

**TRI-CITY HEALTHCARE DISTRICT
AGENDA FOR A REGULAR MEETING
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE
March 20, 2018
12:30-3:30
Assembly Room 2
Tri-City Medical Center
4002 Vista Way, Oceanside, CA 92056**

The Committee may make recommendations on any of the items listed below, unless the item is specifically labeled "Informational Only"

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
1.	Call to Order	1 min.	Chair
2.	Approval of Agenda	2 min.	Chair
3.	Public Comments-Announcement Comments may be made at this time by members of the public on any item on the Agenda before the Committee's consideration of the item or on any matter within the jurisdiction of the Committee. NOTE: During the Committee's consideration of any Agenda item, members of the public also have the right to address the Committee at that time regarding that item.	2 min.	Chair
4.	Ratification of minutes – February 13, 2018	2 min.	Standard
5.	Old Business		
6.	New Business		
	a) Community Member Recognition: • Mr. Steve Harrington	2 min.	Chair
7.	Consideration of Consent Calendar-(All items will be approved with a single motion, unless pulled for discussion)	30 min.	Chair
	a) Abbott / St. Jude Medical – Product Purchase Commitment Proposal <i>Motion: Request approval of the agreement with Abbott/St. Jude Medical for a term of 48 months, beginning April 1, 2018 and ending March 31, 2022 for an expected annual cost of \$2,435,489, and an expected total cost for the term of \$9,741,956.</i>		Eva England
	b) Physician Agreement for ED On-Call Coverage – Neurology • Abigail Lawler, M.D. <i>Motion: Request approval to add Abigail Lawler M.D. to the currently existing ED On-Call Coverage Panel for Neurology for a term of 3 months, beginning April 1, 2018 and ending June 30, 2018.</i>		Sherry Miller
	c) Physician Agreement for Covering Physician – Inpatient Wound Care • Sharon Slowik, M.D. <i>Motion: Request approval to authorize Dr. Sharon Slowik as the Coverage Physician for Inpatient Wound Care for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.</i>		Sharon Schultz

NOTE: This meeting is also called and noticed as a meeting of the Board, but shall be conducted as an Administrative and Finance Committee meeting. Members of the Board who are not members of the Committee may attend the entire meeting, but shall not otherwise directly participate or vote on any item. The Committee shall take no final actions, but may make recommendations to be considered at a future meeting of the Board as to any item on the agenda, including information items. All public documents provided to the committee or Board for this meeting including materials related to an item on this agenda and submitted to the Board of Directors within 72 hours prior to this meeting may be reviewed at the District Offices located at 4002 Vista Way, Oceanside, CA 92056 in the office of the Executive Assistant during normal business hours.

Note: If you have a disability, please notify us at 760-940-7323 at least 48 hours prior to the meeting so that we may provide reasonable accommodations.

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
	d) Physician Agreement for Covering Physician – Inpatient Wound Care <ul style="list-style-type: none"> Henry Showah, M.D. <i>Motion: Request approval to authorize Dr. Henry Showah as the Coverage Physician for Inpatient Wound Care for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.</i>		Sharon Schultz
	e) Physician Agreement for Covering Physician – Outpatient Wound Care/HBO Center <ul style="list-style-type: none"> Sharon Slowik, M.D. <i>Motion: Request approval to authorize Dr. Sharon Slowik as the Coverage Physician for Outpatient Wound Care/HBO for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.</i>		Sharon Schultz
	f) Physician Agreement for Covering Physician – Outpatient Wound Care/HBO Center <ul style="list-style-type: none"> Henry Showah, M.D. <i>Motion: Request approval to authorize Dr. Henry Showah as the Coverage Physician for Outpatient Wound Care/HBO for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.</i>		Sharon Schultz
8.	Financials	10 min.	Ray Rivas
9.	Work Plan	10 min.	
	a) Wellness Center, (bi-monthly)		Scott Livingstone
	b) Meaningful Use, (semi-annual)		Mark Albright
	c) Crisis Stabilization Unit (CSU), (bi-monthly)		Sharon Schultz
	d) Dashboard		Ray Rivas
10.	Comments by committee members	2 min.	Chair
11.	Date of next meeting: April 17, 2018	2 min.	Chair
12.	Community Member Openings: (0)	2 min.	Chair
13.	Adjournment		
	Total Budget Time for Meeting	1 hr. 5 min.	

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**Tri-City Medical Center
Finance, Operations and Planning Committee Minutes
February 13, 2018**

Members Present	Director Cyril Kellett, Director Laura Mitchell, Dr. Marcus Contardo, Dr. Mark Yamanaka, Dr. Jeffrey Ferber. Steve Harrington, Wayne Lingenfelter
Non-Voting Members Present:	Steve Dietlin, CEO, Ray Rivas, CFO, Sharon Schultz, CNE, Carlos Cruz, CCO, Susan Bond, General Counsel
Others:	Jane Dunmeyer, David Bennett, Thomas Moore, Jeremy Raimo, David Benitez, Eva England, Joni Penix, Charlene Carty, Barbara Hainsworth
Members Absent:	Director Julie Nygaard, Director Leigh Anne Grass, Dr. Gene Ma, Scott Livingstone

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Kellett called the meeting to order at 12:31 p.m.	In Director Nygaard's absence, Director Kellett will chair this meeting.	
2. Approval of Agenda		MOTION It was moved by Dr. Contardo, Dr. Yamanaka seconded, and it was unanimously approved to accept the agenda of February 13, 2018.	
3. Comments by members of the public on any item of interest to the public before committee's consideration of the item.	Director Kellett read the paragraph regarding comments from members of the public.		Director Nygaard
4. Ratification of minutes of January 16, 2018	Minutes were ratified.	Minutes were ratified. MOTION It was moved by Dr. Contardo, Dr. Yamanaka seconded, that the minutes of January 16, 2018 are to be unanimously approved, with Director Mitchell and Drs. Yamanaka and Ferber abstaining from the vote.	
5. Old Business			
6. New Business			

