Outcome Investment – OE5 Update.

Foundation Strategy

Denise Czyman said based on Cover Kansas Navigator data, Kansas Navigators directly assisted one out of every 29 Kansas enrolled in the Marketplace during OE5. From the 41 organizations in Cover Kansas, 78 navigators were certified. Navigators served 8,033 Kansans, including 4,039 in-person appointments and 3,390 enrollments in Qualified Health Plans (44% new; 56% renewed). The OE5 open enrollment period was significantly reduced compared to OE4, however navigators were still able to enroll 85% of the number of individuals enrolled in OE4. Total number of Kansans enrolled in a health plan during the Marketplace's fifth open enrollment was 98,238.

Molly Moffett stated the REACH Healthcare Foundation and the Health Care Foundation of Kansas City funded the Kansas Assistors Network, consisting of a Johnson-Wyandotte County Coalition focused on strengthening outreach and enrollment. Participating organizations included Community Health Council of WyCo, Health Partnership Clinic, Shawnee Mission Medical Center, Street Medicine KC, El Centro, Historic Northeast Midtown Association, NBCCDC, and Kansas Association for the Medically Underserved.

Molly noted the benefits of their media campaign, especially on social media, which helped keep enrollment numbers stable even in the shortened enrollment period. Kansas Outcomes for OE4 = 98,780 plans selected and

OE5 = 98,238 plans selected; a slight decrease of .55%. Enrollment activities for the assister's network primarily focused on outreach and education with community partners, local businesses, and residents.

Molly shared a number of lessons learned by the assisters' network. 1) More consumers experienced glitches around family eligibility and with other coverage options, 2) The ongoing Medicaid coverage gap in Kansas and Missouri continues to create significant frustration for consumers and assisters and may result in some consumers giving up and not re-applying each year, 3) There is some speculation that more consumers are feeling comfortable completing renewals on their own and not utilizing assistance programs, 4) Assistance rates to consumers was generally higher at locations that were existing during last year's open enrollment period, and 5) Everyone needs to start planning sooner in 2018 for the next open enrollment period.

A question and answer session followed.

Dana Abraham then turned the meeting over to Brenda Sharpe for the President's Report.

President's Report

Foundation Strategy

The team continues to focus our efforts on strategies identified as part of our three Outcome Investment areas. Final reports for grants made in 2017 to support Outreach and Enrollment Period 5 (OE5) have been received, and will be summarized by staff for review and discussion by the Program and Policy Committee in April.

This quarter, staff have been providing significant guidance and leadership on the development of three important research and analyses projects on consumer health access and Medicaid expansion models in the Midwest. Both studies were conducted with national research partners and other regional health funders and early results indicate a stark and compelling picture that has the potential to guide our work for many years to come. Two of the three projects have completed all fieldwork and analysis, and are now in the report production phase. Dissemination plans are also underway with our funding partners on each of these studies—stay tuned for more information in the weeks ahead. A third study is being developed to learn more about health implications and outcomes for immigrant populations, particularly those who have arrived in the Kansas City region from Mexico and Latin America.

The Care Connectors grants are on their way out the door, and we look forward to engaging with those grantees as we learn together the strategies needed to better connect highly vulnerable populations to health and human services.

Carla and Dawn have wrapped up year-end reflection reports with each of our 27 core operating partners, and we will use themes identified in that process to inform our grant renewal recommendations and technical assistance opportunities.

Census 2020 is fast approaching, and REACH will take a lead in the Kansas City region to engage other funders, local units of government and health and human service providers to ensure a "Complete Count". More than \$4 Billion in federal assistance comes to Kansas on the basis of census data, and \$11 Billion to Missouri, for everything from Medicaid and the State Children's Health Insurance Program, to foster care, low-income housing and Head Start/Early Head Start. Historically, the census has missed disproportionate numbers of racial minorities, immigrants, young children and the poor, leading to inequality in political power and in access to public funding and private investment for these communities. The Kauffman Foundation and the Jewish Heritage Foundation will collaborate with REACH regarding Census 2020.

Brenda provided updates and the current status of KanCare expansion and Kansas dental therapy legislation. She then noted that the GIH Annual Meeting will be held June 20-22 in Chicago and that we have room for two more Board members to join the REACH contingency. A reception for the CAC will be held on Thursday, May 3 at

5:30 p.m. at Sullivan's Steak House to celebrate their nominations results and to elect officers. Board members are welcome and encouraged to attend.

