

**CMHA gratefully acknowledges the exclusive
underwriting support of**

allēus health
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**Conference of Metropolitan & Regional Hospital Associations
2020 Video Conference Call Meeting
December 3 and 4, 2020
10 a.m. – 12 noon (CST)**

<https://us02web.zoom.us/j/89523297172?pwd=cGNqWDRNvcHZNcmhmTWZueWJ2WE9KZz09>

Meeting ID: 895 2329 7172

Passcode: 081791

Dial In: 312-626-6799

AGENDA

Thursday, December 3

10:00 a.m. Welcome/Call to Order Travis Heider

10:05 a.m. Group Discussion Travis Heider
2021 Challenges and Solutions

CMHA members have expressed concern about the impact of the Corvid-19 virus on their 2021 operations, including member financial stress and budget implications, potential member disaffection, remote work policies challenges, as well as future office arrangements in response to potential budgetary shortfalls. A copy of the CMHA recently released survey results is attached in Attachment A. This initial session will allow members to share local challenges and solutions to these common issues.

11:10 a.m. Sponsor Presentation Ron Calhoun/Keith Minella
Allēus Health Analytics

Allēus Health Analytics is a healthcare analytics firm that focuses primarily on revealing recovery rights related to mass tort litigation (MTLs) in order to identify those patient encounters within a health system's uncompensated care write-off data that indicate a high probability of potential eligibility within one or more of the 45+ clinically centric MTLs. Through this process, Allēus identifies and prioritizes those recovery opportunities for their clients through a sophisticated set of MTL algorithms designed to increase client reimbursement.

11:30 a.m. Group Discussion Travis Heider
Diversity/Race Relations Initiatives

Diversity and racial inequality have been in the national news lately. CMHA members will have the opportunity to share information on local initiatives to address health disparities and diversity in their respective community.

12 noon Adjournment

Friday, December 4

10:00 a.m. Welcome/Call to Order Travis Heider

10:05 a.m. CMHA Business Session

- Treasurers Report * Kevin Dahill
- 2021 Officers/Nomination to Fill Treasurer Position ** Travis Heider
- 2021 CMHA Annual Meeting Schedule Mike Dunaway

<p>April 18, 2021 <u>CMHA Annual Breakfast</u> AHA Annual Meeting Marriott Marquis Washington DC</p>	<p>July 22, 2021 <u>CMHA Summer Fly-In</u> AHA Leadership Summit Music City Center Nashville, Tennessee</p>	<p>December 1-3, 2021 <u>CMHA Annual Meeting</u> Location (TBD) Palm Springs, California</p>
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10:15 a.m. BrightTALK.com Demo Brian Lane

10:30 a.m. Association Updates *(4-5 minutes verbal reports)*

Member opportunity to share local updates and new initiatives, advocacy challenges, organizational changes, new data initiatives and/or shared services initiatives, etc.

- Central Ohio Hospital Council Jeff Klingler
- Dallas-Fort Worth Hospital Council Steve Love
- Greater Dayton Area Hospital Association Sarah Hackenbracht
- Healthcare Council of Western Pennsylvania A.J. Harper
- Hospital Association of San Diego and Imperial Counties Dimitrios Alexiou
- Hospital Association of Southern California George Greene
- Hospital Council of Northern & Central California Bryan Bucklew
- Hospital Council of Northwest Ohio Scott Fry
- Iroquois Healthcare Alliance Gary J. Fitzgerald
- Kansas City/St. Louis Metropolitan Healthcare Council Bryant McNally
- Pandion Healthcare Association Travis Heider
- South Florida Hospital & Healthcare Association Jaime Caldwell
- Suburban Hospital Alliance of New York State Kevin Dahill/Wendy Darwell
- The Health Collaborative Sara Bolton
- The Healthcare Council Les Pitton
- Western New York Healthcare Association Ken Schoetz

12 noon Adjournment

*November 2020 Balance Sheet (attachment)

**Action Requested

ATTACHMENT A

**CMHA Pulse Survey – September 2020
2021 Budget Process, Membership Changes and Remote Work Policies**

Response Rate: 94% (17 out of 18 members)

NUMBER OF RESPONSES	QUESTIONS
<p>15 0 2</p>	<p>1. Regarding your 2021 budget, which statement best represents your association</p> <p>b. We are preparing our budget now c. We have finalized the budget and will present a recommendation to our board in the near future d. We have finalized the budget and received board approval</p> <p><u>Comments:</u></p> <ul style="list-style-type: none"> • <i>We do our budget during the last quarter so have not yet started, will most likely wait until the end of October and the beginning of November.</i> • <i>Our Budgeting Process is going on now and will be approved in Q4 – Note: our fiscal year linked to calendar year.</i>
<p>6 7 3 0 1</p>	<p>2. Regarding your 2021 budget and the number of member hospitals experiencing financial stress, which statement best represents your projected membership for next year</p> <p>a. Do not anticipate any change in association membership b. Anticipate less than 10 percent decrease in membership c. Anticipate 10-20 percent decrease in membership d. Anticipate 20-30 percent decrease in membership e. Anticipate greater than 30 percent decrease in membership</p> <p><u>Comments:</u></p> <ul style="list-style-type: none"> • <i>Compared to this year we . . . have gained a few new members this year partially due to our membership fees being extremely low.</i> • <i>One member has expressed their intent to leave, but we are offering a 10% discount to all hospital members in 2021 to account for their 2020 losses.</i> • <i>We are proposing a 10% temporary decrease in dues for 2021 as a goodwill gesture.</i> • <i>I would phrase this differently – but we will have an impact on dues paying organizations – thus, the question becomes for orgs. – do they want to carry their members* or let them drop off due to their financial challenges. For us right now – I am floating a few new ideas (see Q 3 comment section) . . . however, dues only impact me 6.5%</i>

