

**Washington Health Alliance
Board of Directors**

**MINUTES
April 28, 2015**

Board members present: *Don Antonucci, Leanne Bough, Dr. Jeff Collins, Dr. John Espinola (via phone), Dr. Al Fisk, Nancy Guinto, Fred Jarrett, Greg Marchand, Dr. Pete McGough, Larry McNutt, Steve Mullin, Yvonne Peters, Charissa Raynor (via phone), Tom Richards, Dr. Paul Sherman, Dorothy Teeter, Nancy Steiger (via phone), Caroline Whalen*

Board members absent: *Tom Hunt, Ron Sims*

Staff present: *John Gallagher, Nancy Guinto, Emily Inlow-Hood, Teresa Litton, Jennifer Loyd, Diane Lyons, Mark Pregler, Natasha Rosenblatt*

Call to Order

Larry McNutt called the meeting to order at 2:34 p.m. Mr. McNutt introduced himself as the new Board Chair. He recognized that there was a quorum present and requested any conflicts of interest with the meeting agenda be voiced; none were. Mr. McNutt introduced two new Board Members: Steve Mullin, President of Washington Roundtable, and Dr. Paul Sherman, Executive Medical Director of Group Health. He then asked everyone to introduce themselves, and acknowledged those joining by phone.

Consent Calendar

The Board unanimously approved all consent calendar items: Approval of Minutes of the March 31, 2015 Board of Directors meeting and Approval of the 2015 Q1 Financial Reports.

Transition of Officers & Recognition

Mr. McNutt recognized the two new Officers to the Executive Committee: Dr. Jeff Collins as Vice-Chair and Greg Marchand as Treasurer. He then acknowledged and thanked outgoing Officers Caroline Whalen and Dr. Pete McGough; he noted that both will remain on the Board however.

Executive Director's Report

Nancy Guinto took a moment to further acknowledge Ms. Whalen and Dr. McGough, and then gave the highlights of her Executive Director report.

Ms. Guinto talked about the recent trip she and John Gallagher took to Washington, DC. The trip was sponsored by the Robert Wood Johnson Foundation (RWJF) and included training on engaging policymakers. She noted that they were well-received and welcomed everywhere, and that she sent regards on behalf of the Board. Ms. Guinto and Mr. Gallagher met with several congressional members, with each meeting lasting approximately 30 minutes, including Congressman Jim McDermott, Representative Dave Reichert's policy leader Lindsay Manson, Senator Maria Cantwell's policy lead Nicco Janssen and the highlight of their meetings was the opportunity to meet with Senator Patty Murray and her staff. Senator Murray stated that she knew about the Alliance and asked how she can help. Ms. Guinto stated that this trip opened several doors for the Alliance and established relationships that she hopes the Alliance will maintain. Mr. Gallagher shared that the meetings were very gratifying.

**Washington Health Alliance
Board of Directors**

Member Recruitment and Retention Update

Mr. Gallagher reported on member recruitment and retention and statewide expansion.

He reported that the numbers for recruitment have not changed much from the March Board meeting. He noted that there are several new members who have made commitments, but the payments are still in process. He reminded the Board that approximately \$50,000 is expected from the Oregon Health Care Purchaser Association. Mr. Gallagher stated that with the current and pending new memberships together, we are within \$40,000 of our \$250,000 goal for the year.

Mr. Gallagher shared that he, Nancy Giunto and Susie Dade are going on a road trip next week for the Central Washington Community checkup meetings. He stated that this will be an opportunity to reintroduce the Alliance and talk about the Community Checkup, as well as the Statewide Common Core Set of Performance Measures. He added that the visits will also provide opportunities to bring in new members. Mr. Gallagher reported that approximately 70 people have RSVP'd, and recognized Teresa Litton for reaching out to contacts in the communities to expand the list of potential attendees.

Mr. Gallagher emphasized that the focus during the month of April was on the retention of members. He shared that there were 80 emails sent to members with overdue invoices. It was suggested that Alliance staff should reach out and connect with a Board member in situations where there may be some concern about retention noting that the City of Seattle was retained by using this method.

