AGENDA

1. Approve Contracts, Grants and Other Major Expenditures

   CORE CAPACITIES
   a. REPORT: Overview of the MARC Budget and Work Plan for 2020

   THRIVING COMMUNITIES
   b. VOTE: Update on the KC Degrees program and authorize the submission of grant applications to support and expand the KC Degrees program
   c. VOTE: Authorize an agreement with Solera Health, to provide health promotion education for the Managed Services Network
   d. VOTE: Authorize a grant proposal to the Menorah Heritage Foundation to develop an evaluation of the Managed Services Network

   QUALITY EARLY LEARNING
   e. VOTE: Authorize a grant application to the Sherman Foundation to support the regional early learning system

   EFFECTIVE LOCAL GOVERNMENT
   f. VOTE: Authorize renewal of a contract with Rita Parker for cooperative purchasing coordination services

   HEALTHY ENVIRONMENT
   g. VOTE: Approve a regional Brownfield Coalition assessment grant application to the U.S. Environmental Protection Agency and, if awarded, agreements with the EPC and project partners

   SAFE AND SECURE COMMUNITIES
   h. VOTE: Authorize MARC to accept a grant from the Kansas 911 Coordinating Council to upgrade the public safety microwave network
   i. VOTE: Authorize a contract extension with Windstream for regional 911 telephone service
   j. VOTE: Approve a contract with PowerPhone Inc. to provide online training for the region’s 911 telecommunicators
   k. VOTE: Approve an agreement with Commenco, Inc. to install two additional dispatching workstations for the Cass County Sheriff’s public safety answering point (PSAP)

2. VOTE: Approve Consent Agenda (Administrative Matters and Minor Expenditures)
   a. Approve the minutes of the October 22, 2019, meeting
3. Other Business

4. Adjournment
ISSUE:
REPORT: Overview of the MARC Budget and Work Plan for 2020

BACKGROUND:
MARC’s total 2020 budget amount is $81.5 M, compared to $81.9 M in 2019, reflecting a stable financial outlook. The 2020 document adheres to and expands upon the Government Finance Officers Association (GFOA) Distinguished Budget Award format, presented in 2019. A goal for this budget was to use the process to ensure we are directing resources toward organizational goals such as retooling programs, increasing technical capacities, building a culture of leadership and innovation, broadening opportunities for engagement and diversifying our funding base.

Over the past few months, work plans and expenditures from 2019 were reviewed by key committees and staff program teams. Accomplishments were identified (a new accomplishment section is included in each policy goal area this year) and the proposed 2020 work plans were developed. Each policy goal area describes revenue sources and proposed expenditures that are budgeted to accomplish the identified work.

The budget highlights section provides a narrative regarding the most significant information included in the proposed 2020 budget. Several programs ended in 2019 or will end in 2020, and several new programs will commence. Staff additions, reflections on the impact of federal and state budgets, information regarding capital and other significant expenditures, and an update on our progress toward achieving our goal for our long-term contingency, are all discussed in the budget highlights section. The funds section includes more detailed financial elements of our five funds: general, special revenue, enterprise, indirect and clearing, and 911 capital outlay.

At the November Budget and Personnel Committee meeting, staff will review the budget document and discuss key information. At the December Budget and Personnel Committee meeting, staff will review fund structure and more detailed financial information. MARC financial staff welcomes questions and suggestions as the proposed 2020 budget is refined.

RECOMMENDATION
None. Information only.

STAFF CONTACTS
Carol Gonzales
Katelyn Click
Joanne Bussinger
Becky Hall
Barbara Hensley
ISSUE:
VOTE: Update on the KC Degrees program and authorize the submission of grant applications to support and expand the KC Degrees program

BACKGROUND:
MARC launched KC Degrees, a program designed to increase the number of adults who complete a postsecondary degree, in September 2016. The initiative is a partnership between MARC, 17 two-year and four-year postsecondary institutions, and an array of workforce partners committed to supporting adult learners in the community. In its first three years of implementation, KC Degrees has assisted almost 1,400 adults with information about the program, supported 432 of them with enrollment in a post-secondary program, and recognized 97 graduates (with either a high-quality certificate or a college degree). The program offers services in four areas: 1) recruiting and supporting adults who are interested in learning more about the program, 2) offering college navigators to help students identify the degree program and institution best suited to meet their needs, 3) providing ongoing support while the adult is enrolled, to encourage completion, and 4) identifying and securing resources to help adults remove barriers to participation.

Funding for the first 18 months of the program was initially provided by the Ewing Marion Kauffman Foundation. At the same time KC Degrees was being launched, the Kauffman Foundation launched KC Scholars, a program that offers scholarships to traditional middle and high school students and adults.

The KC Scholars program began awarding scholarships to adults in 2016 and the KC Degrees program began assisting those scholarship recipients to address their readiness to return to college, exploration of college programs and enrollment in one of the 17 partner institutions. Ongoing support has been provided to the adult students, to assist them in completing a credential or degree and meeting the scholarship requirements. KC Scholars became its own nonprofit organization, and funding to support KC Degrees was transferred to KC Scholars. A large share of the adults supported by KC Degrees have received scholarships from KC Scholars (345 current scholarship recipients).

