CLAY COUNTY
MEDICAL CENTER
Our Family. Caring for Yours.

Board of Trustees
April 1, 2024
7:00 P.M.
Education Centers 1 & 2

Minutes

BOARD MEMBERS PRESENT
Lori Penner
Jeff Yarrow
Richard Cott
Sandy Fox
Terri Parry

OTHER PERSONS PRESENT
Austin Gillard
Erin Kurtz
Jessica Badsky
Julie Noah
Dr. John Kelley

CALL TO ORDER

Lori Penner called the meeting to order at 7:00 p.m.

BOARD MEETING MINUTES

Lori Penner asked if there were any corrections to the board minutes from February 26, 2024. Motion made by Richard Cott, seconded by Terri Parry, to approve the board minutes from the February 26, 2024 board meeting. Motion carried 4-0.

AGENDA REVIEW

Add: Mammo Reading Station

OLD BUSINESS

Nothing to add

ERIN KURTZ, CFO

a. Pharmacy Issue & Financials
Erin Kurtz is requesting more time to do an in-depth review of January 2024 and February 2024 financials as they have been effected by a pharmacy pricing issue in 2023. Erin reviewed with the Board of Trustees the timeline of the pharmacy pricing issue, how we accounted for the issue in 2024's budget, and what she will be reviewing in the extension. She is requesting more time to ensure accuracy, effected dollar amount, and how this may swing our Medicare Settlement in 2024.

NEW BUSINESS

a. Washer Replacement
Austin Gillard presented a quote for a new Huebsch Washer. The total cost with shipping and installation will be $13,439.04. Our current small washer has been out of working order for many months and parts are not available. This washer is used for cleaning rags, mops, patient clothes, specific reusable/laundered equipment items, and/or heavily soiled items that need to be kept separate. After discussion, motion made by Jeff Yarrow, seconded by Terri Parry, to approve the purchase of a new Huebsh Washer for a total cost of$13,439.04. Motion carried 4-0.

b. Civil Engineering Agreement
Austin Gillard presented a quote for $44,500 from Brungardt Honomichl & Company, P.A. (BHC) for the civil engineering and surveying services for the new clinic addition. We used this same company seven years ago for the new hospital addition. This quote includes the Topographic Surveying, Schematic Design, City Permitting and Review, Construction Documents, and Construction Phase Services. After discussion, motion made by Richard Cott, seconded by Sandy Fox, to approve the quote for $44,500 from Brungardt Honomichl & Company, P.A. (BHC) for the civil engineering and surveying services for the new clinic addition. Motion carried 4-0.

c. Medicare Advantage Negotiation Agreement
Austin Gillard talked with the board about using a well-known consultant in the state to start the Agreement negotiation process with Humana Medicare Advantage and United Medicare Advantage. This is the same consultant Salina Regional and most of the Sunflower Health Network hospitals use. The consultant has a good working relationship with Humana and United Healthcare, and understands their Medicare Advantage Agreements. Austin believes this is the first step to a win-win solution for Clay County Medical Center, our patients, and the communities we serve in the region. To negotiate both agreements, it will cost $18,000. After discussion, motion made by Richard Cott, seconded by Terri Parry, to start the Agreement negotiation process with Humana Medicare Advantage and United Medicare Advantage for $18,000. Motion carried 4-0

d. Agreement for the Sale of Real Estate
Austin Gillard presented the Agreement for the Sale of Real Estate for the home in Clyde, KS located at 111 N. High Street. The purchase price of the home is $25,000. Lori Penner will need approval from the board to execute the Agreement for the Sale of Real Estate. After discussion, motion made by Terri Parry, seconded by Sandy Fox, to allow Lori Penner to sign the Agreement for the Sale of Real Estate for the home located at 111 N. High Street in Clyde, KS for the amount of $25,000. Motion carried 4-0

e. Credentialing
The board reviewed the credentialing files recommended by the Medical Staff for the following:
<u>Active Staff</u>
Eric Anderson – Family Practice – Reappointment
<u>Courtesy Staff</u>
Pamela Braxton Davis – Radiology – Reappointment
Hisham Hakeem – Cardiology – Reappointment
Susan Speaks – Pathology – Reappointment
<u>Allied Health Staff</u>
Gay Stewart – Family Practice – Initial Appointment
Gloria Park – Mental Health – Initial Appointment
Motion made by Sandy Fox, seconded by Richard Cott, to approve the credentialing files recommended by the Medical Staff as presented. Motion carried 4-0.

