“WE ARE STRONG, BUT WE NEED TO ADDRESS OUR LONGSTANDING STRUCTURAL DEFICIT.”
Finances

- Membership and Agency will not meet their 2016 projections

- CRISP deal has been expanded and extended in 2016

- Unexpected, large unbudgeted items in 2015
  - Baltimore riots
  - Ramp
  - Elevator
  - Dispensing Project
  - Payment of Component Debt
MedChi Network Services (MNS)

- **Practice Management Services**

- **ACOs passed audits by CMS and are being closed**

**Offerings:**

1. **Revenue Cycle Management**
   Management of your finances to optimize billing and collections

2. **Integrated Electronic Health Records and Practice Management**
   Credible guidance and services for health information technology

3. **Meaningful Use Assistance**
   Help qualifying for Federal and State incentive programs

4. **Full Service Contact Center Staffing**
   Assistance with appointment confirmations, health maintenance reminders, and other inbound and outbound patient calls

5. **Coding and Compliance Support**
   Certified Professional Coder support to perform coding reviews, training, and risk mitigation

6. **Transcription Staffing**
   Traditional and structured transcription directly into your electronic health records
Advocacy

“THE NUMBER OF ISSUES IMPACTING PHYSICIANS, PATIENTS AND THE PUBLIC HEALTH ARE GROWING. WE NEED MORE RESOURCES TO KEEP PACE.”
2015 Fall HOD Follow Up

Resolutions

- 8-15 - Met with DHMH and BOP on combining medical license with CDS registration renewal process
- 17-15 – Sent letter to DHMH on promoting HPV vaccination of children
- 20-15 - Sent letter to MHCC asking for study on the high cost of generic drugs
- 24-15 - Sent letter to MHCC on prior authorization
- 28-15 - Sent letter to MIA and MHCC on compliance with physician rating system
Waiver / Gain Sharing

- Self-referral legislation; died in Annapolis.
- Two application filed with CMS to begin clearance process.
- Designation of ICN amendment, died in Annapolis.
Medicaid Reimbursements

- Medicaid Goals
  - Restore funding cuts
  - Fix MMIS (computer system)
  - Medicaid ACO – Other opportunities

- The General Assembly voted to increase Medicaid E&M codes from 92% of Medicare to 96%. The increase will only occur if the Governor agrees to fund the increase.
Hospital Closure Issue

- The MedChi Board voted to help several of the Eastern Shore counties with problems at Shore Regional Health System.
- MHA was pushing legislation to enable hospitals to downsize.
- Legislation was passed and amended to include language for the Eastern Shore counties.
Interview with Center Maryland on the Waiver and Opioid Abuse
Leveraging Partnerships

Sugar Free Kids

We Work for Health

Baltimore Jewish Council

HealthCare Access MD

MedChi
The Maryland State Medical Society

Peabody & PAM Committee

Proposed Maryland Legislative Language

Objective

Rationale

Policy Focus Areas

Non-discrimination

Plans may not use formularies to discourage older patients from enrolling.

Ensuring plans do not discriminate against those needing care.

Formulary criteria used for new medications.

Prescription drug plan requirements for new medications.

Basics of formulary requirements.

Network adequacy

Ensuring adequate network for prescription drug plans.

Meet standards for HHS

Safeguards for hospital network

Safeguards for independent pharmacy network

Affordability, Quality and Comparability

Patients should not have high costs simply because a condition is treated with a medicine.

Peabody & PAM Committee

The Mind and the Musician: A Collaboration between MedChi, the Maryland State Medical Society, and the Peabody Institute of the Johns Hopkins University

Saturday, April 9, 2016

6:30 – 8:30 p.m.

MedChi Building, Olin Hall

1411 Cathedral Street

Baltimore, MD 21201

www.medchi.org
Your Profession

“WE ARE KEEPING UP WITH CURRENT EMPLOYMENT TRENDS BY DEVELOPING RESOURCES UNIQUELY DESIGNED FOR EMPLOYED PHYSICIANS.”
Tools and Resources:
- A Maryland Model Physician Employment contract and a Primer on Self-Referral Laws are available to MedChi members on our web site.
- Also available by request are referrals for assistance from attorneys, accountants, practice managers and investment professionals.

