

WESTON COUNTY HEALTH SERVICES  
BOARD OF TRUSTEES MEETING  
July 20, 2017

**Present:** Jimmy Long, President of the Board; Georgenna Materi, Secretary; Barry Peterson, Treasurer; Travis Cochran, Trustee

**Also Present:** Maureen Cadwell, CEO; Jim Peck, Attorney; Lynn Moller, CFO; Piper Allard, Director of Patient Services; JoAnn Farnsworth, Quality Director; Diane Palu-McArthur, Long Term Care Director; Julie Sindlinger, Director of Human Resources; Tavis Weidenbach, Pharmacy Manager; Monte Straley, Pharmacist; Denice Piscioti, Executive Assistant

**Visitors:** Alexis Barker, News Letter Journal; Rogene Long; Thomas Hoskins, MD.

**Call to Order:** Jimmy Long called the meeting to order at 6:00 pm.

**Quorum:** Georgenna Materi declared a quorum was present to conduct the business of Weston County Health Services.

**Visitors Comments:** Dr. Tom Hoskins spoke to the board thanking them for the opportunity to work at WCHS. He has been practicing medicine for 43 years and has been licensed in 7 states. He said never in his life has he worked with individuals like Piper and Maureen, they are so good at their job. The second item he wanted to talk about was Patrick Gleason, Nurse Practitioner. He acknowledged the board's plan to go to all Medical Doctors however he wanted to remind the trustees of Patrick's background as a helicopter nurse with lots of experience in trauma. He is terrific in trauma and taking care of really sick people continued Dr. Hoskins. He hoped if he was really sick and came to WCHS Patrick would be the one he would see. Patrick wants to stay in this community.

A letter written to the Weston County Board of Directors was received from Newcastle Ambulance Service and staff also on behalf of Patrick Gleason and was read to the trustees by Maureen Cadwell. It was written for the community stating patients desire a provider who is professional, knowledgeable, trustworthy, fair, and friendly with a bedside manner that allows us to feel all of those things. Patrick Gleason is all of those aforementioned things plus he is loyal to this community and this facility. He is easy to work with and for. Patrick always takes the time to comfort his patients and instruct the staff. He is calm in the toughest of situations. I would advise to keep Patrick on staff he is an asset to this community and has no desire to leave. The letter was signed Roger Hespe, Newcastle Ambulance Service and staff.

**Additions/Changes to the Agenda:** None

**BARRY PETERSON MADE THE MOTION TO ACCEPT THE WESTON COUNTY HEALTH SERVICES CONSENT AGENDA TRAVIS COCHRAN SECONDED AND THE MOTION CARRIED.**

## **Strategic Initiatives**

- **Financial** –The month of June marked the end of the fiscal year. The In-Patient days were 225 for the month with a patient mix of 64% intermediate swing bed and 21% skilled swing bed and 15% in-patient. The other services that are measured were up slightly except OT which is usually down in the summer. The net income for the month was a negative \$174,037 however for the year it is at a positive \$199,654. The district income was \$186,245 during the month. The cash flow was a negative \$1,844,086 due to paying a \$1,500,000 to First State Bank. The Retail Pharmacy filled 2009 scripts with revenue down about \$12,000 from May. For the Dashboard measures, the cash on hand went up from the bond money and then went down to paying the line of credit. The current ratio is up to 2 where the CFO stated they like to see it. Another good thing is the cash ratio increased. In the capitalization measures a large equipment lease payment was made which improved the debt as a percentage and debt to equity numbers. At the finance committee meeting the need to cash two to three CDs was discussed due to several factors. WCHS committed over \$3,550,000 of facility funds for the building project. Also the total patient revenue was down about \$670,000 and contractuals were over budget about \$580,000. In addition expenses were over by about \$1,700,000 due to the building project. Adding those together that's about \$6,500,000 WCHS has been able to keep up with until about now. Two of the CDs would be what is needed and the third would be there just in case it is needed. The revenue side is being reviewed closely to make sure all the charges that need to be captured are as well as meeting every other month with Department Managers to follow the budgets closer. The idea is to get back to the basics.

**TRAVIS COCHRAN MADE THE MOTION TO APPROVE TO CASH UP TO THREE OF THE CDS  
BARRY PETERSON SECONDED AND THE MOTION CARRIED.**

**BARRY PETERSON MADE THE MOTION TO APPROVE PAYING THE CONSTRUCTION PAY  
APPLICATION TO SCULL OF \$217,007.62 GEORGENNA MATERI SECONDED AND THE MOTION  
CARRIED.**

## **Quality**

**TRAVIS COCHRAN APPROVED THE CREDENTIALING OF REBECCA BELSSAS, MD; Stephen  
ECHRICH, MD; DUANE (CHUCK) FRANKLIN, MD; ALEXANDER SCHAUBAUER, MD; PATRICK  
TUFTS, MD; TELERAD ADAM HACHTE, MD GEORGENNA MATERI SECONDED AND THE MOTION  
CARRIED.**

**Medical Staff Report** – New officers for the year were elected – Dr. Daniela Gerard as Chief of the Medical Staff and Dr. Michael Jording Vice-Chief and Dr. Chuck Franklin Secretary. Dr. Stephen Echrich introduced the doctor who will be seeing his patients during his sabbatical. They toured the new outpatient clinic space and were very pleased.

