



# MEDCHI FALL HOUSE OF DELEGATES 2023

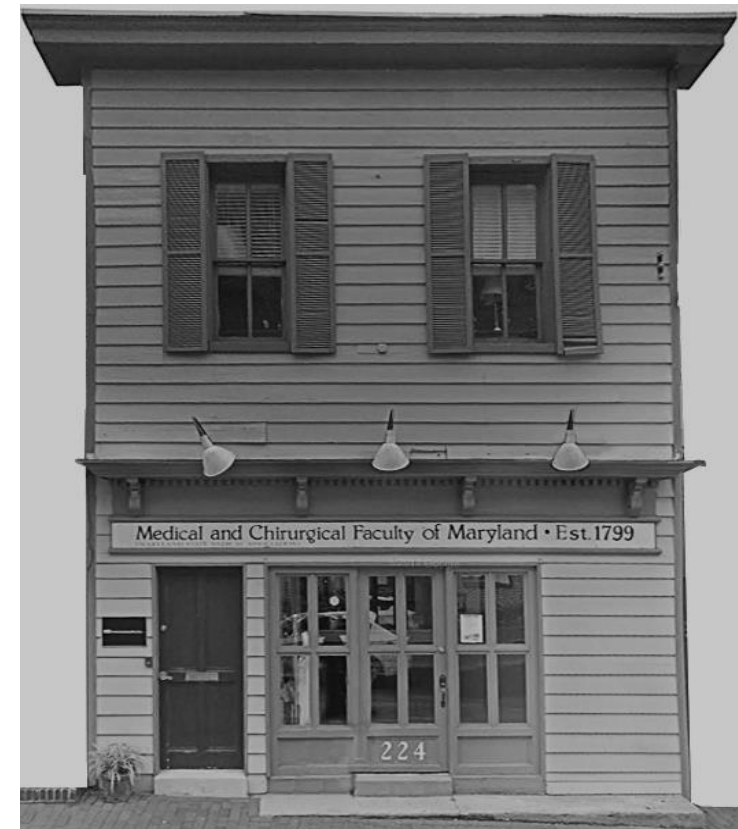
**Gene M. Ransom, III**  
**Chief Executive Officer**  
**MedChi, The Maryland**  
**State Medical Society**

**October 28, 2023**



# AGENDA

- Follow Up from Fall/Spring Meeting
- Operations Updates
- MedChi Physician Services
- Other Noteworthy Information



# FOLLOW UP ON FALL 2022 AND SPRING 2023 MEETING



Fall HOD - Step Therapy

Success!



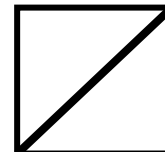
Fall HOD - Breast Cancer

Success!



Fall HOD - Prior Auth

More Work To Do



Spring HOD - Naloxone Training

Success!





