HCAW Board Packet

February 10, 2023

LHC Group
Renton Training Center
606 Oakesdale Ave SW, Ste 203; Renton, WA, 98057

Join on your computer, mobile app or room device
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Meeting ID: 296 547 794 559
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Public Policy Director Report by Leslie Emerick – February 2023 Coming Soon

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- PAC Silent Auction Donation Form 22

HCAW February 2023 Board Meeting Agenda

Our Vision: We are inspired to position homecare services as a leader in healthcare in Washington State.

Date: 2/10		**Time:** 11:30 a.m.-2:00 p.m.	**Location:** LHC Group / MS Teams	
TIME	**TOPIC**	**DISCUSSION**	**ACTION PLAN**	**RESPONSIBLE**

11:45 a.m.	Call to Order	Welcome/Updates
		• Consent Agenda:
		  ○ January 2023 Minutes
		  ○ January 2023 Financials
			Acceptance	Shelly

11:55 p.m.	Legislative Updates	Public Policy Report • Report in Packet • Important Bill Review	Review and Questions	Leslie
12:15 p.m.	General Business	Clinical Director • Status Report	Discussion	Shelly Kelly Carissa
12:25 p.m.	Certificate of Need	Strategy Refinement • Progress Report	Discussion	Leslie
12:35 p.m.	Committee Reports	• Education & Annual Meeting Committee • Membership Committee • QAPI Committee • PAC – Advocacy • Volunteers Needed	Review & Questions	Deb Jason Kelly Amber Gina
12:50 p.m.	Strategic Plan	2022-2024 Strategic Plan Review	Review Progress	Shelly
1:00 p.m.	Wrap-up	• Action items • Lunch Provided by LHC group		Shelly
2:00 p.m.	Adjourn/Action Items	*Our Mission: To promote the long-term growth and sustainability of in-home services in Washington State. HCAW provides leadership for consumers by unifying in-home services providers through public outreach, education, legislative advocacy and supporting practice standards.*		

Board Meeting Teleconference Minutes
Thursday, January 19, 2023

9:00 am-10:00am

Our Vision: We are inspired to position homecare services as a leader in healthcare in Washington State.

ATTENDANCE

Board: President - Shelly McDiarmid, Treasurer – Kelly Pajinag Secretary - Sheena Paylor Directors: Jason Darling, Deb Strom, Imee Nebres, Gina Anderson, Lisa Shaw

Staff: Leslie Emerick - Public Policy Director, Carissa Linnane - Executive Director

Not in Attendance: Past President - Brent Korte Directors: Melinda Moore, Geoff Meinken, Amber Hahn-Keenan, Mirna Musun,

Meeting called to order at 9:00am

CONSENT AGENDA

Agenda: December 2022 Minutes - Approved
Financial Reports: December 2022 Financials - Approved

PUBLIC POLICY REPORT

Review of 2023 legislative session overview slides by Leslie Emerick

Key items discussed:

Our Health Care System under duress.

- Address nursing and workforce shortages
  - SB 5236 Concerning Hospital Staffing Standards
  - SB 5278 Implementing Audit Recommendations to Reduce Barriers to Home Care Aide Certification
- SB 5103 To Address Difficult to Discharge Patients
- HB 1435 Developing A Home Care Safety Net Assessment
- SB 5271 Protecting Patients In Facilities Regulated by DOH Establishing Uniform Enforcement Tools
- Palliative Care Benefit
- Pediatric Palliative Care Reimbursement
- Support Proposal to Expand Care for Medically Fragile Children
- Continued focus on Certificate of Need Modernization
- ESSB 5229 Health Equity Continuing Education

In Home Services Day is Feb. 1st and 2nd and is being held virtually.

Carissa Linnane to send a reminder for members to attend the CON listening session 1/31.

GENERAL BUSINESS

Clinical Director Position Update: The board agreed that it is time to begin publicly soliciting for a candidate to fill this role. We have spent 1/3 of our clinical director budget this year. We will research costs associated with promoting this offering on platforms like LinkedIn and Healthcare New site in WA & Oregon. We will also post to our internal jobs board.

Post to the internal site and share cost Info with Shelly and Kelly for approval.

Carissa to resend the approved jobs description to the board.

CERTIFICATE OF NEED

Carissa L. and Leslie E. shared that stakeholder meeting have been taking place. Feedback indicates that we need to broaden our methodology to redefine supply of Medicaid/Medicare providers and further evaluate by the different planning areas.

Proposal refinement will take place during the rulemaking process. Marc Berg will present the broad rulemaking methodology recommendation at the January meeting. This will be an introductory presentation with deeper discussions taking place once the rulemaking process actually begins.

PAC & FUNDRAISING COMMITTEE REPORT

PAC Fundraising – A written report prepared by Gina A. is in our board packet. We are working to expand the fundraising committee and would like the boards support soliciting gift basket donations from allied partners and member agencies for the silent auction. Please let Gina A. know if you can participate on the committee.

MEMBERSHIP COMMITTEE REPORT

95% if members have been invoiced. We are still working with a few agencies to assess their 2023 member dues. The member renewal has gone out and RCTCLearn access tokens will be soon to follow.

Set a reminder to revisit the RCTC learn contract renewal in June of 2023.

EDUCATION & ANNUAL MEETING COMMITTEE REPORT

Deb S. reviewed the report in your board packet.

Annual Conference: We are hosting two clinical tracks. We are working to confirm a speaker to discuss DEI and Dementia speaker. We are also looking for a panel of speakers to host a discussion on safety. Registration fees have been set and will remain the same as last year. We have also streamlined the sponsor and exhibitor programs.