Mr. Gallagher reported that activities during May will focus on targeting new members. This will be accomplished by utilizing current resources, including a prioritized list of potential members, great new recruitment materials, and Board volunteers. The next step will be to start scheduling meetings with potential members to introduce them to the Alliance. Mr. Gallagher stated that he would circulate the prioritized list of potential new members after the meeting and all recruitment materials are available on the Alliance Website under the Join Us link, which can be downloaded. It was noted that big companies like Microsoft are already budget planning for 2016. Mr. Gallagher agreed and stated that we need to reach out to bigger business now in order to be considered during the budget process.

2015 Annual Plan, Strategy and Objectives; 1st Quarter Update

Ms. Giunto reviewed the 1st Quarter progress of the 2015 Annual Plan, Strategy and Objectives: what's going well, current focus, and areas where the outcome is too soon to tell. She noted that the role of the Board is at policy level.

Ms. Giunto encouraged everyone to take a moment to celebrate our success in helping get the APCD legislation passed. Ms. Giunto commended the Board members for being such strong supporters and putting forth remarkable efforts, including lots of work by their lobbyists and letter writing at just the right time. Ms. Giunto shared that we hope to get the governor's signature soon. She continued that we are focusing on strategy around RFP and are not clear when the final RFP language is expected from OFM; possibly in six to eight months.

**Washington Health Alliance
Board of Directors**

Charissa Raynor complimented Ms. Giunto and the Alliance team on giving the Board a level of visibility during the legislative process stating that she appreciates the structure and strategic approach of the process

Ms. Giunto shared that Jennifer Loyd has extended her employment through August, as the search for her replacement continues.

Ms. Giunto shared that she has a call scheduled with Linda Green on Friday, May 1st regarding further work on developing a financial sustainability model for the Alliance.

Ms. Giunto recognized Mark Pregler for his work in developing project management tools and processes to enhance work with Milliman. Mr. Pregler emphasized that we are working hard to meet target deadlines for all reports.

Ms. Giunto discussed the process of integrating members of the Oregon Healthcare Purchasers Association into the work of the Alliance, particularly the Purchaser Affinity Group. She noted that the integration hasn't been met with an enthusiastic response. A few key contacts have retired, and companies currently involved tend to be small purchasers, other than PEBB. Ms. Giunto stated that the Alliance is committed to a visit with interested Oregon purchasers on a topic tailored to their interests. She further noted that there are plans to reach out specifically to Intel and Oregon Public Employees' Benefit Board (PEBB), and to host a meeting in Portland during 2015. Ms. Whalen offered to help with government contacts in Oregon and Mr. Marchand offered to speak with Intel.

Ms. Giunto addressed revisions to the Community Checkup website, noting that this is a very big project that will include all of the Statewide Common Measures. Dorothy Teeter stated that HCA's strategy is to educate and encourage other purchasers to use same measure set when establishing contracts.

Ms. Giunto was asked about Board participation if the Alliance is chosen as lead organization for the APCD. Ms. Giunto invited active Board engagement and asked for input from the Board members as to how they would like to be involved. She mentioned that a procurement process is underway and we need to be sensitive about protocols around that process. Information from OFM is that the RFP will be highly technical in nature. The Board will have a big decision around sustainability as the lead organization is charged with this role under legislation that will soon be enacted.

It was the consensus that Board members would like to be engaged and have plenty of lead time to be educated on the big decisions that need to be made regarding the lead organization role, in particular.. Ms. Giunto shared that we completed an analysis called the "All-Payer Claim Database Sustainability Models" as part of the deliverable for the grant we have been working on with OFM. She added that we have done preliminary work on new projections based on current legislation that still needs refinement.

Board Retreat Planning

Mr. McNutt shared the three goals for the Board retreat on June 30:

**Washington Health Alliance
Board of Directors**

- 1) Review results from the Board Annual Evaluation and discuss ways to enhance Board effectiveness and individual contributions;
- 2) Examine anticipated changes in the Washington healthcare marketplace and identify specific ways the Alliance will need to adapt to be successful in the envisioned future; and
- 3) Deepen relationships between Board members and between Board members and Alliance staff to enhance our collaborative working relationship.

Mr. McNutt stated that the job of the Board is to focus on strategic and policy issues. He added that having good cooperative relationships is important. A retreat agenda will be finalized based on the Board's comments and suggestions during the discussion.

The meeting adjourned to executive session at 3:30 p.m.

Respectfully submitted by Jennifer Loyd

Larry McNutt
Chair