

Board Meeting

3/6/2022

MINUTES

6:00 PM

HEALTHCONNECTIONS

MEETING CALLED BY	Dave Page			
TYPE OF MEETING	Board Meeting – held via ZOOM meeting			
NOTE TAKER	Christina Carroll			
ATTENDEES	Marisa Barbieri	x	Jackie Leaf	A
	Rajesh Davé	x	Orrin MacMurray	E
	Ronald Fish	x	Joseph Maldonado	A
	Indu Gupta	x	Mark Muthumbi	x
	Robert Hack	x	David Page	x
	Pat Hale	x	Martin Stallone	x
	Paul Kaye	x	Robert Weisenthal	x
	Paul Kronenberg	x	Bruce Wood	x
	Seth Kronenberg	x		
	Guests: Elizabeth Amato, Emilia Borelli, Rachel Kramer, Liana Prosonic, Karen Romano, Rick Travers			
X = Attended P = Phone/Video E = Excused A = Absent				

OPENING REMARKS

DAVE PAGE

- Meeting was called to order at 6:01pm
- Dave requested a motion to approve previous meeting minutes. Bob Weisenthal motioned and Paul Kronenberg seconded; all in favor.
- Dave turned the meeting over to Rob
- Rob laid out the meeting's agenda, as follows:
 - 2022 Priorities
 - Foreseen Risk Areas
 - Financial Overview

OPERATIONAL UPDATES

ROB

- Executive staff updates:
 - Karen Romano retirement on March 31, 2022
 - Elizabeth Amato, VP of HIE Services and Operations introduced as a new executive staff member
- Rob laid out 2021 YE Review and priorities for 2022 (see *3_HeC_BOD_2022_Objectives_v5_030722_BOD_final* in the BoD package for additional details). Previewed in December 2021 board meeting.
 - Team culture, development, and performance
 - Strong financial performance in 2021 and 2022
 - SHIN-NY goals: Continued Usage and Adoption of HIE Services
 - Data-centric architecture and vision for long-term system changes

FORESEEN RISK AREAS

ROB

- Leadership changes at NYeC. New Executive Director is an HIE leader with many years of experience running a large, high-performing HIE.
 - Question was raised regarding NYeC Board of Directors and their selection process.
- DOH changes with a new commissioner

- Linkage to CMS (Medicaid funding) – NYS has successfully worked with the federal gov't to maintain funding at previous levels.
- National agenda and SHIN-NY's role – the SHIN-NY will continue to work on and partner for strategic plans that support national network's agenda
- Medicaid 1115 waiver – DSRIP 2.0 with an expectation that the HIEs will have a larger technology role than previously under DSRIP.
- COVID-19 affected the number of our participants (closing down or merging organizations)
- Experience employee turnover during COVID-19, hired during that same time to total 51 employees

2022 PRIORITIES

ROB

- Rob outlined key priorities for the company during 2022:
 - Developing strategic roadmap and plans for HIE Data, Systems, and Services
 - Business Development opportunities
 - Increasing volume of data, quality and completeness of data, and access to/delivery of data
 - Questions were raised regarding work with federal/larger organizations and comments about developing services that support value.
 - Team culture, development, and performance
 - Questions were raised regarding current level of staffing and strategic organizational planning.
 - Implementing innovation solutions and services
 - Lantana and Centers for Disease Control partnership
 - Results Delivery opportunities
 - Advanced alerting use cases
 - Overlapping patients in SHIN-NY regions
 - Maintaining high performance of core HIE services
 - Increasing participation, data sharing, usage, and adoption of HIE services
 - Continuing support SHIN-NY and DOH public health initiatives
 - SHIN-NY accreditation, compliance, and regulatory requirements
 - Optimizing system performance and operations
 - Security program mgmt. and certifications
 - Operational processes and procedure improvements
 - Fiduciary responsibilities – consistent audits and managing financials
 - Questions were raised regarding statewide/SHIN-NY operations, national HIE landscape, and patient-facing tools and systems.
 - Question was also raised regarding how board members could best support the company or add value toward reaching these goals.
- Rob reviewed key participation and data sharing metrics
 - Size and scale have continually grown YoY – participating orgs, data sharing orgs, and licensed clinician participation/data sharing
 - Total number of patients that are being served through our systems has continually grown YoY
- Rob directed board members to review the addendums for extra detail on each initiative.

FINANCIALS

LIANA AND ROB

- Projecting a 22% increase in net income over 2021
 - Core allocation increased
 - HIE/VBS revenue projections are increased
 - Population Health/PHIP grant program is now ended, and expenses/income in that space are reduced as a result
 - SHIN-NY Unearned allocations reduced – less unearned funds distributed due to overall SHIN-NY performance
- Expenses are increasing by 9% from 2021
 - Primary driver is implementing new services, software, and cloud analytics environments that require reoccurring costs
 - Increased professional services costs for long-term planning and filling personnel gaps
 - Increases in expenses associated with resuming regular operations post-COVID
 - Salaries and fringe have increased due to increased headcount and staff performance awards
- Rob reviews 2021 Actuals:
 - Net income will be over budget
 - Questions were raised regarding future-facing data storage/usage/analytics costs.
 - Question was raised about connectivity to EMR vendors, how that has grown/changed over the years.

- Dave P calls for motion to approve budget, Bob W makes motion. Motion passed, none opposed.
- Liana reviews 2022 YTD financials.
 - Fell slightly short in YTD Net income
 - Investment account opening now and funds are being transferred in the coming week. Excess Cash-on-Hand will be reduced when we complete the transfer.
 - Significantly under budget in SHIN-NY income, due to shift in when projects are being awarded. It is accounted for in upcoming 2022 budget.
 - 2021 audit is in process, and results of the audit are expected to be ready for the next board meeting.
- Paul Kaye moves for approval. Dave P seconds. All in favor, none opposed.

NEW BUSINESS

ALL

-
- None

Meeting adjourned at 7:35pm