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
a. Introduction of New Committee Member: <ul style="list-style-type: none"> • Dr. Jeffrey Ferber 	Director Kellett welcomed Dr. Ferber to the Finance, Operations and Planning Committee.		Chair
7. Consideration of Consent Calendar:	Mr. Lingenfelter requested that the following item be pulled for discussion: 7.c. Locum Tenens Contracts for Crisis Stabilization Unit (CSU)	MOTION Director Mitchell moved to approve the Consent Calendar minus the item pulled. Mr. Lingenfelter seconded the motion. Members: AYES: Kellett, Mitchell, Contardo, Yamanaka, Ferber, Harrington, Lingenfelter NOES: None ABSTAIN: None ABSENT: Nygaard, Grass, Ma	David Benitez
a. Policy Review: <ul style="list-style-type: none"> • Prior Authorization for Non-Emergency Services for HMO/PPO Patients, #8610-213 • Audits for Third Party Insurance, #8610-255 • Medi-Cal Treatment Authorization Request (TAR) Requirements, #8610-268 		Approved via Consent Calendar	David Benitez Joni Penix David Benitez
b. Managed Resources, Inc. Proposal		Approved via Consent Calendar	Joni Penix
c. Locum Tenens Contracts for Crisis Stabilization Unit (CSU)	Mr. Lingenfelter requested that this item be pulled for discussion as the write-up reflects that this agreement has not been budgeted. Ray Rivas clarified that the funds for a portion of this agreement have been budgeted, but are actually	MOTION It was moved by Director Mitchell, seconded by Mr. Lingenfelter to approve the agreement with Locum Tenens vendors, with flexibility to add or delete agencies, for supplemental physician staffing of	Sharon Schultz

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible																						
<p>d. Physician Recruitment Proposal</p> <ul style="list-style-type: none"> Anitha Rajamanickam, M.D. 	<p>designated in a different category. Sharon Schultz conveyed that the cost amounts are estimates based on the anticipated usage of locum tenens staffing. The rates range from \$235-\$315 per hour, dependent on the shift and overtime. She further explained that work is being undertaken with UCSD on a contract for Telemedicine, which will provide the coverage for nights and weekends. The intent is to keep the current TCMC per diem nurse practitioners on contract for emergencies.</p>	<p>allied health providers for a 4 month term, beginning March 1, 2018 and ending June 30, 2018, for a total expected cost for the term of \$660,000.</p> <p>Members: AYES: Kellett, Mitchell, Contardo, Yamanaka, Ferber, Harrington, Lingenfelter NOES: None ABSTAIN: ABSENT: Nygaard, Grass, Ma</p>	<p>Jeremy Raimo</p>																						
<p>8. Financials:</p>	<p>Ray Rivas presented the financials ending January 31, 2018 (dollars in thousands)</p> <p><u>TCHD – Financial Summary</u></p> <table border="0"> <tr> <td><u>Fiscal Year to Date</u></td> <td></td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 210,391</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 218,960</td> </tr> <tr> <td>EBITDA</td> <td>\$ 3,700</td> </tr> <tr> <td>EROE</td> <td>\$ (5,415)</td> </tr> </table> <p><u>TCMC – Key Indicators</u></p> <table border="0"> <tr> <td><u>Fiscal Year to Date</u></td> <td></td> </tr> <tr> <td>Avg. Daily Census</td> <td>176</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>66,680</td> </tr> <tr> <td>Surgery Cases</td> <td>3,761</td> </tr> <tr> <td>Deliveries</td> <td>1,391</td> </tr> <tr> <td>ED Visits</td> <td>36,660</td> </tr> </table>	<u>Fiscal Year to Date</u>		Operating Revenue	\$ 210,391	Operating Expense	\$ 218,960	EBITDA	\$ 3,700	EROE	\$ (5,415)	<u>Fiscal Year to Date</u>		Avg. Daily Census	176	Adjusted Patient Days	66,680	Surgery Cases	3,761	Deliveries	1,391	ED Visits	36,660	<p>Approved via Consent Calendar</p>	<p>Ray Rivas</p>
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	<p>TCHD – Financial Summary</p> <table border="0"> <tr> <td>Current Month</td> <td></td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 31,517</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 33,369</td> </tr> <tr> <td>EBITDA</td> <td>\$ 81</td> </tr> <tr> <td>EROE</td> <td>\$ (1,242)</td> </tr> </table> <p>TCMC – Key Indicators</p> <table border="0"> <tr> <td>Current Month</td> <td></td> </tr> <tr> <td>Avg. Daily Census</td> <td>211</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>10,721</td> </tr> <tr> <td>Surgery Cases</td> <td>541</td> </tr> <tr> <td>Deliveries</td> <td>209</td> </tr> <tr> <td>ED Visits</td> <td>5,201</td> </tr> </table> <p>TCMC - Net Patient A/R & Days in Net A/R By Fiscal Year</p> <table border="0"> <tr> <td>Net Patient A/R Avg.</td> <td>\$ 45.6</td> </tr> <tr> <td>(in millions)</td> <td></td> </tr> <tr> <td>Days in Net A/R Avg.</td> <td>49.1</td> </tr> </table> <p>Graphs:</p> <ul style="list-style-type: none"> • TCMC-Net Days in Patient Accounts Receivable • TCMC-Average Daily Census, Total Hospital-Excluding Newborns • TCMC-Adjusted Patient Days • TCMC-Acute Average Length of Stay 	Current Month		Operating Revenue	\$ 31,517	Operating Expense	\$ 33,369	EBITDA	\$ 81	EROE	\$ (1,242)	Current Month		Avg. Daily Census	211	Adjusted Patient Days	10,721	Surgery Cases	541	Deliveries	209	ED Visits	5,201	Net Patient A/R Avg.	\$ 45.6	(in millions)		Days in Net A/R Avg.	49.1		
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<p>9. Work Plan:</p> <p>a. Tri-City Real Estate Holding & Management, LLC (<i>annual</i>)</p>	<p>Ray Rivas conveyed that the properties within this LLC have either been sold or financing requirements satisfied. The LLC is to be dissolved, and therefore this will be the last report pertaining to this item.</p>		Ray Rivas																												

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
b. Accountable Care Organization (ACO) (annual)	Steve Dietlin detailed that TCMC's ACO will to be dissolved, and the projected plan is to partner with UCSD in their ACO.		Scott Livingstone
c. Dashboard	No discussion		Ray Rivas
10. Comments by committee members			
11. Date of next meeting	Tuesday, March 20, 2018		Chair
12. Community Openings (0)			
13. Adjournment	Meeting adjourned 12:50 p.m.		

