

BOARD OF DIRECTORS MEETING MINUTES

September 3, 2019

The Richmond Behavioral Health Authority (RBHA) Board met at 107 S. 5th Street, in Richmond, VA 23219.

RBHA Board members present were: Thomas Bannard; Dr. Joy Bressler; Scott Cannady; Irvin Dallas; **Vice Chair;** Denise Dickerson, **Secretary/Treasurer;** Dr. Cheryl Ivey Green, **Chair;** Sabrina Gross; Malesia “Nikki” Taylor; Eduardo Vidal; and Dr. Michelle Whitehurst-Cook.

RBHA Board members absent were: Karah Gunther; Dr. Cynthia Newbille; and Chelsea Higgs Wise.

Staff present: Dr. John Lindstrom, **CEO;** Steve Buffenstein; Bill Fellows; Susan Hoover; Dr. Jim May; Cristi McClanahan; Shenée McCray; Carolyn Seaman and Meleese Evans.

RBHA’s Legal Counsel: Jon Joseph of Christian & Barton, LLP.

Guests: None.

Proceedings:

- The meeting was called to order at 3:04 p.m. by Dr. Cheryl Ivey Green.
- **Public Comment:** None.
- The Board minutes for July 2019 were approved with a motion by Dr. Michelle Whitehurst-Cook and seconded Dr. Joy Bressler. The minutes were unanimously approved.

Employee Recognition

- Infant & Toddler Connection (ITC) of Richmond – Early Intervention (Part C) staff were recognized as Team of the Month.

Board Chair Report- Dr. Cheryl Ivey Green

- Dr. Cheryl Ivey Green thanked those who participated in the conference call regarding the Executive Committee’s decision made in their 8/6/19 meeting.

Chief Executive Officer’s Report- Dr. John Lindstrom

- The CEO report was discussed and is included in today’s board meeting packet and with today’s meeting minutes.

RBH Foundation Report – Ms. Carolyn Seaman

- The Foundation Development Report and draft minutes from the Foundation Board’s last meeting was discussed and is included in today’s board meeting packet. The Development Report is also included with today’s meeting minutes.
- FY 2019 was successful and the Foundation continues to grow in FY 2020.

Committee Reports:

Access & Service Delivery Committee - Dr. Michelle Whitehurst-Cook

- The Access & Service Delivery Committee will meet on 9/17th.

Advocacy & Community Education Committee – To be determined

- The Advocacy & Community Education Committee have not met since the last board meeting.

Executive Committee – Dr. Cheryl Ivey Green

- The Executive Committee met on August 6th.
- Discussed capital projects and financial strategies.
- Based on Management’s recommendation and in full consideration of all factors, the Executive Committee unanimously approved a motion to authorize Dr. Lindstrom to enter into the stated contract for CSC renovations and repairs. For the purpose of full disclosure to the board; a conference line was set up for members to participate in a discussion as to this action.

Finance Committee –Ms. Denise Dickerson

- The Finance Committee met on 7/24th and 8/28th.
- Financial statements were not seen by Finance Committee prior to board meeting today; therefore, a draft was included with today’s board packet.
- The Finance Committee will meet again on 9/25th.

Human Resources Committee – Mr. Irvin Dallas

- The Human Resources Committee has not met since the last board meeting.

Nominating & By-Laws Committee – Dr. Joy Bressler

- The Nominating and By-Laws Committee has not met since the last board meeting.

Mission/Vision Statement Discussion: The Board reviewed and discussed sample mission and vision statements; as well as, possible tag line and values statement.

Action Item: Dr. Lindstrom will give all staff an opportunity to provide feedback on the suggested mission and vision statement; as well as, the tag line and values statement.

Action Item: The Board will review mission and vision statements and tag line and values statement again after receiving information from staff.

CLOSED SESSION

- Pursuant to Section 2.2-3711A(3) of the Code of Virginia, a motion was made by Irvin Dallas and seconded by Denise Dickerson to move the meeting into closed session at 4:08 p.m. for purposes of discussion of potential purchase of real estate by RBHA. Each Director was polled and provided the certification required by statute. Leadership Team was asked to stay to advise when necessary.
- The meeting entered back into open session at 4:33p.m. with a motion by Irvin Dallas and seconded by Denise Dickerson.