Over the past year, KC Degrees has been looking to expand its operation to support adults enrolling in post-secondary programs in four ways:

1) Continue to support recipients of the KC Scholars’ adult scholarship program, to ensure that they successfully enroll in a post-secondary program and graduate with a high-quality certificate or a degree
2) Work with the region’s workforce investment boards to help adult clients evaluate and select a course of study, to complete a high-quality certificate or degree to be able to secure employment
3) Assist area employers who desire to support their current employees with enrollment in a post-secondary program and complete a high-quality certificate or degree
4) Assist a new technical program, Skilled KC, to help adults enroll in a certificate program and support them to address barriers to completion

MARC has been in discussions with KC Scholars, two workforce investment boards, the Ewing Marion Kauffman Foundation, area employers, post-secondary educational institutions and others, for funding to support the expansion of KC Degrees in 2020.
BUDGET CONSIDERATIONS:
The major cost components for the program are staff salaries, contract college success navigators, marketing costs to inform adults about the program, service agreements for technology and technical support. MARC is requesting funding from KC Scholars, workforce investment boards, area foundations and educational institutions to support the expanded program. The current annual budget for KC Degrees is approximately $441,400. To meet expansion objectives and serve new partners, it is estimated that the annual program budget would increase to $650,000 by the end of 2020.

RECOMMENDATION:
Authorize the executive director to submit funding proposals to KC Scholars, the workforce investment boards, post-secondary institutions and other organizations to support and expand the KC Degrees program in calendar year 2020.

STAFF CONTACT:
Anita Davis
Cedric Deadmon
ISSUE:
VOTE: Authorize an agreement with Solera Health, to provide health promotion education for the Managed Services Network

BACKGROUND:
MARC’s Managed Services Network (MSN) is advancing discussions with Solera Health to provide group evidence-based programs, to assist with the prevention of falls and the reduction of social isolation.

Solera Health in Phoenix contracts with health plans, primarily of the Medicare Advantage-type, and is paid after reaching service performance milestones. Solera is seeking a program delivery apparatus in the Kansas City region for falls prevention and social isolation interventions. Locally, Solera would like to serve a population of 11,000 enrolled Medicare Advantage members. Solera estimates that of the 11,000, approximately 1,000 would agree to receive an intervention (500 for falls prevention and 500 for social isolation). MARC estimates actual conversion to intervention would be closer to 660 members in total.

As negotiations are ongoing, MARC may manage the contract directly or on behalf of the Missouri Association of Area Agencies on Aging. Service delivery is designed for 30 Missouri and two Kansas counties covered by Solera.

Partnering with Solera benefits the MSN initiative, primarily because of Solera’s effectiveness in marketing to health plans, their service matching procedure (this helps the plan member find the intervention that would most benefit them), and their technological capabilities (some member outreach, analytics, and billing).

BUDGET CONSIDERATIONS:
Final terms and costs remain under negotiation. The following are estimates only.

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<tr>
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PENDING COMMITTEE ACTION:
On November 13, the Commission on Aging recommended that MARC be authorized to finalize an agreement with Solera Health.

RECOMMENDATION:
Authorize MARC to finalize an agreement with Solera Health as part of the Managed Services Network, to provide health promotion education to Medicare Advantage members in 2020.
STAFF CONTACT:
James Stowe
Tane Lewis
AGENDA REPORT
Budget and Personnel Committee
November 2019
Item No. 1-d
Thriving Communities

ISSUE:
VOTE: Authorize a grant proposal to the Menorah Heritage Foundation to develop an evaluation of the Managed Services Network

BACKGROUND:
Over the past two years, MARC has cultivated a close collaboration with the Quality and Value Innovation Consortium (QVIC), particularly regarding the Managed Services Network (MSN) Initiative, which seeks to integrate a network of community services providers with emerging health care payment mechanisms.

A key to this work is demonstrating system effectiveness, using rigorous methodology in implementation and expert evaluation. The Menorah Heritage Foundation has demonstrated profound support of the MSN model over the past several years and is open to considering support for important evaluative work in 2020.

The QVIC team hosts a group of researchers at multiple institutions across the Kansas City metro (PharmD, MDs, and PhDs), who desire to focus on understanding how the MSN impacts cost and quality of transitions out of the hospital for individuals with congestive heart failure.

BUDGET CONSIDERATIONS:
Most of this funding would support QVIC scientists and associated research protocol costs, to develop a robust evaluation of the MSN.

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<th>REVENUES</th>
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<td>Other (supplies, printing, etc.)</td>
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<td>Total</td>
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COMMITTEE ACTION:
On November 13, the Commission on Aging recommended that MARC submit the grant proposal to the Menorah Heritage Foundation and receive and expend funds, if awarded.

