



Financial Directors Peer Group Meeting

February 26, 2021

Peer Group Members Present	George Garcia, Bear Lake CHC Mimi Trujillo, Carbon Medical Services Association Bill Hoffman, Community Health Centers, Inc. Jackie Choto, Family Healthcare Angela Chatman, Fourth Street Cameron Willford, Green River Medical Center Sonja Levesque, Midtown CHC Eric Johnson, Mountainlands Family Health Center Grant Greenberg, Utah Partners for Health Jeff Huyboom, Creek Valley HC
AUCH Staff Present	Courtney Pariera Dinkins, AUCH Kaitlynn Drollinger, AUCH
Other Presenters Present	N/A
Top Issues / Best Practice Sharing (Roundtable)	<p>Round Robin:</p> <ul style="list-style-type: none"> • Angela inquired if anyone else would be attending a Capital Link Training beginning tomorrow. <i>No one stated they are also attending.</i> • Kaitlynn asked for anyone who may have materials on writing off bad debt in in ECW. <ul style="list-style-type: none"> ○ Angela shared sample policies (attached) • Courtney asked if anyone set up sliding fee scales for services not covered by the HRSA funding? Example, if you were asked by a school to conduct sports physicals for students for \$35 per physical- do those physicals need to be given on a slide? <ul style="list-style-type: none"> ○ No one noted using non-HRSA funds ○ Eric and Jeff noted, if using HRSA funds, slide is required <p><u>Payment Reform/Value Based Care</u> VBC Contract Series: At the Table Rather than on the Menu: Payer Contracting and the Future of Value Based Contracts- REGISTER HERE -</p> <p>When: Part 1 on Friday March 26 followed by FDR, Part 2 on Tuesday April 13, and Part 3 on Friday April 23, 2021 followed by FDR Training Time: 10:00 - 11:00am MST Where: Virtual; link available post-registration Cost: \$0 Member; \$25 Non-Member Target Audience: Board of Directors (EDs/CEOs), Operations, Finance, Billing, and Medical Directors</p>

Overview: The three part contracting training series in partnership with Community Link Consulting will allow you to gain more knowledge and confidence to tackle the contracting environment with payers working towards enhanced reimbursement for services and prepare for future reimbursement strategies as the health care industry evolves. Here is an overview of each part:

Part 1: Let's start with the basics. This first presentation will focus on defining terms, reviewing what contracting options FQHCs have available, and discuss the flow of funds.

Part 2: Building upon the basics in presentation 1, we will go through the contracting process, specifically the types of contracts, who should be involved, and how to handle the negotiations.

Part 3: This final presentation will be focused on value based reimbursement. We will review possible value based models and share examples of what we have seen around the country.

AUCH will be conducting interviews with five key payers/stakeholders:
Molina, Aledade, SelectHealth, the U, and Regence Blue Cross.

The interviews should help to assess the current climate and plans for Value Based Care Contracts. Results garnered from these interviews will be presented in the May 6, 2021 Payment Reform Work Group.

Value Based Care Work Group

The Value Based Care work group will convene on 4/9/2021 to discuss the health center value equation, and potentially a few other items in preparation for our May Payment Reform Work Group meetings. AUCH determined the specific value-based readiness assessment with a few question modifications and that will be presented at the May 20th Payment Reform Work Group for feedback. The readiness assessment will likely open in June 2021.

If you are not a part of the Value Based Work Group and would like to be, please contact [Courtney](#).

A Payment Reform Summit is being planned for November.

It is our hope this will be held in person, if that is not realistic by this time it will be held virtually.

We plan to bring payers involved in the stakeholder interviews to participate in this Summit. More to come.

*If this meeting schedule is too ambitious or you do not have the availability, please advise.

Value and Impact Assessment

AUCH has funding to pay for "Value and Impact Assessments" previously known as "EIA's" for each of the health centers.

	<p>These assessments of economic impact will utilize 2019 data and will be completed during the month of April.</p> <p>Please contact Courtney with any questions or concerns.</p> <p><u>COVID Financial Impact on Operations</u></p> <p>AUCH is completing the annual HC Overview. Alan requested information on the financial impact of COVID on your operations. Alan scheduled time with Executive Directors and CEO's.</p> <p><i>Update: In looking at the statewide aggregate of Financial losses versus expenses against COVID Supplemental funding, UT is showing a surplus, so we are re-evaluating the story told.</i></p> <p><u>Change in Scope:</u></p> <p>AUCH met with Medicaid in December.</p> <p>Emma Chacon was concerned there was not sufficient time for review of proposed processes before the legislative session.</p> <p>AUCH plans to continue conversations with Medicaid in March.</p> <p>BLT Updates:</p> <p>The billers vocalized they would like an updated training on current billing guidelines for telehealth services in 2021. Kaitlynn will be identifying a trainer and scheduling this training.</p> <p>AUCH Updates</p> <ul style="list-style-type: none"> ○ Contracts Training with Community Link Consulting <ul style="list-style-type: none"> ▪ Friday, March 26th 10am to 11am; FDR Round Robin 11am to 11:30am ▪ Tuesday, April 13th 10am to 11am ▪ Friday, April 23rd 10am to 11am; FDR Round Robin 11am to 11:30am ○ COVID Resources (frequently updated)- https://www.auch.org/covid-19-health-centers ○ FDR, Payment Reform, and Training Schedule March 26th – Contract Training @ 10am to 11am; FDR Round Robin @ 11am to 11:30am; virtual April 9th- VBC Work Group @ 10am to 11:30am; virtual April 13th – Contract Training @ 10am to 11am; virtual April 23rd – Contract Training @ 10am to 11am; FDR Round Robin @ 11am to 11:30am; virtual May 6th – Payment Reform Work Group @ 10am to 1pm; virtual May 20th – Payment Reform Work Group @ 10am to 1pm; virtual <p>VIRTUAL, March 26th, 2021 at 10am to 11:30am</p>
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