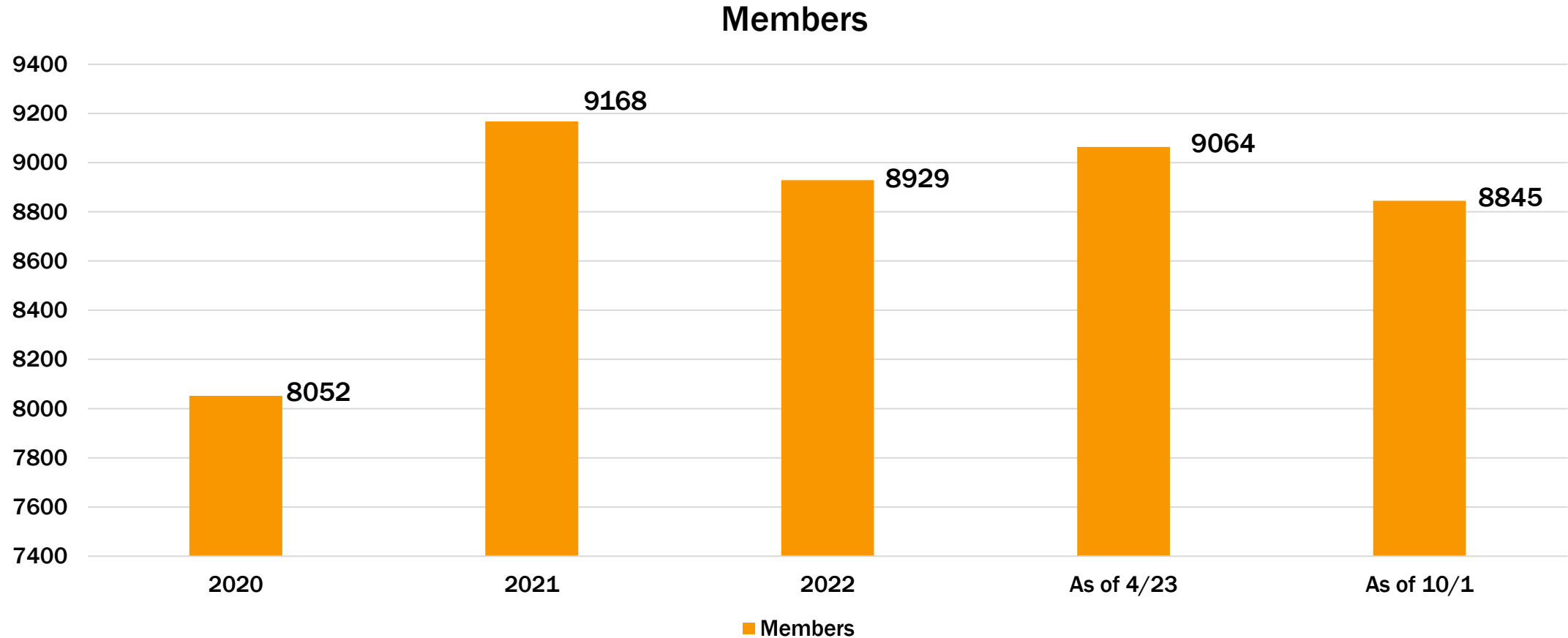
# OPERATIONAL UPDATES

Membership

Finance

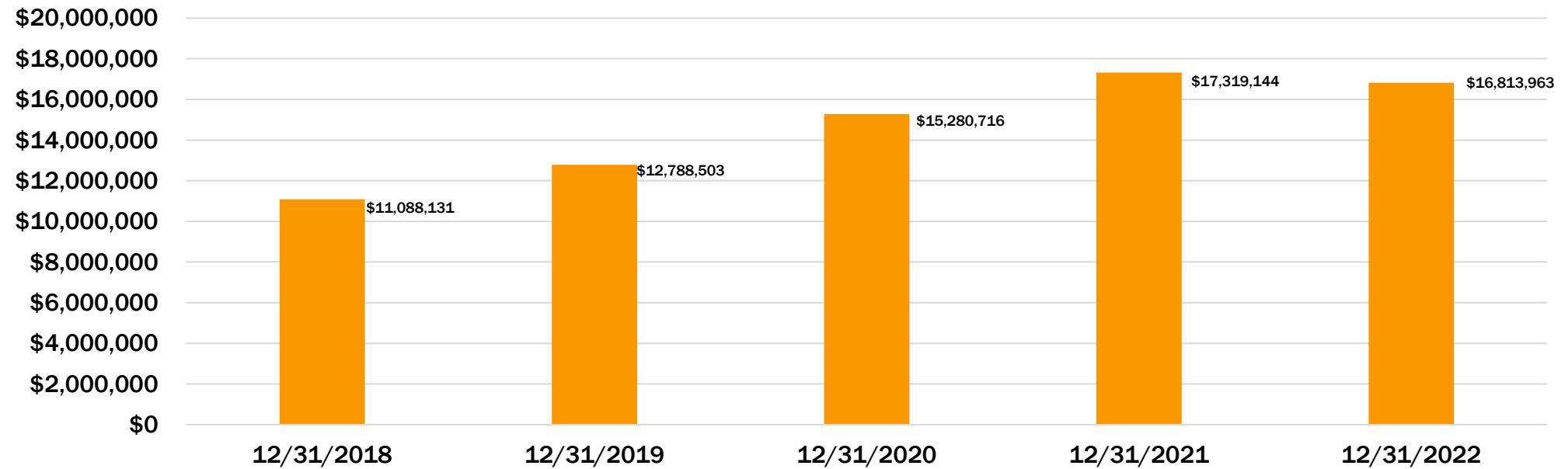
Building

# MEMBERSHIP



# FINANCE

Audited MedChi Net Worth by Year





# BUILDING UPDATE

Expenses outside of budget –  
Water tower, building repairs  
(elevator)



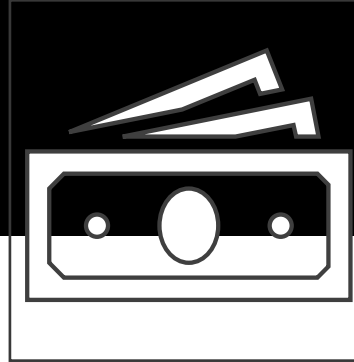
# **MEDCHI PHYSICIAN SERVICES**

- **Center for Employed Physician**
- **Center for Private Practice**
- **Center for Value Based Care**
- **CTO**
- **Transformation Grant**
- **EQIP**



# CENTER FOR EMPLOYED PHYSICIAN

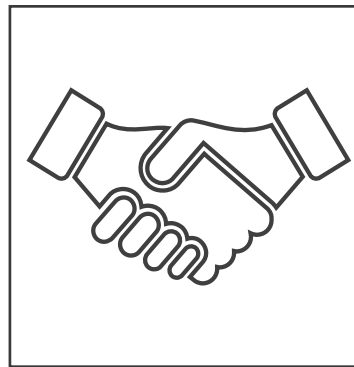
The Center for the Employed Physician provides tools and resources for physicians who work in an employed setting.



## Salary Survey

Released this year and IDEA Task force will be working on findings regarding Gender disparity

## Model Contract



## Contract Seminars

- Dr. Williams and the Medical Economics Council is doing a series on contract negotiations

# CENTER FOR THE PRIVATE PRACTICE OF MEDICINE

MedChi is committed to helping practices remain independent. As your Medical Society, MedChi developed the Center for the Private Practice of Medicine to provide business support tailored to the time constraints of your practice. Our goal is to strengthen your practice by providing credible support that meets your needs with key business services and resources, such as:

- HIPPA & Records
- Ancillary Services
- MedChi CTO
- Practice Management Help
- Ancillary Suggestions Insurance Needs
- Technology Help

## PRACTICE MANAGEMENT SERVICES

MedChi is committed to helping practices remain independent. As your Medical Society, MedChi developed the CENTER FOR THE PRIVATE PRACTICE OF MEDICINE to provide business support tailored to the time constraints of your practice. Please take a moment to review some of the key business services we provide to strengthen your practice Our goal is to help your practice by providing credible support that meets your needs.



PLEASE CHOOSE ONE.....  
EMAIL or FAX: [cgeorge@medchi.org](mailto:cgeorge@medchi.org) / 888-507-6034

PRACTICE MANAGEMENT SERVICES     COMPLIANCE     TECHNOLOGY     INSURANCE     NEW PRACTICE

Practice Name \_\_\_\_\_ Practice Contact \_\_\_\_\_  
Email address \_\_\_\_\_ Phone number \_\_\_\_\_

# EXAMPLES OF MEDCHI PRIVATE OFFERINGS



EHI offers a connected suite of solutions including Chronic Care Management (CCM), Billing Services, Remote Patient Management (RPM), MDnet EHR, Remote Annual Wellness Visit (AWV) and Population health management to promote sustainable and adaptable health behaviors based on easy to use, real-time data capture supported by approved devices.