RECOMMENDATION:
Authorize submission of a grant proposal for $50,000 to the Menorah Heritage Foundation, for evaluation of the Managed Services Network, and authorize the executive director to accept and execute funds if awarded.

STAFF CONTACT:
James Stowe
Cathy Boyer-Shesol
ISSUE: 
VOTE: Authorize a grant application to the Sherman Foundation to support the regional early learning system

BACKGROUND:
MARC’s Department of Early Learning provides leadership for the development and implementation of a community-driven, outcomes-based plan for a comprehensive early learning system.

The Sherman Foundation grant will provide general operations support for efforts to develop, expand and strengthen the regional early learning system. Funds from this grant will be used to support personnel costs to:

- Pilot a newly created Family Child Care Profile
- Expand Early Learning Program Profile implementation
- Implement an entry-level early care and education pathway for parents and caregivers to address the need for more qualified teacher assistants in early learning classrooms
- Expand implementation of the Kindergarten Observation Form (KOF) and the Pre-Kindergarten Observation Form (PKOF) to measure school readiness
- Strengthen early learning and child health data available for decision making and community planning mechanisms

Funding for these projects will expand efforts to increase access to quality early learning programs, address critical early learning workforce needs, provide a greater context for understanding school readiness factors and the availability of early learning services, as well as equity and access issues affecting children and families in the Greater Kansas City Metropolitan area.

BUDGET CONSIDERATIONS:
Funding from this general operations grant will be included in the FY20 budget.

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RECOMMENDATION:
Authorize MARC to submit a grant application to the Sherman Foundation for a total of $35,000 to support the regional early learning system, and if awarded, accept and disburse grant funds.

STAFF CONTACT:
Jovanna Rohs
Kyle Matchell
ISSUE:
VOTE: Authorize renewal of a contract with Rita Parker for cooperative purchasing coordination services

BACKGROUND:
For the last 15 years, MARC has contracted with Rita Parker to manage the Kansas City Regional Purchasing Cooperative (KCRPC). KCRPC provides three cooperative purchasing opportunities. The first generates regional joint bids among MARC members for commodities such as ammunition and storm warning sirens. The second is an agreement approved in 2005 by the MARC Board with the Houston-Galveston Area Council of Governments (H-GACBuy). The agreement provides MARC members access to contracts awarded at manufacturer level and includes involving local dealers, when available, in the process. The third area includes management of the contract database, buyer resources, outreach through newsletters, on-site workshops and webinars for local governments and providing procurement assistance to MARC staff as needed.

The KCRPC has helped local governments procure $221.8 million in products and services using cooperatively bid contracts. These contracts have generated documented savings to local governments of $12.7 million. Seventy-five different local agencies are using the local KCRPC contracts and 142 different local governments have used the H-GACBuy contracts. KCRPC charges a 1.5 percent administrative fee to cover program expenses which is included in the price of each successful vendor bid.

When the program was established in 2003, MARC issued a Request for Proposals (RFP) and selected Rita Parker through the procurement process. At the time, she had over ten years of purchasing experience with the City of Lee’s Summit and was active with the Mid-America Council of Public Purchasing. Ms. Parker had developed relationships with local government purchasing specialists, with vendors and with H-GACBuy representatives that have served MARC and the region well. The board is asked to authorize a contract with Ms. Parker in an amount not to exceed $56,880 for cooperative purchasing services for 2020. This provides 25-30 hours of service per week for an hourly fee of $40.25, a 1.9% increase over 2019. The contract also includes incidental expenses such as travel, marketing and professional memberships. Program revenues for 2020 are anticipated to cover all expenses associated with this contract.

BUDGET CONSIDERATIONS:
The KCRPC is expected to generate rebate revenues of over $80,000 in 2020. This is adequate to cover the contractual costs associated with the agreement and program overhead expenses for MARC personnel and rent.

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RECOMMENDATION:
Authorize a contract with Rita Parker in an amount not to exceed $56,880, to provide cooperative purchasing services to local governments for the year of 2020.

STAFF CONTACT:
Lauren Palmer
ISSUE:
VOTE: Approve a regional Brownfield Coalition assessment grant application to the U.S. Environmental Protection Agency and, if awarded, agreements with the EPA and project partners

BACKGROUND:
Brownfields are former industrial or commercial sites where future use is affected by real or perceived environmental contamination. MARC has participated in and supported various Brownfield initiatives over the years, including the current OneKC Brownfields Coalition overseen by the city of Kansas City, Missouri. Earlier this year, MARC submitted a Brownfield Coalition assessment grant in partnership with the city of Kansas City, Missouri, Jackson County, and the Unified Government. The application was rated high but was not funded. MARC was encouraged to resubmit the grant for the new funding round, with applications due by early December 2019.