Denise Dickerson brought forth a recommendation from the Finance Committee that the RBHA Board of Directors authorize the CEO to enter into a purchase agreement subject to satisfactorily due diligence review of American Red Cross Building at 420 E. Cary Street in Richmond, Virginia.

Motion: Denise Dickerson motioned to accept the above recommendation; Dr. Joy Bressler seconded, and the recommendation was unanimously approved by the full Board.

Action Item: Leadership Team will develop a recommendation to get final approval before the end of the study period. Approval may be through the Executive Committee.

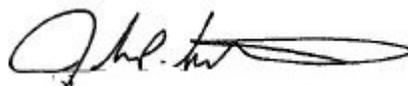
The meeting adjourned at 4:41 p.m.

The next Board of Director's meeting will take place on **Tuesday, October 1, 2019 at 3:00 p.m.**

Respectfully Submitted:



Dr. Cheryl Ivey Green
RBHA Board Chair



Dr. John P. Lindstrom
Chief Executive Officer

September 3, 2019

MOTION

I move that the meeting of the Board of Directors of the Richmond Behavioral Health Authority enter closed session pursuant to Section 2.2-3711(A)(3) of the Code of Virginia for purposes of discussion of potential purchase of real estate by RBHA.

Alexis P. Dickerson
Jay Brussler
Michelle Whitburnt Cook

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Date: September 3, 2019

CERTIFICATION OF CLOSED SESSION

WHEREAS, the meeting of the Board of Directors of the Richmond Behavioral Health Authority (“the Authority”) has convened in closed session on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3712 of the Code of Virginia requires a certification by this Authority that such closed session was conducted in conformity with Virginia law.

NOW THEREFORE, BE IT RESOLVED:

That the Authority hereby certifies that to the best of each director’s knowledge: (i) only public matters lawfully exempt from open meeting requirements by Virginia law were discussed in the closed session to which this certifying resolution applies; and (ii) only such public business matters as were identified in the motion convening the closed session were heard, discussed or considered by the Authority.

WITNESS the following vote of Authority directors, as recorded by _____, its Secretary.

CERTIFYING:

DECLINING TO CERTIFY:

1528542/04695.00001

, Secretary

Richmond Behavioral Health Authority
Board of Directors
Chief Executive Officer's Report
September 3, 2019

Preparing for the September meeting of the RBHA Board of Directors is somewhat reminiscent of getting ready to go back to school. The summer months included important tasks wrapping up the past year such as completing end-of-year reports, wrapping up financials, and beginning the annual external audit. The past few months also included our Board Retreat during which we reflected on accomplishments and challenges ahead, all while revisiting our vision and mission as a service organization. RBHA leadership found itself immersed in staffing vacancies, retooling and expanding for STEP Virginia and our Certified Community Behavioral Health Center grant. Finally, we remain vigilant for opportunities to improve both service delivery and administrative functions. While there are many tasks to accomplish during the new fiscal year, those that require focused and deliberate attention include:

- *Continued improvement in managing our revenue cycle processes including gaining competencies and processes to better live with managed care*
- *Meeting new programmatic and grant requirements*
- *Maintaining and growing a strong, well-trained workforce*
- *Expanding available space to accommodate our growing and diverse array of programs and services*
- *Enhancing communications at all levels of the RBHA organization*

RBHA will complete several important **facilities projects** in the near term, and others will be completed or substantially completed during FY 20. The Hickory Road Adult Transition Home is all but complete. It will operate under the REACH umbrella and we expect will commence operations within the month. The Children's Crisis Therapeutic Home located on Baldwin Road is now slated for completion in October.

We have entered into a contract with Daniels & Company for the renovation and remodeling of the **Children's Services Center** located on RBHA's North Campus. Once completed, the first floor will be used for childminding in support of the Women's residential program and our Part C Early Intervention Program will relocate to the second floor.

