

Maine Medical Association
Meeting Minutes July 18, 2014

BOARD OF DIRECTORS

Board Member	12-4	1-24	4-30	6-4	7-18				Member	12-4	1-24	4-30	6-4	7-18			
B. Pierce, MD, Chair		P	P	P	P				G. Raymond, MD	P	P	P	P	P			
P. Cain, MD				P					C. Reddy, MD			CC		P			
R. Chagrasulis, MD	P	P	P	P	P				L. Ryan, DO								
									B. Young, MD			CC					
K. Christian, MD	P	P	P	P	P												
G. D'Augustine, MD				P	CC				Staff								
J. Fazeli, MD	P	P	P		P												
S. Feder, DO	CC	P	P	P	CC				H. Lukas	P	P	P	P	CC			
K. Flanigan, MD		P			CC				A. MacLean	P	P	P	P	P			
R. Flowerdew, MD	P	P	P	P	P				D. McMahon	P	P	P	P	CC			
M. Gleaton, MD	P	P	P	CC					D. Poulin	P	P	CC	CC	CC			
K. Lombard, MD	CC		P						G. Smith	P	P	P	P	P			
D. Kreckel, MD	P	P	P	P	P												
G. T. Marshall, MD		P	P	P													
M. McAllister, MD	P		P	P					Guests:								
D. McDermott, MD		P		CC	P				Peter Sirois, CEO					P			
M. Parker, MD	P		P		P				Northern Me Med Ctr								
C. Pattavina, MD	P	P	P		CC												
J. Petzel, MD	CC			CC													

Topic	Discussion	Action
1. Call to Order	Dr. Pierce called the meeting to order at 3:19 pm. Welcome to Guest: Peter Sirois, CEO, Northern Maine Medical Center was introduced by Dr. Raymond. Attendees introduced themselves.	
2. Executive Committee Meeting Report.	Brian Pierce, MD, Board Chair noted no meeting of the Executive Committee had been held. He presented the resignation of Kristen Mitchell, DO. A motion was made to accept the resignation of Dr. Mitchell.	The motion was seconded and approved. Mr. Smith to write letter to Dr. Mitchell wishing her the best.
3. Review and approval of minutes of June 4, 2014.	The June 4, 2014 Board meeting minutes were approved as presented.	Accepted.
4. Membership Report	Mr. Smith reported that membership numbers continue to be at a historic high, with an increase of 200 dues paying members since last year attributable to group memberships. The amount of dues and the level of engagement continues to be a struggle. Upon a successful meeting with Michael Akom, MD, the new president of a nephrology group in Portland Mr. Smith, anticipates the group may join the association. A priority topic for the Board Retreat in January is membership models.	Mr. Smith to continue contact with St. Mary's and Eastern Maine Healthcare.