Designed by a Maryland medical practice for medical practices, Mid Atlantic Medical Collection Services offers a single point of contact and complete transparency with proven results. Our Staff utilizes a patient-first approach, reducing costs and maximizing revenue, all while delivering a positive payment experience. No matter what size your practice, we'll handle your debt recovery so that you can focus on providing the best care for your patients. Unlike other debt recovery businesses, MAMCS *specializes* in medical-owed debt and is up-to-speed in healthcare rules and regulations.



Medical Business Partners

This company provides a suite of services to healthcare practices, including payer credentialing, contract negotiations, coding and billing analysis, practice start-up guidance, and training programs for effective team communication and leadership. Their expertise helps practices streamline payer relationships, optimize reimbursement, improve coding and billing processes, and create high-performing teams. Additionally, they offer guidance for practice start-ups and strategies to enhance patient experiences and online reviews.

# CENTER FOR VALUE-BASED CARE

MedChi leads the charge in protecting physician interests as Maryland healthcare shifts to value-based care. In the 2022 General Assembly Session, MedChi worked to make sure the CareFirst value-based bill included physician and patient protections.

MedChi is a strong supporter of the Maryland Primary Care Program, the largest per capita, most successful value-based care program for Maryland adult primary care. We are working to keep it running in Maryland.

MedChi with CRSIP and the HSCRC developed EQIP. EQIP is an episode-based payment program for non-hospital physicians designed to include more physicians in a value-based payment framework (that is, to have responsibility and share in rewards for reducing Medicare TCOC spending) Encourage multi-payer alignment in a value-based payment framework Include more episodes than in Centers for Medicare & Medicaid Services (CMS) Innovation Center (CMMI) models. Broaden access to Medicare's Advanced APM (AAPM) MACRA opportunity.



# CTO UPDATE



We assisted with approximately 10 practices in completing the MDPCP application process for plan year 2024.

**6 NEW PRACTICES JOINED THE MEDCHI CTO FOR 2024, BRINGING OUR TOTAL TO 25.**

The application process was very complex this year and each application took at least two one-hour meetings, so thank you to the CTO team, especially Andrea Mullin and Daphne LeBlanc for their help with these practices.

All the MedChi CTO practices have applied for EQIP as well around appropriate bundles.

Our CRISP Supervisor, Tom Fitzgerald transitioned to a job with CRISP. We have chosen to promote two MedChi/CRISP Outreach team members, Shaun Diehl and Rachela Forcellese to Senior Account Executives to manage the day-to-day operations of the team.



# EQIP- UPDATE ON THE EPISODE QUALITY IMPROVEMENT PROGRAM

EQIP saved \$20 million in total cost of care in 2021.

Overall, EQIP episodes accounted for ~\$400 million in costs so the savings rate was approximately 5%.

Savings were only counted if the entity exceeded a 3% minimum savings rate, which was created to ensure that savings and payouts from EQIP would be statistically significant.

19 EQIP entities earned savings out of a total of 50.

However, the majority of the smaller practices had difficulty earning savings.

Based on the savings, we expect to pay out \$13 million in incentive payments to physicians (i.e., 60% of the total earned savings).

# MEDCHI EQIP LEAD CARE PARTNERS

MedChi Allergy  
Manav Singla

MedChi Cardio  
Helen Barold

MedChi Clearway  
Damean Freas

MedChi ER  
Manbir Takhar

MedChi CTO  
Willarda Edwards

MedChi GI  
Alpha Banks

MedChi MSK  
Marc Gruner

MedChi Ortho/Pain  
Alan Gonzalez Cota

MedChi Ophthalmology  
Renee Bovelle

MedChi Rheumatology  
Erinn Maury



# TRANSFORMATION GRANT

Round 1 of the practice transformation grant project went very well so the MHCC has extended the grant for Round 2 until June 30, 2024.

