

# MARIN HEALTHCARE DISTRICT

100-B Drake's Landing Road, Suite 250, Greenbrae, CA 94904

Telephone: 415-464-2090

Fax: 415-464-2094

Website: [www.marinhealthcare.org](http://www.marinhealthcare.org)

Email: [info@marinhealthcare.org](mailto:info@marinhealthcare.org)

## BOARD OF DIRECTORS

### LEASE & BUILDING COMMITTEE

WEDNESDAY, OCTOBER 28, 2020 AT 5:30 P.M.

#### Committee:

**Chair:** Jennifer Rienks, PhD

**Member:** Brian Su, MD

**Staff:** David Klein, MD, CEO

**Support:** Louis Weiner, Executive Assistant

#### Location:

Via Webex video conference:

<https://marinhealth.webex.com>

Meeting number: 146 862 2749

Meeting password: 94904

Or via Webex telephone conference:

1-408-418-9388

## AGENDA

		<u>ATTACHMENT</u>
1. Call to Order / Approval of the Agenda (action)	Rienks	
2. Approval of the Minutes of the MHD Lease & Building Committee Meeting of September 22, 2020 (action)	Rienks	#1
3. Public Comment <i>Any member of the audience may make statements regarding any item NOT on the agenda. Statements are limited to a maximum of three (3) minutes. Please state and spell your name if you wish it to be recorded in the minutes.</i>	Rienks	
4. MarinHealth Revitalization Plan	Klein	#2
5. MarinHealth Medical Center Bylaws Review Process	Klein	
6. Topics for Future Community Health Webinars	Rienks	
7. Adjournment	Rienks	

*The next meeting of the Lease & Building Committee is November 18, 2020*

A copy of the agenda for the Meeting will be posted and distributed at least seventy-two (72) hours prior to the meeting.

In compliance with the Americans with Disabilities Act, if you require accommodations to participate in a District meeting please contact the District office at 415-464-2090 at least 48 hours prior to the meeting.

**Tab 1**

# MARIN HEALTHCARE DISTRICT

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**Board of Directors  
Lease and Building Committee  
Tuesday, September 22, 2020 @ 5:00 pm  
VIA WEBEX**

## MINUTES

### 1. Call to Order

Chair Rienks called the meeting to order at 5:08 pm.

### 2. Roll Call / Approval of Agenda / Approval of Minutes

*Committee members present via Webex:* Jennifer Rienks, Chair; Brian Su, MD

*Staff members present:* Lee Domanico, MHD CEO; David Klein, MD, MHMC CEO; Jamie Maites, VP of Marketing & Communications; Joan McCready, Director of Quality; Deborah Hooper, IT Specialist; Louis Weiner, Executive Assistant

*Guests present:* Elizabeth Lowe, MD; Gregg Tolliver, MD

Chair Rienks re-ordered the agenda to begin with discussion of the COVID webinar. It was moved, seconded and carried to approve the revised agenda.

It was moved, seconded and carried to approve the minutes of the meeting of July 22, 2020.

### 3. Public Comment

There was no public comment.

### 4. COVID-19 Community Health Webinar, Sept. 23, 2020

Chair Rienks led discussion on the content and format of tomorrow night's COVID Webinar. She'll give the introduction, then the order of presentations will be Dr. Gregg Tolliver, Dr. Elizabeth Lowe, Lee Domanico, and Dr. Klein, who will include a slide and appeal for contributing to the COVID-19 Fund. She will then present questions submitted by the public.

Dr. Tolliver will address testing, masking and vaccines, and what people need to do to stay safe. He'll include Bay Area statistics, and challenges that must be faced in the short and long term. Dr. Lowe will show what is being done locally by the dedicated field teams in hot spots to flatten the curve, what next steps must be taken going into the fall and winter, and will report on testing capacity and tracers. Mr. Domanico will report on the hospital's response since March, and Dr. Klein will discuss how the new hospital (Oak Pavilion) will be able to respond to future COVID demands.