If awarded, at least $400,000 of the grant funds will be used to conduct environmental assessments on approximately 20 properties during the three-year grant. Competitive procurement processes will be used to obtain appropriate technical consulting services. Priority sites have been identified for assessments along key transportation corridors in Kansas City, Missouri, Kansas City, Kansas, and Grandview, Missouri. MARC will seek to leverage Brownfield funds with other related regional initiatives and plans such as Planning Sustainable Places, Smart Moves, the regional Green Infrastructure Framework, and the Comprehensive Economic Development Strategy Plan.

BUDGET CONSIDERATIONS:

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<th>REVENUES</th>
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<tr>
<td>Source</td>
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RECOMMENDATION:
Approve submission of a Regional Brownfield Coalition assessment grant application for $600,000 to the U.S. Environmental Protection Agency and, if awarded, authorize the executive director to execute agreements with EPA and project partners.

STAFF CONTACTS:
Tom Jacobs
Marlene Nagel
AGENDA REPORT
Budget and Personnel Committee

November 2019
Item No. 1-h
Safe and Secure Communities

ISSUE:
VOTE: Authorize MARC to accept a grant from the Kansas 911 Coordinating Council to upgrade the public safety microwave network

BACKGROUND:
MARC is the regional 911 provider for eleven counties, six of which are in Kansas. The MARC 911 Emergency Services Information Network (ESInet) utilizes microwave technology, fiber and commercial circuits to deliver 911 calls and connect the 45 public safety answering points within the region.

The MARC 911 ESInet currently utilizes over 75 microwave connections. The first microwave radios were installed in the region in 2006. Microwave technology within the region is due for an upgrade to support progress in moving forward with Next Generation 911. The Kansas 911 Coordinating Council grant will advance the implementation of capital projects established by MARC 911 and the Public Safety Communications Board, to upgrade the microwave network in the region.

BUDGET CONSIDERATIONS:
The complete upgrade of the microwave portion of the MARC 911 Emergency Services Information Network is estimated to cost $1,170,000. The $300,000 in funds from this grant will be applied to the Kansas portion of the project.

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COMMITTEE ACTION:
The Public Safety Communications Board approved the submission of the grant application.

RECOMMENDATION:
Authorize MARC to accept a grant for a total of $300,000 from the Kansas 911 Coordinating Council, to improve the microwave technology on the public safety communications network.

STAFF CONTACT:
Eric Winebrenner
ISSUE:
VOTE: Authorize a contract extension with Windstream for regional 911 telephone service

BACKGROUND:
Windstream is the current telephone provider for the MARC 911 system. The phone lines allow public safety access points (PSAPs) to make outgoing calls from the 911 console. Windstream has offered to extend the existing telephone contract for an additional 24 months at the current monthly cost of $7,842.87. For exercising this extension, Windstream will provide a one-month credit of $7,842.87.

BUDGET CONSIDERATIONS:
Monthly telephone costs are factored into the monthly allocation billing to the counties for 911 service. The total cost of the 24-month extension less the $7,842.87 one-time credit, equals a total cost of $180,386.01.

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<tr>
<th>REVENUES</th>
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<tr>
<td>Source</td>
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COMMITTEE ACTION:
The Public Safety Communications Board has approved monthly telephone service to the PSAPs as part of the 2020 Regional 911 operating budget.

RECOMMENDATION:
Approve a 24-month contract extension with Windstream, for an amount not to exceed $180,386.01, for regional 911 telephone service.

STAFF CONTACT:
Eric Winebrenner
ISSUE:
VOTE: Approve a contract with PowerPhone Inc. to provide online training for the region’s 911 telecommunicators

BACKGROUND:
PowerPhone provides training to increase agency efficiency and allow emergency communications professionals to perform their jobs at the highest level, providing greater call-taking consistency, enhanced victim and responder safety, better evidence preservation and risk mitigation. The Public Safety Training Advisory Committee examined three online training providers. Police Legal Sciences quoted a total of $45,500, PowerPhone quoted a total of $32,760 and Lexipol quoted $7,135. The committee determined that PowerPhone’s proposal meets all the Regional 911 program requirements and is the most engaging due to their interactive training method. PowerPhone provides 18 one-hour classes per year, where the other two vendors provide twelve. PowerPhone will provide over 700 regional telecommunicators the ability to obtain the training online, allowing easier access for the individual telecommunicators and reducing overtime costs for the agency.

BUDGET CONSIDERATIONS:
The cost for this training is $32,760 per year, with the ability to renew at the same yearly rate for up to five years or cancel with a 30-day notice.

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COMMITTEE ACTION:
The Public Safety Communications Board approved the use of these funds in the 2020 Regional 911 Budget.

RECOMMENDATION:
Approve a one-year contract with PowerPhone Inc. to provide online training for the region’s 911 telecommunicators at a cost not to exceed $32,760.

STAFF CONTACT:
Eric Winebrenner
ISSUE:
VOTE: Approve an agreement with Commenco, Inc. to install two additional dispatching workstations for the Cass County Sheriff’s public safety answering point (PSAP)

BACKGROUND:
The Cass County Sheriff’s PSAP was granted two additional dispatching workstations from the Public Safety Communications Board. These workstations will be used for backup for all public safety agencies in Cass County.