For more information on this program contact: [CTO@medchi.org](mailto:CTO@medchi.org) or call 410-878-9698

With the assistance of MedChi Care Transformation Organization your practice will complete workflow redesign and training to enhance your data use, care coordination, and patient experience.

Dedicated practice coaches provide:

- Tips and strategies to support workflow redesign
- Data utilization methods for monitoring and improving performance, quality, and service
- Approaches for promoting patient centered care and engagement to improve patient health outcomes



# NOTEWORTHY INFORMATION

- CME Update
- Educational Seminars
- MedChi's 225 Anniversary
- MedCast
- Museum Update
- Association Management Update
- Councils and Committees
- Welcomes & Thank Yous

# CME UPDATE



We still need more members for the CME committee.

*Join Today!*

Dr. Wargotz met with ACCME for MedChi and took the surveyor training.

We will be combining COSA AND CEMERC into one committee.



# EDUCATIONAL SEMINARS

**PHYSICIAN EMPOWERMENT SERIES**

**25 MAY 5-6 PM PT**

**JOIN US VIRTUALLY!**  
Click here or use the link below to register.

**THIS MONTH'S HOT TOPIC:**  
**"Listening Session: What are Your Pain Points?"**

**Colleen George**  
Director, Center for the Private Practice of Medicine  
MedChi, The Maryland State Medical Society

[CLICK HERE TO LEARN MORE ABOUT THE MEDCHI CTO](#)

**REGISTER TODAY!**

**MedChi**  
The Maryland State Medical Society  
Your Mission. Your Revenue. Your Profession.

[www.medchi.org/physicianempowermentseries](http://www.medchi.org/physicianempowermentseries)

**PHYSICIAN EMPOWERMENT SERIES**

**27 APR 5-6 PM PT**

**JOIN US VIRTUALLY!**  
Click here or use the link below to register.

**THIS MONTH'S HOT TOPIC:**  
**RPM E-Prescribing & More!**

**Andrea Mullin**  
Practice Transformation Director  
MedChi CTO

[CLICK HERE TO LEARN MORE ABOUT THE MEDCHI CTO](#)

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**PHYSICIAN EMPOWERMENT SERIES**

**30 MAR 5-6 PM PT**

**JOIN US VIRTUALLY!**  
Click here or use the link below to register.

**THIS MONTH'S HOT TOPIC:**  
**"IT Inoperability: How Can We Make IT Work?"**

**Luigi Leblanc, MPH, CPHIT**  
VP of Technology  
Zone Networks, LLC

[VIEW SPEAKER BIO HERE](#)

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**PHYSICIAN EMPOWERMENT SERIES**

**23 FEB 5-6 PM PT**

**JOIN US VIRTUALLY!**  
Click here or use the link below to register.

**THIS MONTH'S HOT TOPIC:**  
**"Strategy Session: Effective Worker Retention"**

**Kem Tolliver, CMPE, CPC, CMOM**  
President & CEO  
Medical Revenue Cycle Specialists

[VIEW SPEAKER BIO HERE](#)

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**PHYSICIAN EMPOWERMENT SERIES**

**26 JAN 5-6 PM PT**

**JOIN US VIRTUALLY!**  
Click here or use the link below to register.

**THIS MONTH'S HOT TOPIC:**  
**2023 CPT Evaluation and Management Important Guidelines Changes**

**Julia Konovalov**  
Chief Business Manager  
Medical Business Partners, LLC

**Olivia Wilson**  
Operations Executive  
Medical Business Partners, LLC

[VIEW SPEAKER BIOS HERE](#)

**REGISTER TODAY!**

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[www.medchi.org/physicianempowermentseries](http://www.medchi.org/physicianempowermentseries)

## Physician Empowerment Series

# MEDCHI'S 225<sup>TH</sup> ANNIVERSARY

PLANNING FOR MEDCHI'S 225TH ANNIVERSARY CELEBRATION IS STILL GOING STRONG.