Finance, Operations and Planning Committee

Date of Meeting: March 20, 2018

Community Member Recognitions:

- Mr. Steve Harrington

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: March 20, 2018
Abbott / St. Jude Medical – Product Purchase Commitment Proposal

Type of Agreement		Medical Directors		Panel	X	Other: Product Purchase Commitment
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Abbott / St. Jude Medical
Area of Service: Cardiac Catheterization Lab
Term of Agreement: 48 months, Beginning, April 1, 2018 – Ending, March 31, 2022

Maximum Totals:

Committed Annual Cost	Committed Total Term Cost
\$2,435,489	\$9,741,956

Description of Services/Supplies:

- This proposal includes a 15% savings on all Cardiac Rhythm Management (CRM) implants
- 95% dual vendor commitment
- Current TCMC annual spend for all CRM \$3,716,000
- Current TCMC annual spend for Abbott/St. Jude \$2,075,000 (CRM & EP Equipment)
- 4 year Commitment includes “No Capital outlay EP equipment” (2 systems Cost @ \$444,526)
- Shift from 4 CRM vendors to 2 CRM vendors
- Cost commitment includes all Abbott/St. Jude EP Equipment – Annual Spend \$597,000

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Eva England, Service Line Administrator, Cardiovascular Service Line / Scott Livingstone, Chief Operating Officer

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Abbott/St. Jude Medical for a term of 48 months, beginning April 1, 2018 and ending March 31, 2022 for an annual cost of \$2,435,489, and an total cost for the term of \$9,741,956.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: March 20, 2018
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE - Neurology

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

Physician's Name: Abigail Lawler, M.D.

Area of Service: Emergency Department On-Call: Neurology

Term of Agreement: 3 months, Beginning, April 1, 2018 – Ending, June 30, 2018

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Maximum Totals: For entire Current ED On-Call Area of Service Coverage: Neurology
 New physician to existing panel, no increase in expense

Rate/Day	Current Panel Days per Year	Current Panel Annual Cost
\$740	365	\$270,100
	Total:	\$270,100

Position Responsibilities:

- Provide 24/7 patient coverage for all Neurology specialty services in accordance with Medical Staff Policy #8710-520 (Emergency Room Call: Duties of the On-Call Physician)
- Complete related medical records in accordance with all Medical Staff, accreditation, and regulatory requirements.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Sherry Miller, Manager, Medical Staff Services /
 Scott Livingstone, Chief Operating Officer

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors add Abigail Lawler M.D. to the currently existing ED On-Call Coverage Panel for Neurology for a term of 3 months, beginning April 1, 2018 and ending June 30, 2018.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: March 20, 2018
PHYSICIAN AGREEMENT for Covering Physician - Inpatient Wound Care

Type of Agreement	X	Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Sharon Slowik, M.D.

Area of Service: Inpatient Wound Care

Term of Agreement: 12 months, Beginning, May 1, 2018 - Ending, April 30, 2019

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Rate/Hour	Hours per Month	Hours per Year	Cost per Month	12 month (Term) Cost
\$180	20	240	\$3,600	\$43,200

Position Responsibilities:

- Provide supervision for the clinical operation of the Inpatient Wound Care Team
- Provide staff education to improve outcome of care
- Resolve conflicts that are intra-departmental or inter-departmental in nature to ensure or improve timeliness of patient treatment and intervention
- Ensure that services provided are in compliance with regulatory standards
- Participate in Quality Assurance and Performance Improvement activities
- Timely communication with primary care physicians and/or other community health resources
- Documentation: Full and timely documentation for all patients. Comply with all legal regulatory, accreditation, Medical Staff and billing criteria, including applying Medicare guidelines, including, Title 1X for admission and discharge decisions
- Utilization Review, Quality Improvement: Actively participate in hospital and Medical Staff utilization review, quality, performance improvement and risk programs

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Sharon Schultz, Chief Nurse Executive

Motion: I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize Dr. Sharon Slowik as the Coverage Physician for Inpatient Wound Care for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: March 20, 2018
PHYSICIAN AGREEMENT for Covering Physician - Inpatient Wound Care

Type of Agreement	X	Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Henry Showah, M.D.

Area of Service: Inpatient Wound Care

Term of Agreement: 12 months, Beginning, May 1, 2018 - Ending, April 30, 2019

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Rate/Hour	Hours per Month	Hours per Year	Cost per Month	12 month (Term) Cost
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Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Sharon Schultz, Chief Nurse Executive

Motion: I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize Dr. Henry Showah as the Coverage Physician for Inpatient Wound Care for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: March 20, 2018
PHYSICIAN AGREEMENT for Covering Physician - Outpatient Wound Care/HBO Center

Type of Agreement	X	Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Sharon Slowik, M.D.
Area of Service: Outpatient Wound Care/HBO
Term of Agreement: 12 months, Beginning, May 1, 2018- Ending, April 30, 2019
Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Rate/Hour	Hours per Month	Hours per Year	Cost per Month	12 month (Term) Cost
\$180	20	240	\$3,600	\$43,200

Position Responsibilities:

- Provide supervision of staff and patients undergoing HBO
- Provide staff education to improve outcome of care
- Resolve conflicts that are intra-departmental or inter-departmental in nature to ensure or improve timeliness of patient treatment and intervention
- Ensure that services provided are in compliance with regulatory standards
- Design Quality Assurance and Performance Improvement program.
- Creates criteria for medical audits
- Timely communication with primary care physicians and/or other community health resources
- Audits patient care and records of care for opportunities in case delivery
- Documentation: Full and timely documentation for all patients. Comply with all legal regulatory, accreditation, Medical Staff and billing criteria, including applying Medicare guidelines, including, Title 1X for admission and discharge decisions
- Utilization Review, and QAPI: Actively participate in Hospital's Medical Staff utilization review, quality, performance improvement and risk programs.
- Attends monthly QAPI meetings

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Sharon Schultz, Chief Nurse Executive

Motion: I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize Dr. Sharon Slowik as the Coverage Physician for Outpatient Wound Care/HBO for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.

FINANCE, OPERATIONS & PLANNING COMMITTEE
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Type of Agreement	X	Medical Directors	X	Panel		Other:
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Physician's Name: Henry Showah, M.D.
Area of Service: Outpatient Wound Care/HBO
Term of Agreement: 12 months, Beginning, May 1, 2018 - Ending, April 30, 2019
Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

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Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

Person responsible for oversight of agreement: Sharon Schultz, Chief Nurse Executive

Motion: I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize Dr. Henry Showah as the Coverage Physician for Outpatient Wound Care/HBO for a term of 12 months from May 1, 2018, and ending April 30, 2019. Not to exceed an average of 20 hours a month, at an hourly rate of \$180 for a total cost for the term of \$43,200.