3. Assuming you have changes in 2021 membership, what actions do you plan to take (check all that apply)

14
2
8
0
3
7
1
4
1
8
7
2

- a. Keep membership dues at the same level
- b. Reduce membership dues
- c. Use reserves to plug the budget shortfall
- d. Raise dues to plug the budget shortfall
- e. Discontinue certain association services
- f. Freeze employee salaries
- g. Salary reductions
- h. Employee layoffs
- i. Offer early retirement incentives
- j. Add new non-dues revenue/shared services
- k. Increase grant revenue
- l. Other (please specify)

Comments:

- *We are increasing our membership in all categories \$100 per year through 2021 and did so in 2020 as well.*
- *We have had no layoffs this year and plan no layoffs next year. Everyone has continued to be paid and work remotely during the pandemic. We continue to a new endorsed partners and vendors to our GPO and the revenue from these sources continue to keep us going.*
- *We will pull reserves from deferred revenue to fill budget shortfall.*
- *Increasing GPO focus and services to regional community w/pre and post hospitalization partners.*
- *Rotational furloughs – one week on/one week off, creation of the sub-plan – it pays the difference on furloughed individuals – thus, no one gets hurt*
- *Getting the PPP loan addressed now for forgiveness at 100% - working with Finance/Audit teams to help**
- *Got rid of success share incentives for 2020 for all employees*
- *Switched insurance providers for benefit reduction \$*
- *Renegotiated all supply chain vendors to the association**
- *Kept employees at home until Jan. – will extend after that time period – (if needed)*
- *Reduced all travel to customers and events – ZERO TRAVEL – POLICY*
- *Currently, covering dues payments for some organizations that went down due to financial outcomes associated with COVID-19*
- *Created a deferral payment schedule for some of my members regarding dues* (VERY HELPFUL) SPREAD IT!!!*
- *Value Report Delivery to the Membership – Enhanced Value Shown and Iterated in Value Report Meetings – worth having us present these to the CMHA Membership****
- *Created a Culture virtual retreat for employee base (3-day retreat) EMPLOYEE SATISFACTION WAY UP!*

	<ul style="list-style-type: none"> • <i>Allowing Employees to have an additional 80 hours for addressing their households right now until end of year with school aged children under 18 and for caring for immediate loved ones – Spouse/Partner, Son/Daughter, Grandparent</i>
<p>4</p> <p>8</p> <p>8</p> <p>6</p> <p>1</p>	<p>4. Regarding your 2021 budget, which statement best represents your remote work policy for employees (check all that apply)</p> <p>a. We do not have a formal remote work policy</p> <p>b. We allow employees the option to work entirely remotely</p> <p>c. We allow employees the option to alternate between remote work and onsite work</p> <p>d. We currently have a remote work policy and plan to extend it into at least part of 2021</p> <p>e. We currently have a remote work policy and plan to extend it into all of 2021</p> <p><u>Comments:</u></p> <ul style="list-style-type: none"> • <i>All staff have been working remotely since March and we have extended, and we have extended this until the end of the year. In January we will evaluate what we do for 2021.</i> • <i>I go into the office every day and some employees have decided to go in once every other week but that is totally up to them. Most likely in the future we will allow employees to divide their time between working remotely and working at the office, but no set policy is in place at this time.</i> • <i>We had to vacate our office space because one of our hospitals bought the building and needed the space for Shriner’s Administration; new office space will be ready in February 2021.</i> • <i>Work arrangement is 2 days in office then 3-day home with staff alternating days.</i>
<p>3</p> <p>11</p> <p>6</p> <p>2</p> <p>3</p>	<p>5. Regarding your 2021 budget, which statement best represents your current office arrangement in light of an increase in employees working remotely or a response to potential budgetary shortfall (check all that apply)</p> <p>a. We own our current office space/building</p> <p>b. We lease our current office space</p> <p>c. We do not plan to change our current office arrangement</p> <p>d. We plan to modify our current office lease arrangement</p> <p>e. We plan to move our office to a different location</p> <p><u>Comments:</u></p> <ul style="list-style-type: none"> • <i>We currently are fully virtual; we have no office. Lease ended July 31 and now waiting on the leasing market to tank before we secure new office space.</i>

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| | <ul style="list-style-type: none">• <i>We lease our office and have no plans to change anything at least the next three years. Our lease has been a flat rate for three years at a time with no increases and has only gone up about \$1200 during this 8-year period.</i>• <i>Work force using Zoom, Ring Central, MS TEAMS, SKYPE, WEBEX, BrightTALK – only 5 folks within the office – all others virtual</i> |
|--|---|

9:06 AM

Conference of Metropolitan & Regional Hospital Associations

11/27/20

Balance Sheet

Cash Basis

As of November 30, 2020

	Nov 30, 20
ASSETS	
Current Assets	
Checking/Savings	
Checking at Wells Fargo Bank	69,858.20
Total Checking/Savings	69,858.20
Total Current Assets	69,858.20
TOTAL ASSETS	69,858.20
LIABILITIES & EQUITY	
Equity	
CMHA Equity	
Opening Balance Equity	74,662.68
Total CMHA Equity	74,662.68
Retained Earnings	-19,405.23
Net Income	14,600.75
Total Equity	69,858.20
TOTAL LIABILITIES & EQUITY	69,858.20