

CMHA gratefully acknowledges the underwriting support of



**Conference of Metropolitan & Regional Hospital Associations**  
**2023 Annual Meeting**  
**November 29 — December 1, 2023**  
**Mountain Shadows Resort**  
**5445 E. Lincoln Drive**  
**Paradise Valley, Arizona**

*Business Casual Attire for All Meetings*

**A G E N D A**

**Wednesday, November 29**

6:00 — 8:00 p.m. Welcome Reception (*Sponsors, Members & Guests*)  
Location: Community Room + Patio

**Thursday, November 30**

7:30 a.m. Continental Breakfast (*Members/Staff Only*)  
Location: Community Room + Patio

8:15 a.m. Welcome and Introductions Dimitrios Alexiou  
Location: Mountain View Room

8:30 a.m. Social Challenges and Solutions  
• Regional Homeless Solutions: Los Angeles Update George Greene  
• Gun Violence Report Brian Lane

9:15 a.m. Enhanced Membership Strategies Sarah Hackenbracht  
Group Discussion

- Managing Membership Engagement, Interaction, and Outreach
- Membership Contact Tracking Data Base
- Surveying Members Regarding Strategic Priorities
- Membership Satisfaction Survey/Format and Frequency
- Relevancy and Membership Value Proposition
- Membership Communication Tools
- Annual Membership Meetings and Conferences

10:15 a.m. Break

**SPONSOR PRESENTATIONS**

10:30 — 11:45 a.m. Sponsor Introductions/Presentations Dimitrios Alexiou

**G2 Group**

Bill Cherry/Jim Shadoan

G2 Group advises healthcare leadership in strategy and business development using elite marketplace intel. G2 Group specializes in Hospital-Physician Partnering Models, Service Line Strategy, Physician Practice Services and Real Estate/Development of Surgery Centers & Office Buildings. Their team of seasoned healthcare executives are uniquely skilled in the development and implementation of strategies that solve the most pressing concerns of healthcare professionals.

**Jorie Healthcare Partners**

Arlene Lo/Renata Paniagua

Explore the frontier of healthcare finance with Jorie Healthcare. Their advanced AI technology bridges FinTech and HealthTech, revolutionizing your financial processes. Through Robotic Process Automation (RPA) and keen analytics, Jorie offers cost containment solutions enhancing profitability and scalability. Their bot technology significantly reduces collection costs, augments revenue, and minimizes bad debt write-offs. With 90% accuracy in eligibility checks and seamless data integration, Jorie streamlines operations and fosters informed decisions. Jorie isn't merely a service, it's a partnership dedicated to achieving financial goals, ensuring a robust, efficient, and forward-thinking approach to healthcare finances.

**Salary.Com**

Dan McPhee/Matthew Romutis

Salary.com® has been solving the complex human capital needs of global organizations for more than 20 years. Today, over 30,000 organizations in 22 countries use Salary.com's solutions to confidently hire and retain talent so they can better compete in a constantly changing landscape. Offering the most precise data set on the market, Salary.com provides more than 10 billion data points across more than 225 industries using our powerful, proprietary AI framework and backwards propagating neural network machine learning to get pay right.

**UpHealth Inc**

Jeff Mercer/Jason Luchterhand

UpHealth lowers the barriers to healthcare access to improve the unmet needs of complex populations. They do this through an innovative approach in identifying, engaging, and managing medical, cultural, and social needs. UpHealth solutions include language access and interpretation at the point of care, interoperable telehealth offerings, social health information exchange, and behavioral health services.

11:45 — 1:00 p.m.

Lunch (*Members & Sponsors*)

Location: Community Room + Patio

1:15 p.m.

Supporting Minority &amp; Small Business Enterprises, Veteran Owned &amp; Women Business Enterprises, Brian Lane/Steve Love

- 1:45 p.m. Collaborative Opportunity: Non-Dues Revenue Strategy Group Discussion Brian Stevens
- 2:30 p.m. Rapid Firing Line Dimitrios Alexiou  
Speed Dating Version of Association Updates  
“What You May Not Know About Our Association”
- 4:30 p.m. Adjournment
- 6:15 — 9:00 p.m. Reception/Group Dinner (*Sponsors, Members & Guests*)  
Tommy Bahama Restaurant and Bar  
15205 N. Kierland Blvd  
Scottsdale, AZ Phone (480) 505-3668