Several additional projects or explorations involving property are also underway. We continue to examine potential modifications within our main building to accommodate additional outpatient and medical services. We are also exploring the suitability and feasibility of acquiring additional office and training space at another location. Potential opportunities involving the Red Cross building (for sale) and expansion at our leased Chelsea Hill (Mecklenburg) location are receiving serious attention by our planning team. Finally, the prospects of assuming the assets of HRI, Inc. remain alive and under consideration.

SAVE the DATE

In lieu of the Annual Employee Appreciation luncheon usually scheduled in December, this year we will host an early fall picnic, November 1, from 12:00 to 4:00 at Bryan Park. The planning committee is busy organizing the event with team activities, food and beverages, music, and maybe even an all staff talent show.

Other Important Notes and Activities

RBHA Finances – By all reports, it looks like we closed FY 19 with a substantial upswing in our cash and investments. Reimbursement staff have worked to clarify and adjust RBHA's Accounts Receivable. The balance remaining due to RBHA is encouraging as to collectability.

STEP Virginia – RBHA's plan for new funds for outpatient expansion was approved by DBHDS. RBHA will also be fiscal agent for outpatient related training funds for Region IV. We previously received approval of our Same Day Access and Primary Care Screening proposals. Some of the other steps in the planning stages include mobile Crisis services, psychosocial rehabilitation, peer and family supports, veteran's services, case management, and care coordination. RBHA remains intensely involved in planning STEP Virginia. I am on the STEP VA Advisory Council established by DBHDS.

Virginia Behavioral Health Redesign – Several members of the RBHA Leadership Team are involved with various workgroups focused on the DMAS/DBHDS initiative to review and redesign Medicaid behavioral health services for the purpose increasing access and overall quality. Though separate from STEP VA, the two initiatives are compatible, both promising significant system changes (for the better) over the next few years.

Property Acquisition – In consultation with members of the Executive Committee, RBHA has made a non-binding offer to purchase the Red Cross building located at the corner of Fifth and Cary Streets. Particulars pertaining to this matter will be discuss in detail during the board meeting.

VACSB – The Fall Conference of the VACSB will be held at the Hotel Roanoke and Conference Center, October 2 – 4. The VACSB Draft Budget Priorities for the upcoming legislation session have been released and are attached. Major issues include restoring state general fund dollars related to cuts associated with Medicaid expansion, fully funding STEP VA, increasing the case management rate for Early Intervention, increasing the number of funded Waiver slots (eliminating the Priority One waitlist), and funding for a student loan repayment program.

VACSB Annual Report – RBHA's submission for publication in the VACSB Annual Report is attached. The RBHA FY 19 Annual Report will be published around the first of 2020, after our annual audit is complete.

Virginia Behavioral Health Needs Assessment – RBHA underwent a two-day site visit by a team from JBS and Cansler on August 22 and 23. Starting with the RBHA CEO and Board Chair, the team interviewed and/or conducted focus groups with a wide range of RBHA staff and consumers. Feedback during the exit conference was positive and we expect to receive an RBHA specific written report in the near future. JBS will be conducting such site visits with all 40 CSBs/BHAs before reporting on overall state needs. JBS identified three areas for continued strengthening – managing Managed Care, internal communications, and strategic use of data.

CEO Report
September 3, 2019

Mayors/Governors Challenge – the challenge to prevent Service Member, Veteran, and their Families suicide continues with regular monthly meetings of the steering and workgroups. On August 16, our Region hosted a full day Summit on military culture and suicide prevention, the sixth of such summits occurring all around the Commonwealth.

NAMI-Central Virginia – On August 21, the RBHA Leadership Team hosted the new Executive Director of NAMI-CVA, Mark Richardson, for a get to know you session. Mark brings a strong interest in empowering Richmond residents with lived experience and their family members. His focus is very much in keeping with RBHA’s purpose, thus we look forward to a positive and productive collaborative relationship.

NAMI Walk – Get onboard, take a walk with us, advocate and demonstrate by your presence. The walk is the morning of October 5. Join TEAM RBHA!

NOTE: The RBHA Leadership Team meets on Wednesdays from 10:00 to 11:30 AM.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "John P. Lindstrom", with a long, horizontal flourish extending to the right.

