

MedChi Spring House of Delegates



April 28, 2019

Report of the CEO
Gene Ransom, III

Operations - Summary Of Follow Up From Fall HOD

BOT 1-19 provides a full accounting of our follow up actions to date

A Few Highlights to Share



Moving forward with Strategic Planning

- Consultant has been engaged for building evaluation
- Currently evaluating proposals for organizational consultant



6 items were sent to the AMA via resolution or letter, with favorable responses to each



Single Payor Task Force has been established



11 items were incorporated into our 2019 Legislative Agenda

- Drug switching legislation was successful



Task Force on HOD Scheduling has set a date for the Fall Meeting



November 2, 2019

Operations Update:

Continued Internal Operational / Financial Pressure

MedChi Agency is heading back to historic levels; new Agency CEO Shelly Brouse has it on the right track.

Still in the process of closing old Joint Venture/ACO. We have passed all CMS audits. All expenses paid in first quarter 2019.



Member revenue continues to be a smaller part of income, putting pressure on MedChi and its components. We are behind last year on membership revenue.

MedChi approved as a CTO under the Primary Care Model, and new services with MPT have potential to help with revenue.

Our Agency at Work for YOU!



2018 Results

- We had a *good year* compared to 2017.
- Net *Income* result 123% above 2017; and 28% above plan

2019 Plan



- Increase Net Income by 36%
- Implement new strategic partnerships targeted to improve personal insurance offerings and expand capabilities for larger healthcare accounts
- Change service model to better support client needs

Call today for a no-obligation policy review.

Phone: 410-539-6642; Email: hello@medchiagency.com

Website: www.medchiagency.com

Let MedChi Insurance Agency be your BROKER for medical malpractice and ALL your insurance needs.

You can re-assign your broker with no change in coverage or additional cost!

Please Join us at the Next HOD Meeting!



You're Invited!

November 2, 2019

7:00 am – 4:00 pm

The Hotel at Arundel Preserve

7795 Arundel Mills Boulevard

Hanover, MD 21076

– *Special Guest Speaker* –

Patrice Harris, MD


AMA President

Membership



Dr. Benjamin Stallings

- 7,399 MedChi members; our goal for 2019 is 8,000
- Our goal is 12,000 MedChi reach across membership and sales/outreach opportunities



MedChi's presidents have been working on visiting every hospital and medical society in the state. Outreach has been done at local component medical society meetings and hospital staff meetings. Most recently, Dr. Stallings's attended an event at Garrett Regional Medical Center.

MedChi Fighting for Primary Care: Maryland Primary Care Program

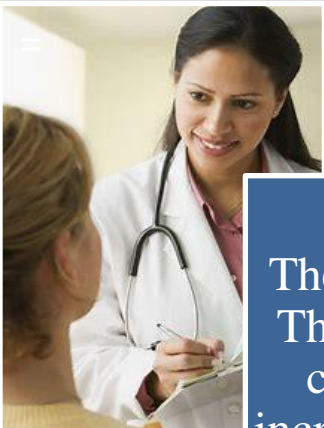
Major win for Maryland physicians and
MedChi

- Large transfer of funding from hospitals to physicians
- 596 Practice Applications, *378 Approved*
- New Applications will be accepted in late spring, early summer— period will be 2 months this year, *vs* the 1 month period from last year.



Maryland Primary Care Program

MDPCP



The Maryland Primary Care Program (MDPCP) began January 1, 2019. The goal of the program is to support the delivery of advanced primary care throughout the State and allow community providers to play an increasingly important role in improving health outcomes and controlling total health care spending growth.

There are *five* key elements to the program:

Access to Care

Care
Management

Patient and Caregiver
Experience

Planned Care
and Population
Health

Comprehensiveness
and Coordination

Almost 400 Primary Care Practices are participating in the MDPCP in 2019.

We will continue to work with the close to 200 practices who applied, but were not accepted into the program to get them ready to participate in 2020.

