

Attachment 1

Children's Community Physicians Association
Purchasing Partners, L.P.



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

From: Kena Norris, Executive Director

Re: Minutes of Monday, November 10, 2014, CCPAPP Board of Directors Meeting

Members Present

Aleta Clark, MD
Virginia DePaul, MD
Timothy Geleske, MD
Diane Holmes, MD
Valerie Kimball, MD
Daniel Lum, MD
Guy Randolph, MD
Sheri Ross, MD
Dov Shapiro, MD
Michael Siegel, MD
Susan Sirota, MD
Rebecca Unger, MD

Members Absent

Alison Gehle, MD
Mary Hall, MD

Others Present

Kena Norris
Keith Olson

1. Call to order

Diane Holmes, MD

The Children's Community Physicians Association Purchasing Partners Board of Directors Meeting was held on Monday, November 10, 2014 at McCormick and Schmick's, Skokie, IL. Dr. Diane Holmes, President, called the meeting to order at 6:37p.m.

2. Effective Board Communication

Keith Olson presented on effective board communication strategies. Some of the major ground rules on which the board agreed:

- A. Board meetings to start on time allowing for fifteen minutes of social time starting at 6:15pm
- B. One person talks at a time during board discussions/ no sidebar conversations
- C. Discussions should happen at the meeting, not outside of the schedule meetings

- D. That the board should establish a “parking lot” for any tangents, which can be addressed at future meetings or at the end if time allows
- E. If someone misses a meeting, it is their responsibility to contact a participant with questions

Action item: The board asked Ms. Norris to create guidelines for executive committee decisions outside of the board meetings.

- F. *Motion 1: To approve the minutes from the 9/08/2014 Board Meeting (Attachment 1).*
The minutes were not approved.

Action item: The board asked Dr. Sirota and Ms. Norris to check with the attorney Rob McCann to see the best practice for board minutes.

3. Report from the Treasurer

Michael Siegel, MD

- A. *Motion 2: To approve Treasurer’s Report for YTD Financial Statement as of 10/31/2014 (Attachment 2)*

GPO membership numbers are better than last year and have been consistently higher than projected this year. It was noted that revenue was down for a few vendors, which is reflected with the \$103,000 deficit in revenues. A significant portion of this deficit comes from prior vaccine shortages.

Expenses are lower in several categories, mainly personnel. There is an expectation for a net profit at the end of the year; there was discussion as to the options for spending these profits, as has been done in past years.

4. Report from Executive Director

Kena Norris

- A. Vendor Contract Updates
 - i. GSK

Effective January 1, 2015, GSK will no longer be providing an administrative award to CHA for purchases made by practices who are still participating in the GSK Legacy (rebate) program. This is due to an effort by GSK to move all practices over to GSK’s newer up-front-savings discount program. CCPAPP will no longer receive an administrative award on behalf of these members.

The board agreed that the 35 GSK Legacy practices have until December 15, 2014 to make the switch and the GPO staff will educate them on the changes.

ii. Sanofi

A new Pfizer vaccine was approved by the FDA on 10/29/14 for Meningococcal Meningitis B. CCPAPP was contacted by a Pfizer vaccine account manager regarding Trumenba, which is indicated for 10-25 years olds that targets the subtype B strain. Sanofi's Menactra and Novartis' Menveo protect against the other four strains of bacteria. Therefore, Trumenba does not compete against Sanofi's Menactra, which was confirmed by our Sanofi rep. Pfizer would also like to schedule a meeting with CCPAPP to discuss a potential partnership for this vaccine.

5. Adjournment

Diane Holmes, MD

The CCPA Board of Directors meeting was adjourned at 7:55 pm.