John P. Lindstrom, Ph.D., LCP
Chief Executive Officer



“KEEPING COMMUNITIES HEALTHY”

Suggestions for use of the 2019 Public Policy Brochure and the inclusion of local CSB information

Below you will find the VACSB’s draft budget priorities for this coming session that are currently being developed by the Public Policy Committee. **These priorities will not be finalized until approval by the VACSB Board of Directors in the fall.** VACSB will also support amendments from our advocacy partners once they are advanced. The VACSB believes that the overriding message to local and state decision-makers should be the following:

Effective and available community services for individuals with behavioral health and developmental disability needs prevent crises and make healthy and productive community living possible. Investing in these services means healthier, more vibrant communities.

VACSB’s DRAFT 2020-2022 Budget Priorities

A new biennium budget for the state’s budgeting purposes will begin with the 2020 General Assembly Session. VACSB has the following draft budget priorities for this biennium budget.

- 1. Restore to the base budget state general fund dollars taken from CSBs as a result of Medicaid expansion:** VACSB is appreciative of the \$7M in restoration money allocated to the CSBs for FY 2020. This funding will help, although, because of several factors listed below VACSB will advocate for the full restoration of ongoing funds:
 - In FY2020 CSBs face roughly double the reduction in general fund dollars that they incurred in FY 2019.
 - While CSBs are able to bill for services provided to some of the individuals they had been serving without reimbursement, there are still individuals that CSBs serve that do not qualify for Medicaid expansion and there will always be individuals who do qualify, but for various reasons will not sign up for Medicaid. The CSBs continue to serve these individuals with no payer source from a now-reduced state general fund allocation. Medicaid expansion should have been a “yes, and” solution, not a “yes, but” scenario for CSBs with regard to their funding.
 - The Medicaid rate for most services does not cover the cost to actually deliver the service. State general fund dollars help to reduce the negative impact of this fact and allow CSBs to continue to serve priority populations as designated by the General Assembly.
 - An additional reason that the General Assembly should consider restoring CSB general funds to the base budget is the difficulty in providing services in a managed care environment. CSBs are experiencing reductions in authorizations for some services as well as an increase in the amount of time between when a service is delivered and when it is paid for by an MCO.
- 2. Provide the remaining funds needs for the Outpatient Services step of STEP- VA - System Transformation, Excellence and Performance in Virginia:** STEP – VA was developed to address: Accountability, Access, Quality, and Consistency across all CSBs to work toward excellence in behavioral healthcare and ultimately a healthy Virginia. STEP-VA services are intended to foster wellness among

individuals and prevent crises before they arise. The result would be fewer admissions to state and private hospitals, decreased emergency room visits, and reduced involvement of individuals with behavioral health needs in the criminal justice system.

The General Assembly has provided the funds to implement Same Day Access and Primary Care Screening, as well as a portion of the funds needed for Outpatient Services. More funding for Outpatient Services is needed to complete the Outpatient Services step in the STEP-VA model.

An enactment clause in the code of Virginia states that all of the steps of STEP – VA be implemented by July of 2021. VACSB will advocate to have that date extended to 01 JUL 2022 for the remaining unfunded steps of STEP – VA, a position endorsed by a recent Joint Legislative Audit and Review Commission (JLARC) report.

3. **Increase the reimbursement rate for Medicaid Early Intervention Case Management to its data determined adequacy:** Early Intervention Services result in special education cost savings and provide an increased quality of life for the child and his/her family. This increase is necessary because the current monthly rate does not cover the expenses of providing this critical service, which ensures eligible children and families receive service coordination that is appropriate to the needs of infants, toddlers and their families.

4. **Funding to eliminate the “priority one” waiting list for DD Waiver slots:** Currently, just under 13,000 people with developmental disabilities are on the Waiver waiting list for community-based services. Receiving a Waiver slot enables an individual who needs developmental services and supports to live a life that is fully integrated in the community.

