

Time: 5:00 pm – 6:30 pm

Location: WebEx

Voting Members Present: D. Lafreniere MD, G. Kuchel, MD, S. Levine, MD, P. Luthra MD, I. Moss MD, S. Scippa MD, R. Simon MD

Non-Voting Members Present: J. Geoghegan, C. Hyers, A. Keilty

Clinical Council Subcommittee Present: T. Agresta MD, S. Allen MD, R. Andrews MD, E. Ballesteros MD, J. Greenfield MD, J. Hines MD, B. Liang MD, D. McFadden MD, E. Mortensen MD, D. Stanley MD, L. Wolansky MD,

Guests: D. Hayes, K. Parham, G. Sznaj, M. Thomas

Dr. Lafreniere called the meeting to order at 5:03 pm.

- The minutes for the June 27, 2023 meeting were reviewed and approved as written.
- Faculty Requests
 - Department of Medicine
Division of Endocrinology
Assistant Professor / Clinical
New/Replacement – 0.28 Clinical FTE UMG
Approved
 - Department of Medicine
Division of General Medicine
Assistant Professor / Clinical
Replacement – Siji Wang, MD .03 FTE UMG
Approved
 - Department of Medicine
Division of Family Medicine
Assistant Professor / Clinical
FTE Increase – Fonda Gravino, MD
Approved

- Financial Update

Mr. Geoghegan reported that the budget passed by the Legislature for FY25 reduces State support by over 40 million dollars. The state wants us to be less reliance on them. When passing the 2 year's budget, they actually have a reduction for the FY25.

So going throughout in FY24 we will be doing a financial improvement plan, that plan will be focusing on a couple of things: #1 the items recurring year over year, were can get savings on positions and/or contracts that will actual roll into FY25 that is going to be the goal and #2 looking at new revenue streams. Mr. Geoghegan is working with Mr. Hyers and the group on this, and even if we will be going into new location, new activities will be seen on the campus. Capital investment such as like opening the second hybrid room. High level FY23 was excellent, we are going to use surplus those dollars in FY23 to balance FY24 our focus and plan is going to be on FY25 and beyond as we work with the state to find out what this new norm of state support is going to be.

Stats/Highlights

Mr. Sznaj reported preliminary FY23 was definitely a growth year as overall we gained about 8 clinical FTE's. So overall we are looking at 2% or \$1.5 million dollars better than budget.

Mr. Sznaj reviewed a couple of Strata dashboards that he put together. We are definitely seeing the growth. He noted that managed Medicare has been increasing year over year. Overall, we are about 64% Government payers, that's anything that is Medicare/Medicaid. When we are looking at these numbers FY23 is about 7% ahead of FY22.

- Business Development Updates

Mr. Hyers reported the three items that he shared with the group previously are relatively on track. the opening of the 5 Munson Imaging Center which brings us a new CT, MR, and a variety of other things in a non-hospital setting is on track for some time in January. Dr. Wolansky and his team have really begun to get involved with regards to how the flows will work and the IT kickoff has begun. We have about 6 months to get this up and running.

Re: Wound Center, Mr. Hyers informed the group that we have now begun awarding bids, doing contracting, knocking walls down and the construction is scheduled for a January launch. Wound Care has a series of on-site intense kick-off meetings next week, including the first attempt at recruiting some of the physician panel. Most of the specialties that are needed been needed have stepped up and/or have sent representatives and we are getting valuable feedback. Wound Care and Hyperbaric, according to campus planning, is supposed to open sometime in January.

Home infusion project a lot of work going on around accreditation and around getting the links out in the community. October looks like the target date just because of the accrediting bodies, licenses, application etc.

With regards to FY25, Chris would encourage everyone to approach him for ideas for increasing revenue for FY2025. Any outreach opportunities that you would like to start working on please reach out.

OR

Dr. Lafreniere commented that the OR has been hiring. There are five new RN's down in the surgery center, and additional ones up the hill. Dr. Lafreniere was able to do seven cases yesterday he had a great team, and it was very encouraging. But as we are continuing to hire proceduralist, Dr. Lafreniere can envision a time when all the rooms are running, and we still will need more space in the OR. In the past we talked about a surgery center relationship. From a surgical perspective, we all think we will need that space.

Mr. Hyers – Monitoring the OR volume. As it comes to the use of other surgery centers, due to being bound by some confidentiality agreements, cannot discuss at this time. But in the coming month or two, we have some things to begin talking about and ways we might be partnering with other additional surgery sites to get places for the surgeons to work.

The meeting was adjourned 6:00 pm.

Respectfully Submitted,
Michelle Thomas