**Quality Report** – The HCAHPS Survey continued to show medication education needs to be worked on. Home Health Surveys showed the same results so PI projects have been started regarding that and they are working with the Pharmacy on sending instructions home. Grant money was received on education on how to improve your HCAHPS scores and will begin those monthly videos soon. The Outpatient Surveys depicted the construction environment does impact the responses in the last six months. Pain and Patient education showed up in the Emergency Room as an area to focus on for improvement. Lab had great results and will work on permanent staff and then work on PI projects. Radiology also had good satisfaction scores. In Outpatient treatments making an appointment for me that is convenient was the area that dropped the most. On Nursing Home Compare, Weston County Manor still has a five star rating within a 100 mile radius. The nursing home was awarded an Innovation Quality Award and will be receiving that at the State Quality conference in August.

**Building Project** – The Wyoming Department of Health surveyed the area for the new CT scanner and approved that room, the hallway between there and the X-Ray room and the staff room. The new CT scanner is in and being used. The staff is excited to move into the much needed space. We had hoped the state could approve the northwest corner also however it wasn't quiet move in ready yet so it wasn't surveyed. The state is unable to come until the week of August 7<sup>th</sup> and the plan is for them to survey the northwest corner, the south part of the hospital and the rooms at the manor they have remodeled then. The hope is there will not be a lot of changes or corrections that need to be done. A letter was received from CTA requesting additional money for the extension of the building project that was not anticipated.

**BARRY PETERSON MADE THE MOTION TO PAY THE ADDITIONAL \$12,000 TO CTA CONTRACT FOR ARCHITECT SERVICES TRAVIS COCHRAN SECONDED AND THE MOTION CARRIED WITH ONE VOTING NOT IN FAVOR.**

**EMR** – Billings Clinic has stopped their education sessions and other meetings completely due to organizational changes. Attorney Jim Peck and Maureen Cadwell have a call with Regional Health concerning Epic to discuss questions on the contract.

**Retail Pharmacy-** The loss shown in the Pharmacy Department was just shy of \$200,000 but it had over \$1,300,000 in revenue. In preparation for the retail pharmacy before it was opened, Cardinal Health did an assessment which Pharmacy Manager Tavis Weidenbach recently reviewed. WC Pharmacy is meeting most of the goals from the assessment however the problem is the percent reimbursement is not there. At the time the retail pharmacy opened in 2015 only 8% of insurance companies had preferred providers, now over 86% have preferred providers. The Pharmacy contracts are negotiated through the wholesalers and they have become very aggressive about pushing it. When you are a preferred provider, the patients pay less to come to you but the reimbursement is awful. The result is many independent pharmacies will be closing their doors. WC Pharmacy has advantages over competitors with the building, the space and the staff. One of the recommendations is to do comprehensive

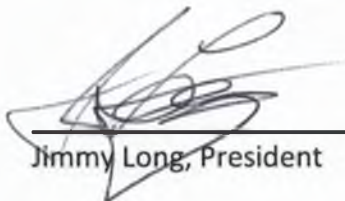


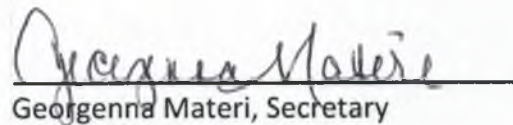
medication management which is collaborating with physicians and CMS will reimburse pharmacists for time spent counseling patients with more than two chronic conditions. That is the first thing that would be looked at to generate revenue. Another idea for income is to implement a 340B program. Telepharmacy is another opportunity to generate revenue. In North Dakota it is being done for retail pharmacies explained Tavis Weidenbach. The downturn in the economy was realized when the Pharmacists began looking at the individual patient numbers. Approximately 686 patients visited in the first year that did not return and not because they were transferred to a competitor it was because they left town. The main purpose is to do a service to the community.

**Strategic Plan** – The plan was approved a couple of months ago and the action plans have been developed. The top ten items is the Quality Pillar which are PI projects, Service improvements, Financial improvements for income, People side improve Employee Engagement scores and customer service and Growth action plans.

**AT 6:54 PM BARRY PETERSON MADE THE MOTION TO GO INTO EXECUTIVE SESSION FOR QUALITY, LEGAL, STAFFING AND REAL ESTATE PURCHASE INFORMATION GEORGENNA MATERI SECONDED AND MOTION PASSED.**

**AT 7:55 PM GEORGENNA MATERI MADE THE MOTION TO AJOURN THE MEETING BARRY PETERSON SECONDED AND MOTION PASSED.**

  
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Jimmy Long, President

  
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Georgenna Materi, Secretary