VACSB will advocate for a reduction of the waiting list for DD Waivers by focusing on individuals on the waiting list categorized as “priority one.” Virginia is currently ranked 39th for providing integrated, high-quality developmental disability services and those on the priority one waiting list have the most critical needs. Recognizing our underserved constituency is both an ethical and a moral imperative. In addition, addressing the Priority 1 wait list saves money later by preventing mental health crises, institutionalization, and incarceration.

5. **Funding to create a student loan repayment program specifically for behavioral health providers:** The CSBs continue to struggle with a workforce shortage and high staff turnover due to staff leaving CSBs for better salaries offered by private providers. CSBs work hard to continuously recruit new staff, but the time and resources spent on high turnover positions put a great strain on the system of care. A student loan repayment program will help incentivize recruits to stay at CSBs longer, making the CSBs a more desirable choice for staff and more competitive in the hiring market.

Please note that while we have not included dollar amounts in this draft version of the budget priorities or in the Public Policy Brochure, the VACSB and advocacy partners are calculating the amounts needed. ***Until the release of the Governor’s budget or unless legislators request specific amounts, we choose to adopt this strategy, for advocacy purposes of defining the priorities.***

LOCAL INFORMATION INSERTS FOR THE VACSB PUBLIC POLICY BROCHURES

***The use of a simple format with bulleted information will best convey the information.
Inserts can be up to 8.5 x 11 in size.***

The VACSB Recommends that your Local Inserts Contain Some or All of the Following:

- Summary of the children and adults served in each service area within your CSB/BHA;
- Accomplishments with regard to services for adults, children and families;

- Any outcomes that your CSB/BHA might have with regards to the Department of Justice Settlement Agreement;
- Workforce development challenges faced by the CSB/BHA in providing access to care;
- Regional successes/collaborations
- New and/or continuing needs in your community;
- Unique and innovative programs within your CSB/BHA and their outcomes;
- One or two brief and compelling stories of consumer success and need, focusing on recovery.

Recommended Ways to Use the Brochures with Local Information:

- Local information should be prepared, discussed with Board members and then inserted into the brochures.
- As board members convey the needs of consumers to the local and state officials, these brochures should be used as discussion pieces and are to be left with the official as an advocacy and public information vehicle.
- Even if you have tried unsuccessfully in the past to set up an appointment with your elected officials at the state level and candidates for the House of Delegates or Senate, don't give up. Try again.
- Please use the brochure for events, breakfasts, receptions or other opportunities that come about.

What Legislators Should be Asked to Do:

- Call the Governor and let him know that funding for each of the budget priorities listed above is critical for CSBs to continue to serve some of the most vulnerable populations of people in our communities.
- Communicate with a [House Appropriations](#) or [Senate Finance](#) ("money committee") member and ask for influence with both the Governor's budget and the legislative budget. Ask him/her to call the Governor and the Chair of the committee for his influence with the Governor.

Local Officials:

- Ask for influence in the governing body's support of the VACSB budget priorities and support communicating to the Governor and General Assembly members.

Consumers/Families:

- Can communicate directly with the Governor and General Assembly members in favor of VACSB budget priorities and accompanying needs.

Time Frame:

- Visits and communication should be made throughout the fall, so that you can follow up during the General Assembly session in January.

Resources:

- [Who is my legislator?](#)
- [House of Delegates Contact List](#)
- [Senate Contact List](#)
- [Contact Governor Northam](#)
- [Virginia Legislative Information System](#)

Questions:

Please direct any questions to Hilary Piland, VACSB Public Policy Manager, at 804-330-3141 or hpiland@vacsb.org.

RBHA Input for VACSB FY-19 Annual Report

RBHA successfully completed another productive year of serving even greater numbers of citizens of Richmond. With Medicaid expansion, and our aggressive enrollment efforts, we increased the number and percentage of individuals served who have health insurance. In Mental Health services, the number of non-Medicaid individuals served was reduced from 294 to 84, and currently 80% of adults and 95% of youth served in MH services have Medicaid. With the expansion of our rapid access we are now serving approximately 1,675 adults in MH services, and we served over 1,960 people in SUD services in FY-19, with over 1,180 in people in SUD services on any given day, across multiple levels of care.