Key Considerations for an Employed Physician:
- Do I need an attorney?
- How will compensation be determined?
- Will I earn more or less in private practice?
- Who will buy/lease my office space/equipment?
- Who pays for my insurance?
- What are my hospital obligations?
- How will disputes be handled?
“We keep pace with the changing landscape in the House of Medicine by offering resources to support physicians in all settings and across all specialties.”
CME Offerings

- **Dispensing CME** - MedChi and the University of Maryland School of Pharmacy developed educational online modules for physicians. Currently, five modules, totaling six (6) CME Credits, are now available.

- **Opioid CME** - MedChi collaborates with components to offer BOP-mandatory CME on Opioid Management. There is also an online Business of Medicine course.

- **Physician Leadership Institute** – Certificate program offered with online and live classes to earn 6 CME credits. Second class starts Sept. 5.
Lunch and Learns

- Held on Fridays starting at noon 6-7 times per year
- No charge and free lunch
- Join us and bring a colleague and/or your office manager
- RSVP to Cathy Johannesen

Mark Your Calendars for 2016

May 6  Legislative Wrap Up
June 3  Value-Based Payments
July 8  Physician Wellness
Sept. 9  Opioid Management
Oct. 7  Integrated Care in Pediatrics
Dec. 2  TBD
Physician Health Program

- Voluntary and highly confidential

- Paid for by participation fees by hospitals and individual user fees (discount for MedChi members)

- 80 percent of Maryland hospitals now participate – Is your hospital one of them?

Physician Rehabilitation Program

- Participants are ordered there by the Board of Physicians

- Paid for by contract with the Board; recently renewed for five years

- Utilization of program by Board is up **250%** since 2010
"We need you to succeed! Remember to call us first whenever you need help."
Component Societies Are a Key Part of Our Team and Bring Value to our Members

Allegany County Medical Society
Julie McCormick

Anne Arundel & Howard County & Prince George’s Medical Societies
Mary Morin & Jason Hohl

Baltimore City Medical Society
Lisa Williams, Jenine Feaster & Arnold Levine

Baltimore County Medical Association
Russ Kujan & Michael Anderson

Cecil County Medical Society
Dana Brooks

Frederick County Medical Society
Judy Paternoster

Harford County Medical Society
Kate Button

Montgomery County Medical Society
Susan D’Antoni, Betsy Baber, Pamm Dalton, Stephen McDow, & Veena Sarin

Washington County Medical Society
Karen Talbert

Wicomico County Medical Society
Yolanda Chaikal
Thanks to the MedChi Staff

Mary Morin  Stephanie Wisniewski  Chae Kwak  Lawrence Almengor  Frank Berry
Jason Hohl  Sandy Boughan  Mike Llufrio  Jaclyn Rodriguez  Kirstin Shae
Erin Krell  Karen Buckmaster  Russ Kujan  Michael Anderson  Brittany Knight
Josette Fullard  Anthony Alduino  Melanie Dang  Colleen George  Russ Kujan
Sharon Kirk  Ari Hernandez  Anne Norton  Cathy Johannesen  Andy Krauss
Leslie Parker  Linda Rodriguez  Tanya Bryant  Domenica Stone  Robi Rawl
Akil Patterson  Steve Politowski  Shanika Miles  Rachel Hennick  Ginger Tinsley
Jeffrey Bahen  Steve Johnson  Shayna Banfield  Joyce Bilanow  Diana Palewicz
Meg Fielding  Roberta Herbst  Colleen White  Ethel Wright  Laura Berg
Cinnomon Witherspoon  Paul McClelland, MD  Erika Opoka  Lloyd McCleave
Debbie Sciabarrasi  Lawrence Devadason
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
- Help our Membership Committee grow our membership – Is your practice at 100%?
- Take a stack of MD Rx cards if you have uninsured or underinsured patients
- Visit with our exhibitors and thank them for supporting MedChi
- Join MMPAC and get involved in our advocacy effort by using our Legislative Action Center
- Do something before you leave today!
Closing Comments

Follow us on Facebook or Twitter (@MedChiupdates or @GeneRansom)
Visit www.medchi.org

Thank you for attending!

Q & A