Ms. Maites commented on her team's publicity campaign for the webinar.

### 5. Planning: Future Community Health Webinars

Chair Rienks remarked that COVID will continue to be addressed in the webinars at least in the near future.

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## MINUTES

### **6. Review: Q1 2020 MarinHealth Medical Center Performance Metrics & Core Services Report**

Chair Rienks noted that HCAHPS (Schedule 1) (patient satisfaction scores) in Q1 2020 show a marked improvement.

Mr. Domanico noted that Finances (Schedule 2) in Q1 2020 are potentially non-compliant in showing a negative EBIDA. It was agreed that discussion of this will be put on the agenda of the next Regular Meeting of the Board.

Ms. McCready commented on Clinical Quality Reporting Metrics (Schedule 3) on “Sepsis Measures,” and other measures, and that CMS will be updating some measures in 2021-2022.

Mr. Domanico remarked that Ambulance Diversion (Schedule 6) will be greatly positively affected by the new Emergency Department facility in the new hospital.

### **7. Discussion: Updating the Performance Metrics & Core Services Report Requirements**

There was no further discussion on updating the Report.

### **8. Adjournment**

Ms. Rienks adjourned the meeting at 6:07 pm.

## Tab 2

## MarinHealth Revitalization Plan

	Recognized August 2020	Amount to be Recognized in Late 2020 and 2021	Total Benefit in 2021	Potential in 2022	Comment/Status
<b>Growth/New Revenue</b>					
New Growth Opportunities with Strategic Partners	-	2,500,000	2,500,000	27,000,000	
Expand Physician Network	-	2,000,000	2,000,000	13,000,000	Working to expand Medical Network. GI group joining in 12/2020 and others discussion on going
<b>Total Revenue Growth</b>	-	4,500,000	4,500,000	40,000,000	
<b>Revenue Rate Improvement</b>					
Managed Care Rate Increases	400,000	1,900,000	2,300,000	5,000,000	In process with support from Guidehouse. Completed negotiations with Aetna, Blue Shield, Anthem and California Dept of Corrections
Revenue Cycle Improvements Hospital	5,000,000	6,250,000	11,250,000	9,000,000	Substantially complete. Huron estimate is between \$9.3M - 13.2M.
Medical Network Clinical Documentation	322,000	4,928,000	5,250,000	5,000,000	Huron project started full swing in June of 2020 and is expected to last until November 2020. Huron estimate is between \$4.3M - \$6.2M
Hospital	1,714,000	1,886,000	3,600,000	3,000,000	Completed work. Results lagging due to lower volumes associated with COVID. Still anticipate at least \$3M
Physician Network	TBD	TBD		500,000	Huron project began at the end of May 2020 and is expected to continue through the end of September.
<b>Total Revenue Rate Improvement</b>	7,436,000	14,964,000	22,400,000	22,500,000	
<b>Cost Improvement</b>					
Labor Improvements	2,648,000	10,900,000	13,548,000	14,100,000	Huron project began in July 2020 and is expected to continue through the end of November. Target labor improvements represent 4% of SW&B.
Supply/Purchased Serv Reductions	600,000	2,000,000	2,600,000	5,000,000	Huron project began in May 2020 and expected to continue through the end of December.
Reduce rent spend			-	2,000,000	We have located lower cost space to reduce cost. Additionally, we are assessing post COVID needs to reduce amount leased space.
Physician Network Loss Improvement			-	4,500,000	Huron project began on in July 2020 and expected to continue through December. Represents approximately a 4% improvement in the cost structure.
Other			-	3,000,000	
<b>Total Cost Improvement</b>	3,248,000	12,900,000	16,148,000	28,600,000	
<b>Total Improvements</b>	10,684,000	32,364,000	43,048,000	91,100,000	

Oct. 8, 2020