**Finance, Operations and Planning Work Plan
Program Tracking Schedule
FY2018
March 20, 2018**

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar 2017	Apr	May	June	Responsible Party
Wellness Center (Bi-Monthly) , (Since 2009) (Changed from quarterly to bi-monthly, January 2018)	•		•		•		•		•		•		Scott Livingstone
Physician Recruitment Tracking (Annual) , (Since 2009)												•	Jeremy Raimo
Finance, Operations and Planning Charter, (Annual)										2020			Chair
Construction Report, (Quarterly)	•			•			•			•			Scott Livingstone
Infusion Center, (Annual) (Report quarterly until Oct. 2015 then annual)				•									Sharon Schultz
ED Throughput, (Quarterly) (Changed from bi-monthly to quarterly, January 2018)	•			•			•			•			Candice Parras
Meaningful Use, (Semi-Annual) (Begin reporting September 2015 for one year then semi-annually)			•						•				Mark Albright
Medical Director – Surgery (Semi-Annual) (Began reporting in July 2015)				•						•			Debra Feller / Mary Diamond
IT Physician Liaison (Semi-Annual) (Began reporting in July 2016)	•						•						Mark Albright

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar 2017	April	May	June	Responsible Party
Institutes Update (Annual): <ul style="list-style-type: none"> • Cardiovascular • Neuroscience • Orthopaedic (Added August 2016, began reporting August 2017)		•											Jeremy Raimo
PRIME Update (Annual): (Timeline pending for update)													Scott Livingstone
Crisis Stabilization Unit (CSU) Update (Bi-Monthly): (Changed from semi-annual to bi-monthly, December 2017) (Added January 2017, begin reporting July 2017)	•		•		•		•		•		•		Sharon Schultz
Institute for Clinical Effectiveness (Semi-Annual): (Added July 2017, begin reporting January 2018) Timeline pending													Jeremy Raimo
Dashboard		•	•	•	•	•	•	•	•	•	•	•	Ray Rivas



Tri-City Medical Center

9.a.

ADVANCED HEALTH CARE...FOR **YOU**

Tri-City Wellness & Fitness Center Business Brief

Finance, Operations & Planning Committee
March 20, 2018

Scott Livingstone, R.N., B.S.N., J.D., A.C.M.



Tri-City Medical Center

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Tri-City Wellness

- Two key objectives identified by district leadership in August 2017:
 - **Objective 1** – *Grow Membership*
 - **Objective 2** – *Decrease financial losses*



Tri-City Wellness

- **Objective 1** – *Grow Membership:*
 - Membership growth of ~11% from 3,400 in August 2017 to 3,775 members by February 2018
 - Anticipate record membership of 3,862 by close of March, 2018
- **Objective 2** – *Decrease Financial Losses*
 - Please see next slide . . .



Wellness Complex - All Departments Combined

FY18 Profit & Loss

	FY 2018					FY 18 YTD TOTAL	FY 18 YTD Budget	
	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			Dec-17
Gross Revenue	\$628,373	\$732,511	\$677,976	\$723,814	\$721,073	\$637,108	\$4,120,855	\$4,084,567
Deductions	(241,325)	(309,530)	(286,231)	(300,329)	(298,215)	(249,085)	(1,684,714)	(1,697,237)
Net Operating Revenue	387,048	422,981	391,745	423,486	422,858	388,023	2,436,140	2,387,330
<u>Operating Expense</u>								
Salaries	56,885	61,126	64,390	67,494	61,792	59,800	371,486	370,653
Benefits (at 24.50%)	13,937	14,976	15,775	16,536	15,139	14,651	91,014	90,810
Supplies	11,400	16,695	6,278	20,012	15,164	9,138	78,687	80,402
Purchased Services	245,591	282,339	251,053	278,204	285,128	286,238	1,628,552	1,454,959
Professional/Medical Fees	6,451	5,476	6,970	5,561	7,252	6,229	37,939	31,516
Repairs & Maintenance	1,588	15,814	18,911	7,120	10,575	11,071	65,080	57,187
Utilities	38,724	34,165	41,106	40,924	31,286	33,566	219,771	201,419
Rent - Equipment	7	23	23	71	334	71	529	299
Depreciation - Equipment	26,687	26,687	26,687	26,687	26,687	26,687	160,123	160,123
Other Expenses	810	6,690	5,800	2,769	109,003	35,453	160,525	213,497
Total Operating Expenses	402,080	463,992	436,993	465,378	562,361	482,903	2,813,708	2,660,865
Contribution Margin	(\$15,032)	(\$41,011)	(\$45,249)	(\$41,892)	(\$139,503)	(\$94,880)	(\$377,568)	(\$273,535)



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Questions?



Tri-City Medical Center

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9.b.

Meaningful Use Update

FINANCE, OPERATIONS & PLANNING COMMITTEE
MARCH 20, 2018



Meaningful Use Phases

Stage 1 – 2011 to 2012 (Complete)

- ✓ Data capture and sharing

Stage 2 – 2014 to 2017 (3rd Attestation Complete)

- ✓ Advance clinical processes

Stage 3 – 2018 (Potential to Attest 2/19)

- ✓ Improved outcomes

Note: May attest to modified Stage 2 vs. Stage 3 in 2019



MU Stage 3 Objective Roadmap

- EHR Must Meet 2015 Edition Certification Criteria ✓
- Protect Patient Health Information (Annual Security Assessment) 2017 complete ✓
- ePrescribe (Generate/Send > 25%) ✓
- Patient Electronic Access to Health Info (> 50%)
- Patient-Specific Education (> 5%)
- Coordination of Care/Patient Engagement (> 5%)
- Health Information Exchange/Send & Receive (>10%)
- Clinical Information Reconciliation (>50%)
- Public Health Reporting (Public Registries) ✓



MU 3 Incentives = Penalty Avoidance

- Failure to Attest Penalty
 - Penalty = reduction to the annual CMS market basket updates
 - Penalties are based on a 2 year look back
 - Penalty applied in 2020 for failure to attest in 2018
 - Penalties are cumulative
- TCMC's estimated risk = **\$1,620,721**



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Thank You . . .



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9.c.