MedChi CTO Regional Meetings

We have held meetings with each of our three CTO regions



The focus of these meetings were:

- Meeting the practices face-to-face
- Explaining first steps:
 - Registering for and signing into the CMS MDPCP Portal to view their patient attribution and initial payments
 - Registering for and signing into the CRISP MDPCP Portal to view patient data including risk stratification
 - Register for and log into MDPCP Connect which is an on-line Learning Community with a chat feature to ask questions
- Reviewing the metrics which will be required for 2019

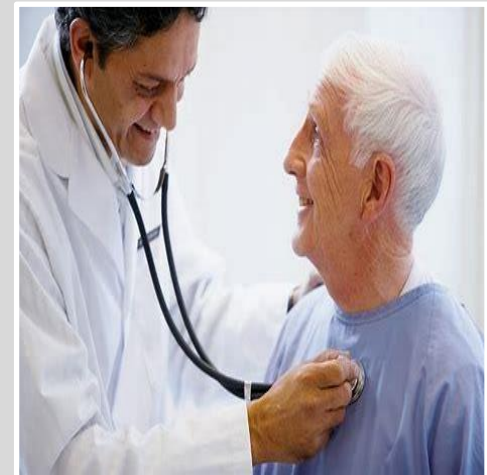
MedChi Fighting for Specialist to Have Access to Care Redesign Programs



Drs. Grasso, Celano, and Mitchell are serving on the Stakeholder Innovation Group.

Drs. Safferman and Peruvemba are working on the Care Redesign Committee.

Working with the HSCRC and CMS on approval of new model gainsharing programs under the waiver.



MedChi - Making the ACA work in Maryland

Dr. Rockower is serving on the ACA Task Force



Dr. Stephen Rockower

Down Payment Op Ed by Gene Ransom in The Baltimore Sun

By **Gene M. Ransom III**

FEBRUARY 20, 2019, 8:15 AM

As Washington politics continues to risk instability for the **Affordable Care Act (ACA)** and health insurance markets, Maryland policy makers are working in a bipartisan manner in the best interests of the citizens of Maryland. The most recent adjustment being proposed to protect Maryland patients is the creation of a Health Insurance Down Payment Plan, legislation introduced by Del. Joseline Pena-Melnyk and Sen. Brian Feldman.

The Health Insurance Down Payment Plan will help the uninsured and shrink uncompensated care by creating health insurance cost fairness for everyone. Here's how it would work: At tax time, Marylanders would be asked if they had quality health coverage in the past year. If they answer "no," they have a choice — either pay a penalty to the state or instead use that money to purchase quality, affordable health care.

Related



Advocates push new state-level insurance mandate

The Maryland down payment plan is not the ACA mandate; it's a significant improvement. The ACA's individual mandate took a largely punitive approach to encouraging consumers to fulfill this responsibility, imposing federal income tax penalties on people who lacked coverage the previous year and did not qualify them for a tax exemption. The federal tax law passed in December 2017 eliminated the federal government's enforcement role; while the removal of the insurance coverage mandate poses a

significant challenge to the ACA's model, it also creates an opportunity for states to improve on the federal template.

MedChi – Working to Reduce Burnout

The Maryland Physician Health Program is a private, confidential, non-disciplinary program that provides clinical care for physicians and allied health professionals. Administered by MedChi's foundation, the Center for a Healthy Maryland, this HIPAA-compliant program provides assessment, monitoring, referral, and support services for physicians impaired by:

- Substance Abuse
- Behavioral Issues

Anger Management

Anxiety

- Alcohol Abuse
- Boundary Issues

- Depression
- Anger Management

Physical or Cognitive Impairments



MedChi Past President Brooke Buckley, MD, (above) is a champion for breaking the silence, addressing the root causes of physician stress, and finding joy in medicine.

MedChi - Working on Lowering Drug Prices

In 2019, the Maryland General Assembly passed HB 768 to create a Prescription Drug Affordability Board, an independent body with the authority to evaluate expensive drugs and recommend appropriate methods for addressing these costs, including setting upper limits on what Marylanders would pay for them.