BUDGET CONSIDERATIONS:
The cost to purchase and install the two dispatching workstations is $44,194.24.

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COMMITTEE ACTION:
The Public Safety Communications Board has approved the purchase and installation of the two additional dispatching workstations in Cass County.

RECOMMENDATION:
Approve the purchase and installation of two dispatching workstations for the Cass County Sheriff’s public safety answering point by Commenco, Inc., not to exceed a total of $44,194.24.

STAFF CONTACT:
Eric Winebrenner
ISSUE:
VOTE: Approve the minutes of the October 22, 2019 meeting

BACKGROUND:
The minutes of the October 22, 2019 meeting are enclosed.

RECOMMENDATION:
Approve the minutes of the October 22, 2019 meeting.

STAFF CONTACT:
David Warm
Kerry Kudron
BUDGET AND PERSONNEL COMMITTEE
Meeting Summary
October 22, 2019
11:15 a.m.

COMMITTEE MEMBERS PRESENT
Commissioner Rob Roberts, Miami County, Kan., - MARC Board Chair
Commissioner Jimmy Odom, Cass County, Mo. - MARC Board 1st Vice Chair
Commissioner Harold Johnson Jr., Unified Government of Wyandotte County/Kansas City, Kan. - MARC Board 2nd Vice Chair
Mayor Eileen Weir, Independence, Mo. - MARC Board Treasurer
Mayor Carson Ross, Blue Springs, Mo. - MARC Board Secretary
Mayor Carol Suter, Gladstone, Mo, MARC Immediate Past Board Chair
Commissioner Doug Smith, Leavenworth County, Kan.
Commissioner Bob King, Ray County, Mo.
Councilmember Curt Skoog, Overland Park, Kan.
Councilmember Fred Spears, Overland Park, Kan.

STAFF PRESENT
David Warm, Executive Director
Jovanna Rohs, Director of Early Learning and Head Start
Carol Gonzales, Director of Finance and Administration
Becky Hall, Financial Accounting Manager
Ron Achelpohl, Director of Transportation and Environment
Marlene Nagel, Director of Community Development
Bob Hogan, Manager of Aging Administrative Services
Frank Lenk, Director of Research Services
Amanda Graor, Chief Innovation Officer
Kerry Kudron, Executive Assistant

CALL TO ORDER
Mayor Weir called the meeting to order at 11:19 a.m.

CORE COMPETENCIES:
REPORT: Review Third Quarter Financial Statements
MARC’s Financial Accounting Manager Becky Hall presented the third quarter financial reports through September 30, 2019. Ms. Hall described where the fund balance information could be found. The special revenue fund serves as a pass-through for grant money and revenues are recorded as the expenses are paid, reflecting a zero-funds balance. At the end of the third quarter, $39 million, or approximately 59% of the total budget, has been expended as expected. The enterprise fund includes programs that generate revenue to directly support expenditure, including the Small Cities and GTI programs. The fund is currently showing a deficit due to several projects that are underway. The deficit for that fund has been reduced from $42,000 last quarter to $19,000 this quarter. The Managed Services Network (MSN) has not expended any funds yet. The indirect and fringe benefits allocations and expenditures are running as expected. The cash on hand balance is $3.9 million and investments are still at $4 million. There was a large $1.3 million Head Start
transfer that occurred on October 2nd. The investment income is $84,000 for the year so far, and projected to be over $100,000 for the year, which will be the highest investment income recorded. Two investments matured in the third quarter, worth $500,000 each. Those were replaced with equivalent investments with higher rates of return. The capitol outlay budget totaled $66,000 for the upgrade to GP accounting software. The upgrade is currently underway and is expected to be expensed in the fourth quarter of 2019. Accounting staff has undertaken a business review to refine and improve on processes.

Local dues are collected from cities and counties and make up 2 percent of MARC’s annual revenue. The dues have a significant impact on programs as the primary source of cash match, which is used as leverage for public and private grants. 100% of the basic dues have been collected and 98% of voluntary dues from cities have been collected. The GIF contribution and GTI memberships are voluntary for those who use them. The emergency services funds support critical regional emergency planning. Payment in full is expected due to the utilization of these services. The transportation planning reserve fund tracks funding generated for non-federal cash match. This fund received 10 percent from MARC’s annual local government dues and as of September 30, 2019, 62% of this fund has been collected.

DISCUSSION: Councilmember Spears asked for clarification on the investment income and trend diagram. Ms. Hall explained that the diagram is a collective illustration of the total $4 million in investments.

REPORT: Briefing on the Government Finance Officers Association Distinguished Budget Presentation Award
MARC’s Executive Director David Warm reported that MARC received national recognition for the reformatting of the budget, led by Carol Gonzales and her team. More information will be shared at the full board meeting.

QUALITY EARLY LEARNING
VOTE: Approve a renewal agreement with Management Information Technology USA, to support MARC’s Head Start program
Ms. Jovanna Rohs, MARC’s Director of Early Learning and Head Start, asked to conduct one vote on all five Head Start-related items.