Crisis Stabilization Unit Report

FINANCE, OPERATIONS & PLANNING COMMITTEE

MARCH 20, 2018

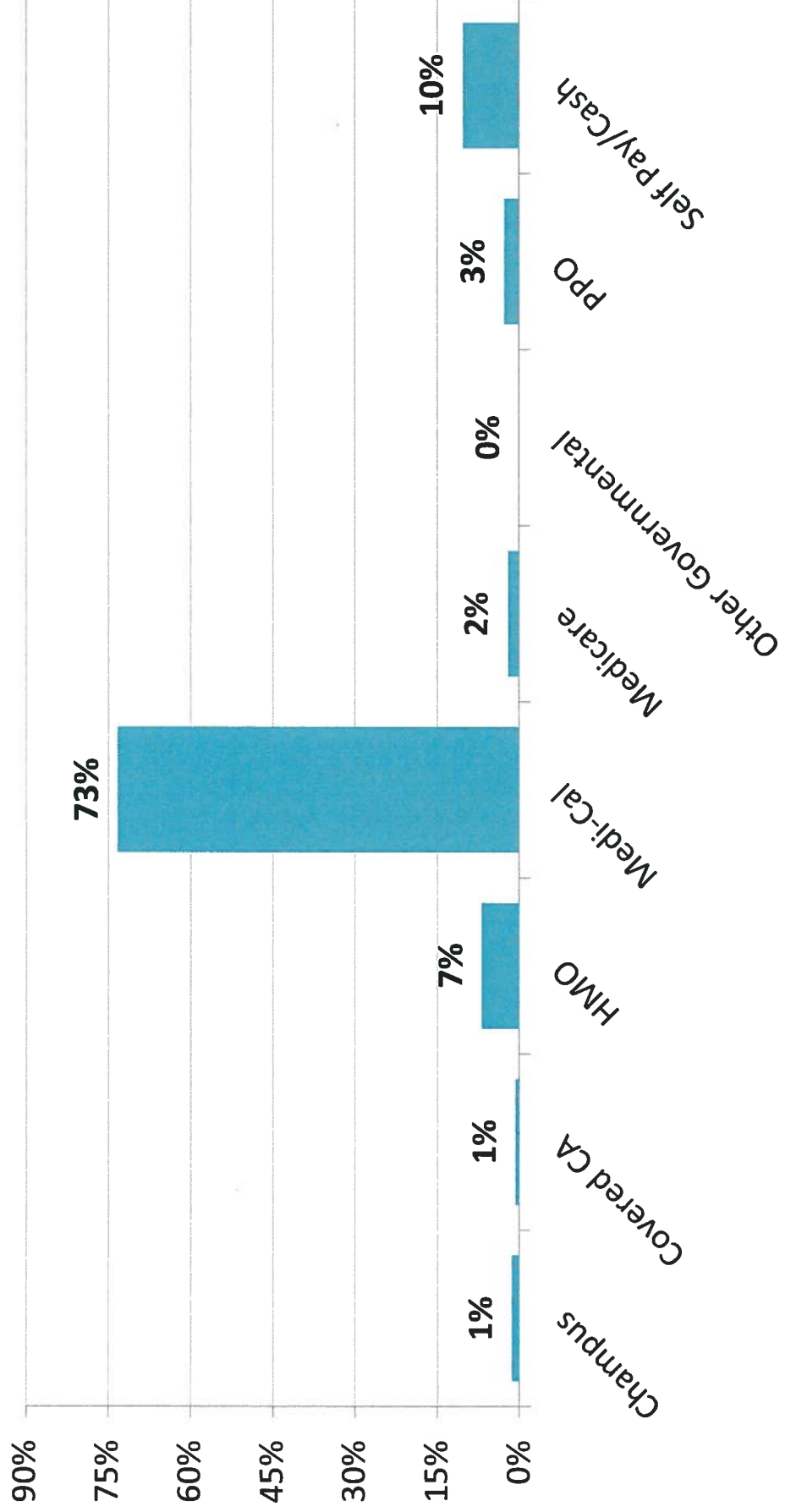
January - February 2018



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CSU Payer Mix - 01/01/18 - 01/28/18

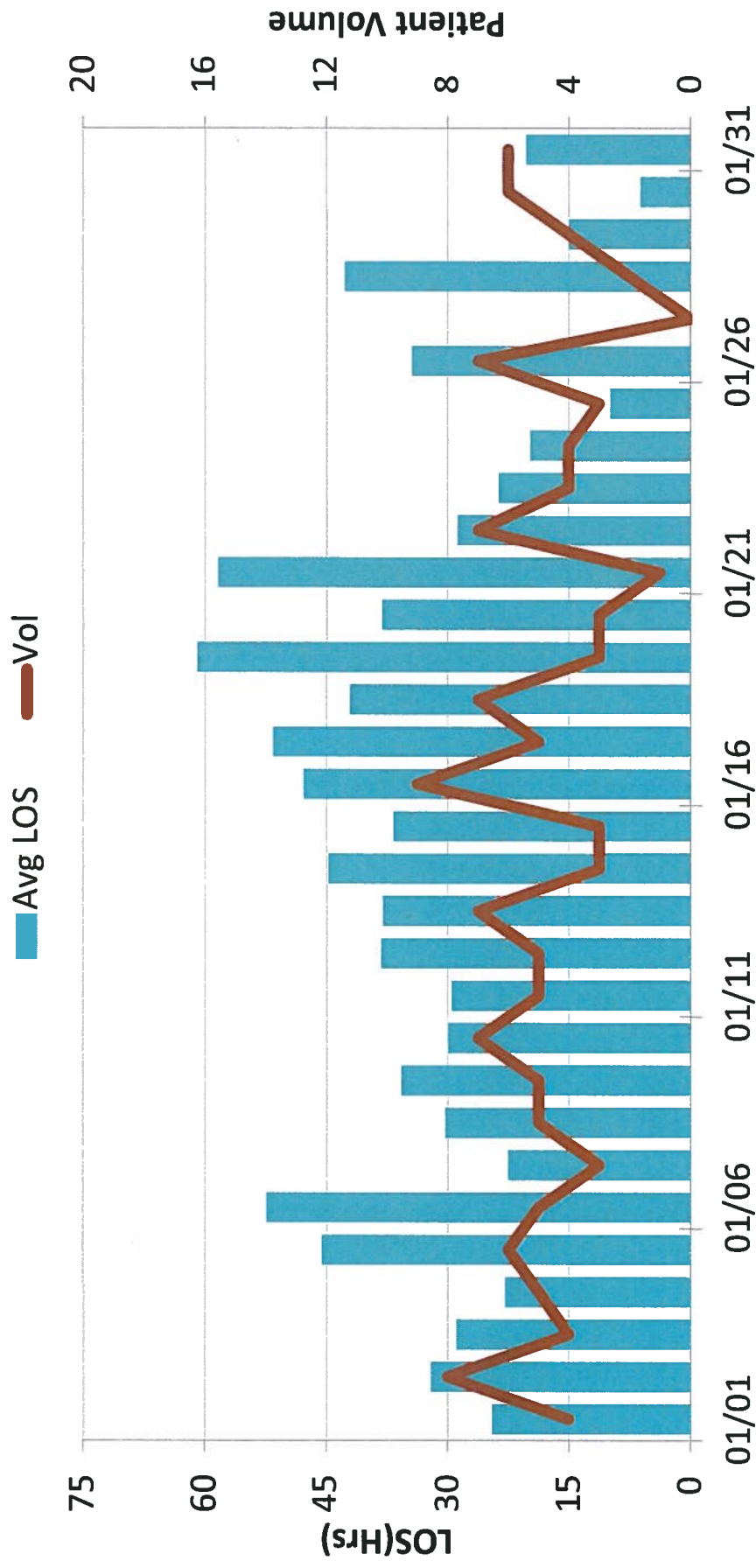




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CSU Overall Admission Volume & Average LOS 01/01/2018 – 01/31/2018