We are moving forward with preparing for the poster session and hope to use technology to facilitate presentations.

Webinars: We have secured a few presentation topics through Evergreen but need help identifying additional topics to bring to our membership. Topics suggested: a patient focused presentation about access to resources, Guardianship, Advanced Care and Estate Planning for our members.

Deb S. will reach out to a colleague to see if she can present on heart failure readmissions at a future webinar.

Carissa L. will reach out to a few attorney contacts to see if they are willing to speak to our members.

QAPI COMMITTEE REPORT

The committee continues to meet and develop monthly education and forum topics. Our next meeting QAPI forum call is 1/24. The board supports the next session being an open mic forum.

Deb S. to post a promo on the listserv to invite.

OPEN DISCUSSION

Shelly and Sheena volunteered their space to host our in-person February board meeting. This conversation will continue offline.

Meeting Adjourned at 10:00am

ACTION ITEMS

Carissa S.

- Send a reminder to members to participate in the upcoming DOH CON listening session 1/31
- Set a reminder to revisit RCTCLearn on our next renewal
- Determine who will host our February board meeting
- Share the Clinical Director Job Description with the board
- Reach out to attorney contacts about webinar presentation opportunity

Deb S.

- Reach out to colleague to assess interest in presenting a webinar about heart failure readmissions
- Promote the upcoming QAPI Forum on the Listserv

Shelly & Kelly

- Work with Carissa to get the Clinical Director job post marketed

Financial Report Notes – Kelly Pajinag, Treasurer & Carissa Linnane, Executive Director Prepared February 9, 2023

- **Operational Health Snapshot**
  - As of January, our net income is $41,437; A $55,364 increase from the previous YTD. In November we did see a gain of $6,655 in our investments. Our total current assets are $218,781 down 4% from the previous YTD.

- **Balance Sheet**
  - Current Assets:
    - Columbia Checking: Balance $70,096 down $22,875 from the previous YTD.
    - Baird Investments:
      - Investment Assets: $148,724 up $24,433 from the previous YTD.
      - Cash & Equivalents: $4,333 down $32,994 from previous YTD.
    - Money Market: has remained stable at $65,723.
    - Prepaid Workshop and other prepaid expenses booked as expected through 22-23 FY; Entries for 22-23 deferred member dues income and other subscriptions have booked as earned.
    - HCAW PAC: Balance $2,744
    - Accounts Receivables:
      - Outstanding Invoices: $188,471 (2023 Member Dues).
    - Accounts Payable:
      - Outstanding Balance: $65, reflective of charges to AMI credit card.

- **P&L to Budget:**
  - INCOME:
    - Dues: the 1st monthly deferred dues entries were recorded as received for 2023.
    - Jobs Board Income: $636 YTD.
    - Programming & Education
      - Workshops & Seminars: YTD earnings for these workshops is $48,429; We have achieved 121% of our budgeted income for this FY due to hosting a 3rd workshop opportunity. The final income from this training will be posted in our February 2023 financial reports.
  - EXPENSES:
    - All is ordinary through admin, member retention, Advocacy and organizational expenses.
    - Deferred entries for NAHC Dues, Soft Edge, and other subscriptions entered in January 2023.

- **P&L Previous Year Comparison:**
  - Report in line with the previous YTD in most categories except expenses related to the OASIS Workshops and Bank/Merchant Fees, income generated by the HCAW PAC and a projected 19% increase in dues income this year.

Home Care Association of Washington
Balance Sheet Prev Year Comparison
As of January 31, 2023

	Jan 31, 23	Jan 31, 22	$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Baird Cash and Equivalents	4,333.63	37,328.07	-32,994.44	-88.39%
Bairds Investment Assets	148,724.51	124,290.85	24,433.66	19.66%
Columbia Checking 0944	71,900.41	92,971.94	-21,071.53	-22.66%
Columbia Money Mkt #0936	65,723.23	65,695.52	27.71	0.04%
PAC - Columbia #0951	2,744.81	1,582.54	1,162.27	73.44%
Total Checking/Savings	293,426.59	321,868.92	-28,442.33	-8.84%
Accounts Receivable				
Accounts Receivable	183,172.42	100,056.00	83,116.42	83.07%
Total Accounts Receivable	183,172.42	100,056.00	83,116.42	83.07%
Other Current Assets				
Prepaid Annual Meeting Expenses	0.00	750.00	-750.00	-100.0%
Prepaid Expenses	-191.25	5,271.25	-5,462.50	-103.63%
Prepaid Insurance	636.99	912.84	-275.85	-30.22%
Prepaid Workshop Expenses	5,720.00	11,800.00	-6,080.00	-51.53%
Total Other Current Assets	6,165.74	18,734.09	-12,568.35	-67.09%
Total Current Assets	482,764.75	440,659.01	42,105.74	9.56%
TOTAL ASSETS	482,764.75	440,659.01	42,105.74	9.56%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	65.63	254.00	-188.37	-74.16%
Total Accounts Payable	65.63	254.00	-188.37	-74.16%
Other Current Liabilities				
Deferred Dues				
Affiliate Dues	2,429.17	3,230.81	-801.64	-24.81%
Provider Dues	171,136.44	154,145.57	16,990.87	11.02%
Total Deferred Dues	173,565.61	157,376.38	16,189.23	10.29%
Deferred Workshop Income	0.00	-35,086.70	35,086.70	100.0%

Home Care Association of Washington
Balance Sheet Prev Year Comparison
As of January 31, 2023

