

# Attachment 1



To: Children's Community Physicians Association Purchasing Partners, L.P.  
Board of Directors

From: Kena Norris, Executive Director

Re: Minutes of Monday, March 14, 2016, CCPAPP Board of Directors Meeting

## **Members Present**

Dov Shapiro, MD  
Sheri Ross, MD  
Michael Siegel, MD  
Tim Geleske, MD  
Guy Randolph, MD  
Virginia DePaul, MD  
Valerie Kimball, MD  
Mary Hall, MD  
Alison Gehle, MD  
Jonathan Necheles  
Ushma Patel, MD  
Susan Sirota, MD  
Douglas Ashley, MD

## **Members Absent**

Rebecca Unger, MD

## **Others Present**

Kena Norris  
Priya Stemler  
Paresh Patel  
Armetris Forman

### **1. Call to order**

**Dov Shapiro, MD**

The Children's Community Physicians Association Purchasing Partners Board of Directors meeting was held on Monday, March 14, 2016 at McCormick and Schmick's, Skokie, IL. Dr. Dov Shapiro, President, called the meeting to order at 8:50 p.m.

- A. *Motion 1: To approve the minutes from the January 11, 2016 board meeting. (attachment 1)* The motion was made, seconded and unanimously approved.

### **2. Report from the Treasurer**

**Michael Siegel, MD**

The financial statements for January 2016 were reviewed by Dr. Siegel. CCPA's revenue is on target for the year, and although not shown on the January Profit/Loss report, the first payment from Sanofi has been received as of March. The excess revenue that CCPA will receive this year from CCPAPP will have to be discussed after the GPO restructuring. Board members have requested that the

financials be emailed prior to the board meetings. Ms. Norris remarked that financials are sent to Dr. Siegel a week or more prior to board meetings for him to review so it would be dependent on whether Dr. Siegel feels he has adequate time to review and approve them. Dr. Siegel confirmed that it was sufficient time. Going forward, approved reports will be sent to the board in advance of meetings.

- A. *Motion 2: To approve Treasurer's Report for the 2016 budget (attachment 2).* The motion was made, seconded and unanimously approved.

### 3. Report from Executive Director

Kena Norris, MJ, FACHE

#### A. GPO Restructuring

- a. As previously discussed, the GPO is pursuing the restructuring of the purchasing group from a limited partnership to a limited liability company. Voting ballots have been distributed to all Partner members and CCPAPP has asked that they be returned by April 1, 2016. Ms. Stemler explained that a supermajority would be needed from the member limited partner members as well as the non-member limited partner members. Of the 316 member votes needed, CCPAPP has received 102 votes to date; of the 875 non-member votes needed, CCPAPP has received 180 votes to date. Ms. Norris confirmed that approximately 50 votes were still needed from the member limited partners and 250 votes were needed from the non-member limited partners.

#### B. Distribution Update

- a. Ms. Stemler reported that the annual distribution went very well with over \$800K distributed to partner members and approximately 100 checks delivered to members in person by CCPAPP's staff. Due to challenges in receiving all sales reports and payments from vendors by the end of the year and completing the distribution in the current timeframe, CCPAPP will alter the distribution vendor reporting time frame, having it end June 30th each year instead of October 31st. This will allow for more time to receive reports and payments from vendors and to calculate the distribution. Ms. Stemler expects that during the first year, the amount of the administrative awards would decrease due to the shortened time frame. Both flu and vaccine payments from Sanofi Pasteur will be included; however, Merck's third quarter payment will not be included until the following distribution. The GPO will communicate this to members prior to the change.

#### C. Vendor Update

- a. CCPAPP has renewed its contract with Pfizer. The initial contract had no compliance requirements and provided a 5% product discount. The new contract requires members to purchase Trumenba over competing product, namely GSK's Bexsero, in order for CCPAPP to maintain the new 14% discount. Ms. Norris mentioned that Pfizer will be advertising more for Trumenba with upcoming radio

and TV commercials and expects FDA approval of a label change to include a two dose vaccination schedule in addition to the three dose schedule.

**D. Recruitment Update**

- a. Mr. Patel reported that over 200 doctors have been added to the GPO membership. To date, 28 new doctors have joined, many having joined from out of state. McKesson has been instrumental in referring CCPAPP to many of our new practices through OIC, IHA and PHO. Mr. Patel has upcoming vendor shows with the MSA and IL/IN MGMA. It was asked what the plan of action is after the restructuring passes. Mr. Patel stated that the GPO's most successful method of marketing has been word of mouth and that many of our vendors such as McKesson and Merck will continue to help promote our organization after the restructuring.

**4. Adjournment**

**Dov Shapiro, MD**

The CCPA Purchasing Partners board of directors meeting was adjourned at 9:14 p.m.