

Date: 09/08/17		Time: 9:30 to 11:30	Location: Call Conference call: 712.770.4010 Access: 177659 Online Meeting Link: https://join.freeconferencecall.com/melissa579 Online Meeting ID: melissa579	
TIME	TOPIC	DISCUSSION	PLAN OF ACTION	RESPONSIBLE
9:30 a.m.	Call to order Minutes of last mtg Financials	Roll call and review agenda for the day. Review....be prepared to discuss or vote! Review financials to date Review of proposed budget	Review and approve Review and approve. Rev/Approve.	Rob Rob Mike/Larissa Doris
9:45	Legislative Update: State and Federal	Medicaid reimbursement project....need participants		Leslie and Doris
10:00	Retreat follow up	Review list of questions Next steps...develop targets and assignments	Discuss/revise/approve	Greg and Rob
10:30	Evaluations	Board, Staff and management company evals	Discussion?	Rob
10:45	Education	Conference and education update		Doris
11:00	Adjourn			Rob

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Jul '10 - Jun 11 Jul '11 - Jun 12 Jul '12 - Jun 13

Ordinary Income/Expense

Income

150 · HCIN Webinar Income	174.00	0.00	0.00
4000 · Provider Dues	175,178.26	193,556.10	155,900.46
4010 · Affiliate Dues	4,625.10	5,544.86	3,904.47
4100 · Annual Meeting/Conv - Spring	58,434.00	37,025.00	34,085.50
4110 · Conf Trade Show Booth	0.00	8,805.00	15,071.00
4200 · Workshops/Seminars	48,030.00	67,452.25	48,675.75
4240 · Job Target/Career Board	0.00	0.00	2,959.66
4250 · Newsletter Ads/Subscriptions	1,550.00	0.00	0.00
4260 · Directory/Mailing List Sales	0.00	0.00	0.00
4280 · Sponsorships/Endorsements/Rebat	132.34	12,700.00	2,019.72
4285 · Affiliate Sponsor	4,840.00	4,900.00	7,500.00
4290 · Affinity Programs Income	492.08	0.00	0.00
4310 · OCS OASIS Partnership	0.00	2,725.00	0.00
4370 · Miscellaneous Income	0.00	2,514.69	0.00
4385 · Website Advertising	0.00	0.00	0.00
5000 · Interest & Dividends	2,481.56	57.00	16.00

Total Income

295,937.34 335,279.90 270,132.56

Expense

4390 · State Sales Tax	0.00	0.00	0.00
7000 · Management/Facilities/Staff/Equ	124,999.92	121,999.92	121,999.92
7010 · Service Charge Expense	33.92	24.01	2,402.52
7020 · Staff Travel	407.83	2,168.75	1,177.26
7030 · Staff Expenses	9.30	0.00	0.69
7040 · Staff Ed./Prof. Development	7.22	175.00	499.00
7050 · Additional Services	1,425.00	1,100.00	1,160.00
7060 · Licensure - Additional Services	0.00	10.00	0.00
7100 · Executive Director	51,700.00	52,800.00	54,800.00
7110 · Executive Director Expenses	1,412.33	2,832.39	3,727.20
7130 · Lobbyist/Legislative Consultant	36,000.00	36,000.00	36,000.00
7150 · Lobbyist Expenses	536.40	950.00	1,022.77
7195 · Policy & Advocacy	258.93	1,049.30	226.58
7220 · Health Care Reform	61.20	0.00	0.00
7230 · Insurance	1,570.87	1,686.71	1,646.63
7240 · Office Supplies/Equipment	211.43	454.64	49.10
7250 · Printing/Stationery	2,684.84	2,923.09	3,197.94
7260 · Photocopies	351.55	202.83	0.00
7270 · Telephone	1,037.61	998.05	1,037.48
7290 · Tech. dev/Maint/Website	2,008.71	1,827.38	5,458.85
7295 · Affiniscap	2,500.00	2,500.00	1,250.00
7310 · Postage	819.32	605.19	623.53
7330 · Membership Directory	0.00	0.00	0.00
7340 · Publications/Subscriptions	0.00	0.00	0.00
7360 · Product/Service Development	0.00	175.20	47.58