	Jan 31, 23	Jan 31, 22	$ Change	% Change
Total Other Current Liabilities	173,565.61	122,289.68	51,275.93	41.93%
Total Current Liabilities	173,631.24	122,543.68	51,087.56	41.69%
Total Liabilities	173,631.24	122,543.68	51,087.56	41.69%
Equity				
Retained Earnings	27,879.52	94,498.77	-66,619.25	-70.5%
Unrestricted Net Assets	237,544.50	237,544.50	0.00	0.0%
Net Income	43,709.49	-13,927.94	57,637.43	413.83%
Total Equity	309,133.51	318,115.33	-8,981.82	-2.82%
TOTAL LIABILITIES & EQUITY	482,764.75	440,659.01	42,105.74	9.56%

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July 2022 through January 2023

	Jan 23	Jul '22 - Jan 23	Budget	% of Budget
Ordinary Income/Expense				
Income				
PAC Contributions	0.00	2,500.00	10,000.00	25.0%
MEMBERSHIP				
Affiliate Dues	220.83	2,595.58	3,500.00	74.16%
Provider Dues	15,557.86	123,640.51	180,000.00	68.69%
Total MEMBERSHIP	15,778.69	126,236.09	183,500.00	68.79%
OPERATING				
Job Target/Career Board	0.00	636.00	1,000.00	63.6%
Total OPERATING	0.00	636.00	1,000.00	63.6%
PROGRAMMING				
Annual Meeting/Conv - Spring				
Sponsorships/Endorsements/Rebat	0.00	0.00	10,000.00	0.0%
Annual Meeting/Conv - Spring - Other	0.00	0.00	45,000.00	0.0%
Total Annual Meeting/Conv - Spring	0.00	0.00	55,000.00	0.0%
OCS OASIS Partnership	0.00	60.00	500.00	12.0%
Workshops/Seminars	11,550.00	48,429.15	40,000.00	121.07%
Total PROGRAMMING	11,550.00	48,489.15	95,500.00	50.77%
Total Income	27,328.69	177,861.24	290,000.00	61.33%
Gross Profit	27,328.69	177,861.24	290,000.00	61.33%
Expense				
PAC Expenses				
General PAC Expenses	0.00	0.00	300.00	0.0%
Bank / Merchant Fees	0.00	87.74	350.00	25.07%
PAC Contributions	0.00	0.00	10,000.00	0.0%
Total PAC Expenses	0.00	87.74	10,650.00	0.82%
ADMINISTRATIVE				
Travel	0.00	221.25	4,500.00	4.92%
Professional Fees				
Tax Return Prep	0.00	1,800.00	3,330.00	54.05%
Total Professional Fees	0.00	1,800.00	3,330.00	54.05%
Bank / Merchant Fees	406.10	2,874.74	2,950.00	97.45%

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July 2022 through January 2023

	Jan 23	Jul '22 - Jan 23	Budget	% of Budget
Business License	0.00	70.00	10.00	700.0%
Insurance	105.42	2,633.75	2,300.00	114.51%
Management	6,900.00	48,300.00	82,800.00	58.33%
Office Supplies	0.00	22.34	300.00	7.45%
Postage	2.32	21.72	350.00	6.21%
Printing/Copies	7.10	235.69	400.00	58.92%
Publications/Subscriptions	0.00	744.45	1,500.00	49.63%
Telephone	31.29	218.20	500.00	43.64%
Total ADMINISTRATIVE	7,452.23	57,142.14	98,940.00	57.75%
ADVOCACY				
Lobbyist Expenses	0.00	0.00	1,000.00	0.0%
Lobbyist/Legislative Consultant	4,000.00	32,000.00	48,000.00	66.67%
Policy & Advocacy	128.75	12,372.50	11,500.00	107.59%
Total ADVOCACY	4,128.75	44,372.50	60,500.00	73.34%
COMMUNICATIONS				
Newsletters/Publications	38.88	124.21		
Website- Reg & Maint	4.05	32.40	2,400.00	1.35%
Total COMMUNICATIONS	42.93	156.61	2,400.00	6.53%
LEADERSHIP				
Board Meetings	0.00	114.88	1,750.00	6.57%
Strategic Planning	0.00	2,340.59	1,500.00	156.04%
Total LEADERSHIP	0.00	2,455.47	3,250.00	75.55%
MEMBERSHIP SERVICE/RETENTION				
Clinical Director	0.00	10,000.00	30,000.00	33.33%
Clinical Director Expenses	0.00	0.00	500.00	0.0%
NAHC Dues/Other Memberships	62.50	1,125.00	1,500.00	75.0%
Public Relations/ Awards	0.00	107.67	250.00	43.07%
Total MEMBERSHIP SERVICE/RETENTION	62.50	11,232.67	32,250.00	34.83%
PROGRAMS				
Annual Mtg/Convention Spring				
A/V - Technology	0.00	0.00	8,300.00	0.0%
Food and Beverage	0.00	0.00	25,000.00	0.0%

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July 2022 through January 2023