Throughout FY-19, we rapidly expanded Outpatient services, embedding outpatient psychotherapy services within the Rapid Access team at our main location on 5th Street, and an equivalent cadre of Outpatient staff at the Chelsea Hill facility on Mecklenburg Street in East Richmond where we also offer day and evening Intensive Outpatient services for people with Substance Use Disorders and co-occurring Mental Health Issues. We launched our collaborative Anthem Behavioral Health Home program that serves approximately 250 adults with MH, SUD and/or ID/DD. Our Permanent Supportive Housing program was also expanded by adding 24 units for single adults with serious mental illness.

The total number of Crisis Uniform Pre-Admission Screening Assessments performed in FY-19 was 3,757. Our Emergency Services staff attended 20 RESETs (*Rapid Engagement of Support in the Event of Trauma*) with City Police and other City agencies, outreaching 579 homes following homicides and other violent incidents in our community. Emergency Services staff continued providing co-facilitation for the City Police and Crime Victim Witness Homicide Support Group. The RBHA's Crisis Triage Center, operated jointly with Chesterfield County CSB, at Richmond Community Hospital, continues to be a valuable service to the community. RBHA's Crisis Stabilization Unit had 609 admissions in FY-19.

RBHA's Developmental Services continued its rapid expansion, integrating housing opportunities for ID/DD individuals and assisted adults with ID/DD to maintain employment through Supported Employment Individual and Group placements. We served 105 individuals with services to expand opportunities for integrated employment (individual, group and transitional). RBHA also merged ID and DD case management, to include DD intake as well. Our adult DS services team served 664 adults with ID and 18 adults with DD. We also served 623 infants and toddlers in Part C this past year. Our REACH program began providing outpatient services, in FY-19, to adults with ID/DD. REACH staff successfully: diverted 88% of all crisis calls received where a response was provided in the person's natural environment; diverted 91% of individuals from hospitalization; and served 19% more children and 3% more adults in FY-19 than in FY-18.

We continue to expand SUD services at our main office and our North Campus residential facility. In FY-19 we opened ASAM Level 3.1, licensed supportive residential living services programs for both Men and Women. RBHA also completed the full renovation of the Women's SUD Residential facility. The RICH Integrated Primary Care Clinic received an average of 44 new referrals each month in FY-19, served over 30 people each month, and has now surpassed 2,400 unduplicated consumers since its inception. We expanded our Office-Based Opioid Treatment (OBOT) program, providing MAT for 190+ individuals with opioid use disorders, many of who also suffer from co-occurring MH issues. RBHA also obtained OP and IOP licenses for our outpatient Chelsea Hill facility location. On a regional basis, Region 4 created a SUD Diversion Liaison position with DBHDS funding, to divert individuals from Central State Hospital (CSH) to SUD treatment.

RBHA also continued to receive national recognition via the following:

- RBHA was awarded a PSH Pregnant & Parenting Women grant from DBHDS to house 20 women with SUD and their families;

RBHA Input for VACSB FY-19 Annual Report

- SAMHSA approved RBHA as one of two Certified Community Behavioral Health Centers (CCBHC) in Virginia; full CCBHC and Step-VA adherence is a continuous endeavor;
- RBHA was awarded CCBHC and residential PPW grants funded, in total at \$2.5 million per year; and
- The RICH Integrated Care Clinic was one of only seven primary care clinics selected nationally, to participate in the National Council on Behavioral Health Care's 2019 Trauma-Informed Primary Care Learning Community.

Total number of jail clients served; if possible, indicate whether or not this number includes jail pre-screenings by RBHA Staff: 74.

Total number of Crisis Uniform Pre-Admission Screening Assessments (regardless of setting): 3,757

Total number of individuals and/or groups trained in Mental Health First Aid: 251. These included, among others, the Colonial Heights Teen Center, NAMI-CVA, FACES, Richmond Justice Center, VCU, various RBHA Units, and interested members of the general public.