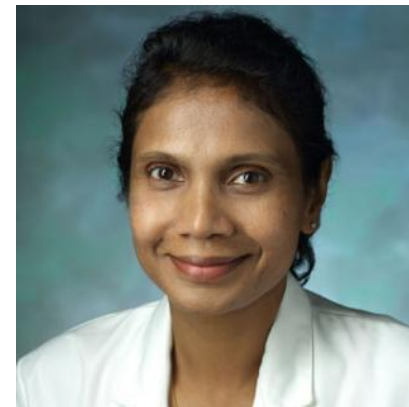
KICK OFF FUNDRAISING EVENT IN NOVEMBER 2023

KICKOFF WILL BE HELD ON JANUARY 22, 2024, IN CONJUNCTION WITH THE MARYLAND GENERAL ASSEMBLY SESSION

MUSEUM GRAND OPENING EVENT IN JULY 2024

THANKS TO OUR PHYSICIAN VOLUNTEERS: ALLAN JENSEN, MD, LORALIE MA, MD, AND PADMINI RANASINGHE, MD.

MORE MEMBERS ARE WELCOME TO PARTICIPATE IN THE PLANNING EFFORTS.



# MEDCHI'S MEDCAST

*"The creation of this podcast was something that we were really excited to release in hopes of providing an outlet for our physicians to hear from their peers, talk about timely issues in medicine, and hopefully come together on a new platform that appeals to their hectic work schedules",* says Gene Ransom, MedChi CEO. MedCast is available on Apple Podcasts, Amazon Music, Google Podcasts, and Spotify.

•September 18, 2023: The fifteenth episode of MedCast features Dr. Martin Rusinowitz, Medical Director for the Maryland Physician Health Program (MPHP). Listen in as Dr. Rockower speaks with Dr. Rusinowitz about his personal experiences to share resources and offer compassion to others going through the same thing. [You can listen to it here.](#)

•August 28, 2023: The fourteenth episode of MedCast features Mr. Corey Feist, Chief Executive Officer and Co-Founder of the Dr. Lorna Breen Heroes' Foundation. Join us as Dr. Stephen Rockower speaks with Mr. Feist about talks about his sister-in-law's story and physician mental health. [You can listen to it here.](#)

•July 10, 2023: The thirteenth episode of MedCast features Dr. Ilse Levin, a hospital-based physician for the Mid-Atlantic Permanente Medical Group. Listen in as Dr. Rockower speaks with Dr. Levin about "looking at the big picture" and seeing the person behind the patient. [You can listen to it here.](#)

•June 5, 2023: The twelfth episode of MedCast features Dr. Allan Jensen. Tune in as Dr. Stephen Rockower speaks with Dr. Allan Jensen, an Ophthalmologist from Baltimore where they discuss Dr. Jensen's background, Opera and medicine, and Dr. Jensen's work in Maryland. [You can listen to it here.](#)



An insider's view  
on the issues  
on medicine  
on healthcare  
**MedCast**



Click here to see  
more!



[MedCast \(medchi.org\)](https://medchi.org)



**A name for the Museum has finally been chosen: The MedChi Museum of Maryland Medical History.**

**We are looking to get sponsored exhibits from medical practices or professional societies. If you have suggestions, please contact Meg Fielding ([mfielding@medchi.org](mailto:mfielding@medchi.org)).**

**Videos: As part of the 225th Anniversary and the Museum exhibits, we are working with a video production company to create a series of videos about MedChi, our past, our present and our future.**

**Some of the topics we will be covering are:**

- **MedChi: Who We Are and What We Do**
- **Our Founding in 1799**
- **Our Founders and Their First Meeting and**
- **Dr. Beanes and the National Anthem**
- **Sir William Osler and His Influence on Medicine and MedChi**
- **The Napoleon Chest**
- **Marcia Noyes**



**MUSEUM  
UPDATE**



THE MEDCHI  
MUSEUM OF  
MARYLAND  
MEDICAL  
HISTORY

# ASSOCIATION MANAGEMENT UPDATE

The Association Management team at MedChi has conducted several meetings throughout the year.