	Jan 23	Jul '22 - Jan 23	Budget	% of Budget
Speaker	0.00	0.00	10,000.00	0.0%
Syllabus	0.00	0.00	1,700.00	0.0%
Annual Mtg/Convention Spring - Other	0.00	0.00	1,000.00	0.0%
Total Annual Mtg/Convention Spring	0.00	0.00	46,000.00	0.0%
Workshops/Seminar Expense				
A/V-Technology	360.00	2,995.42	3,250.00	92.17%
Food and Beverage	0.00	3,211.54	2,000.00	160.58%
Lodging & Transportation	0.00	5,174.84	1,500.00	344.99%
Other Workshops/Seminar Expense	0.00	-3,301.81	1,000.00	-330.18%
Speaker	5,000.00	15,000.00	15,000.00	100.0%
Syllabus Copies	1,885.24	5,620.90	4,000.00	140.52%
Total Workshops/Seminar Expense	7,245.24	28,700.89	26,750.00	107.29%
Total PROGRAMS	7,245.24	28,700.89	72,750.00	39.45%
Total Expense	18,931.65	144,148.02	280,740.00	51.35%
Net Ordinary Income	8,397.04	33,713.22	9,260.00	364.07%
Other Income/Expense				
Other Income				
Interest & Dividends	94.22	1,636.75	750.00	218.23%
Gain/Loss on Investments	6,808.78	8,359.52	0.00	100.0%
Total Other Income	6,903.00	9,996.27	750.00	1,332.84%
Net Other Income	6,903.00	9,996.27	750.00	1,332.84%
Net Income	15,300.04	43,709.49	10,010.00	436.66%

Home Care Association of Washington
Profit & Loss Prev Year Comparison
July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	$ Change	% Change
Ordinary Income/Expense				
Income				
PAC Contributions	2,500.00	1,020.00	1,480.00	145.1%
MEMBERSHIP				
Affiliate Dues	2,595.58	2,331.02	264.56	11.35%
Provider Dues	123,640.51	104,354.87	19,285.64	18.48%
Total MEMBERSHIP	126,236.09	106,685.89	19,550.20	18.33%
OPERATING				
Job Target/Career Board	636.00	0.00	636.00	100.0%
Total OPERATING	636.00	0.00	636.00	100.0%
PROGRAMMING				
OCS OASIS Partnership	60.00	134.90	-74.90	-55.52%
Workshops/Seminars	48,429.15	1,042.10	47,387.05	4,547.27%
Total PROGRAMMING	48,489.15	1,177.00	47,312.15	4,019.72%
Total Income	177,861.24	108,882.89	68,978.35	63.35%
Gross Profit	177,861.24	108,882.89	68,978.35	63.35%
Expense				
PAC Expenses				
Bank / Merchant Fees	87.74	0.00	87.74	100.0%
PAC Expenses - Other	0.00	217.12	-217.12	-100.0%
Total PAC Expenses	87.74	217.12	-129.38	-59.59%
ADMINISTRATIVE				
Travel	221.25	0.00	221.25	100.0%
Professional Fees				
Tax Return Prep	1,800.00	3,328.25	-1,528.25	-45.92%
Total Professional Fees	1,800.00	3,328.25	-1,528.25	-45.92%
Bank / Merchant Fees	2,874.74	645.41	2,229.33	345.41%
Business License	70.00	0.00	70.00	100.0%
Insurance	2,633.75	1,938.06	695.69	35.9%
Management	48,300.00	48,300.00	0.00	0.0%
Office Supplies	22.34	13.04	9.30	71.32%
Postage	21.72	8.00	13.72	171.5%
Printing/Copies	235.69	274.02	-38.33	-13.99%
Publications/Subscriptions	744.45	392.02	352.43	89.9%
Telephone	218.20	182.70	35.50	19.43%
Total ADMINISTRATIVE	57,142.14	55,081.50	2,060.64	3.74%
ADVOCACY				
Lobbyist/Legislative Consultant	32,000.00	31,700.00	300.00	0.95%
Policy & Advocacy	12,372.50	12,423.75	-51.25	-0.41%
Total ADVOCACY	44,372.50	44,123.75	248.75	0.56%
COMMUNICATIONS				
Newsletters/Publications	124.21	0.00	124.21	100.0%
Website- Reg & Maint	32.40	3,130.00	-3,097.60	-98.97%
Total COMMUNICATIONS	156.61	3,130.00	-2,973.39	-95.0%

Home Care Association of Washington
Profit & Loss Prev Year Comparison
July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	$ Change	% Change
LEADERSHIP				
Board Meetings	114.88	86.98	27.90	32.08%
Strategic Planning	2,340.59	650.00	1,690.59	260.09%
Total LEADERSHIP	2,455.47	736.98	1,718.49	233.18%
MEMBERSHIP SERVICE/RETENTION				
Clinical Director	10,000.00	17,500.00	-7,500.00	-42.86%
NAHC Dues/Other Memberships	1,125.00	1,250.00	-125.00	-10.0%
Public Relations/ Awards	107.67	33.86	73.81	217.99%
Total MEMBERSHIP SERVICE/RETENTION	11,232.67	18,783.86	-7,551.19	-40.2%
PROGRAMS				
Workshops/Seminar Expense				
A/V-Technology	2,995.42	990.18	2,005.24	202.51%
Food and Beverage	3,211.54	0.00	3,211.54	100.0%
Lodging & Transportation	5,174.84	0.00	5,174.84	100.0%
Other Workshops/Seminar Expense	-3,301.81	1,925.00	-5,226.81	-271.52%
Speaker	15,000.00	1,500.00	13,500.00	900.0%
Syllabus Copies	5,620.90	0.00	5,620.90	100.0%
Total Workshops/Seminar Expense	28,700.89	4,415.18	24,285.71	550.05%
Total PROGRAMS	28,700.89	4,415.18	24,285.71	550.05%
Total Expense	144,148.02	126,488.39	17,659.63	13.96%
Net Ordinary Income	33,713.22	-17,605.50	51,318.72	291.49%
Other Income/Expense				
Other Income				
Interest & Dividends	1,636.75	1,613.83	22.92	1.42%
Gain/Loss on Investments	8,359.52	2,063.73	6,295.79	305.07%
Total Other Income	9,996.27	3,677.56	6,318.71	171.82%
Net Other Income	9,996.27	3,677.56	6,318.71	171.82%
Net Income	43,709.49	-13,927.94	57,637.43	413.83%

