



**CAROLINA HEALTH CENTERS, INC.  
PRESIDENT/CEO REPORT TO THE BOARD OF DIRECTORS  
MONDAY, FEBRUARY 24, 2020**

**Advocacy and Health Policy:**

Federal:

- Health Center funding: No change since last month equates to the need for even stronger grass roots advocacy. Congress needs to hear from us and we need to “raise the volume!” One message: pass long-term funding for community health centers.
  - [www.hcadvocacy.org](http://www.hcadvocacy.org)
  - Hill Day 2020 and National Call-in Day: March 18, 2020
  - Tailoring your message:
    - What the health center means to you as a patient/parent/grandparent/board member
    - How you have seen your health center address the needs in the community.
    - What programs would not exist and who in your community might not have access to care if your health center is not adequately funded?
    - How is uncertainty and instability affecting your health center’s ability to plan for the future?
- 340B Drug Pricing Program:
  - Various predatory practices continue to shift savings away from the covered entities like CHC. The bulletin released by the Centers for Medicare and Medicaid entitled “Best Practices for Preventing Duplicate Discounts” adds to the concern. This threat is being followed at the national level and will be the focus of several meetings at the upcoming NACHC Policy and Issues Forum (P&I).
  - New concern about Congressional activity has arisen in the form of language (which has heretofore gone unnoticed) in various drug pricing bills that have already passed in the House and are moving through the senate. These previously unnoticed provisions would further reduce savings from Medicaid prescriptions to the extent of severely crippling some health center programs. This is being handled quietly at the national level to ensure a **tactical** response.

State:

- The 2020 legislative agenda for the South Carolina Primary Care Association includes a request for \$8 million in state funding. This request was reduced to \$5 million in the budget proposal presented by SC DHHS.

- Senate Bill 16 – the emergency prescription refill legislation was passed unfortunately without the language requested and supported by the health centers that would require specific identification on the label. However the bill was passed with the requirement that the Board of Pharmacy at LLR develop labeling standards and is expected that our requested language will be incorporated therein.
- Planning for an event to recognize Sen. Floyd Nicholson for his receiving the Marion Carnell award is in the early stages and contingent upon the Senator’s schedule. The board will be kept apprised.

### **CHC Staff and Leadership Development Activities:**

- The meeting of the leadership team planned for February 6<sup>th</sup> as an annual kickoff (AKO) of the strategic planning process has been deferred due to some conflicts. Will likely be rescheduled in March or early April.
- A full-day/full management team meeting is scheduled for March 5<sup>th</sup> for the purpose of doing a comprehensive review of company policies and procedures and discussing compliance as it relates to personnel practices
- The next corporate-wide staff meeting is scheduled for Tuesday, March 24<sup>th</sup>.

### **Strategic and Operational Activities**

- Administration:
  - The team is evaluating group collaboration software solutions to enhance the effectiveness of our communication and teamwork.
- Department of Pharmacy:
  - Along with Dr. Mellette and Chris Christian, I actively participated in the 340B Coalition 2020 Winter Conference. I believe we’ll return from the conference with a recharged enthusiasm for integrating clinical pharmacy into our primary care medical home where effective. Of particular interest is the increasing use of clinical pharmacists in Medicare annual wellness visits. To this end we are planning a site visit to a health center of similar size which has achieved a great deal of success in this area.
  - Continued collective efforts to modify our reimbursement practices to achieve optimal financial performance and maintain compliance
  - Involved in responses to potential discriminatory contract changes.
- Department of Family Medicine:
  - Nothing specific to report.
- Department of Pediatrics:
  - Actively involved in recruitment efforts with a promising candidate that would allow us to move forward with replacement strategy at one practice.
- Behavioral Health: Nothing new to report

## **Partnerships and Affiliations:**

- **CIMS:**
  - Participation in regularly scheduled meetings of the Development and Nominating Committee and Managing Partners.
  - Attended the Annual Partners Meeting in Greenville on Sunday, January 26 through Tuesday, January 28. Along with me, CHC attendees included Dr. Locke Simons, Paul Grogan, Miriam Ferguson, and Terri Woodrome. Terri Wood. During this meeting I was re-elected to a three-year term as a managing partner.
- **SCPHCA:**
  - Nothing to report..
- **Apexus Advisory Council:**
  - Attended an All Staff Annual Kick-Off (AKO) meeting on January 29<sup>th</sup> at the Apexus headquarters in Dallas to address their all staff meeting as a national representative of the Health Center 340B pharmacy community.
- **Apexus 340B University Faculty:**
  - Served as faculty for 340B University held in conjunction with the 340B Coalition Winter Conference.
  - Scheduled to serve as faculty for a health center specific 340B University to be held in conjunction with NACHC P&I.
  - Enrolled in and thus far completed 40% of the Apexus Advanced 340B Operations Certification Program.
- **OCHIN CEO Advisory Council:**
  - Completed orientation via webinar on Wednesday, January 22, 2020.
  - Began EPIC training.
  - Will attend my first meeting on the Advisory Council in April 2020 in conjunction with OCHIN's Annual Learning Forum. Miriam Ferguson and Paul Grogan will also be attending the Forum.

## **Consulting:**

- Consulting engagements completed and billed during the month:
  - Design and coordination of Community Health Center Expert Sessions for the 340B Coalition 2020 Winter Conference. Negotiations secured an increase in the health center programming to three sessions. Consulting fee = \$6,875 plus waiver of \$1,000 conference registration.
  - Policy and strategy consultant for a project with the health center owned accountable care organization (ACO) for the state of Massachusetts. The goal of the project is to create an ACO operated pharmacy coalition. Hourly rate equals \$125 per hour.
    - Phase 1 of the project complete and findings presented to the ACO Board of Directors in Boston on January 16<sup>th</sup>. Total billed = \$1,500 and travel expenses.

- Two-part 340B training series developed and presented to the Finance Network of the Community Health Association of Connecticut. Both session presented virtually requiring no travel or time out of the office. Consulting fee = \$1,500
- Consulting engagements in process:
  - Retained by the Kansas Primary Care Association as a legislative consultant and 340B content expert for the purpose of drafting and introducing state legislation prohibiting discriminatory reimbursement. Hourly rate equals \$125 per hour. Assignment will be ongoing throughout the 2020 session of the Kansas legislature. To date I have completed the following:
    - Consulted with state Pharmacy and Hospital Associations to coordinate efforts with bills they are introducing;
    - Drafted bill language which was introduced on February 11, 2020;
    - Assisted with developing key talking points; and
    - Reviewed written testimonies for health centers that will be appearing at hearings.
- Consulting engagements pending;
  - 340B Health has confirmed their intent for CHC to continue in our role of planning and coordinating the Health Center specific sessions for the biannual Coalition Conferences. Contract is pending and I plan to ask for additional compensation for travel expenses.

**Miscellaneous CEO Activity:**

No miscellaneous activity to report.

If you have any questions or would like additional information on any of the above my contact information is as follows:

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**Report of travel and personal time January 20, 2020 – February 24, 2020**

Business travel December 16, 2019 – January 20, 2020:

January 26-28, 2020: Greenville SC for CIMS Annual Partners Meeting

January 28-29, 2020: Dallas, TX for Apexus AKO

January 29-31, 2020: Delray Beach, FL for NACHC Winter Strategy Session (had to return early due to emergency with health center employee)

February 7-12, 2020: San Diego, CA for 340B Coalition 2020 Winter Conference

Personal Time:

Floating holiday: Friday, February 14, 2020 (8hours)