Brenda concluded by reporting on March professional development opportunities attended by REACH Board and staff members, including the Commonfund Forum, Grants Managers Network, National Association of Rural Health Policy, Project Equality Diversity and Inclusion Summit, and Grantmakers Concerned with Immigrants and Refugees. She also drew members' attention to upcoming Board development opportunities.

Foundation Business Consent Items

Dana Abraham noted the items on the Consent Agenda including the January 18, 2018 Board meeting minutes, and the December 2017 and January 2018 Financials. Dana said that all items on the consent agenda were previously reviewed by respective Board committees and are recommended for approval.

Tom Handley made a motion to approve all items on the Consent Agenda as presented. Arif Ahmed seconded the motion. Motion carried.

Executive Committee Report

Dana Abraham announced that Board Officer and At-Large elections will be held at the May meeting. Anyone interested in serving in this capacity should let Brenda or Dana know. New officer and at-large terms will begin on June 1, 2018.

Dana stated that the next Executive Committee meeting will be Thursday, April 19, 2018.

Finance Committee Report

Vicki Hohenstein provided a financial update to the Board and noted the particularly good year for investments in 2017. Even though the Foundation redeemed \$6.5 million from investments over the course of 2017, the year-end investment balance of \$138.7 million finished \$12.9 million higher than that of December 31, 2016. The strong investment returns came from all sectors of the asset portfolio, but global equities had a particularly strong year. Vicki also reviewed some fourth quarter 2017 market environment and trends information prepared by Cambridge Associates. This information was included in the meeting materials. The investment return for 2017 was 15.7%, well ahead of the respective benchmark. The Foundation's investment return since inception is 6.2%, also ahead of the benchmark established. January 2018 investment performance continued the trend with a 4.1% return for the month. From a program perspective, the Foundation awarded \$4.4 million in grants during 2017, bringing total awards since inception to \$58.6 million.

Program and Policy Committee Report

Jon Marshall said the Foundation has awarded \$342,438 in Grants to support Care Connector Services to help uninsured and medically underserved individuals to access health services. The organizations were selected through a request for proposal within the Foundation's Strong Safety Net outcome investment area, focusing on using connectors to close the gap between consumer need and health care. The grants are 12 months in length.

Nine funded organizations work in urban, suburban and rural settings and employ care coordinators, community health workers, mental health engagement specialists, promotoras, case managers and other types of patient support to improve access to care. Applicants were asked to address how their proposed projects would reduce health disparities resulting from lack of understanding of health care systems, language and cultural barriers, health literacy, trust issues and other issues preventing some individuals from seeking care. Grants were awarded to three organizations in Kansas – Community Health Center of Southeast Kansas, El Centro, Inc., and KidsTLC, Inc. and six in Missouri – Health Care Coalition of Lafayette County, Health Care Coalition of Lafayette County on behalf of Migrant Farmworkers Assistance Fund, Jewish Vocational Service, ReDiscover, Inc., reStart, Inc., and Synergy Services, Inc.

Pattie Mansur distributed and reviewed the Public Policy Update, which was provided in writing to Board members.

Jon Marshall concluded by directing the Board's attention to the final Discretionary Grants report. He stated that two grants have been awarded since the beginning of the year. Brenda Sharpe reminded the Board that the dollar amount allocated for Discretionary Grants was reduced in the 2018 budget so that more dollars could be directed to our Outcome Investments.

Jon announced that next P&P meeting will be Tuesday, April 3, 2018.

Other Foundation Business

At 5:25 p.m., Dana Abraham asked for a motion to adjourn to closed session for 15 minutes to discuss CAC and Board processes of identifying qualified individuals to be nominated to fill Board vacancies. Andy Klocke made the motion and Lisa Thurlow seconded the motion. Motion carried.

At 5:40 p.m., the Board returned to open session. Joe Reuben made a motion that the following seven candidates be elected to the Board by acclamation: Katie Ferro, Jon Marshall, Jerrihlyn McGee, Wendy Neal, Todd Pleimann, Heather Samuel, and Lynette Sparkman-Barnes. Tom Handley seconded. Motion carried.

Brenda Sharpe will notify all individuals on the slate of nominees regarding their status on Friday, March 23, 2018, and a press release will be issued on Monday, March 26, 2018.

There being no further business, the meeting adjourned at 5:43 p.m.

Respectfully submitted,

Georgeann Henry
Executive Assistant