Home Care Association of Washington
Balance Sheet
As of January 31, 2023

	Jan 31, 23
ASSETS	
Current Assets	
Checking/Savings	
Baird Cash and Equivalents	4,333.63
Bairds Investment Assets	148,724.51
Columbia Checking 0944	71,900.41
Columbia Money Mkt #0936	65,723.23
PAC - Columbia #0951	2,744.81
Total Checking/Savings	293,426.59
Accounts Receivable	
Accounts Receivable	183,172.42
Total Accounts Receivable	183,172.42
Other Current Assets	
Prepaid Expenses	-191.25
Prepaid Insurance	636.99
Prepaid Workshop Expenses	5,720.00
Total Other Current Assets	6,165.74
Total Current Assets	482,764.75
TOTAL ASSETS	482,764.75
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	65.63
Total Accounts Payable	65.63
Other Current Liabilities	
Deferred Dues	
Affiliate Dues	2,429.17
Provider Dues	171,136.44
Total Deferred Dues	173,565.61
Total Other Current Liabilities	173,565.61
Total Current Liabilities	173,631.24
Total Liabilities	173,631.24
Equity	
Retained Earnings	27,879.52
Unrestricted Net Assets	237,544.50
Net Income	43,709.49
Total Equity	309,133.51
TOTAL LIABILITIES & EQUITY	482,764.75

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July 2022 through January 2023

	Jan 23	Budget	% of Budget
Ordinary Income/Expense			
Income			
PAC Contributions	0.00	10,000.00	25.0%
MEMBERSHIP			
Affiliate Dues	220.83	3,500.00	74.16%
Provider Dues	15,557.86	180,000.00	68.69%
Total MEMBERSHIP	15,778.69	183,500.00	68.79%
OPERATING			
Job Target/Career Board	0.00	1,000.00	63.6%
Total OPERATING	0.00	1,000.00	63.6%
PROGRAMMING			
Annual Meeting/Conv - Spring			
Sponsorships/Endorsements/Rebat	0.00	10,000.00	0.0%
Annual Meeting/Conv - Spring - Other	0.00	45,000.00	0.0%
Total Annual Meeting/Conv - Spring	0.00	55,000.00	0.0%
OCS OASIS Partnership	0.00	500.00	12.0%
Workshops/Seminars	11,550.00	40,000.00	121.07%
Total PROGRAMMING	11,550.00	95,500.00	50.77%
Total Income	27,328.69	290,000.00	61.33%
Gross Profit	27,328.69	290,000.00	61.33%
Expense			
PAC Expenses			
General PAC Expenses	0.00	300.00	0.0%
Bank / Merchant Fees	0.00	350.00	25.07%
PAC Contributions	0.00	10,000.00	0.0%
Total PAC Expenses	0.00	10,650.00	0.82%
ADMINISTRATIVE			
Travel	0.00	4,500.00	4.92%
Professional Fees			
Tax Return Prep	0.00	3,330.00	54.05%
Total Professional Fees	0.00	3,330.00	54.05%
Bad Debt	0.00	0.00	0.0%
Bank / Merchant Fees	406.10	2,950.00	97.45%
Business License	0.00	10.00	700.0%
Insurance	105.42	2,300.00	114.51%
Management	6,900.00	82,800.00	58.33%
Miscellaneous	0.00	0.00	0.0%
Office Supplies	0.00	300.00	7.45%
Postage	2.32	350.00	6.21%
Printing/Copies	7.10	400.00	58.92%
Publications/Subscriptions	0.00	1,500.00	49.63%
Telephone	31.29	500.00	43.64%
Total ADMINISTRATIVE	7,452.23	98,940.00	57.75%
ADVOCACY			

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July 2022 through January 2023

	Jan 23	Budget	% of Budget
Lobbyist Expenses	0.00	1,000.00	0.0%
Lobbyist/Legislative Consultant	4,000.00	48,000.00	66.67%
Policy & Advocacy	128.75	11,500.00	107.59%
Total ADVOCACY	4,128.75	60,500.00	73.34%
COMMUNICATIONS			
Newsletters/Publications	38.88		
Website- Reg & Maint	4.05	2,400.00	1.35%
Total COMMUNICATIONS	42.93	2,400.00	6.53%
LEADERSHIP			
Board Meetings	0.00	1,750.00	6.57%
Strategic Planning	0.00	1,500.00	156.04%
Total LEADERSHIP	0.00	3,250.00	75.55%
MEMBERSHIP SERVICE/RETENTION			
Clinical Director	0.00	30,000.00	33.33%
Clinical Director Expenses	0.00	500.00	0.0%
NAHC Dues/Other Memberships	62.50	1,500.00	75.0%
Public Relations/ Awards	0.00	250.00	43.07%
Total MEMBERSHIP SERVICE/RETENTION	62.50	32,250.00	34.83%
PROGRAMS			
Annual Mtg/Convention Spring			
A/V - Technology	0.00	8,300.00	0.0%
Food and Beverage	0.00	25,000.00	0.0%
Speaker	0.00	10,000.00	0.0%
Syllabus	0.00	1,700.00	0.0%
Annual Mtg/Convention Spring - Other	0.00	1,000.00	0.0%
Total Annual Mtg/Convention Spring	0.00	46,000.00	0.0%
Workshops/Seminar Expense			
A/V-Technology	360.00	3,250.00	92.17%
Food and Beverage	0.00	2,000.00	160.58%
Lodging & Transportation	0.00	1,500.00	344.99%
Other Workshops/Seminar Expense	0.00	1,000.00	-330.18%
Speaker	5,000.00	15,000.00	100.0%
Syllabus Copies	1,885.24	4,000.00	140.52%
Total Workshops/Seminar Expense	7,245.24	26,750.00	107.29%
Total PROGRAMS	7,245.24	72,750.00	39.45%
Total Expense	18,931.65	280,740.00	51.35%
Net Ordinary Income	8,397.04	9,260.00	364.07%
Other Income/Expense			
Other Income			
Interest & Dividends	94.22	750.00	218.23%
Gain/Loss on Investments	6,808.78	0.00	100.0%
Total Other Income	6,903.00	750.00	1,332.84%
Net Other Income	6,903.00	750.00	1,332.84%
Net Income	15,300.04	10,010.00	436.66%