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Delinquent Membership Dues	The delinquent dues membership reflects \$52,745.00 of unpaid dues from 139 individual members. These members have received three invoices to date. At least \$20,000 of these dues needs to be collected to meet budget. Mr. Smith asked that each Board member contact 2 physicians on the list. Each physician membership is important and being contacted by a colleague has proven to be the most valuable contact. Three groups still remain unpaid at this time but it is anticipated these groups dues will be paid.	Board members to contact at least 2 physicians on the delinquent list. Results of the contacts with each physician to be reported to Mr. Smith.
5. Report of Chief Operating Officer; Andrew MacLean	Mr. MacLean referenced his COO Report. He welcomed any questions or concerns relative to his report.	Informational
6. Finance Report; Ms. Lukas a. June Financials	Ms. Lukas noted that to date finances are tracking well against the budget and consistent with last year. Of most notable interest in revenue items is dues membership which is trailing with \$51,000 unpaid. Group dues collected to date are \$388,000 which is slightly higher compared to previous year. Individual dues membership is behind the previous year by \$20,000. Ms. Lukas expecting to be able to meet budget in membership. Other more significant items: Seminars are lagging behind, with the completion of the Physician Education Seminar, it did not meet budget, although close. With a few more First Friday programs scheduled it is hoped to close the gap. Seminars tend to be a challenge. This year we had only had 40 paid registrants for the Physician Education Seminar when typically have 70-80. First Fridays are available via WebEx and the PES was recorded in hopes to be able to market it by placing it on the website. Corporate Affiliates are still behind and not sure at this time if we will collect any more. In the 2015 budget Corporate Affiliate income has been reduced. Ms. Lukas noted that Staff Retreat and consultant fees associated with the Staff Retreat and flyte Media Digital Plan (to bring the website up to speed) were not budgeted items for 2014. All other items tracking normally.	Informational
7. Priority Presentations & Topics a. Proposed 2015 Budget	<p>Dr. Flanigan presented the Proposed 2015 Budget and noted the need to connect the budget with the strategic planning. The total income of \$1,312,100 proposed for 2015 is consistent with previous years.</p> <p>The expenses continue with a structural debt; but Dr. Flanigan notes the gap between operating income and expense continues to come down: \$120,000 in 2013; \$109,000 in 2014 and \$89,000 in 2015. Grant work and contracts continue to assist in offsetting these expenses.</p> <p>Areas to be considered:</p> <p>How successful is the FQHC program? Should the price be kept the same, increase price or make changes to the cost structure, or consider expanding the program or eliminating it.</p> <ul style="list-style-type: none"> ➤ Mr. Smith noted the current fee is \$3,000 annually to the federally qualified health centers. There are 12 centers in the state which qualify of which 9 are members (5 physicians or less). This program has created great relationships and could foresee the program growing to include the additional centers that are not current members. Most centers are not taking advantage of all the services that are available. He noted that the centers participating must join the QI program which has allowed the OBQI program to grow. These centers are more predictable business and use the least amount of MMA resources. Sacoee Valley Health Center is currently the strongest relationship. Dr. Parker recommended a minimal price increase in the program. Mr. Smith noted that it will not always be a pilot program. He has started meeting with the behavioral centers in the state in consideration of establishing a similar program for them. ➤ Seminar income is reduced in the 2015 budget and will be monitored closely. <p>Expenses</p>	<p>Informational.</p> <p>2015 President’s Retreat will further review 1st Friday Programs, Physician Education Seminar and HIPAA training.</p> <p>A motion was made to</p>

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8. Leadership Reports a. President; Dr. Raymond b. President-elect Dr. Ryan	Dr. Raymond noted a very positive experience at the AMA Annual Meeting resulting in him having a new appreciation for the AMA and its leadership. No report.	Informational.
9. EVP Report a. Questions/comments on EVP Report b. ACA Primary Care Medicaid Increase c. Digital Marketing Plan d. Business Plan for Office-based QI Program 10. Proposed BOD dates for 2014-2015	Mr. Smith referred to his EVP report noting the importance of this issue and reaching out to private practices to receive their feedback on their experience given the significant increase in reimbursement. The importance is the increase and preserving private practice with improved access to care for MaineCare patients. Dr. Flanigan noted the importance of this issue to Commissioner of Health & Human services Mary Mayhew as she is seeking assurance and data for a commitment to continue the increase into the next biennial budget. Previously discussed above. Mr. Smith noted the Draft QI Plan. Mr. Smith welcomed feedback from board members. Additional FYI's Physician Education Seminar. Mr. Smith encouraged each Board member to take a PES binder full of valuable and substantial information. Registrations comparatively were down this year with approximately 50% fewer registrations than usual, although the 17 evaluations received to date indicate that the program was valuable. Specialty practices in the Portland area have offered to work with MMA on the 2015 program which could significantly enhance the program. June was noted not to continue the best time of year for the conference and Dr. Parker suggested consideration of holding it in November of 2015. Recognition of Committee Members. Mr. Smith noted that typically chairs of a committee receive a plaque for their years of service on the committee. A recommendation was made that a certificate could be presented to chairs at the end of their term of service. FYI. Appreciation was expressed to Dr. Raymond and his wife, Nancy, for their gracious hospitality in hosting the meeting and preparing an outstanding meal.	Informational. Mr. Smith to reach out to the MOA on the topic. Board members to share their opinion of the Draft QI plan with Mr. Smith prior to the Board meeting at Annual Session.
11. Evaluation of Meeting	a. Meeting evaluation results on a scale of 1 to 10. (1 being the worst and 10 being the best) <p style="text-align: center;">AVERAGE 7.83</p>	
12. Adjourned.	Meeting adjourned at 5:09 pm. <p style="text-align: center;">NEXT MEETING Friday, September 5 2:00 pm – Bar Harbor Club, Harborside Hotel & Marina</p>	

Submitted by: Diane McMahon Approved by: Brian Pierce, MD