The Prescription Drug Affordability Board will look at prescription drugs with costs that greatly impact Marylanders, including medications that impact the budgets of state, county and local government programs and facilities.

The Board is composed of five members (plus a Stakeholder Council and staffing support) appointed by the following: one member by the Governor, one by the Senate President, one by the Speaker of the House, one by the Attorney General, and the Board Chair to be jointly appointed by the President and Speaker.

MedChi Rx Cards



MedChi urges physicians to use our Rx cards which help uninsured and underinsured patients reduce drug costs. Unlike many cards, the MedChi card does not share patient information with third parties, which is a huge benefit.

This program has no restrictions to membership, no income requirements, no age limitations and there are no applications to fill out.

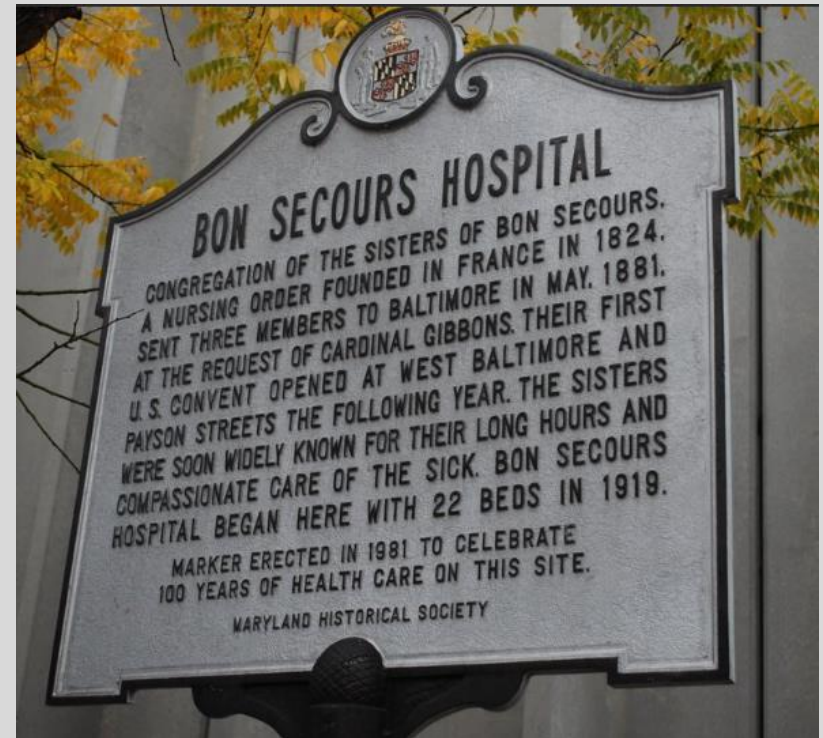
The Maryland Rx Card provides savings of up to 75% on prescription drugs at local pharmacies.

Maryland Rx Card was launched to help the uninsured and underinsured residents afford their prescription medications. However, the program can also be used by people who have health insurance coverage with no prescription benefits. Additionally, people who have prescription coverage can use this program for non-formulary or non-covered drugs.

MedChi Hopes To Work With LifeBridge On Proposed Acquisition Of Bon Secours

LifeBridge Health has submitted a proposal to acquire Bon Secours Hospital to:

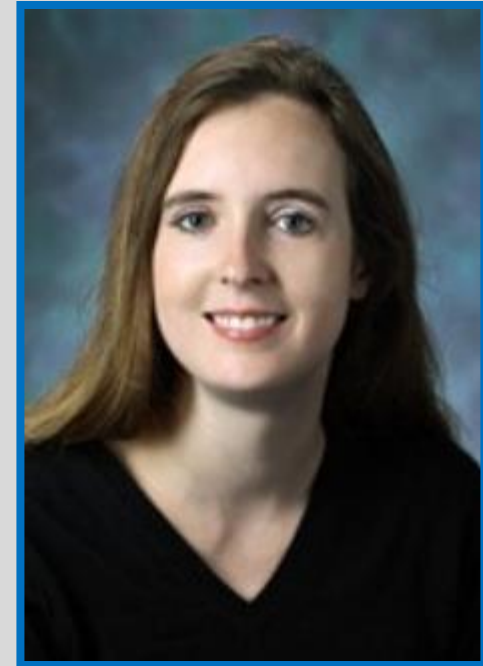
- Renovate the existing hospital;
- Acquire adjacent land to build a new structure that will house a new ER room;
- Create training programs;
- Offer jobs to those who successfully complete training programs;
- Offer a low-cost food market;
- Create mentoring programs



MedChi has sent a letter of support

MedChi Working with The Johns Hopkins Hospital to Create an Academic Division

- MedChi proposes to develop an “Academic Division” of MedChi that will focus on the unique issues related to the Academic Medical Center and specifically The Johns Hopkins Hospital
- The following are examples of functions the Academic Division will perform:
 - Development of “position papers” on key AMC issues such as Volume Funding, Capital Funding, Graduate Medical Education, Case Mix Adjustment logic, funding mechanisms for emerging High Cost Drugs such as immunotherapies, Disproportionate Share/Urbaness Cost algorithms, Cost Efficiency measurement logic for AMCs, etc
 - Support The Johns Hopkins Hospital with the development of compliant physician incentive and gain sharing models including Episode of Care bundles and various Quality initiatives
 - Support for the role of the medical education process and the appropriate funding of Direct and Indirect Medical Education costs
 - Support The Johns Hopkins Hospital with various population health initiatives, primary care development in urban settings, MACRA optimization, and the care redesign models
- The Johns Hopkins Hospital and MedChi leadership will develop an “oversight” committee that will meet at a minimum on a quarterly basis to set priorities and develop strategic direction for the “Academic Division”



Dr. Michelle Manahan

MedChi Fighting the Opioid Epidemic



Dr. Gary Pushkin
Opioid Task Force Chair &
Past MedChi President

Currently, MedChi's Opioid Task Force is working on:

1. Gathering tools to help physicians:
 - To recognize risk factors
 - To screen for addiction
 - With prescribing (guidelines / best practice)

2. Investigating alternative, scientifically-based non-opioid treatments

3. Growing a coalition with entities seeking resolution to the epidemic. Thus far, the task force has **established partnerships** with Governor Hogan's Opioid Operational Command Center, Maryland Department of Health, Board of Physicians, DrFirst (iPrescribe), Maryland Patient Safety Center, University of Maryland School of Pharmacy, DEA, and American Medical Association.

PDMP Contract Update



The PDMP Outreach contract for prescriber education has been extended thru August, 2019.



We have created a 2-hour CME that fulfills the 2 credit CME requirement for CDS License renewal.

- This CME presentation will be available on the MedChi website very soon.



MARYLAND
Department of Health

We are currently developing, in conjunction with MDH, a three-year grant proposal to continue PDMP Outreach and Education funded by the CDC.

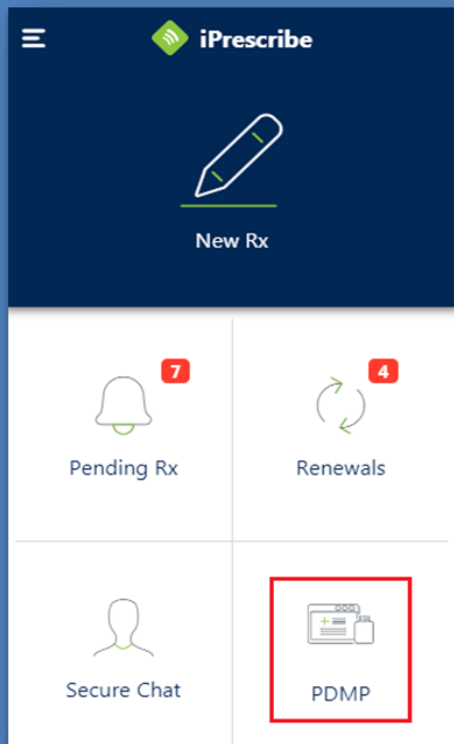


MedChi would be responsible for:

- Creating CME approved presentations to be used for:
 - Quarterly CME webinars
 - Weekly in-person CME presentations

Opioid Crisis – Finding Non-Legislative Solutions

MedChi continues to work with DrFirst and iPrescribe



- iPrescribe is an app with drug and controlled substance prescribing, medication history, PDMP queries, allergy alerts and more;
- Provides real-time drug prices to physicians so they can let patients know out-of-pocket costs; and
- Offers a backline secure communication tool to interact with peers, pharmacists and patients.

Dr. Bruce Smoller, MD, is Running for Re-election to the AMA Council on Science and Public Health



Elections will be held
at the AMA Annual
Meeting, June 8-12,
2019 in Chicago

Six Things You Can Do **TODAY** to Help Yourself and MedChi!



Have the MedChi Agency do an Insurance Review – no cost, no obligation

Have MedChi Network Services do a practice assessment – no cost, no obligation

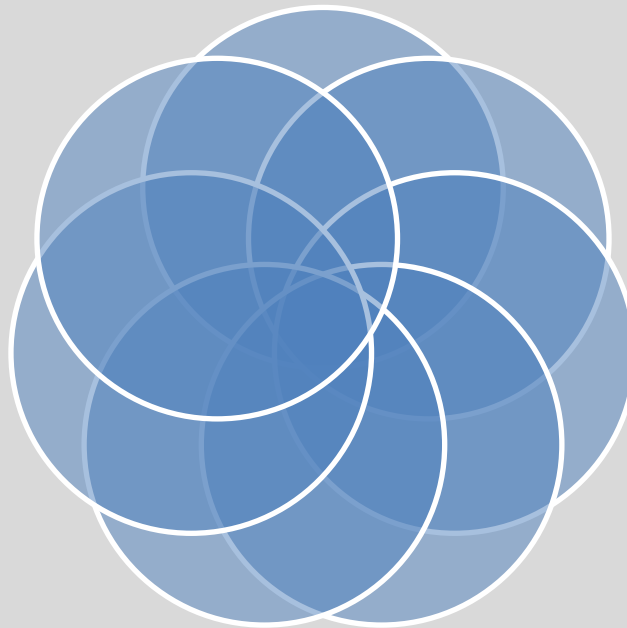
Do something before you leave today!

Join MMPAC and get involved in our advocacy effort by using our Legislative Action Center

Help our Membership Committee grow our membership – Is your practice at 100%?

Visit with our sponsors and thank them for supporting MedChi

Take a stack of MD Rx cards if you have uninsured or underinsured patients





In Memoriam

Michael E. Busch (January 4, 1947 – April 7, 2019)

On Sunday, April 7th, Speaker of the House Mike Busch passed away. He represented Anne Arundel County and the City of Annapolis in the General Assembly since 1986. He became Chairman of the Economic Matters Committee in 1994, where he oversaw health insurance and other aspects of the health care industry, putting him in touch with MedChi on a regular basis and individual doctors with whom he developed a personal relationship over the years. He always had an open door to hear physician concerns, even once he became Speaker in 2003. After fighting his way through a liver transplant (not alcohol related) and bypass surgery all within the last 2 years, he had been ill for several weeks fighting pneumonia, and unfortunately could not battle through it. He was a friend to all members of our law firm, and many of you as well. He will be missed as a legislator, but even more so as a good and decent man who was always ready with a smile and handshake, who helped everyone he could. Please keep his family and friends in your prayer.

Any Questions?



Thank you for allowing
me to represent the
physicians of Maryland!



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