

Board Meeting

2/24/2021

MINUTES

6:00 PM

HEALTHCONNECTIONS

MEETING CALLED BY	Dave Page			
TYPE OF MEETING	Board Meeting – held via ZOOM meeting			
NOTE TAKER	Karen Romano			
ATTENDEES	Marisa Barbieri	X	Seth Kronenberg	X
	Rebecca Bubel	X	Jackie Leaf	X
	Rajesh Davé	X	Orrin MacMurray	X
	Ronald Fish	X	Joseph Maldonado	X
	Indu Gupta	X	David Page	X
	Robert Hack	X	James Reed	*
	Pat Hale	X	Martin Stallone	X
	Paul Kaye	X	Robert Weisenthal	E
	Paul Kronenberg	X	Bruce Wood	X
	<p>Guests: Emilia Borelli, Christina Carroll, Rachel Kramer, Don Lee, Barb Murphy, Liana Prosonic, Dennis Sherba</p> <p>*Mark Muthumbi, Jim Reed's replacement, will be engaged for orientation per his nomination and acceptance at the 12/2/2020 BoD meeting</p> <p>X = Attended P = Phone E = Excused A = Absent</p>			

OPENING REMARKS

DAVE PAGE

- Meeting was called to order at 6:02pm
- Dave requested a motion for the previous meeting minutes. Jackie motioned and Paul Kronenberg seconded; all in favor.
- Dave indicated that there was a full agenda and turned the meeting over to Rob
- Rob stated that there would be a change in how BoD meeting minutes were captured to present more of an overview. It was suggested that any detailed discussion could occur at the Executive Committee meetings.

FINANCIAL HIGHLIGHTS

ROB AND BARB

- Rob restated that Barb is retiring in March and introduced Liana Prosonic, who will be assuming the financial responsibilities. He also indicated that Liana would have an expanded role in the policy area as Karen has announced her retirement, planned for March 2022. In addition, Rick Travers, new hire, would be taking over security, risk management, and compliance from Karen. Rob thanked Barb for her great work over the years.
- Barb stated that the financials were presented to the Finance Committee and approved. For specific details, refer to the financial package that was sent out.
 - Year-end report:
 - Cash is in a strong position
 - Accounts receivable are up due to outstanding SHIN-NY invoices
 - Accounts payable are low due to expense management
 - Net income increased by 58% from 2019 due to holding expenses down
 - Budget is favorable due to higher revenues than expected
 - Grants
 - Mother Cabrini grant was behind schedule due to COVID and extensions were granted
 - Innovation & Interoperability (I&I) projects were delayed due to COVID and expected funding for 2020 will roll into 2021
 - Key ratios will be added to the financial report going forward

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- A question was asked whether PPP funds were included in income. Barb replied that those funds are not included in income but is a payable as loan
 - We were able to manage through COVID and each of the following helped with the budget:
 - Planned hiring was delayed until late in the year, holding down expenses
 - Strong funding from NYeC through driven performance
 - 2020 was the last transition year of the merger
 - January Financials
 - Similar to year-end
 - Hit performance goals for usage and customer satisfaction
 - How did HeC compare to other QEs with these metrics? Rob responded that all the QEs did well, with similar results
 - Barb thanked everyone and stated that while she will miss everyone, she is looking forward to retirement.
 - Rob spoke to key points on the 2021 budget (Details are included in the package)
 - The 2021 budget reflects HeC as a single entity for performance based contracting; there is no longer a second entity to account for the merger
 - Grant Gantt – shows funding streams and time for each grant, with the 1st quarter funding from the old contract and new funding starting on 4/1. Funding will remain level at this time as the QEs are playing an important role with COVID reporting for labs and immunizations. There will be changes in CMS funding which will be reflected in SHIN-NY funding; however, new revenue opportunities are being assessed.
 - Population Health grants are winding down
 - What is the future of Population Health? HeC continues to work with the state, looking at grant opportunities that require information and surveillance to take advantage of the data richness of the HIE. There are still strategic opportunities that are just different than previous grants.
 - The discussion shifted to how HeC could be engaged in the COVID vaccine roll-out serving under-served population based on data. The Account Management team is working with the VAX Hubs and it was suggested that while the hubs are designed to distribute vaccines, public health departments are playing a role to connect with the community through pop-up clinics and working with community leaders. FOHCs also have the best outreach to the community.
 - HeC is working on a SHIN-NY project by receiving NYSIIS immunization data to provide information on where vaccines are being given. Each participant will have access to their consented patient population, which will be available next week. In addition, Public Health will have access to county information, including demographics and comorbidities. The Hubs will have access to de-identified, aggregated data through myPopHealth. Reports will be at the zip code level, updated daily, and exportable. The Account Management team is reaching out to the county health departments.
 - Is physician-facing data downloadable to an EMR? Not yet but there may be other ways to provide the data to an EMR. One challenge is that it is difficult to route the immunizations without doctor identification in the data.
 - The discussion returned to the 2021 budget
 - Operating revenue is strong
 - HeC is applying for loan forgiveness
 - Budget is about 8% higher than last year, with flat revenues going forward
 - Revenue remains the same as previous year and is broken down into three categories:
 - Core – base funding
 - Dedicated – performance funding
 - I&I – project funding
 - Since performance has been high for all QEs, the QEs requested that NYeC shift dollars from performance to base funding. There is also another funding bucket, Unearned Reallocation, which is a pool of dollars from any goal that is not met by a QE and HeC earned some of this.
 - There was a slight uptick in security costs
 - The move from Binghamton to Vestal came with reduced rent
 - Hopewell Junction office will be consolidated and staff will move to Tarrytown office, causing another reduction in expenses
 - Salaries and fringe – headcount stands at 51, with 3 hires in December and 2 in January, so we're holding the line on salaries
 - A point was raised that there is \$7.5B being allocated to the vaccination process and perhaps HeC should look into any opportunities for revenue there.
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- Marty motioned to approve the budget; Raj seconded; all in favor
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OPERATIONS UPDATE

ROB AND TEAM

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- Rob and team provided a high-level overview of business operations. For specific details, refer to *04_HeC_BOD_2021_Objectives_v5_022221_final* in the package that was sent out.
 - Rob highlighted key performance metrics, noted in yellow on the above referenced document.
 - All areas of the business were presented, noting 2020 Performance and 2021 Focus, as follows:
 - Team & Brand Performance – Christina
 - Operations, Policy, Security, & Compliance – Karen
 - Population & Public Health – Rachel
 - Business Development & Strategy – Don
 - HIE Services – Customer Engagement – Emilia
 - HIE Services – HIT Solutions & Support Services – Dennis
 - Rob concluded with closing remarks

Dave asked if there was any other business.

- Indu thanked Barb for her contributions to HealtheConnections and for making things easy and wished her success.
- There was no other business

Paul Kaye motioned to adjourn the meeting; Paul Kronenberg seconded.

Meeting adjourned at 7:36pm