Ms. Rohs reported that MARC has contracted with Management Information Technology USA to use ChildPlus software as the primary record keeping system for Head Start and Early Head Start. The software tracks data, enrollment and eligibility. Currently 3,095 children are tracked for a cost of $36,374.92. New this year is the addition of direct administrative access to the data for an additional cost of $6,516.21. This feature will enable MARC to do custom analysis and reporting with outcomes. Ms. Rohs asked for the approval of a contract extension with Management Information Technology USA from November 1, 2019 to October 31, 2020, for utilization of ChildPlus software along with administrative access to data and related technical support services in an amount not to exceed $42,891.13.

VOTE: Approve an agreement with Zipco Contracting to complete the addition of a bathroom for Easter Seals Midwest Early Childhood Center
Ms. Rohs reported that Easter Seals Midwest is a Head Start and Early Head Start provider that provides services for children with special needs in the northland. Currently, the Early Head Start program does not have a bathroom that is directly accessible to the classrooms. A remodel to add an additional bathroom, accessible by two classrooms, will reduce transition and wait time for children and allow teachers to better supervise and assist. Two bids were received for the remodeling contract. Zipco was selected due to their lower bid and their ability to comply with the Davis Bacon Act requirements for prevailing wage. Ms. Rohs asked for authorization to approve a
contract with Zipco Contracting for a total of $35,885, to complete the addition of a bathroom at Easter Seals Midwest.

VOTE: Approve an agreement with Jewish Vocational Services for in-home and on-site language interpretation services for 14 Head Start and Early Head Start programs
Ms. Rohs reported that many Head Start and Early Head Start families speak a language other than English. For the services to be accessible, there is an extensive need for translation and interpretation services. Mid-America Head Start is seeking approval to contract with Jewish Vocational Services to provide in-home and on-site interpreters in an amount not to exceed $100,000 for the period of November 1, 2019 to October 31, 2020.

VOTE: Approve a contract extension with the Family Conservancy for professional development services for Head Start and Early Head Start staff
Ms. Rohs reported that as part of the new delivery structure, MARC reserved professional development and training dollars as leverage to meet the needs of all the programs. MARC is working with The Family Conservancy to conduct a fall pre-service where teachers can convene for professional development, a spring conference and individual training courses. MARC is asking for approval for a contract extension with The Family Conservancy for professional development services, from November 1, 2019 through October 31, 2020, not to exceed $100,000.

VOTE: Approve an amendment to MARC’s contract with Yoodle for website development services to support Head Start and Early Head Start programs
Ms. Rohs explained that having a family-friendly Head Start website is important as MARC transitions into central intake, and it must be easy to navigate for families and service providers. MARC entered into a contract with Yoodle to improve the website and became aware of the need to develop branding in order to connect network partners. Logo and brand development, promotional tools and graphics, as well as Acuity scheduling set-up will add an additional $9,700 to the contract, for a total of $29,700. Ms. Rohs asked for approval of an amendment to the contract with Yoodle for a total amount not to exceed $29,700.

MOTION: Mayor Ross moved for approval of all five items and Councilmember Skoog seconded. The motions passed.

DISCUSSION: Councilmember Spears asked how Mid-America Head Start (MAHS) reaches out to families who may not have internet access. Ms. Rohs stated that recruitment is conducted in a variety of ways, including visiting WIC offices and pediatricians. Current MAHS direct service providers also conduct recruitment. Many families have their internet access through a smartphone, so the website is configured for mobile usage.

Mayor Suter asked how MAHS coordinates its programs with others that exist, such as school districts that have their own early learning programs, and whether schools screen children to see if they should attend Head Start programs. Ms. Rohs stated that MAHS is conducting more conversations with school districts. She explained that in Missouri, schools have received four percent foundation dollars through the department of elementary and secondary education, to serve children in districts such as Independence and Kansas City Public Schools Center. This has changed MAHS recruitment and as 4-year-olds are coming forward, they are filling the state funded seats first. Ms. Rohs stated that there needs to be a more coordinated effort with the districts. Conversations are being conducted about how Head Start eligibility specialists, as well as district enrollment counselors will be educated on all the programs that are available within an area. Families who don’t qualify for Head Start need to refer to the school district and vice versa. Mayor Suter referred to the early learning center that is being built by North Kansas City Schools and Ms. Rohs added that MAHS has met with their early learning team.

THRIVING COMMUNITIES AND OLDER ADULTS
Marlene Nagel, Director of Community Development at MARC, asked to present the next four agenda items and conduct one vote for all four.

VOTE: Authorize a grant application with the Health Forward Foundation to support organizations assisting residents to enroll in the federal health insurance marketplace
Ms. Nagel reported that since 2013, MARC has convened community organizations that help individuals who need health insurance through the federal health insurance marketplace. MARC has received funding from the Health Forward Foundation every year to help promote enrollment. MARC has a partnership with United Way’s 2-1-1 line to promote the use of their phone number to set up healthcare counseling assistance. MARC would like authorization to submit a grant application for $73,780 from the Health Forward Foundation to support community outreach and education efforts, as well as a subcontract with the United Way of Greater Kansas City. Over the last few years, health insurance enrollment has declined in both Missouri and Kansas so there is a need to educate the public as to where they can go for assistance in getting coverage.