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

	Jul '10 - Jun 11	Jul '11 - Jun 12	Jul '12 - Jun 13
7370 · NAHC Dues/Other Memberships	1,000.00	1,015.00	375.00
7380 · Newsletters/Publications	216.20	312.85	372.00
7390 · Legislative Bulletins	0.00	19.71	0.00
7400 · Membership Certificates	0.00	0.00	0.00
7405 · Member Services	0.00	0.00	0.00
7410 · Co-sponsoring Education/Seminar	0.00	0.00	490.00
7440 · Public Relations/ Awards	163.91	0.00	130.77
7450 · Committee & Task Force Support			
7455 · Committee & Task Force Speaker	0.00	0.00	0.00
7450 · Committee & Task Force Support - Other	324.15	251.66	1,048.18
Total 7450 · Committee & Task Force Support	324.15	251.66	1,048.18
7470 · Council Support	0.00	284.17	311.65
7490 · Alliance for Healthy Comm.	80.14	134.20	40.24
7520 · Board Meetings Expense	678.16	1,621.89	857.96
7525 · Board/Membership Forums	158.49	19.05	0.00
7530 · President's Travel Expense	43.50	845.15	0.00
7540 · Strategic Planning	156.84	266.04	19.73
7560 · Taxes	1.43	0.00	5.85
7580 · Miscellaneous	1,771.27	2,642.91	333.00
7590 · Donation Expense	0.00	63.63	0.00
7600 · Unallocated Contingency	0.00	0.00	1,200.00
7610 · Staff Bonus/Recognition	0.00	0.00	7.08
7620 · Consulting - HCAW/OAHC Discussi	0.00	0.00	0.00
7630 · Accounts Receivable Write-Off	0.00	0.00	0.00
7700 · Annual Mtg/Convention Spring			
7710 · Speaker	[750.00	0.00
7715 Food and Bev			
7720 · Technology	0.00	0.00	0.00
7725 · Hand Outs	0.00	0.00	0.00
7730 · Lodging	0.00	0.00	0.00
7700 · Annual Mtg/Convention Spring - Other	22,633.62	21,112.50	24,103.53
Total 7700 · Annual Mtg/Convention Spring	22,633.62	21,862.50	24,103.53
7900 · Workshops/Seminar Expense			
7910 · Speaker	6,302.00	132.00	5,000.00
7915 · Food and Beverage	0.00	0.00	0.00
7920 · Technology	0.00	0.00	0.00
7925 · Hand Outs	0.00	0.00	0.00
7930 · Lodging	0.00	0.00	0.00
7900 · Workshops/Seminar Expense - Other	29,345.22	51,888.46	16,634.19
Total 7900 · Workshops/Seminar Expense	35,647.22	52,020.46	21,634.19
8000 · Transition Costs	0.00	0.00	0.00
Total Expense	290,911.31	311,841.68	287,256.23
Net Ordinary Income	5,026.03	23,438.22	-17,123.67
Other Income/Expense			
Other Income			

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

	Jul '10 - Jun 11	Jul '11 - Jun 12	Jul '12 - Jun 13
9000 · Baird Change in Market Value	9,688.82	-2,007.76	6,012.58
9100 · Baird Income and Distributions	0.00	0.00	0.00
Total Other Income	9,688.82	-2,007.76	6,012.58
Other Expense			
8500 · Loss on Investment	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	9,688.82	-2,007.76	6,012.58
Net Income	14,714.85	21,430.46	-11,111.09

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Jul '13 - Jun 14 Jul '14 - Jun 15 Jul '15 - Jun 16

Ordinary Income/Expense

Income

150 · HCIN Webinar Income	0.00	0.00	0.00
4000 · Provider Dues	185,119.65	206,430.13	220,552.38
4010 · Affiliate Dues	3,552.45	4,510.73	7,166.83
4100 · Annual Meeting/Conv - Spring	29,740.00	37,570.00	31,930.00
4110 · Conf Trade Show Booth	9,612.00	8,110.00	7,395.00
4200 · Workshops/Seminars	30,665.00	45,477.49	55,535.00
4240 · Job Target/Career Board	50.22	522.40	1,336.35
4250 · Newsletter Ads/Subscriptions	0.00	0.00	0.00
4260 · Directory/Mailing List Sales	1,090.71	0.00	0.00
4280 · Sponsorships/Endorsements/Rebat	0.00	7,942.24	0.00
4285 · Affiliate Sponsor	4,975.34	0.00	0.00
4290 · Affinity Programs Income	0.00	0.00	0.00
4310 · OCS OASIS Partnership	0.00	0.00	4,200.00
4370 · Miscellaneous Income	0.00	0.00	363.35
4385 · Website Advertising	0.00	0.00	0.00
5000 · Interest & Dividends	1,419.28	481.29	135.69

Total Income

266,224.65 311,044.28 328,614.60

Expense

4390 · State Sales Tax	0.00	0.00	0.00
7000 · Management/Facilities/Staff/Equ	97,999.92	105,000.00	105,000.00
7010 · Service Charge Expense	2,177.38	1,993.37	2,620.45
7020 · Staff Travel	221.48	0.00	0.00
7030 · Staff Expenses	131.96	0.00	0.00
7040 · Staff Ed./Prof. Development	29.55	0.00	0.00
7050 · Additional Services	1,220.00	0.00	0.00
7060 · Licensure - Additional Services	10.00	0.00	0.00
7100 · Executive Director	76,800.00	76,800.00	76,800.00
7110 · Executive Director Expenses	3,792.80	4,506.48	3,885.33
7130 · Lobbyist/Legislative Consultant	37,400.00	38,400.00	38,400.00
7150 · Lobbyist Expenses	1,072.17	1,069.45	731.44
7195 · Policy & Advocacy	249.82	0.00	0.00
7220 · Health Care Reform	0.00	0.00	0.00
7230 · Insurance	1,625.04	1,677.39	1,801.48
7240 · Office Supplies/Equipment	81.00	0.00	0.00
7250 · Printing/Stationery	1,113.21	0.00	0.00
7260 · Photocopies	260.53	0.00	0.00
7270 · Telephone	912.03	0.00	0.00
7290 · Tech. dev/Maint/Website	4,528.98	5,630.00	4,475.37
7295 · Affiniscap	0.00	0.00	0.00
7310 · Postage	285.07	1,111.38	0.00
7330 · Membership Directory	0.00	0.00	0.00
7340 · Publications/Subscriptions	0.00	0.00	0.00
7360 · Product/Service Development	0.00	0.00	0.00

