



# Business Development and Corporate Compliance

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Quarterly Report  
March 26, 2018



# HR Update (Metrics)

- ⦿ Not including specific data on separations and hires considering the length of time since my last report (June 2017)
- ⦿ Noted trends/issues
  - SICK season
  - Difficulty finding good LPN candidates
  - Evening and weekend coverage

# HR Update (Projects)



- Continuously evaluating and refining personnel processes

# Marketing and Development Update



- MedTrainer is in place and currently being used for training with new hires
- Search Engine Optimization

# Credentialing and Contract Management Update



- MedTrainer/QuickCred
- Consolidated/Updated provider contract templates

# Outreach and Enrollment Update (Metrics)



- 2017 4<sup>th</sup> Quarter
  - 403 Assists Provided
  - 397 Applications Submitted
  - 389 Estimated Enrolled

# Benevolence Fund Update



2017 Total:

1/5/2017	\$162.32	Meds (CCP-V)	8/16/2017	\$22.70	Meds (CCP-V)
1/13/2017	\$46.08	Meds (CCP-V)	8/17/2017	\$38.87	Meds (CCP-V)
1/13/2017	\$66.30	Meds (CCP-V)	8/23/2017	\$7.98	Meds (CCP-V)
1/26/2017	\$31.77	Meds (CCP-V)	8/29/2017	\$25.70	Meds (CCP-V)
1/31/2017	\$63.48	Meds (CCP-V)	9/12/2017	\$44.70	Meds (CCP-V)
2/24/2017	\$10.46	Meds (CCP-NW)	9/19/2017	\$22.30	Meds (CCP-V)
2/27/2017	\$37.05	Meds (CCP-NW)	9/26/2017	\$238.00	MRI Bill
4/4/2017	\$9.96	Meds (CCP-V)	9/26/2017	\$54.04	Meds (CCP-V)
4/12/2017	\$12.00	Meds (CCP-NW)	9/29/2017	\$26.16	Meds (CCP-V)
5/8/2017	\$25.40	Meds (CCP-V)	10/9/2017	\$24.62	Meds (CCP-V)
5/10/2017	\$35.46	Meds (CCP-V)	10/23/2017	\$8.21	Meds (CCP-V)
5/10/2017	\$102.39	Meds (CCP-V)	10/23/2017	\$4.00	Meds (CCP-V)
5/10/2017	\$31.08	Meds (CCP-V)	10/25/2017	\$37.30	Meds (CCP-V)
5/26/2017	\$21.00	Meds (CCP-V)	10/30/2017	\$134.49	Meds (CCP-V)
5/30/2017	\$21.47	Meds (CCP-V)	11/1/2017	\$23.33	Meds (CCP-V)
6/12/2017	\$43.02	Meds (CCP-V)	11/13/2017	\$25.35	Meds (CCP-V)
6/19/2017	\$18.85	Meds (CCP-V)	11/15/2017	\$8.50	Meds - Walgreens
6/23/2017	\$10.83	Meds (CCP-V)	12/7/2017	\$20.00	Meds (CCP-V)
6/29/2017	\$48.50	Meds (CCP-V)	12/8/2017	\$37.76	Meds (CCP-V)
7/19/2017	\$45.15	Meds (CCP-V)	12/13/2017	\$51.58	Meds (CCP-V)
7/19/2017	\$18.81	Meds (CCP-V)			
7/20/2017	\$90.00	Baby Formula	Total	\$2,158.49	
7/25/2017	\$50.44	Meds (CCP-V)			
8/3/2017	\$214.00	Hep B Series (LC4)			
7/31/2017	\$9.96	Meds (CCP-V)			
8/9/2017	\$25.30	Meds (CCP-V)			
8/9/2017	\$24.00	Meds (CCP-V)			
8/15/2017	\$27.82	Meds (CCP-V)			

# Benevolence Fund Update



## 2018 Total:

1/3/2018	\$39.09	Meds (CCP-Village)
1/9/2018	\$40.64	Meds (CCP-Village)
1/22/2018	\$177.13	Meds (CCP-Village)
1/30/2018	\$14.82	Meds (CCP-Village)
2/1/2018	\$19.56	Meds (CCP-Village)
2/14/2018	\$12.04	Meds (CCP-Village)
2/16/2018	\$45.24	Meds (CCP-Village)
3/1/2018	\$40.00	Meds (CCP-Village)
3/23/2018	\$28.33	Meds (CCP-Village)
3/23/2018	\$12.85	Meds (CCP-Village)

Total      \$429.70



# Early Childhood Services Updates



- All vacancies staffed except for Nurse Family Partnership Home Visitor (1 BSN)
- Scheduling meeting with Georgia and Dr. Whitley to finalize the transition plan/date

# Special Projects

- ◎ AIMS (HRSA Grant)
  - Access Increases in Mental Health and Substance Abuse Services
- ◎ SEPTTEP (DHHS Grant to Vanderbilt/Southeast Aids Education and Training Center)
  - Southeast Practice Transformation Expansion Project
- ◎ Choose Well (Grant from New Morning Foundation)

# AIMS

- ⦿ Implementing SBIRT
- ⦿ Hiring Behavioral Health Specialist
- ⦿ Updating screening tools/patient information forms

# SEPTET

- ⦿ Implementing opt-out HIV testing for at-risk population
- ⦿ Training scheduled for April 26
- ⦿ Updating screening tools/patient information forms

# Choose Well

- ① Assists with cost of Long Acting Reversible Contraceptive (LARC) insertion and removal for uninsured and underinsured women
- ① Trainings TBD
- ① Updating screening tools/patient information forms