**Meet in Hotel Lobby at 5:45 p.m. to Carpool to Restaurant**  
(Tommy Bahama is located 20 minutes from the Resort)

**Friday, December 1**

- 7:30 a.m. Continental Breakfast (*Members/Staff Only*)  
Location: Community Room + Patio
- 8:15 a.m. Opening Remarks Dimitrios Alexiou  
Location: Mountain View Room
- 8:20 a.m. CMHA Business Session
- 2024 CMHA Officers – ACTION REQUESTED Michael R. Dunaway
- Sarah Hackenbracht — Chair
  - Les Pitton — Chair-Elect
  - Dimitrios Alexiou — Past Chair
  - Bryan Bucklew — Treasurer
  - Wendy Darwell — At-Large Executive Committee Member
- Treasurers Report Bryan Bucklew
- Current Financial Condition
  - Fidelity Bank: Operating Account, Money Market w/Manual Sweep
  - 2024 Budget Process
- 2024 Meeting Schedule Michael R. Dunaway
- AHA Annual Meeting/CMHA Breakfast (April 14, 2024)  
Marriott Marquis, Washington DC
  - Virtual CMHA Meeting (TBD – Fall)
  - CMHA Annual Meeting (Dec 4 - 6, 2024)  
The Ritz-Carlton, Naples, Florida

8:30 a.m.	Migrant Crisis	Wendy Darwell
8:45 a.m.	Associations in Transition Group Discussion	Dimitrios Alexiou
	<ul style="list-style-type: none"> <li>• Association Operations &amp; Managing Staff Post Covid</li> <li>• Cyber Security for the Association</li> <li>• Operational Changes for Improved Efficiency</li> <li>• Association Growth, Stability or Survival Mode?</li> <li>• Volatility for Associations</li> <li>• Collaborative Opportunities</li> <li>• DE&amp;I Training for Board/Staff</li> <li>• Alternate Membership Categories</li> </ul>	
9:30 a.m.	Legislative Challenges	
	<ul style="list-style-type: none"> <li>• California Minimum Wage Initiative</li> <li>• Health Equity Impact Study</li> <li>• Prohibition of Non-compete Contract Initiatives</li> </ul>	George Greene Wendy Darwell Wendy Darwell
9:45 a.m.	Workforce Challenges & Solutions Group Discussion	Dimitrios Alexiou
	<ul style="list-style-type: none"> <li>• Workforce Violence</li> <li>• RN Shortages/Expanding the Workforce Pipeline</li> <li>• Escalating Wages &amp; Sign On Bonuses/Cost of Traveling Nurses</li> <li>• New Ideas for Targeting the Next Generation</li> <li>• Staff Retention, Staff Depression, Stress and Burnout</li> <li>• Collaborative Workforce Partnerships</li> <li>• Care Redesign</li> <li>• Use of Technology/Artificial Intelligence</li> </ul>	
10:45 a.m.	Staff Reports	
	<ul style="list-style-type: none"> <li>• AHA/Federal Legislative Update</li> <li>• ACHE Member Survey Trends</li> </ul>	Jen Porter Martijn van Oort
11:20 a.m.	Closing Comments	Dimitrios Alexiou
11:30 a.m.	Adjournment	

***Should you need assistance during the CMHA meeting,  
please contact Mike Dunaway at 816-830-4516.***

## ANNUAL MEETING SPONSORS

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**2023 CMHA MEETING ROSTER**  
**Members, Spouses/Guests & Sponsors**

**Members**

Dimitrios Alexiou  
 Deirdre Beluan  
 Bryan Bucklew  
 Jaime Caldwell  
 Wendy Darwell  
 Jenny Glembozky  
 George W. Greene  
 Sarah Hackenbracht  
 Travis R. Heider  
 Pam Jensen  
 Jeff Klingler  
 Brian Lane  
 Steve Love  
 Brett Moorehouse  
 Les Pitton  
 Ken Schoetz

**Spouses/Guests**

Karen Sollars  
 Sherri Caldwell  
  
 Stacie Greene  
  
 Kathleen Klingler  
  
 Mari Tietze  
  
 Joni Pitton

**Organization**

Healthcare Association of San Diego & Imperial County  
 The Health Collaborative  
 Hospital Council of Northern & Central California  
 South Florida Hospital & Healthcare Association  
 Suburban Hospital Alliance of New York State  
 Greater New York Hospital Association  
 Hospital Association of Southern California  
 Greater Dayton Area Hospital Council  
 Pandion Optimization Alliance  
 Hospital Council of Northwest Ohio  
 Central Ohio Hospital Council  
 The Center for Health Affairs  
 Dallas-Fort Worth Hospital Council  
 Kansas City/St. Louis Metropolitan Hospital Council  
 The Healthcare Council  
 Healthcare Council of Western & Central New York

**Staff**

Michael R. Dunaway  
 Jen Porter  
 Martijn van Oort  
 Brian Stevens

**Spouses/Guests**

Stephanie Dunaway

**Organization**

Conference of Metropolitan Hospital Associations  
 American Hospital Association  
 American College of Healthcare Executives  
 Affiliated Enterprise Solutions, LLC

**Sponsors**

Bill Cherry  
 Jim Shadoan  
 Arlene Lo  
 Renata Paniagua  
 Dan McPhee  
 Matthew Romutis  
 Jason Luchterhand  
 Jeff Mercer

**Spouses/Guests**

Christine Craig

**Organization**

G2 Group  
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 Jorie Healthcare Partners  
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 Salary.com  
 Salary.com  
 UpHealth  
 UpHealth