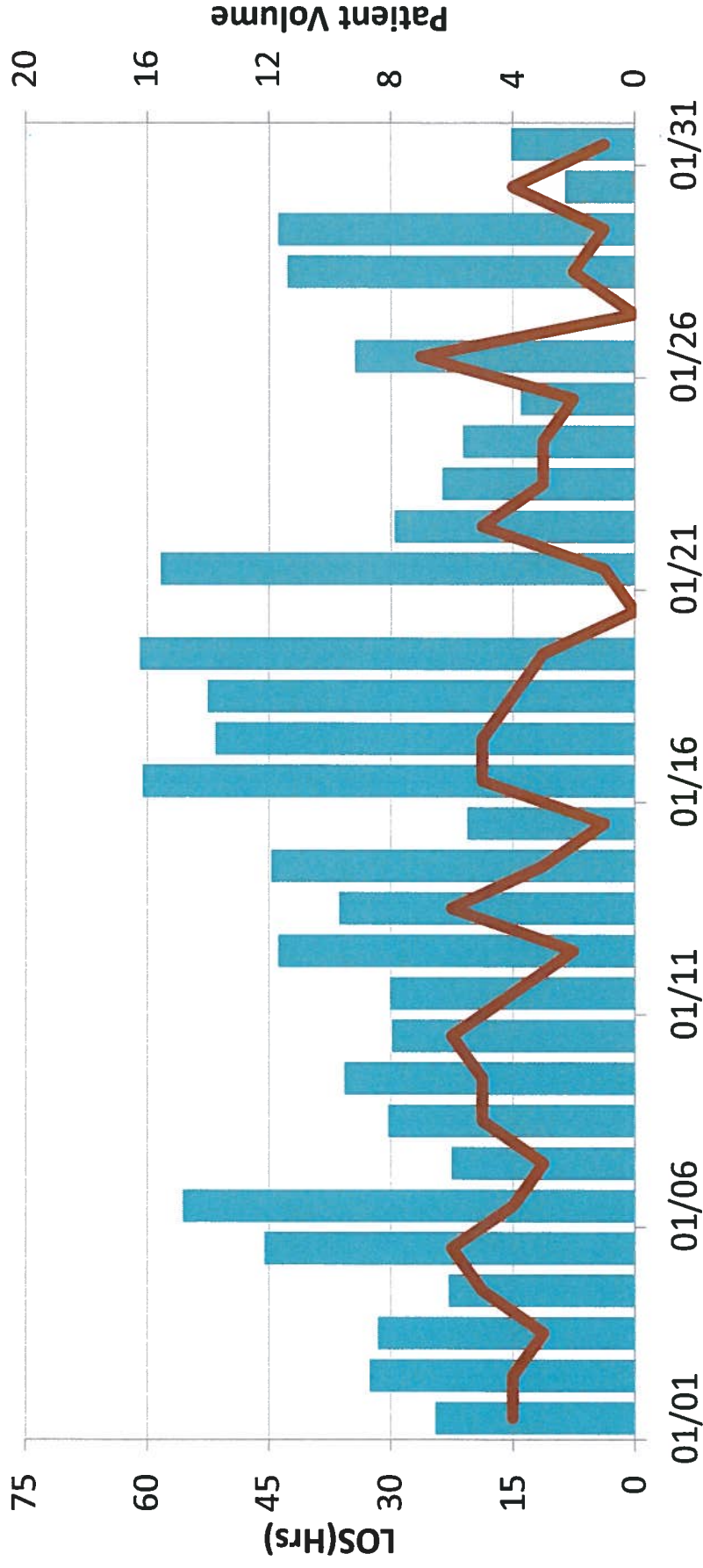


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CSU Medi-Cal Admission Volume & Average LOS 01/01/2018 – 01/31/2018