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

	Jul '13 - Jun 14	Jul '14 - Jun 15	Jul '15 - Jun 16
7370 · NAHC Dues/Other Memberships	1,250.00	1,250.00	1,350.00
7380 · Newsletters/Publications	396.00	265.00	0.00
7390 · Legislative Bulletins	0.00	0.00	0.00
7400 · Membership Certificates	7.46	0.00	0.00
7405 · Member Services	0.00	0.00	4,680.00
7410 · Co-sponsoring Education/Seminar	0.00	0.00	0.00
7440 · Public Relations/ Awards	511.00	114.96	0.00
7450 · Committee & Task Force Support			
7455 · Committee & Task Force Speaker	1,000.00	0.00	0.00
7450 · Committee & Task Force Support - Other	325.48	0.00	0.00
Total 7450 · Committee & Task Force Support	1,325.48	0.00	0.00
7470 · Council Support	0.00	0.00	0.00
7490 · Alliance for Healthy Comm.	24.64	0.00	0.00
7520 · Board Meetings Expense	629.29	140.80	323.81
7525 · Board/Membership Forums	0.00	0.00	0.00
7530 · President's Travel Expense	0.00	0.00	743.24
7540 · Strategic Planning	0.00	0.00	0.00
7560 · Taxes	0.00	0.00	0.00
7580 · Miscellaneous	154.74	178.85	35.00
7590 · Donation Expense	0.00	0.00	0.00
7600 · Unallocated Contingency	0.00	0.00	0.00
7610 · Staff Bonus/Recognition	0.00	0.00	0.00
7620 · Consulting - HCAW/OAHC Discussi	3,183.00	0.00	3,400.00
7630 · Accounts Receivable Write-Off	0.00	5,400.50	895.00
7700 · Annual Mtg/Convention Spring			
7710 · Speaker	2,500.00	0.00	6,879.34
7715 Food and Bev			
7720 · Technology	0.00	0.00	4,153.19
7725 · Hand Outs	0.00	0.00	2,248.88
7730 · Lodging	0.00	0.00	15,793.59
7700 · Annual Mtg/Convention Spring - Other	19,053.13	25,756.34	0.00
Total 7700 · Annual Mtg/Convention Spring	21,553.13	25,756.34	29,075.00
7900 · Workshops/Seminar Expense			
7910 · Speaker	500.00	10,798.98	20,158.55
7915 · Food and Beverage	0.00	1,184.59	3,012.88
7920 · Technology	0.00	9,125.00	245.00
7925 · Hand Outs	0.00	1,747.41	2,828.22
7930 · Lodging	0.00	0.00	1,477.12
7900 · Workshops/Seminar Expense - Other	21,682.41	299.00	2,631.62
Total 7900 · Workshops/Seminar Expense	22,182.41	23,154.98	30,353.39
8000 · Transition Costs	19.79	0.00	0.00
Total Expense	281,147.88	292,449.50	304,569.51
Net Ordinary Income	-14,923.23	18,594.78	24,045.09
Other Income/Expense			
Other Income			

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

	Jul '13 - Jun 14	Jul '14 - Jun 15	Jul '15 - Jun 16
9000 · Baird Change in Market Value	5,765.39	-2,337.80	1,930.71
9100 · Baird Income and Distributions	0.00	10,317.22	2,652.89
Total Other Income	5,765.39	7,979.42	4,583.60
Other Expense			
8500 · Loss on Investment	5,492.28	493.34	0.00
Total Other Expense	5,492.28	493.34	0.00
Net Other Income	273.11	7,486.08	4,583.60
Net Income	-14,650.12	26,080.86	28,628.69

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Jul 1, '16 - June 16, 17

Ordinary Income/Expense

Income

150 · HCIN Webinar Income	0.00
4000 · Provider Dues	221,383.68
4010 · Affiliate Dues	9,025.72
4100 · Annual Meeting/Conv - Spring	40,063.00
4110 · Conf Trade Show Booth	11,505.00
4200 · Workshops/Seminars	17,168.50
4240 · Job Target/Career Board	1,198.40
4250 · Newsletter Ads/Subscriptions	0.00
4260 · Directory/Mailing List Sales	0.00
4280 · Sponsorships/Endorsements/Rebat	9,500.00
4285 · Affiliate Sponsor	0.00
4290 · Affinity Programs Income	0.00
4310 · OCS OASIS Partnership	0.00
4370 · Miscellaneous Income	0.00
4385 · Website Advertising	0.00
5000 · Interest & Dividends	153.67

Total Income

309,997.97

Expense

4390 · State Sales Tax	0.00
7000 · Management/Facilities/Staff/Equ	105,000.00
7010 · Service Charge Expense	2,839.78
7020 · Staff Travel	836.01
7030 · Staff Expenses	0.00
7040 · Staff Ed./Prof. Development	0.00
7050 · Additional Services	0.00
7060 · Licensure - Additional Services	0.00
7100 · Executive Director	76,800.00
7110 · Executive Director Expenses	2,533.74
7130 · Lobbyist/Legislative Consultant	38,400.00
7150 · Lobbyist Expenses	1,231.92
7195 · Policy & Advocacy	0.00
7220 · Health Care Reform	0.00
7230 · Insurance	1,238.09
7240 · Office Supplies/Equipment	0.00
7250 · Printing/Stationery	0.00
7260 · Photocopies	0.00
7270 · Telephone	0.00
7290 · Tech. dev/Maint/Website	1,327.00
7295 · Affiniscap	0.00
7310 · Postage	0.00
7330 · Membership Directory	0.00
7340 · Publications/Subscriptions	0.00
7360 · Product/Service Development	0.00

