



East Hawaii IPA

Annual General Membership Meeting & Election

April 17, 2019

East Hawaii IPA Office, Hilo

Agenda

- ▶ Welcome
- ▶ Annual Report
- ▶ Election of Directors
- ▶ Strategic Priorities 2019
- ▶ Election Results & Recognition of Outgoing Directors
- ▶ Adjournment & Announcements



East Hawaii IPA



Welcome

Dr. Lynda Dolan, President

Vision & Mission

Vision

A community working together to achieve better health.

Mission

Empower independent healthcare providers in Hawai'i Island to improve quality, increase access and lower costs to achieve better health.

Strategic Priorities

- ✓ Strengthen IPA through enhanced integration
- ✓ Develop Board-directed/physician-led management of cost & quality
- ✓ Establish a sustainable financial revenue stream
- ✓ Strengthen IT capabilities



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Annual Report

Susan Mochizuki, Executive Director

2018 Profit & Loss – January 1-December 31, 2018 (Cash basis)

| PROFIT & LOSS | 1/1-12/31/18 |
|--------------------------|--------------------|
| INCOME | \$1,425,192 |
| TOTAL INCOME | \$1,425,192 |
| | |
| EXPENSES | |
| TOTAL EXPENSES | \$1,677,527 |
| NET ORDINARY INCOME | -\$252,335 |
| NET OTHER INCOME/EXPENSE | \$29,591 |
| NET INCOME/LOSS* | -\$222,744 |

* Excludes \$391,991 delayed HMSA Payment received in January 2019
(2018 Approved Budget = -\$139,000 LOSS)
2018 Adjusted Net Income = **\$169,247 PROFIT**

Balance Sheet – As of 12/31/18 (Cash basis)

| | 12/31/18 | 12/31/17 | CHANGE |
|---------------------------------------|------------|-----------|------------|
| ASSETS | | | |
| TOTAL ASSETS | \$656,102 | \$887,712 | -\$231,611 |
| | | | |
| LIABILITIES & EQUITY | | | |
| TOTAL LIABILITIES | \$14,844 | \$23,711 | \$8867 |
| | | | |
| EQUITY | | | |
| Retained Earnings* | \$864,002 | \$972,587 | -\$108,586 |
| Net Income | -\$222,744 | \$108,585 | -\$331,329 |
| TOTAL EQUITY | \$641,258 | \$864,002 | -\$222,744 |
| TOTAL LIABILITIES & EQUITY | \$656,102 | \$887,713 | -\$231,611 |

*** 12/31/18 Retained Earnings = \$1,033,249 with HMSA Delayed Payment**

2019 Approved Budget – (as of February 2019)

| INCOME | |
|-----------------------|--------------------|
| HMSA | \$2,021,374 |
| Other Health Plans | \$32,600 |
| Symposium | \$136,000 |
| Grant | \$189,000 |
| Dues/Other | \$254,000 |
| TOTAL INCOME | \$2,632,974 |
| EXPENSES | |
| Member Incentives | \$65,000 |
| Operations | \$2,333,499 |
| Symposium | \$100,000 |
| TOTAL EXPENSES | \$2,498,499 |
| NET INCOME | \$138,075 |

2018 At-A-Glance

52 MEMBERS – 44 PCPs and 8 Specialists (as of April 2019)

46 meetings & webinars sponsored or hosted

Total attendance – 1,074 staff and providers engaged

- **Chief Medical Director Hiring**
- **Care Management Program – 450 patients/ 700 home visits**
- **HMSA Payment Transformation – Closed 1551 Preventative Screening Gaps**
- **CPC+ Risk Stratification and Dashboard Reporting Support**
- **Resource Center for Patients**
- **Weekly Alert Communication**
- **eClinical Works Technical Support**
- **SBIRT Grant Screens = 5,287**
- **22nd Annual Healthcare Symposium**
- ❖ ***Appointed to Board of APG***
- ❖ ***Community Support***