VOTE: Authorize an application to the Health Forward Foundation of Greater Kansas City to support the community health worker project and amend the subcontractor’s agreement
Ms. Nagel reported that MARC works with community stakeholders to advance the community health worker workforce. These are individuals who are trained to help patients who have chronic conditions access community services to improve their health outcomes and avoid expensive hospital care. The state of Missouri is currently working on a new certification for community health workers. Having the correct certification is important due to seeking Medicaid reimbursement for these services, as well as a quality training program throughout the state. MARC has started to have these discussions in Kansas in an effort to start a similar training program and certification process. Caitlin Allen with CGA Consulting has been providing assistance to improve the training program. Erika Saleski with ES Advisors has been assisting with Medicaid reimbursement and other aspects of the project. MARC would like authorization to apply to the Health Forward Foundation of Greater Kansas City for a grant in the amount of $150,000 and subcontract with both CGA Consulting and ES Advisors.

DISCUSSION: Mayor Suter asked how many community health workers have been produced from the program. Ms. Nagel reported that since there isn’t a formal reimbursement mechanism in the greater Kansas City area, most of those who are employed are due to grants that agencies receive. Ms. Nagel estimated that there are about 100 workers in the area and the Kansas City Care Clinic employs the most. These workers are used in clinical settings, as well as in hospital emergency departments, in order to divert people from expensive medical care.

VOTE: Authorize an agreement with Nutmeg Consulting LLC for Homelessness Management Information technical services and training
Ms. Nagel reported that MARC received a grant from the Department of Housing and Urban Development (HUD) to assist in strengthening the homelessness management information system and provide greater support to the agencies that MARC serves. Last fall, Nutmeg Consulting was identified by the Continuum of Care that serves Jackson and Wyandotte Counties, as a technical advisor on the Homelessness Management Information System (HMIS) software that MARC utilizes. Nutmeg has evaluated MARC’s system and they have been a very helpful in improving the system. With the capacity-building grant from HUD, MARC will be addressing some new data sharing and coordinated entry requirements for HUD and further refine and improve data recording processes to better understand the needs of the homeless and the services that are being provided. MARC would like authorization to contact with Nutmeg Consulting for $115,000 over the next two years.

VOTE: Authorize the submission of grant applications and acceptance of funds if awarded, to support the Double Up Heartland Program for 2020
Earlier this year, MARC applied for a grant from the US Department of Agriculture (USDA) to support the Double Up program which helps SNAP families double the value of their dollars when they purchase fresh produce. MARC wasn’t awarded the USDA grant but received positive feedback and was
encouraged to apply again next spring. Some of MARC’s local funders are willing to continue to support
the program in 2020. MARC would like authorization to apply for and accept funds from the Kansas
Health Foundation, the Health Forward Foundation, the Marion and Henry Bloch Foundation, Blue
Cross Blue Shield of Kansas City and the Hall Family Foundation for the Double Up Heartland Program
in 2020. MARC would also like to subcontract with Cultivate KC, Kansas State Extension and the
University of Kansas Medical Center Research Institute to deliver and evaluate the Double Up
Heartland Program.

MOTION: Commissioner Odom moved for approval of all four items and Councilmember Spears
seconded. The motions passed.

VOTE: Authorize a grant proposal to the Robert Wood Johnson Foundation for research and
evaluation of the Managed Services Network
Carol Gonzales, MARC’s Director of Finance and Administration, reported that QVIC has been a partner
on the Managed Services Network (MSN) initiative. QVIC hosts a team of researchers at multiple
institutions across Greater Kansas City who look at social determinants of health. One of two priorities
that QVIC has selected is congestive heart failure and how the MSN impacts the cost and the quality of
transitions out of the hospital for individuals with this condition. In order to continue this data
collection and research through QVIC, MARC is asking for approval of a grant proposal to the Robert
Wood Johnson Foundation for $500,000.

MOTION: Commissioner Johnson moved for approval and Councilmember Spears seconded. The
motion passed.

VOTE: Authorization to submit the SFY 2020 Aging Area Plan Budget, Amendment #1
Bob Hogan, Manager of Aging Administrative Services at MARC, reported that the Missouri Department
of Health and Senior Services is the department’s primary funding source. MARC submitted an initial
Aging Area Plan Budget on May 1, 2019, and since then, there have been some changes, including new
allotment tables from the Missouri Division of Senior and Disability Services with estimates of available
state and federal funding for SFY 2020. That information has been incorporated into the amended
budget which is illustrated in the included handout.

MOTION: Commissioner Odom moved for approval and Councilmember Spears seconded. The motion
passed.

