

Attachment 1



To: CCPA Purchasing Partners Board of Directors

From: Kena Norris, Executive Director

Re: Minutes of Monday, January 8, 2018 CCPAPP Board of Directors Meeting

Members Present

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

Members Absent

Sheri Ross, MD

Others Present

Kena Norris, MJ, FACHE
LaVonna Swilley, MBA

1. Call to order

Valerie Kimball, MD

The CCPA Purchasing Partners (CCPAPP) Board of Directors meeting was held on Monday, January 8, 2018 at McCormick and Schmick's, Skokie, IL. Dr. Valerie Kimball, President, called the meeting to order at 6:34 pm.

- A. Motion 1: To approve minutes from the November 13, 2017 meeting (Attachment 1).*
The motion was made, seconded and unanimously approved.

2. Report from the Treasurer

Michael Siegel, MD

Dr. Siegel reviewed the YTD financial statement. CCPAPP membership has 3286 as of November 30, 2017. The statement of cash flows states that CCPAPP has about 1.9 million in the bank. On the statement of Profit and Loss, the YTD Variance shows that CCPAPP operating revenue is about \$75,000 less than budgeted.

- A. Motion 2: To approve Treasurer's Report for YTD Financial Statement as of 11/30/2017 (Attachment 2).* The motion was made, seconded and unanimously approved.

The 2018 budget was reviewed by Dr. Siegel. Dr. Siegel pointed out that the total operating revenue for 2018 budget is about 2 million dollars. The revenue is budgeted conservatively and about 90% of the budget is based on Sanofi and Merck 2018 administrative awards. There were increases for the following operating expenses (the notes regarding were included within the 2018 budget): GPO administration, rent and travel/meetings. The CCPAPP net operating expenses for 2018 is about 1.3 million.

There was a discussion about CCPAPP recruitment efforts. Ms. Norris explained that CCPAPP National Sales Manager will also attend conferences with a different audience this year and start focusing on ACO recruitment since most independent practices are already on GPO agreements and/or are being acquired by hospitals. Ms. Norris also reviewed Aledade's decision not to join CCPAPP due to the admin distribution to the IPA (CCPA), and Dr. Siegel mentioned how Sanofi is giving direct contracts to larger member practices.

B. Motion 3: *To approve CCPAPP 2018 Annual Budget (Attachment 3).* The motion was made, seconded and unanimously approved.

3. Report from Executive Director

Kena Norris, MJ, FACHE

A. Staff Update

Ms. Norris discussed that Joy Love is not in attendance today because she no longer works for CCPA/PP. Therefore, we are currently in the process of searching for her replacement. Ms. Norris thanked Ms. Swilley for voluntarily assisting with some of the Sr. Administrative Assistant duties.

Vendor Updates

i. Merck - Market Changes

Ms. Norris reported that GSK has a new shingles vaccine that is stated to have higher efficacy than Merck's vaccine, but there have not been any "real world" tests. The CCPAPP team will speak with Merck about this new competitive product. This is another reason why CCPAPP budgeted the revenue from Merck conservatively for 2018.

B. 2017 Distribution

Ms. Norris reported to the Board that CCPAPP vendor sales report notifications were sent to practices the second week of December 2017 for review. Practices were to review the reports and contact vendors directly if there were any discrepancies. Checks are being mailed by mid-January and the 1099's will be mailed by the end of the month. Per a board decision, checks will no longer be hand delivered, but mailed out to practices to facilitate practices receiving them sooner. Larger checks will be mailed via FedEx. Paresh Patel will take the checks over \$10,000 to Dr. Siegel's practice for signature.

C. Time for a Checkup – survey results (Attachment 4)

Ms. Norris reported that Time for a Checkup took place on Thursday, November 16, 2017 at Café la Cave and reviewed the survey results with the Board. This survey will be used to plan next year's event and Ms. Norris opened the floor for any suggestions of topics and speakers.

Ms. Norris also mentioned that the Board members can email her with any suggestions of topics or speakers for next years' Time for a Checkup event.

The next meeting is scheduled for Monday, April 9, 2018 at 6:30 pm at McCormick & Schmick's.

Adjournment - Meeting was adjourned at 6:55 pm by Dr. Kimball.