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Jul 1, '16 - June 16, 17

7370 · NAHC Dues/Other Memberships	500.00
7380 · Newsletters/Publications	0.00
7390 · Legislative Bulletins	0.00
7400 · Membership Certificates	0.00
7405 · Member Services	0.00
7410 · Co-sponsoring Education/Seminar	0.00
7440 · Public Relations/ Awards	0.00
7450 · Committee & Task Force Support	
7455 · Committee & Task Force Speaker	0.00
7450 · Committee & Task Force Support - Other	0.00
Total 7450 · Committee & Task Force Support	0.00
7470 · Council Support	0.00
7490 · Alliance for Healthy Comm.	0.00
7520 · Board Meetings Expense	448.95
7525 · Board/Membership Forums	750.00
7530 · President's Travel Expense	1,866.52
7540 · Strategic Planning	0.00
7560 · Taxes	71.00
7580 · Miscellaneous	10.00
7590 · Donation Expense	0.00
7600 · Unallocated Contingency	0.00
7610 · Staff Bonus/Recognition	0.00
7620 · Consulting - HCAW/OAHC Discussi	0.00
7630 · Accounts Receivable Write-Off	0.00
7700 · Annual Mtg/Convention Spring	
7710 · Speaker	3,329.00
7715 Food and Bev	36,736.88
7720 · Technology	5,400.90
7725 · Hand Outs	2,558.46
7730 · Lodging	2,793.00
7700 · Annual Mtg/Convention Spring - Other	0.00
Total 7700 · Annual Mtg/Convention Spring	50,818.24
7900 · Workshops/Seminar Expense	
7910 · Speaker	11,500.00
7915 · Food and Beverage	107.42
7920 · Technology	4,745.00
7925 · Hand Outs	3,474.81
7930 · Lodging	1,074.76
7900 · Workshops/Seminar Expense - Other	150.00
Total 7900 · Workshops/Seminar Expense	21,051.99
8000 · Transition Costs	0.00
Total Expense	305,723.24
Net Ordinary Income	4,274.73
Other Income/Expense	
Other Income	

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Jul 1, '16 - June 16, 17

9000 · Baird Change in Market Value	4,529.75
9100 · Baird Income and Distributions	2,573.26
Total Other Income	7,103.01
Other Expense	
8500 · Loss on Investment	0.00
Total Other Expense	0.00
Net Other Income	7,103.01
Net Income	11,377.74

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Estimated 16-17 to Close

Ordinary Income/Expense

Income

150 · HCIN Webinar Income	
4000 · Provider Dues	221,383.68
4010 · Affiliate Dues	9,025.72
4100 · Annual Meeting/Conv - Spring	40,063.00
4110 · Conf Trade Show Booth	11,505.00
4200 · Workshops/Seminars	20,000.00
4240 · Job Target/Career Board	1,198.40
4250 · Newsletter Ads/Subscriptions	0.00
4260 · Directory/Mailing List Sales	0.00
4280 · Sponsorships/Endorsements/Rebat	9,500.00
4285 · Affiliate Sponsor	0.00
4290 · Affinity Programs Income	0.00
4310 · OCS OASIS Partnership	2,000.00
4370 · Miscellaneous Income	0.00
4385 · Website Advertising	0.00
5000 · Interest & Dividends	140.00

Total Income

314,815.80

Expense

4390 · State Sales Tax	0.00
7000 · Management/Facilities/Staff/Equ	105,000.00
7010 · Service Charge Expense	2,839.78
7020 · Staff Travel	836.01
7030 · Staff Expenses	0.00
7040 · Staff Ed./Prof. Development	0.00
7050 · Additional Services	0.00
7060 · Licensure - Additional Services	0.00
7100 · Executive Director	76,800.00
7110 · Executive Director Expenses	2,533.74
7130 · Lobbyist/Legislative Consultant	38,400.00
7150 · Lobbyist Expenses	1,231.92
7195 · Policy & Advocacy	0.00
7220 · Health Care Reform	0.00
7230 · Insurance	1,238.09
7240 · Office Supplies/Equipment	0.00
7250 · Printing/Stationery	0.00
7260 · Photocopies	0.00
7270 · Telephone	0.00
7290 · Tech. dev/Maint/Website	1,327.00
7295 · Affiniscap	0.00
7310 · Postage	0.00
7330 · Membership Directory	0.00
7340 · Publications/Subscriptions	0.00
7360 · Product/Service Development	0.00