■ Medi-Cal Avg LOS — Medi-Cal Vol

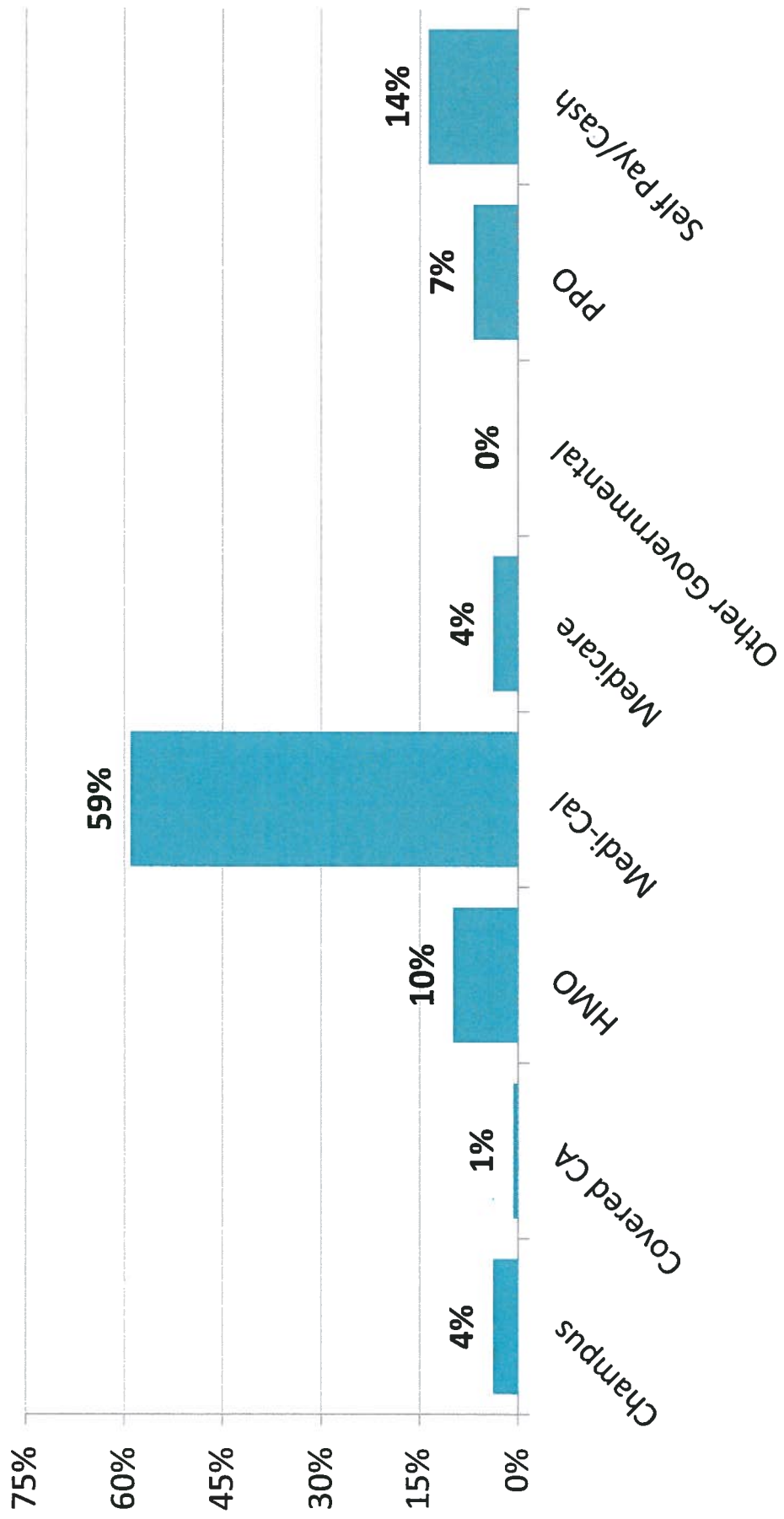




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CSU Payer Mix - 02/01/18 - 02/28/18

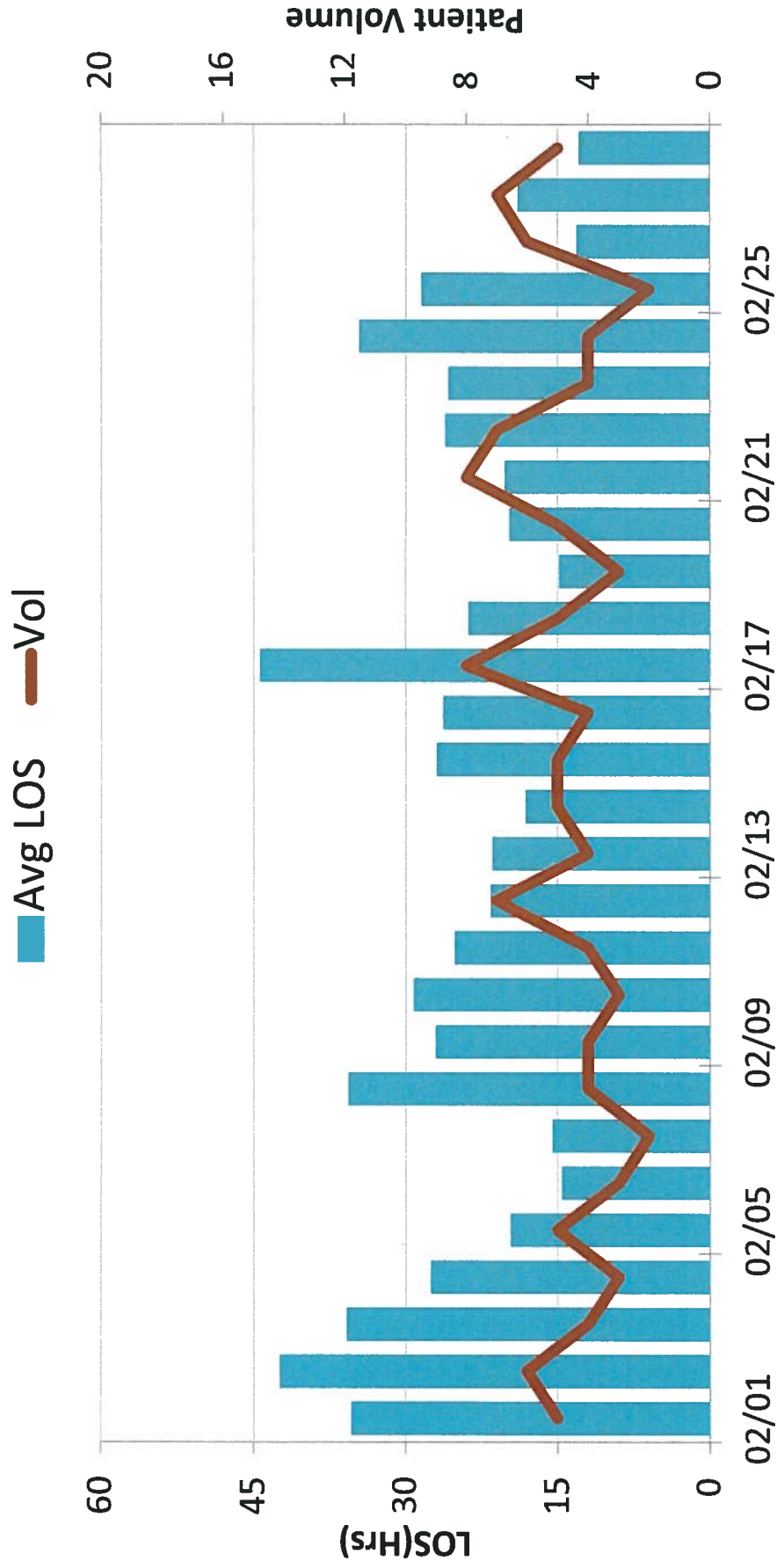




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CSU Overall Admission Volume & Average LOS 02/01/2018 – 02/28/2018