Statement Period: **JANUARY 1 - JANUARY 31, 2023**
Account Number: **8084-3137**
Account Solution: **Advisory - Baird Advisory Choice**
For more information, go to www.bairdwealth.com/retailinvestor

PREMIER CLIENT STATEMENT

ACCOUNT SUMMARY

	This Period January 1, 2023	*Year-to-Date January 1, 2023*
Beginning Balance	**$146,525.45**	**$146,525.45**
Cash Deposits		
Cash Withdrawals		
Income and Distributions	251.20	251.20
Other Transactions	-361.28	-361.28
Change in Value*	6,688.97	6,688.97
Total Assets: January 31, 2023	**$153,104.34**	**$153,104.34**

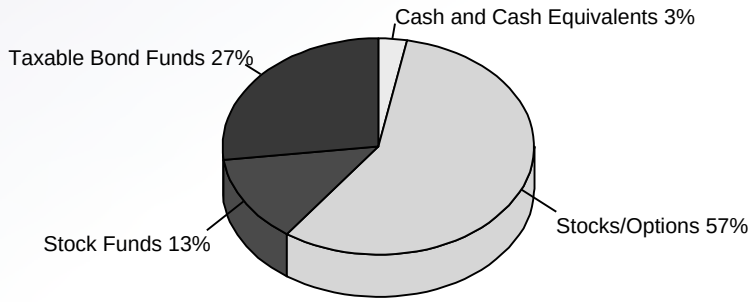
* Change in Value may include assets received in and/or delivered out.

INVESTMENT OBJECTIVE

Growth with Income

If you have any questions concerning your investment objective, or wish to make a change, please contact your Baird Financial Advisor.

ASSET ALLOCATION



HOME CARE ASSOCIATION OF WA
5727 BAKER WAY NW STE 200
GIG HARBOR WA 98332-5811

YOUR BAIRD FINANCIAL ADVISOR

Bill MacGeorge
Telephone: (206) 664-8850

Office Servicing Your Account
925 Fourth Ave Ste 3600
Seattle WA 98104

A Message from Baird

More than just investment advice, wealth management at Baird is about your big picture – identifying what's most important to you and building a plan that delivers on those priorities. No matter where you are now and where you'd like to go, your Baird Financial Advisor team will always be there helping you make smart plans for your future.

Portfolio Bulletin Board

Contact your Baird Financial Advisor if you are interested in investment alternatives.

Account Protection

Assets in your Baird account are protected by SIPC, subject to applicable limits. Baird provides additional coverage in excess of SIPC limits through an insurance policy with Lloyd's of London. Your balances in the bank deposit account are insured by the FDIC subject to applicable limits. For more information on FDIC insurance, please see rwbaird.com/cashsweeps.

Robert W. Baird & Co. Incorporated
777 East Wisconsin Avenue Milwaukee, WI 53202-5391

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ASSET SUMMARY

	Value as of January 31, 2023				Gains/(-)Losses		
				% of		Realized	
	At Baird	Not at Baird	Total	Assets *	Unrealized	This Period	Year-to-Date
Cash	46.20		46.20	0.03%			
Money Market/Bank Deposit	4,333.63		4,333.63	2.83%			
Margin							
Cash and Cash Equivalents	**$4,379.83**		**$4,379.83**	**2.86%**			
Stocks/Options	86,094.11		86,094.11	56.23%	11,782.51		
Stock Funds	20,607.16		20,607.16	13.46%	5,901.72		
Preferred Stocks							
Balanced Funds							
Tax-Exempt Bonds							
Tax-Exempt Bond Funds							
Taxable Bonds							
Taxable Bond Funds	42,023.24		42,023.24	27.45%	-3,730.10		
Unit Investment Trusts							
Annuities							
Baird Capital							
Other Investments							
Portfolio Assets	**$148,724.51**		**$148,724.51**	**97.14%**	**$13,954.13**	**$0.00**	**$0.00**
Total Assets	**$153,104.34**		**$153,104.34**	**100.00%**	**$13,954.13**	**$0.00**	**$0.00**

INCOME & DISTRIBUTION SUMMARY **

		This Period	Year-to-Date
Dividends	Tax-Exempt		
	Taxable - Qualified	79.20	79.20
	Taxable - Non-Qualified	46.20	46.20
Interest	Tax-Exempt		
	Taxable	5.99	5.99
Capital Gain Distributions			
Return of Principal			
Other			
Total Income and Distributions		**$131.39**	**$131.39**

TAX INFORMATION SUMMARY

		This Period	Year-to-Date
Accrued Interest Paid	Tax-Exempt		
	Taxable		
Accrued Interest Received	Tax-Exempt		
	Taxable		
Gross Proceeds			
Federal Withholding			
Foreign Taxes Paid			
Margin Interest Charged			

* Please note "% of Assets" figures are shown gross of any amounts owed to Baird and/or net short positions.