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Estimated 16-17 to Close

7370 · NAHC Dues/Other Memberships	500.00
7380 · Newsletters/Publications	0.00
7390 · Legislative Bulletins	0.00
7400 · Membership Certificates	0.00
7405 · Member Services	0.00
7410 · Co-sponsoring Education/Seminar	0.00
7440 · Public Relations/ Awards	0.00
7450 · Committee & Task Force Support	0.00
7455 · Committee & Task Force Speaker	0.00
7450 · Committee & Task Force Support - Other	0.00
Total 7450 · Committee & Task Force Support	0.00
7470 · Council Support	0.00
7490 · Alliance for Healthy Comm.	0.00
7520 · Board Meetings Expense	448.95
7525 · Board/Membership Forums	750.00
7530 · President's Travel Expense	1,866.52
7540 · Strategic Planning	0.00
7560 · Taxes	71.00
7580 · Miscellaneous	10.00
7590 · Donation Expense	0.00
7600 · Unallocated Contingency	0.00
7610 · Staff Bonus/Recognition	0.00
7620 · Consulting - HCAW/OAHC Discussi	0.00
7630 · Accounts Receivable Write-Off	0.00
7700 · Annual Mtg/Convention Spring	
7710 · Speaker	3,329.00
7715 Food and Bev	36,736.88
7720 · Technology	5,400.90
7725 · Hand Outs	2,558.46
7730 · Lodging	2,793.00
7700 · Annual Mtg/Convention Spring - Other	
Total 7700 · Annual Mtg/Convention Spring	41,818.24
7900 · Workshops/Seminar Expense	
7910 · Speaker	11,500.00
7915 · Food and Beverage	1,200.00
7920 · Technology	4,745.00
7925 · Hand Outs	3,474.81
7930 · Lodging	1,074.73
7900 · Workshops/Seminar Expense - Other	150.00
Total 7900 · Workshops/Seminar Expense	21,044.54
8000 · Transition Costs	
Total Expense	83,687.78
Net Ordinary Income	8,000.01
Other Income/Expense	
Other Income	

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Estimated 16-17 to Close

9000 · Baird Change in Market Value	4,550.00
9100 · Baird Income and Distributions	2,550.00
Total Other Income	
Other Expense	
8500 · Loss on Investment	
Total Other Expense	
Net Other Income	
Net Income	15,100.01

Home Care Association of Washington Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Projected 2017-2018 budget

Ordinary Income/Expense

Income

150 · HCIN Webinar Income	
4000 · Provider Dues	215,000.00
4010 · Affiliate Dues	2,000.00
4100 · Annual Meeting/Conv - Spring	45,000.00
4110 · Conf Trade Show Booth	16,500.00
4200 · Workshops/Seminars	20,000.00
4240 · Job Target/Career Board	1,500.00
4250 · Newsletter Ads/Subscriptions	500.00
4260 · Directory/Mailing List Sales	0.00
4280 · Sponsorships/Endorsements/Rebat	15,000.00
4285 · Affiliate Sponsor	10,000.00
4290 · Affinity Programs Income	0.00
4310 · OCS OASIS Partnership	2,000.00
4370 · Miscellaneous Income	
4385 · Website Advertising	1,000.00
5000 · Interest & Dividends	0.00

Total Income

328,500.00

Expense

4390 · State Sales Tax	0.00
7000 · Management/Facilities/Staff/Equ	105,000.00
7010 · Service Charge Expense	2,900.00
7020 · Staff Travel	1,000.00
7030 · Staff Expenses	
7040 · Staff Ed./Prof. Development	0.00
7050 · Additional Services	0.00
7060 · Licensure - Additional Services	0.00
7100 · Executive Director	76,800.00
7110 · Executive Director Expenses	6,500.00
7130 · Lobbyist/Legislative Consultant	38,400.00
7150 · Lobbyist Expenses	1,500.00
7195 · Policy & Advocacy	2,500.00
7220 · Health Care Reform	0.00
7230 · Insurance	2,000.00
7240 · Office Supplies/Equipment	150.00
7250 · Printing/Stationery	
7260 · Photocopies	
7270 · Telephone	0.00
7290 · Tech. dev/Maint/Website	2,000.00
7295 · Affiniscap	0.00
7310 · Postage	200.00
7330 · Membership Directory	0.00
7340 · Publications/Subscriptions	0.00
7360 · Product/Service Development	

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Projected 2017-2018 budget

7370 · NAHC Dues/Other Memberships	1,500.00
7380 · Newsletters/Publications	0.00
7390 · Legislative Bulletins	
7400 · Membership Certificates	
7405 · Member Services	0.00
7410 · Co-sponsoring Education/Seminar	0.00
7440 · Public Relations/ Awards	
7450 · Committee & Task Force Support	0.00
7455 · Committee & Task Force Speaker	
7450 · Committee & Task Force Support - Other	
Total 7450 · Committee & Task Force Support	
7470 · Council Support	0.00
7490 · Alliance for Healthy Comm.	0.00
7520 · Board Meetings Expense	3,000.00
7525 · Board/Membership Forums	0.00
7530 · President's Travel Expense	2,000.00
7540 · Strategic Planning	1,000.00
7560 · Taxes	100.00
7580 · Miscellaneous	0.00
7590 · Donation Expense	0.00
7600 · Unallocated Contingency	500.00
7610 · Staff Bonus/Recognition	0.00
7620 · Consulting - HCAW/OAHC Discussi	
7630 · Accounts Receivable Write-Off	0.00
7700 · Annual Mtg/Convention Spring	
7710 · Speaker	6,000.00
7715 Food and Bev	35,000.00
7720 · Technology	5,500.00
7725 · Hand Outs	3,000.00
7730 · Lodging	2,700.00
7700 · Annual Mtg/Convention Spring - Other	
Total 7700 · Annual Mtg/Convention Spring	
7900 · Workshops/Seminar Expense	
7910 · Speaker	15,000.00
7915 · Food and Beverage	4,400.00
7920 · Technology	4,800.00
7925 · Hand Outs	3,500.00
7930 · Lodging	1,500.00
7900 · Workshops/Seminar Expense - Other	0.00
Total 7900 · Workshops/Seminar Expense	
8000 · Transition Costs	
Total Expense	328,450.00
Net Ordinary Income	
Other Income/Expense	
Other Income	