EFFECTIVE LOCAL GOVERNMENT
VOTE: Authorize an amendment to the Government-to-University (G2U) Letter Agreement with the
Volcker Alliance for the Governmental Effectiveness Advanced Research (GEAR) Center Challenge
Amanda Graor, Chief Innovation Officer at MARC, reported that a letter of agreement was executed
with the Volcker Alliance for the initial funding amount earlier in the year. In September, the
Volcker Alliance was awarded $300,000 to partner with Johns Hopkins University Centers for Civic
Impact and the Kansas City G2U Regional Coalition, through MARC, to develop a data training
academy. Most of the award funds will go to Johns Hopkins to use their existing curriculum through
the Center of Government Excellence. The award is specifically tailored to work with the federal
work force and there is a 12-month timeline to develop a curriculum and send 250 federal
employees through the training on using data to inform decisions. $40,000 of the awarded funding
will be directed to MARC, which is the amendment to the original agreement. MARC will be
conducting Kansas City-specific recruitment and meeting with local federal leadership.

MOTION: Mayor Ross moved for approval and Commissioner Roberts seconded. The motion passed.

VOTE: Authorize an agreement with Surdex Corporation to conduct the 2020 aerial imagery project
Frank Lenk, Director of Research Services at MARC, reported that every two years, MARC coordinates
an aerial imagery flight for map-level imagery of the region. The imagery is accurate enough to be
used for appraisal and assessment purposes. This project is conducted in cooperation with many local
governments around the region including counties, cities and fire districts. A request for proposal was
issued last summer and an imagery workgroup, composed of representatives from several counties, the
Missouri Department of Natural Resources and the city of Kansas City, Missouri, reviewed the RFPs.
Four proposals were received. Surdex has been used for the last two flights and they provide excellent
imagery. Surdex was ranked the highest after conducting evaluations and was chosen as the preferred
vendor. The cost for 3,300 square miles of ortho imagery is an estimated $247,500. The precise cost
will vary depending on the number of agencies who want the imagery. If additional local governments
are added or need add-on imagery, MARC will seek an amendment to this agreement. Approval will
allow MARC to negotiate an agreement with Surdex and sign up local governments for the imagery by
January 2020. MARC receives a 2 percent fee to administer the program and defer any costs incurred.

MOTION: Commissioner Odom moved for approval and Commissioner Roberts seconded. The motion
passed.

HEALTHY ENVIRONMENT
VOTE: Overview of regional solid waste management strategies, and approve the FY2020 Memorandum
of Understanding with the MARC Solid Waste Management District
Ms. Nagel reported that MARC provides staff support services to the five-county MARC Solid Waste
Management District. Compensation is received to support 3.5 full time staff members. For calendar
year 2020, the MARC Solid Waste Management District budget is a little over $890,000. The money for
this program comes from state of Missouri grant funding, carryover dollars and interest income.
$456,363 of this funding will be directed to MARC for serving as the fiscal agent that manages the
district’s resources and grants, supporting special projects such as regional education and planning,
and administration of the grant program and the household hazardous waste program. For calendar
year 2020, the District Board has selected 10 local organizations to receive grants to increase recycling
and reuse, totaling $318,633. 31 local communities have signed up for the Household Hazardous Waste
(HHW) Program and the city of Kansas City, Missouri, and Lee’s Summit will be compensated as they
provide HHW services. Lisa McDaniel, MARC’s staff lead for the Solid Waste Management District, will
be at the board meeting to provide more information about work in the district.

MOTION: Councilmember Spears moved for approval and Mayor Suter seconded. The motion
passed.

EFFICIENT TRANSPORTATION
VOTE: Authorize a one-year contract extension with TransCore ITS Inc. for Operation Green Light
regional traffic signal system software support
Ron Achelpohl, Director of Transportation at MARC, reported that TransCore provides the software
that is used for Operation Green Light to monitor and manage traffic signals in the system. There is
one more contract extension remaining in the current agreement with TransCore. MARC is in the
process of evaluating two other potential vendors for this product and should have a longer-term plan
by the end of the year. MARC is seeking authorization to extend the contract with TransCore for
another year with the cost not to exceed $80,000.

DISCUSSION: Councilmember Spears asked if there were any metrics that display how much time and
emissions the traffic signal system saves by coordinating the lights. Mr. Achelpohl said they have
metrics on a corridor-by-corridor basis but have struggled to determine that information on a network
level. The savings are substantial, but they diminish over time once the signals have been timed
properly.

MOTION: Councilmember Spears moved for approval and Mayor Suter seconded. The motion
passed.

VOTE: Approve Consent Agenda (Administrative Matters and Minor Expenditures)
Approve the minutes of the September 24, 2019, meeting.
MOTION: Mayor Ross moved for approval and Commissioner Johnson seconded. The motion passed.

Other Business
None.

Adjournment
Commissioner Odom adjourned the meeting at 11:56 a.m.

MINUTES APPROVED:

____________________________________
Eileen Weir, Chair

____________________________________
Date