Notably, the Maryland Society of Eye Physicians and Surgeons organized three well-attended events, including a PAC Social aimed at raising funds to ensure their preparedness for potential Scope issues' return in Maryland.

Additionally, the Maryland Neurosurgical Society eagerly anticipates a meeting with former Governor Larry Hogan in 2024.

Furthermore, AMD is outwardly focused on strategies for business growth and expansion in 2024.







**WE NEED  
YOU!**



**COUNCIL ON BYLAWS**

Bylaws, Rules & Regulations Committee

**COUNCIL ON COMMUNICATION**

**COUNCIL ON LEGISLATION**

Boards & Commissions Committee  
Health Insurance Committee  
Public Health Committee

**COUNCIL ON MEDICAL ECONOMICS**

Payer Relations Committee  
Private Practice of Medicine Subcommittee

**COUNCIL ON MEDICAL POLICY**

Opioid, Pain, and Addiction Committee  
Cannabis Committee  
Ethics and Judicial Affairs Committee  
Public Health Committee

**COUNCIL ON OPERATIONS**

Joint Committee on Continuing Medical  
Education  
Finance Committee

**COUNCIL ON IDEA**

IDEA Committee  
Gender Pay Equity Subcommittee

*Join Today!*

**TASK FORCES**

Global Budgeting Task Force

**SUBSIDIARIES & AFFILIATES**

MMPAC  
MedChi Agency  
Alliance

**CENTER FOR A HEALTHY MARYLAND**

Development Committee  
Finance Committee  
Grants & Education Committee  
History of Medicine Committee  
Physician Health Committee  
Physician Health Oversight Committee

**SECTIONS**

Medical Students  
Residents & Fellows  
Early Career Physicians  
International Medical Graduates

# THANK YOU DR. YORK



Thank you for your service for the past year, as our  
President.



# WELCOMING DR. LOWENTRITT

Gala – March 23, 2024

More info to come!



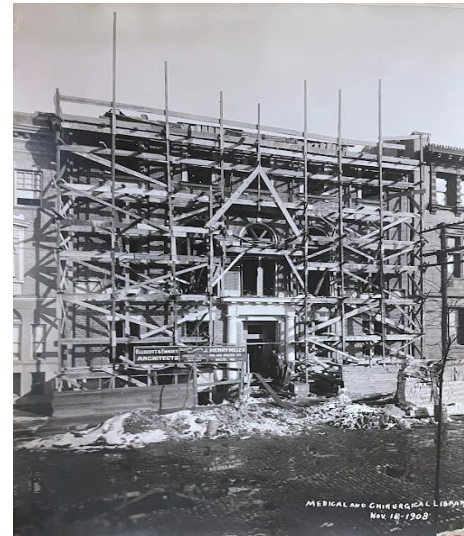
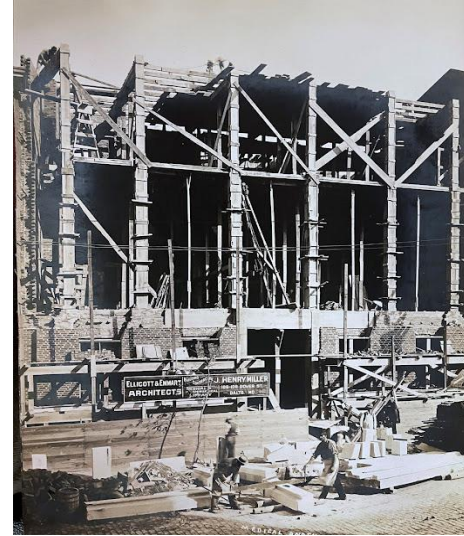


# ANY QUESTIONS?

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MedChi, The  
Maryland State  
Medical Society





**THANK YOU**

Gene M. Ransom

[gransom@medchi.org](mailto:gransom@medchi.org)