Home Care Association of Washington
Statement of Activities - Income Tax Basis

For the Month Ended April 30, 2017 and 2016

Projected 2017-2018 budget

9000 · Baird Change in Market Value	<hr/>
9100 · Baird Income and Distributions	<hr/>
Total Other Income	<hr/>
Other Expense	<hr/>
8500 · Loss on Investment	<hr/>
Total Other Expense	<hr/>
Net Other Income	<hr/>
Net Income	<hr/> <hr/>

Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

Ordinary Income/Expense

Income

<ul style="list-style-type: none"> 150 · HCIN Webinar Income 4000 · Provider Dues 4010 · Affiliate Dues 4100 · Annual Meeting/Conv - Spring 4110 · Conf Trade Show Booth 4200 · Workshops/Seminars 4240 · Job Target/Career Board 4250 · Newsletter Ads/Subscriptions 4260 · Directory/Mailing List Sales 4280 · Sponsorships/Endorsements/Rebat 4285 · Affiliate Sponsor 4290 · Affinity Programs Income 4310 · OCS OASIS Partnership 4370 · Miscellaneous Income 4385 · Website Advertising 5000 · Interest & Dividends 	<hr style="border: 1px solid black;"/> <ul style="list-style-type: none"> Conservative approach with implementation of HHVBF Decrease due to some affiliates listed in wrong category Increase revenue at spring conference, capitalize on 50 Same as above minimum of 2 on site classes (CoP's and OASIS) Continue to grow this Sell advertising in the news briefs Capitalize on the 50th anniversary Add at least one affiliate sponsor (recategorized from 40 Begin an ad sales program/revamp web site <hr style="border: 1px solid black;"/>
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Total Income

Expense

<ul style="list-style-type: none"> 4390 · State Sales Tax 7000 · Management/Facilities/Staff/Equ 7010 · Service Charge Expense 7020 · Staff Travel 7030 · Staff Expenses 7040 · Staff Ed./Prof. Development 7050 · Additional Services 7060 · Licensure - Additional Services 7100 · Executive Director 7110 · Executive Director Expenses 7130 · Lobbyist/Legislative Consultant 7150 · Lobbyist Expenses 7195 · Policy & Advocacy 7220 · Health Care Reform 7230 · Insurance 7240 · Office Supplies/Equipment 7250 · Printing/Stationery 7260 · Photocopies 7270 · Telephone 7290 · Tech. dev/Maint/Website 7295 · Affiniscap 7310 · Postage 7330 · Membership Directory 7340 · Publications/Subscriptions 7360 · Product/Service Development 	<ul style="list-style-type: none"> Increase to cover 2 national meetings per year and incr Pay air fare for trips of 2 board members to DC Add some mailings this year regarding annual conferen
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Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

7370 · NAHC Dues/Other Memberships	NAHC and Council of States
7380 · Newsletters/Publications	
7390 · Legislative Bulletins	
7400 · Membership Certificates	
7405 · Member Services	
7410 · Co-sponsoring Education/Seminar	
7440 · Public Relations/ Awards	
7450 · Committee & Task Force Support	
7455 · Committee & Task Force Speaker	
7450 · Committee & Task Force Support - Other	
Total 7450 · Committee & Task Force Support	
7470 · Council Support	
7490 · Alliance for Healthy Comm.	
7520 · Board Meetings Expense	F&B for on site meetings/travel expense for outreach vi
7525 · Board/Membership Forums	
7530 · President's Travel Expense	Trip to DC for Forum meetings and MOW
7540 · Strategic Planning	Placeholder if we decide we need some facilitation at fu
7560 · Taxes	
7580 · Miscellaneous	
7590 · Donation Expense	
7600 · Unallocated Contingency	
7610 · Staff Bonus/Recognition	
7620 · Consulting - HCAW/OAHC Discussi	
7630 · Accounts Receivable Write-Off	
7700 · Annual Mtg/Convention Spring	
7710 · Speaker	Increase budget for speaker to attain high quality speak
7715 Food and Bev	
7720 · Technology	
7725 · Hand Outs	
7730 · Lodging	
7700 · Annual Mtg/Convention Spring - Other	
Total 7700 · Annual Mtg/Convention Spring	
7900 · Workshops/Seminar Expense	
7910 · Speaker	
7915 · Food and Beverage	
7920 · Technology	Includes RCTC
7925 · Hand Outs	
7930 · Lodging	
7900 · Workshops/Seminar Expense - Other	
Total 7900 · Workshops/Seminar Expense	
8000 · Transition Costs	
Total Expense	
Net Ordinary Income	
Other Income/Expense	
Other Income	

Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

9000 · Baird Change in Market Value	<hr/>
9100 · Baird Income and Distributions	
Total Other Income	<hr/>
Other Expense	
8500 · Loss on Investment	
Total Other Expense	<hr/>
Net Other Income	<hr/>
Net Income	<hr/> <hr/>

Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

Ordinary Income/Expense

Income

- 150 · HCIN Webinar Income
- 4000 · Provider Dues
- 4010 · Affiliate Dues
- 4100 · Annual Meeting/Conv - Spring
- 4110 · Conf Trade Show Booth
- 4200 · Workshops/Seminars
- 4240 · Job Target/Career Board
- 4250 · Newsletter Ads/Subscriptions
- 4260 · Directory/Mailing List Sales
- 4280 · Sponsorships/Endorsements/Rebat
- 4285 · Affiliate Sponsor
- 4290 · Affinity Programs Income
- 4310 · OCS OASIS Partnership
- 4370 · Miscellaneous Income
- 4385 · Website Advertising
- 5000 · Interest & Dividends

Total Income

Expense

- 4390 · State Sales Tax
- 7000 · Management/Facilities/Staff/Equ
- 7010 · Service Charge Expense
- 7020 · Staff Travel
- 7030 · Staff Expenses
- 7040 · Staff Ed./Prof. Development
- 7050 · Additional Services
- 7060 · Licensure - Additional Services
- 7100 · Executive Director
- 7110 · Executive Director Expenses
- 7130 · Lobbyist/Legislative Consultant
- 7150 · Lobbyist Expenses
- 7195 · Policy & Advocacy
- 7220 · Health Care Reform
- 7230 · Insurance
- 7240 · Office Supplies/Equipment
- 7250 · Printing/Stationery
- 7260 · Photocopies
- 7270 · Telephone
- 7290 · Tech. dev/Maint/Website
- 7295 · Affiniscap
- 7310 · Postage
- 7330 · Membership Directory
- 7340 · Publications/Subscriptions
- 7360 · Product/Service Development

Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

7370 · NAHC Dues/Other Memberships
7380 · Newsletters/Publications
7390 · Legislative Bulletins
7400 · Membership Certificates
7405 · Member Services
7410 · Co-sponsoring Education/Seminar
7440 · Public Relations/ Awards
7450 · Committee & Task Force Support
 7455 · Committee & Task Force Speaker
 7450 · Committee & Task Force Support - Other
Total 7450 · Committee & Task Force Support
7470 · Council Support
7490 · Alliance for Healthy Comm.
7520 · Board Meetings Expense
7525 · Board/Membership Forums
7530 · President's Travel Expense
7540 · Strategic Planning
7560 · Taxes
7580 · Miscellaneous
7590 · Donation Expense
7600 · Unallocated Contingency
7610 · Staff Bonus/Recognition
7620 · Consulting - HCAW/OAHC Discussi
7630 · Accounts Receiveable Write-Off
7700 · Annual Mtg/Convention Spring
 7710 · Speaker
 7715 Food and Bev
 7720 · Technology
 7725 · Hand Outs
 7730 · Lodging
 7700 · Annual Mtg/Convention Spring - Other
Total 7700 · Annual Mtg/Convention Spring
7900 · Workshops/Seminar Expense
 7910 · Speaker
 7915 · Food and Beverage
 7920 · Technology
 7925 · Hand Outs
 7930 · Lodging
 7900 · Workshops/Seminar Expense - Other
Total 7900 · Workshops/Seminar Expense
8000 · Transition Costs

Total Expense
Net Ordinary Income
Other Income/Expense
Other Income

Home Care Association of Washington
Statement of Activities - Income Tax Basis
For the Month Ended April 30, 2017 and 2016

9000 · Baird Change in Market Value

9100 · Baird Income and Distributions

Total Other Income

Other Expense

8500 · Loss on Investment

Total Other Expense

Net Other Income

Net Income

HCAW Board Retreat Meeting Minutes

Outcomes for the day:

- Have fun!
- Identify the vision for the future of the Association
- Establish priorities for the Board and Management

9:30 Continental Breakfast – Tour of the Visaya Farm

10:00 Welcome, importance of Vision Doris

10:10 Ice Breaker Rob

10:30 **Business Meeting** All

Review and discussion on advocacy – Leslie provided a public policy update. See report.

Discussion on Data Collection – Development committee?

There was consensus that provider agencies would need to be strongly encouraged to participate by way of providing the data requested.

Review Annual Meeting Venue options

Presented venue options. Discussion on cost & location.

Voted Doris to make final venue decision.

Agreement with advertising early the conference content due to CoP, VBP, & CMS changes. Education budget begins January 2018

Discussion on Keynote to avoid a distasteful speaker. Talked about possible Improve group for light hearted start to the conference. Add humor. Another option is maybe a CEO of a hospital or industry leaders panel.

Speaker options:

DJ Wilson

Arnie Cisneros

Glenn Hemstra

10:40 **Review of Accomplishments in the past year** Doris, Rob
Slide show & handout

Other accomplishments or achievements All

Advocacy:

Hill Day

March on Washington

Education:

Is there still a need for the OASIS class? It is a higher expense for Oasis Answers.

Fazzi now offering certification classes at location.

Oasis, VBP trainings, bundling needed but a lot of changes, what should we be offering?

Agencies know what education funds they will have in November.

WCEI classes, Coloplast ostomy education offering

Community:

Have been more connected this year with speaking at conferences.

What does the future of the industry hold?

What is the associations role for the next 5 years?

Discussion-

Brent's group:

conversation revolved around offering more to members and non-members.

Providing tools not just information. Pitfalls, the responsibility of the agency.

Further engagement with NAHC for tools.

How can we be indispensable to agencies so people want to be part of our association?

The more we offer the better we do. To make the association needed to be successful.