** Certain distributions made in the current year that are reported in the prior year and/or taxable non-cash transactions may cause a difference in totals between the Income and Distribution Summary and Activity Summary tables.

ASSET DETAILS

This section shows the cash, cash equivalents and/or securities in your account. It reflects market values as of the close of business, January 31, 2023.
Please note, unrealized gain/loss is being prepared for informational purposes only and should not be used for tax preparation without the assistance of your tax advisor.
Cumulative Investment Return on funds and unit investment trusts is provided for informational purposes only to assist you in comparing the total current value of your position with your total amount invested, excluding reinvestment activity. Cumulative Investment Return may be misstated if any cost information is inaccurate or if you have sold part of your position since your original investment.

CASH AND CASH EQUIVALENTS

Any balances reflected in this section held in a bank deposit account or in shares of money market mutual funds may be liquidated at your request and the proceeds returned to your account or remitted to you. The bank deposit interest rate paid to you is based on household account values and determined by the negotiated interest rates paid by the participating banks after deducting fees paid to a third party for administering the cash sweep program and the compensation to Baird for offering and providing various services related to the program. Please visit www.rwbaird.com/cashsweepcomp and www.rwbaird.com/cashsweeps to learn more about Baird's compensation and the cash sweep program. There are several alternatives to consider regarding your idle cash, including those with a higher yield, and we encourage you to discuss them with your Financial Advisor.

	Current Value	*Cost*	*Unrealized Gain/(-)Loss**	*Anticipated Annualized Income*	*Current Yield %*
CASH	46.20	46.20			
FDIC INSURED DEPOSIT MULTI-BANK	4,333.63	4,333.63		68.30	1.58%

Net yield from 01/01/23 - 01/31/23 was 1.58%.

Deposits are insured by the FDIC up to $1,250,000 per depositor (or $2,500,000 for joint accounts).

Program Banks	*Current Value*
CITIBANK, N.A.	4,333.63

Total Cash and Cash Equivalents	**$4,379.83**	**$4,379.83**		**$68.30**	**1.56%**

PORTFOLIO ASSETS

	Symbol/CUSIP Bond Rating+	*Quantity*	*Current Price*	*Average Unit Cost*	*Current Value*	*Cost*	*Unrealized Gain/(-)Loss**	*Anticipated Annualized Income*	*Current Yield %*
Stocks/Options									
ABBVIE INC	ABBV	80	147.7500	97.0486	11,820.00	7,763.89	4,056.11	473.60	4.01%
ALASKA AIR GROUP INC	ALK	100	51.3400	65.5800	5,134.00	6,558.00	-1,424.00	N/A	N/A
DIVERSIFIED HEALTHCARE TRUST SBI	DHC	300	0.7914	23.6135	237.42	6,324.25***	-6,086.83	12.00	5.05%
EXPEDIA GROUP INC	EXPE	55	114.3000	128.5516	6,286.50	7,070.34	-783.84	N/A	N/A
ALERISLIFE INC	ALR	20	0.8040	3.7100	16.08	74.20	-58.12	N/A	N/A
RMR GROUP INC CL A	RMR	3	31.0200	11.8900	93.06	35.67	57.39	4.80	5.16%

ASSET DETAILS continued

	Symbol/CUSIP Bond Rating+	Quantity	Current Price	Average Unit Cost	Current Value	Cost	Unrealized Gain/(-)Loss*	Anticipated Annualized Income	Current Yield %
Stocks/Options continued									
RAYTHEON TECHNOLOGIES CORP	RTX	93	99.8500	82.4149	9,286.05	7,664.59	1,621.46	204.60	2.20%
SIX FLAGS ENTERTAINMENT CORP NEW	SIX	150	26.8500	56.0749	4,027.50	8,411.24***	-4,383.74	N/A	N/A
STARBUCKS CORP	SBUX	125	109.1400	14.2369	13,642.50	1,779.61	11,862.89	265.00	1.94%
UNITED PARCEL SERVICE INC CL B	UPS	60	185.2300	115.9950	11,113.80	6,959.70	4,154.10	364.80	3.28%
U S BANCORP DE NEW	USB	165	49.8000	43.2977	8,217.00	7,144.12	1,072.88	316.80	3.86%
VERIZON COMMUNICATIONS INC	VZ	150	41.5700	51.2033	6,235.50	7,680.50	-1,445.00	391.50	6.28%
WEYERHAEUSER CO	WY	290	34.4300	24.1176	9,984.70	6,845.49***	3,139.21	208.80	2.09%
Total Stocks/Options					**$86,094.11**	**$74,311.60**	**$11,782.51**	**$2,241.90**	**2.60%**
Stock Funds									
WASHINGTON MUTUAL INVESTORS CL F3	FWMIX								
REINVESTMENTS		385.902	53.4000	38.1066	20,607.16	14,705.41	5,901.72	449.30	2.18%
Total Stock Funds					**$20,607.16**	**$14,705.41**	**$5,901.72**	**$449.30**	**2.18%**
Taxable Bond Funds									
TEMPLETON GLOBAL INCOME FUND	GIM	1,500.000	4.4400	6.9267	6,660.00	10,390.10***	-3,730.10	594.00	8.92%
VANGUARD CASH RESERVES FEDL MONEY MARKET ADMIRAL CL	VMRXX	35,000.000	1.0000	1.0000	35,000.00	35,000.00	0.00	1,427.65	
REINVESTMENTS		363.240	1.0000	1.0000	363.24	363.24	0.00	15.17	
TOTAL		35,363.240	1.0000	1.0000	35,363.24	35,363.24	0.00	1,442.82	4.08%
CUMULATIVE INVESTMENT RETURN: $363.24					35,363.24	35,000.00			
Total Taxable Bond Funds					**$42,023.24**	**$45,753.34**	**-$3,730.10**	**$2,036.82**	**4.85%**
Total Portfolio Assets					**$148,724.51**	**$134,770.35**	**$13,954.13**	**$4,728.02**	**3.18%**