f. Mammo Reading Station
The current monitor on the Mammo reading station has a defect, pointed out by the Physicist. After contacting the vendor of the monitor, the monitor is out of warranty and was purchased in 2017. They no longer have parts for that date of monitor. After weeks of searching, we found a Nio Fusion 12MP (MDNC-12130) monitor from Dell for $17,136.11. This monitor is needed to stay compliant with the state and ACR regulations for Mammo. After discussion, motion made by Terri Parry, seconded by Jeff Yarrow, to purchase the Nio Fusion 12MP (MDNC-12130) for $17,136.11. Motion carried 4-0

<u>AUSTIN GILLARD, CEO</u>

a. Medical Supplies Distribution
Salina Regional Health Center, Clay County Medical Center, and all 20 plus hospitals that belong to the Sunflower Health Network will be moving away from Shared Services as our medical supplies distributor. Shared Services decided to increase their pricing 11 percent and add a trip charge to each delivery. This would be an average increase of $2,400 a month to Clay County Medical Center. Over the next six months, we will be moving our business to Concordance Healthcare Solutions. We will also see an additional savings with this new partnership. Salina Regional Health Center is taking the lead on this change.

b. Construction Update - CCFP, ER, and Wellness Center Parking
Austin Gillard is working through the AIA A133 and A201 Agreements. It is around a 70 page Agreement. These will hopefully be finalized in the next two weeks.

c. Foundation Annual Meeting Invite
The annual meeting of the Foundation will be on April 30 at 6:30pm at Clay County Medical Center. After a very short meeting, we will hear about plans for a major expansion which includes a mental health clinic, renovation of our emergency department exterior, and more. Hors d'oeuvres will be served and provided by 15-24 Brew House.

d. Special Use Permit - Medical Facility Zoning
The updated zoning code language was briefly presented last month to the Planning Commission. The Planning Commission will discuss the language change in more detail at their next meeting. If approved, the Planning Commission will set a public hearing, per state regulations.

e. Glasco Family Physicians
   The Nicol Home in Glasco, KS would be willing to sale the Glasco clinic to Clay County Medical Center.
f. General Update
   - We have started targeted marketing efforts on Spotify for our primary care clinics.
   - All of our Department Mangers will be reading The 5 Languages of Appreciation in the Workplace. We will be discussion two chapters each month at our monthly meetings.
   - We are working on the furniture, fixtures and equipment list for the new clinic addition.
   - Our strategic plan continues to form into actionable steps from the Department Mangers guidance.
   - Liberty Place Assisted Living is doing well and we have a board meeting in April to discuss the monthly rates.
   - Heather Tremblay, PMHNP has opened her practice again to see new patients.
   - When Meadowlark Hospice moved vendors for medications in 2024, we are seeing an average savings of $5.00 per patient per day.
g. Executive Session
   Motion made by Sandy Fox, seconded by Richard Cott, for the board to enter executive session for a period of 10 minutes with Austin Gillard, Erin Kurtz, and Dr. John Kelley from 8:05 p.m. to 8:15 p.m. in order to discuss negotiations with outside providers, which includes data relating to financial affairs or trade secrets of corporations, partnerships, trusts, and individual proprietorships. At 8:15 p.m. motion made by Richard Cott, seconded by Terri Parry, for the board to enter executive session for an additional 15 minutes to discuss personnel matters relating to non-elected personnel. The meeting ended at 8:30 p.m. No action was taken.

The meeting adjourned at 8:30 p.m.

Next Meeting: April 30, 2024 at 8:00 p.m.

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Minutes recorded by Austin M. Gillard