

# Attachment 1



To: Children's Community Physicians Association Purchasing Partners, L.P.  
Board of Directors

From: Kena Norris, Executive Director

Re: Minutes of Monday, January 11, 2016, CCPAPP Board of Directors Meeting

## **Members Present**

Dov Shapiro, MD  
Sheri Ross, MD  
Michael Siegel, MD  
Tim Geleske, MD  
Guy Randolph, MD  
Virginia DePaul, MD  
Valerie Kimball, MD  
Mary Hall, MD  
Alison Gehle, MD  
Jonathan Necheles, MD

## **Members Absent**

Rebecca Unger, MD  
Ushma Patel, MD  
Susan Sirota, MD  
Douglas Ashley, MD

## **Others Present**

Kena Norris, MJ, FACHE  
LaVonna Swilley, MBA  
Armetris Forman, M.A.Ed

### **1. Call to order**

**Dov Shapiro, MD**

The Children's Community Physicians Association Purchasing Partners Board of Directors meeting was held on Monday, January 11, 2016 at McCormick and Schmick's, Skokie, IL. Dr. Dov Shapiro, President, called the meeting to order at 6:40 p.m.

- A. *Motion 1: To approve the minutes from the November 9, 2015 board meeting. (Attachment 1)* The motion was made, seconded and unanimously approved.

### **2. Report from the Treasurer**

**Michael Siegel, MD**

The 2015 year-end financial statement and 2016 projected budget were reviewed by Dr. Siegel. It was stated that there are roughly 1500 limited partner members and 1500 associate members with just over 3000 members total in the GPO. Merck and Sanofi account for

about 95% of the budget. The 2016's budget projection is around \$2 million dollars. Dr. Siegel noted on the budget that advertising expenses will increase due to the restructuring and an increase in professional development was budgeted for Ms. Norris and staff. There is about \$600K was total cost/expenses for the GPO with over \$1.4 million dollars projected for distribution to members.

- A. *Motion 2: To approve Treasurer's Report for Year-End 2015 and 2016 budget (Attachment 2).* The motion was made, seconded and unanimously approved.

### **3. Report from Executive Director**

**Kena Norris, MJ, FACHE**

- A. GPO Restructuring: The GPO is converting from a limited partner organization to a limited liability corporation (LLC) so that they can easily operate nationally. Also, as a LLC, the board can allocate less revenue to CCPA (covering only its operational expenses) and distribute more revenue back to GPO members.

Ms. Norris explained that the restructuring documents were almost ready, but noted an inaccuracy regarding excess revenue distribution and will follow up with Rob McCann, Esq. Ms. Norris also explained that GPO members are expected to donate their interests back to the GPO or they will forfeit their membership.

It was suggested that there be a clause in the restructure documents to indemnify the board of directors. Ms. Norris stated she would address all the changes needed with Rob McCann, Esq.

- B. Lurie meeting – Town & Country Pediatrics

Ms. Norris met with Lurie's management regarding Town & Country Pediatrics continuing its membership with the GPO. T&C will remain with the GPO for primarily our vaccine vendor contracts.

- C. Vendor Update:

- i. Pfizer has renewed the Trumenba agreement with the GPO. The initial contract had no compliance requirements whereas the new contract has an 80% compliance stipulation. Rob McCann, Esq. had no issue with the contract renewal.

Ms. Norris also pointed out that Pfizer, for the first time ever, is honoring prior year pricing through January for Prevnar. Although the GPO does not have a Prevnar agreement, this is Pfizer's first step in showing an effort towards discounting on Prevnar. In addition, the Pfizer representative stated that Pfizer has a new dedicated staff to explore a GPO contract for Prevnar.

- ii. The GPO will be extending the opportunity for RFP bids to Athena Health, HuTech Resources and SperoMD. It was suggested that Athena Health not be

included because they are tied to an EMR system and may be a competing product for Community Connect's product. However, the board agreed there was no conflict as you can use Athena's billing services without using their EMR system.

The RFP process will not change except that board members who have a conflict of interest should not take part in the discussions or vote. Dr. Shapiro stated that all companies that were chosen will be evaluated by Ms. Norris and Ms. Stemler as they are unbiased in the review.

- iii. The GPO will also be extending an RFP to Henry Schein, Medline, and McKesson in the spring.

D. CCPAPP Annual Survey Results: The survey overall had excellent results with many of the areas, such as pricing and service offerings, showing improved results from the previous year. Members stated excellent satisfaction with all the GPO vendors and expressed an interest in vendors for answering services, group benefits, collection agencies, patient communication tools and marketing/web design.

#### **4. Adjournment**

**Dov Shapiro, MD**

The CCPA Purchasing Partners board of directors meeting was adjourned at 7:35 p.m.