What is the market we aren't getting?

Philosophy of engagement in committees to be on the board.

Broader in focus & members

Kyle's group:

Is that direction we want to go? Broader or a more focused group of membership

Sam felt it should be open to others besides home health – all in-home services

Leslie felt focus should be on home health

Marilou's group:

in-home services vs home health in the mission statement

focusing on home health as an association, reaching out to other associations to tie together the commonality.

Probably need to do more visiting agencies to get them involved and create more membership.

Talked about community (3rd pillar) felt the broad, diverse, focus was stalling progress.

What is the scope of this association?

How do we link with other boards to cover a broader community and keep a more focused scope for the association?

Medicare/Medicaid rates still a key issue

what would be our value to agencies that aren't members? Why aren't they members and what could we do to involve them?

Discussion on reaching out to other associations to have a focus group or find out what each associations role is to better define our own role. Right now Leslie is our connection to the other associations. We should develop those relationships further.

HCAW 5 Years Out

- Provide more to Members & Non-members – interpretations/be indispensable
i.e. Tools (CoPs), How to...
Ask more of NAHC
Work closer w/vendors
- Culture is you need to be in HCAW
Participation by members in committees to grow leadership/board
Honor to be on the board
- Association has a broader focus than Medicare providers
Should association broaden focus or narrow?
System of care VS Home Health
Home Health VS Home Care
- Need to address the mission statement
- 2-3 years VS 5 years out
- Strategize with other associations in system of care for advocacy

- Representing members & non-members on Home Health/Home Care issues
- HCAW works with other associations in a different way
Board to Board
Executive Director to Executive Director
- HCAW brings community & innovation

Options moving forward:

- Status quo – Home Health/Home Care/Hospice/Private Duty
- Medicare certified
- Home Care/Health System
- Collaborating on advocacy with associations in system
- Home Health only

Key Themes:

- Innovation/utility
- Must join culture
- All members participating
- Strategize with other associations
- Address/rework mission

Process for deciding future of HCAW

- Data needed
From other Home service agencies
Members
Non-members
Other associations
- **What information is needed:**
Advice on scope of HCAW role (of Association)
How can we work together (Association)
P1 Define a different way of delivering Home Care
1-page fact sheet from each association??
Q: Does HCAW represent the greatest number of Providers
Private duty looking for referrals not at a system of care
Charters for committees
- P1 Greg- Draft questions for each group
- P2 Each board Director directly contacts 1 or 2 Provider agencies
- Who to contact: those willing to develop and assign the list of contacts
Rob
Doris
Greg
Marilou
- Action Plan Timeline for surveying Agencies about HCAW
Questionnaires by August 31, 2017 (separate questionnaires for Members, recently dropped members, Non-members, In Home Services Associations)
Feedback by Sept 15th
Questions finalized by Sept 22nd

Interviews assigned October 6 – next meeting. Will assign agencies to reach out to other associations, agencies that have left or didn't renew, agencies that aren't members

Interviews completed by Dec 31

Review interview data by Jan 30 (leg day in Olympia)

Decision by board on focus Feb 9

2yr plan presented at conference 2018

Listening Session Questions (DRAFT; input, edits or comments due back to Greg by Sept 15, 2017)

Context: The Home Care Association of Washington has represented and met the needs of Home Health, Hospice, and Private Duty HomeCare agencies for several decades. During that time, partner associations like WHCA and WSHPCO have grown stronger in meeting the needs of their members. At this time we are listening to stakeholders in the in-home services community so we can make informed decisions about the scope of HCAW and the future mission of the association. Your time and advice is highly valued and will be discussed by the HCAW Board in early 2018.

Group 1: Questions for member agencies:

- On a scale of 1-10, do you perceive HCAW’s work to be unnecessarily duplicative to that of other associations, or complimentary?

1=duplicative					10=complimentary				
1	2	3	4	5	6	7	8	9	10

- What needs does your agency have that are being met by HCAW? Are these needs that cannot be met by another association?
- Our Board is considering whether to keep HCAW’s scope the same as it is now, or to narrow the scope to avoid duplication. What advice would you give to that conversation?
- Do you have a vested interest in the outcome of that discussion? If so, what is your interest?

Group 2: Questions for agencies who recently dropped their membership:

- Please share the reason that you are no longer a member of HCAW.
- Do you have membership in WSHPCO or WHCA?
- What are the top priorities for your agency in considering association membership?
- Our Board is considering whether to keep HCAW’s scope the same as it is now, or to narrow the scope to avoid duplication. Would your membership decision change given the outcome of this discussion?

Group 3: Questions for non-member agencies:

- Do you have membership in WSHPCO or WHCA?
- What are the top priorities for your agency in considering association membership?
- Our Board is considering whether to keep HCAW’s scope the same as it is now, or to narrow the scope to avoid duplication. Would your membership decision change given the outcome of this discussion?

Group 4: Questions for WSHPCO and WHCA: (NOTE that we are not seeking to merge at this time)

- On a scale of 1-10, do you perceive HCAW's work to be unnecessarily duplicative to that of your association, or complimentary?

1=duplicative

10=complimentary

1	2	3	4	5	6	7	8	9	10
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- Our Board is considering whether to keep HCAW's scope the same as it is now, or to narrow the scope to avoid duplication with other associations. What advice or input do you have as we consider this question?
- What do you see are opportunities for future collaboration between our associations?