ASSET DETAILS continued

	Symbol/CUSIP Bond Rating+	Quantity	Current Price	Average Unit Cost	Current Value	Cost	Unrealized Gain/(-)Loss*	Anticipated Annualized Income	Current Yield %
Total Assets					**$153,104.34**	**$139,150.18**	**$13,954.13**	**$4,796.32**	**3.13%**

\+ Bond ratings of securities displayed on your statement were obtained from various rating services. There is no guarantee with respect to the accuracy of this information.

* Please note, "Unrealized Gain/(-)Loss" does not equal the total current value minus the total cost if any value or cost amounts are missing.

*** The original cost of this security has been adjusted to reflect principal payments, return of capital or amortization/accretion based on our records and/or provided by you.

ACTIVITY SUMMARY

Type of Activity	Activity	This Period	Year-to-Date
	Opening Balance - Cash and Cash Equivalents	**$4,609.72**	**$4,609.72**
Buy and Sell Transactions	Assets Sold/Redeemed		
	Assets Bought	-119.81	-119.81
Cash Deposits and Withdrawals	Deposits		
	Withdrawals		
Income and Distributions	Dividends	245.21	245.21
	Interest	5.99	5.99
	Capital Gain Distributions		
	Return of Principal		
	Other		
Margin Interest	Margin Interest Charged		
Cash Management Activity	Debit Card Activity		
	ACH/ATM Activity		
	Checks You Wrote		
Other	Asset Based Fees	-361.28	-361.28
	Other Transactions		
	Closing Balance - Cash and Cash Equivalents	**$4,379.83**	**$4,379.83**

ACTIVITY DETAILS

SUBACCOUNT ACTIVITY

Date	Activity	Quantity	Price	Description	Total	Cash	Money Market	Margin
	Opening Balance			**Total Opening Balance**	**$4,609.72**	**$44.40**	**$4,565.32**	**$0.00**
01/03/23	Purchase			FDIC INSURED DEPOSIT		-44.40	44.40	
01/03/23	Dividend			VANGUARD CASH RESERVES FEDL MONEY MARKET ADMIRAL CL	119.81	119.81		
01/03/23	Asset Bought-Reinv	119.8100		VANGUARD CASH RESERVES FEDL MONEY MARKET ADMIRAL CL REINVEST AT 1.000	-119.81	-119.81		
01/17/23	Asset Based Fee			FIA FEE BILL VAL 146,525.45 01/01/23 THRU 03/31/23	-361.28	-361.28		
01/17/23	Dividend			U S BANCORP DE NEW	79.20	79.20		
01/18/23	Sale			FDIC INSURED DEPOSIT		282.08	-282.08	
01/31/23	Interest			FDIC INSURED DEPOSIT	5.99	5.99		
01/31/23	Asset Bought-Reinv			FDIC INSURED DEPOSIT		-5.99	5.99	
01/31/23	Dividend			TEMPLETON GLOBAL INCOME FUND	46.20	46.20		
	Closing Balance			**Total Closing Balance**	**$4,379.83**	**$46.20**	**$4,333.63**	**$0.00**

INTERESTED PARTIES AND/OR SUPPORTING REPRESENTATIVE(S)

Your Supporting Representative(s) is (are):

ROBERT W BAIRD & CO INC
ADVISORY SERVICES

Thank you for allowing Robert W. Baird & Co. Incorporated to serve you.
Visit our Web site at www.rwbaird.com. Clients enrolled in Baird Online can access updated Account Information, Baird Research and Investing Tools including the latest market information, portfolio tracking and more. Please contact your Baird Financial Advisor with questions regarding Baird Online, your account or this statement.

Silent Auction Donation Form

Thank you for making a contribution to our Silent Auction! Your generous donation will help raise funds for our advocacy efforts through our PAC. Your donation may be tax deductible, so please consult your tax advisor for information.

DONOR INFORMATION		
Name:		
Title:		
Company:		
Address:		
City:	State:	Zip:
Phone:	Email:	

ITEM TO BE DONATED:

This description will be displayed with the item.

RESTRICTIONS:

If applicable

APPROXIMATE RETAIL VALUE:

SUBMISSION INFORMATION

- Please email (info@hcaw.org) this form to Carissa Linnane, HCAW Executive Director.
- Please deliver all items (unwrapped) to the below address by Tuesday, April 25th:

  Mailing Address:
  Home Care Association of Washington
  5727 Baker Way NW, Suite 200
  Gig Harbor, WA 98335

- Please send a brochure, poster or other promotional materials with your donation to be in included on the auction table.
- Please note that item(s) donated may be split up or packaged with other donated items at the discretion of the Auction Committee.