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Election of Directors

Dr. Lynda Dolan, President

Board of Directors Election Candidates

- **Darrett Choy, MD – Primary Care-Pediatrics**
- **David Jung, MD – Primary Care-Internal Medicine**
- **Erin Kalua, MD – Primary Care-Family Medicine**
- **Kevin Kurohara, MD – Primary Care-Family Medicine**



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Strategic Priorities - 2019

Dr. Scott Kronlund, Chief Medical Director

Biggest Challenge:

**How do we keep private independent
primary care practice viable?**

Threats

- **Aging/Retiring Providers**
- **Big Systems – HMC, Kaiser, Other?**
- **Administrative Burden**
- **Younger Physicians Want Turnkey Employment**
- **Chronic/Complex Patients Difficult to Manage**
- **Patients (Esp. Millennials) Want On-Demand Care**

Current IPA Strategic Map



How Can IPA Help?

Three Key Areas:

- **Relieve Administrative Burden**
- **Create Better Access for Patients**
- **Improve Management of Patients**

Looking Forward - 2019

- **Medical Group & MSO Development**
- **HMSA Enhanced Partnership & Funding**
- **Practice Services**
- **Recruit New Providers**
- **SBIRT Grant**
- **23rd Annual Healthcare Symposium**



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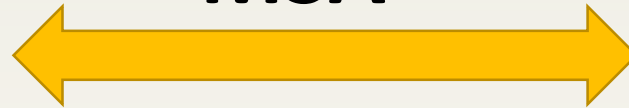
MSO Development Update

April 17, 2019

Physicians Practice/MSO Model



“MSA”**



Population Health Management
Practice Management

*MSO: Management Services Organization

**MSA: Master Services Agreement

MSO Services

Population Health Management (Support All IPA Members)

- Contract Management/Payor Relations*
- Quality Reporting*
- RN & Behavioral Health Care Management*
- Disease Management
- Referral Management & Travel Coordination
- Telehealth
- Performance Improvement including work-flow redesign
- Panel Management including retirement transitions & new patient onboarding*
- Utilization Management*
- eCW Support
- Educational & social events
- Advocacy support

Practice Management (Available for Purchase)

- Practice Administration:
 - Professional Management Team
 - Standardized Policies & Procedures
 - Staff Management & Training/HR
 - Billing & Collections
 - Documentation & Coding Support
 - Contract Management
 - Revenue Cycle Management
 - Facilities Management
 - Materials Management
 - Finance
 - IT Support
 - Licensure & Insurance
 - Regulatory Compliance/Corporate Integrity Program
 - Legal
- Provider Recruitment Support
- Strategic Planning Support

*Support focused on CPC+ and HMSA Payment

MSO Development Updates

- One clinic management contract already in place
- MSO Business Plan development underway in collaboration with HMSA
- Quality Performance Manager now onboard
- Practice Administrator position posted; resumes coming in
- Patient placement service for retiring physicians is in final development; to be launched May 2019
- “Master Services Agreement” in final review



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Election Results

Dr Lynda Dolan, President



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Recognition of Outgoing Directors

Dr. Lynda Dolan, President

Communication

- ✓ WATCH FOR WEEKLY EMAILS FROM IPA ON THURSDAYS
- ✓ SEE ALERTS WITH LINKS TO BACKGROUND INFO, RSVPS, RESOURCES + MORE
- ✓ ASK JOYCE FOR BLOG/PRESENTATION SLIDES PASSWORD
jvital@ehiipa.com



Announcements

➤ Calendar

- **Tuesday, April 23, 12:00 PM** – HMSA Payment Transformation Peds Meeting
- **Wednesday, April 24, 5:30 PM** – Physician Aid in Dying (Approved for 1.5 AAFP prescribed credits) – EHI IPA Office
- **Wednesday, May 1, 5:30 PM** – EHI Board of Directors Meeting – EHI IPA Office
- **Tuesday, May 14, 12:00 PM** – Super Huddle – ‘Imiloa Astronomy Center
- **August 16-18** – 23rd Annual Symposium – Fairmont Orchid

**\$75 for East Hawaii IPA Members / Applying for AAFP CMEs & AHPA CEs
Registration deadline July 19 / Hotel deadline July 15**