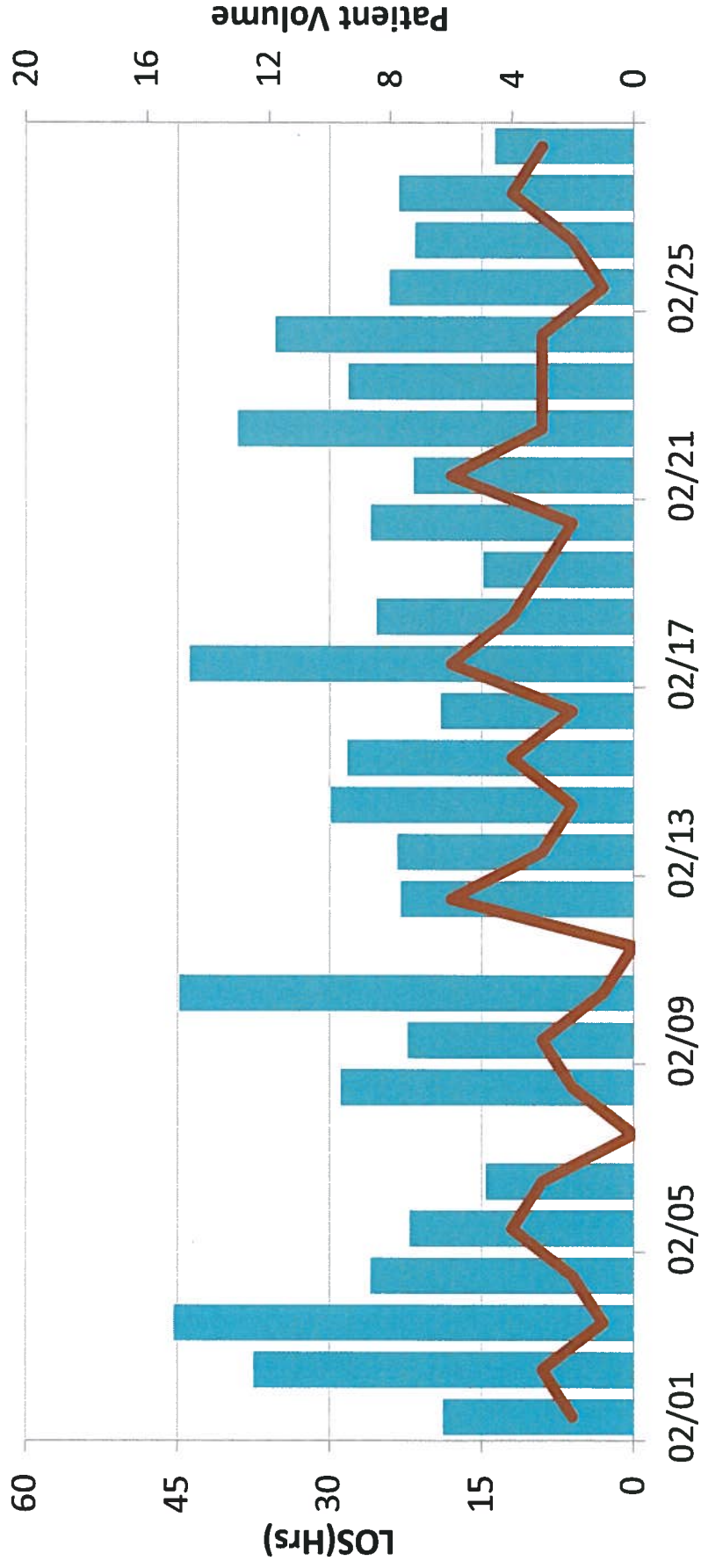


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CSU Medi-Cal Admission Volume & Average LOS 02/01/2018 – 02/28/2018

■ Medi-Cal Avg LOS — Medi-Cal Vol





Process Improvement - CSU

- Dr. Bishop to start May 14, 2018 CSU, will be the 3rd full-time physician.
- UCSD vetting 3 Telemedicine companies to cover 1900-0700 Monday - Friday and 24 hours availability Saturday/Sunday
- NP/PA coverage from Locum Tenens 1700-1700 since last week in February 2018.
- County survey delayed from March 5, 208: TBD



Tri-City Medical Center

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Financial Information

TCMC Days in Accounts Receivable (A/R)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY18	47.7	47.8	48.9	50.8	49.6	49.5	49.8	47.2	48.8	49.4	48.1	46.5	48.9	48-52
FY17	51.2	50.2	48.7	50.5	49.6	50.5	48.9	49.0	48.8	49.4	48.1	46.5	49.8	

TCMC Days in Accounts Payable (A/P)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY18	82.1	79.1	78.8	83.4	87.7	81.3	82.9	85.2	74.6	79.9	81.5	81.9	82.6	75-100
FY17	78.9	81.6	86.5	88.1	91.6	87.9	84.6	79.9	74.6	79.9	81.5	81.9	84.9	

TCHD EROE \$ in Thousands (Excess Revenue over Expenses)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY18	(\$394)	(\$429)	(\$224)	(\$171)	(\$2,571)	(\$383)	(\$1,242)	(\$542)	(\$2,912)	(\$63)	\$296	\$1,510	(\$5,957)	(\$818)
FY17	\$288	\$211	\$746	\$1,118	\$414	\$317	(\$226)	\$181	(\$2,912)	(\$63)	\$296	\$1,510	\$3,050	

TCHD EROE % of Total Operating Revenue

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY18	-1.33%	-1.39%	-0.76%	-0.55%	-9.47%	-1.26%	-3.94%	-1.86%	-9.92%	-0.22%	0.99%	5.04%	-2.49%	-0.34%
FY17	1.04%	0.75%	2.69%	3.99%	1.51%	1.15%	-0.79%	0.67%	-9.92%	-0.22%	0.99%	5.04%	1.37%	



Financial Information

TCHD EBITDA \$ in Thousands (Earnings before Interest, Taxes, Depreciation and Amortization)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY18	\$898	\$864	\$1,091	\$1,146	(\$1,288)	\$908	\$81	\$751					\$4,451	\$9,851
FY17	\$1,583	\$1,496	\$2,015	\$2,365	\$1,711	\$1,556	\$1,010	\$1,428	(\$1,630)	\$1,213	\$1,558	\$2,741	\$13,163	

TCHD EBITDA % of Total Operating Revenue

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY18	3.03%	2.80%	3.69%	3.66%	-4.74%	2.99%	0.26%	2.57%					1.86%	4.08%
FY17	5.70%	5.32%	7.27%	8.43%	6.27%	5.64%	3.52%	5.28%	-5.55%	4.23%	5.21%	9.16%	5.92%	

TCMC Paid FTE (Full-Time Equivalent) per Adjusted Occupied Bed

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY18	6.51	5.92	6.90	6.26	6.50	6.43	5.95	5.99					6.29	6.25
FY17	6.04	5.84	5.74	5.85	6.43	6.16	6.26	6.14	6.25	6.30	6.18	6.56	6.05	

TCHD Liquidity \$ in Millions (Cash + Available Revolving Line of Credit)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY18	\$58.5	\$49.8	\$42.3	\$48.2	\$58.6	\$54.5	\$54.7	\$53.1				
FY17	\$29.1	\$29.4	\$26.8	\$18.9	\$23.0	\$25.9	\$35.7	\$34.6	\$73.6	\$74.3	\$77.9	\$64.0