

Leadership Team
January 8, 2016 * 7:30-9am * Benedict E & F
Meeting Summary

Attendees: Bob Baldor, Katharine Barnard, Alan Chuman, Joe DiFranza, Frank Domino, Steve Earls, Dave Gilchrist, Beth Koester, Dan Lasser, Beth Mazyck, Melissa McLaughlin, David Polakoff, Stacy Potts, Herb Stevenson, Ginny Van Duyne, Linda Weinreb

Excused: Tom Byrne, Dennis Dimitri, Warren Ferguson, Jim Ledwith, Tina Runyan

Announcements

1. We are currently recruiting for the following:
 - a. Barre: an osteopathic-trained physician faculty member
 - b. Hahnemann: a physician faculty member
 - c. Fitchburg: a physician faculty member and a behavioral science faculty member
 - d. Benedict: a physician faculty member
 - e. We are negotiating with an experienced Family Physician faculty member from BU to work up to half time in conjunction with Bob Baldor's practice serving patients with Intellectual or Developmental Disabilities
2. The schedule for the Department's external reviewers has been finalized; we need to arrange for faculty, residents and Fellows to fit into the schedule
3. Friday, April 8:
 - a. The Department will hold the Spring retreat on one day on April 8 from 10:30-5:00 pm. Ron Adler is chairing a planning committee.
 - b. The Leadership Team will meet for its spring retreat from 8-10:15 on the same day
4. We are on budget through November and December also looks good.

5-year Review Schedule

We reviewed two documents:

1. The schedule
 - a. Brief discussion about who should participate in sessions devoted to Fellows, Clinical Faculty, Medical Students (Frank will invite)
 - b. Add Beth to session on Medical Directors
 - c. Dan requested the medical Directors help in getting faculty freed up to participate in the Town Hall Breakfast meeting on April 1, 7:30-9 at the Beechwood. An invitation will be sent next week.
2. Leadership listing
 - a. A few minor formatting changes were recommended and the document will be updated.

Kick-off for the Generating Clinical Revenue A3

Dave Gilchrist updated the team on his new A3 devoted to generating clinical revenues in the Department. The Senior Leadership Team is advising body while the Leadership Team will be a consulting body keeping the A3 owner accountable. Dave provided an overview including a problem statement, ***“As hard support and grant funding declines, or at best stays at its current levels, we need to develop ways to grow revenue in order to meet our departmental mission”***, background/current condition, root causes and goals. The team then generated a list of clinical initiatives for the SLT to review:

- Expand/establish a new practice
- New procedures
 - Knee injections in Benedict
 - IUD
 - Derm referrals
 - Joint injections
- Expand sports medicine w/in practices
 - More satellite sites
- Tracking system for referrals – review it periodically and identify areas of need
- Expand suboxone services
- Establish an obesity clinic
- Ambulatory blood pressure monitoring
- Pulmonary functioning testing for smokers
 - **ACTION:** Frank find out codes and give them to Alan for review to see reimbursement rates
- In office audiology testing
- More OMT
- Group acupuncture
- Better coding: Transition of care codes, HCC coding
- Wellness services (mindfulness, yoga, cosmetic procedures)
- Reinvigorate the PBRN
- Managing clinical care for assisted living facilities
- Expand urgent care service w/in sites
- Telemedicine – specialty consultation

Next Steps: The SLT will flesh these out a bit more and choose half a dozen as potential initiatives. The Leadership Team will help choose no more than 5 possibly through a voting system at the next meeting.

The SLT will also work with Dave to develop 2-3 measurable goals for this A3 and bring them back to the LT for review.

Dave will report out to the LT on a monthly basis.