Total number of individuals trained in REVIVE methods: 96

Client Success Story: Gail Mobley

Ms. Mobley is currently receiving PACT services and Permanent Supportive Housing from RBHA. She requested help for long-term substance use that has led her to be incarcerated, homeless, vulnerable in the community and hospitalized frequently. She had been expressing motivation for change around her substance use for the past two years, but was not ready for treatment. Ms. Mobley came to her case manager and stated she was ready for treatment late June. The PACT Team was able to link her to CSU to stabilize her mental health symptoms and ultimately facilitate the transfer to RBHA's North Campus residential substance use disorders treatment program, which she successfully completed. With support from the PACT team and Permanent Supportive Housing, she is back in her own apartment, making strides towards her goal of becoming employed, and she has remained sober following discharge from residential treatment. She is very proud, has expressed gratitude for RBHA and is thankful we were able to provide wraparound services and immediate response to meet her needs. She stated, *"Thank you for always listening to me, I couldn't live like that anymore and I haven't felt this good in a long time."* She received an achievement certificate from the PACT team for her accomplishment and responded, *"You all on the PACT team always treat me good; I'll have to do more things for you."* You can now see her in the community, dressing fashionably, with full hair and makeup, feeling great about herself, inside and out.



**RBHA Board Meeting
 Development Report – September 3, 2019**

FY19 Data:

Year-End Revenue: \$188,272.35

YTD gifts-in-kind:

\$2,000 (Hands on Greater Richmond)

\$2,400 (Picnic Tables & Benches Richmond ToolBank)

\$2,500 (Lewis Ginter)

\$275 (11 trees Richmond Tree Stewards)

\$2,167 (Raffle Ticket donations - FIW)

	Current Year (FY19)	Previous Year (FY19)	Two Years Ago (FY-18)
	Total Grants/Requests Submitted in FY20 (July 1, 2019 – June 30, 2020)	Total Grants/Requests Submitted in FY19 (July 1, 2018 – June 30, 2019)	Total Grants/Requests Submitted in FY 18 (July 1, 2017 – June 30 2018)
Number of Submitted Grants/Requests	3 carryover from FY19 (\$40,000) 2 8,000	9 \$380,160 and up to \$500,000 (\$880,160)	8 (totaling \$136,000)
Number of Funded Grants/Requests	3	5	6
Dollar Value of Awarded Grants/Requests	\$30,000	\$59,795 Approx. \$9,342 In-Kind	\$106,000.00
Number of Pending Grants/Requests	2	2	0
Dollar Value of Pending Grants/Requests	\$18,000	\$40,000	\$0
Number of Denied Grants/Requests	0	3	2
Dollar Value of Denied or Partially Funded Grants/Requests	0	\$771,500.00	\$30,000

Update on Grants and Gifts: See attached chart

**RBHA Board Meeting
Development Report – September 3, 2019**

Outreach/Appeals/Partners

- Altria ELVE Event – October 13, 2019 – North Campus Greenspace
- Annual RBHF Giving Appeal to be mailed in November
- RBHA United Way Campaign to kick off in November - Goal \$40,000
- Giving Tuesday – December 3, 2019 – Cold Weather Items

Media/Marketing:

- Website Development – RBHA & RBHF – Charles Ryan Associates – anticipated launch in late fall

Events:

- Art of Recovery – October 21, 2019, 5:30pm - 9:00pm

Community Outreach:

- Lewis Ginter Dinner – August 2019
- Rotary Club of Short Pump – September 2019

GRANT Applications FY20

	Application Date	Request	Requested	Funded	Not Funded	In Kind	NOTES
Altria ACECF	5/8/2019	Homeless Services SUD Peer Outreach	\$ 25,000.00	\$ 25,000.00	\$ -		Outreach Services Funding
Dominion Foundation	6/7/2019	Homeless Services SUD Peer Outreach	\$ 15,000.00				Salary Support
Hands On Greater Richmond	6/28/2019	North Campus Greenspace	\$ -	Yes			Altria ELVE Project - Volunteers - Walking Trail
Aetna		Alive RVA	\$ 5,000.00	\$ 5,000.00			via Dawn - ALIVE RVA support
Women of St. Stephen's Church	8/15/2019	WRIC - North Campus	\$ 3,000.00				Welcome Kits - Women and Children
		TOTALS	\$ 48,000.00	\$ 30,000.00	\$ -	\$ -	