A Note from Healthcare Council's President

Dear Colleagues,

As we welcome the New Year and a new decade, I want to share Healthcare Council’s vision through 2022.

We continue to hear from members that our core services provide pragmatic support to your operations. We are committed to grow and improve these services, such as the Flash Survey and the human resources surveys. In 2019, we conducted a thorough review of both surveys and made revisions.

Regarding reimbursement and payor relations, Healthcare Council will continue to assist members with revenue retention strategies, regulatory compliance, and health plan requirements.

Members can look forward to learning about a wide array of topics and engaging in our Committees, Issues Briefings, education programs, and our capstone event – the Fall Conference. This year’s subject matter will feature workplace violence, social determinants of health, diversity and cybersecurity, among others.
This year will mark the kickoff of a long-term workforce initiative. Our other major initiative includes working with community partners on issues related to health equity, such as literacy, hunger, housing, transportation and violence.

We will be stepping up our advocacy services with our workplan specific to addressing Area Wage Index, evaluating the impact of state Medical Assistance funding, and supporting legislative strategies with the American Hospital Association, the Hospital and Healthsystem Association of Pennsylvania, LeadingAge PA, and Pennsylvania Advocacy and Resources for Autism and Intellectual Disability.

As a strategic marketing affiliate of Intalere, we continue to offer members an opportunity to enhance operational efficiencies and realize cost savings. We continue to grow our Preferred Business Partners portfolio as well.

Finally, an early reminder that Healthcare Council will be celebrating its 80th anniversary in 2021. Thank you for your continued support!

Regards,
A. J. Harper

Healthcare Council Welcomes Healthcare Executives to the Board of Directors

Two healthcare executives recently joined Healthcare Council’s Board of Directors.

Joining the Board are Mark Van Volkenburg, chief executive officer, Encompass Health Rehabilitation Hospital of Harmarville, and Nick Vizzoca, president and chief executive officer of Vincentian Collaborative System.

The officers of Healthcare Council’s Board of Directors are: Chair, Philip Pandolph, president and chief executive officer, Meadville Medical Center; Vice Chair, Louise Urban, president and chief executive officer, Canonsburg and Jefferson Hospitals/AHN; Vice Chair, Barry S. Zaiser, senior vice president and chief strategy officer, St. Clair Hospital; Treasurer, John S. Sutika, president, Penn Highlands DuBois, and Secretary, A. J.
Flash Survey Results

Healthcare Council’s most recent Flash Survey shows continuing trends for the region’s acute care hospitals including trends in loss from operations, increases in observation cases, and increases in uncompensated care. The report covers the three months ending September 30, 2018 and September 30, 2019.

The recently released Flash Survey for the first quarter of Fiscal Year 2020 reflects data from 60 hospitals in western Pennsylvania and northern West Virginia.

More than half of the region’s hospitals reported a loss from operations this year and last year. In 2018, 36 hospitals (60 percent), reported a loss in operations and in 2019, 31 hospitals (52 percent), reported a loss in operations.

Observation cases grew by more than 5 percent from the prior year and now represent more than 29 percent of the combined volume of inpatient and observation cases. Uncompensated care increased $5.7 million, or 2.1 percent over the prior year.

Hospitals with fewer than 100 beds (representing 26 of the 60 reporting hospitals) continue to show a negative operating margin.

For more information contact Denis Lukes.

Healthcare Council Welcomes New Business Partner: Clarabyte
Healthcare Council welcomes Clarabyte as its newest business partner. Clarabyte, a Pittsburgh-based national company, provides secure, fast and efficient data destruction for healthcare organizations. Clarabyte, a long-time Allied Member of Healthcare Council, uses proprietary software to destroy data, thus significantly lowering the risk of a data breach on IT assets that a healthcare organization is retiring.

Clarabyte exceeds all HIPAA standards and guarantees complete data removal and also compliance with the most stringent data protection regulations. Clarabyte’s software tools also adhere to the NIST 800.88 guidelines.

Clarabyte offers custom programs related to the size and care model of its healthcare clients. In addition, Clarabyte’s data destruction software can be used on any computer system and across platforms.

Healthcare Council offers members access to a select group of niche business partners to assist with operational effectiveness. Through the agreement, members can receive preferred pricing.

Healthcare Council President, A. J. Harper, will formally introduce Clarabyte to member chief executive officers through an email next month. In the meantime, for more information contact Chris Boyes, data solutions specialist for Clarabyte or Pat Raffaele.

Members can find more information on Clarabyte’s website.

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Healthcare Council Hosts Chamber Event

Members of the Pittsburgh North Regional Chamber of Commerce had the opportunity to visit and learn about the Jack C. Robinette Conference Center when Healthcare Council hosted a recent Chamber event.
More than 70 members of the Chamber attended the Chamber’s Business After Hours and Showcase held at the Jack C. Robinette Conference Center on January 7, 2020. The event included networking, refreshments, and a vendor showcase featuring nine businesses. At the same time, Healthcare Council had the opportunity to showcase the Jack C. Robinette Conference Center to local businesses.

For information about renting the Jack C. Robinette Conference Center for programs or events contact Mike Newton.

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**HR Survey Update**

**Survey Results**

Participating members recently received the results of the Benchmark Salary Survey; the Management Compensation Survey; and the Physician Practice Survey. The three surveys reflect data as of September 30, 2019.

The Benchmark Salary Survey includes 78 positions with data from 80 participants. The Management Compensation Survey includes 43 positions with data from 53 acute care participants and 10 non-acute care participants. The Physician Practice Survey includes data on 30 positions from 18 participants.

**Survey Reporting**

*Healthcare Council is collecting data for the annual Collective Bargaining Survey and the Long-Term Care Labor Turnover report.* The deadline for data submission for both surveys is February 5, 2020, and survey results will be distributed in mid-April 2020.

For information about data collection contact Steve Forest. For questions about the surveys contact Jane Montgomery.

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**Upcoming Meetings**

All meetings will be held at the Jack C. Robinette Conference Center.
Risk Quality Committee

Protected work product and other related legal issues will be the focus of the January 29th Risk Quality Committee meeting. Charles Kelly, partner, and Samantha Gross, associate, with the firm Saul Ewing Arnstein & Lehr LLP, will discuss protected work product as well as Patient Safety Organizations, and applicable federal, state, and case law. The Committee will also discuss several aspects of the Center for Medicare and Medicaid Services (CMS) value-based purchasing program. The meeting will conclude with a roundtable discussion. For more information contact Jane Montgomery.

Long Term Care Chief Financial Officers Committee

A key topic of the January 29th Long Term Care Chief Financial Officers Committee meeting is the Medical Assistance (MA) Fiscal Accountability Regulation, a new proposed rule by the Centers for Medicare and Medicaid Services (CMS). Speakers from the firm Arnett Carbis Toothman will lead a discussion on the potential impact of the proposed regulation on current state MA financing and federal matching programs. Other topics include the implementation of MA managed long-term care; the impact of the Patient Driven Payment Model (PDPM); payor related issues and other topics. For more information contact Denis Lukes.

Long Term Care Director of Nursing Quality Committee

Stacie Bonenberger, senior quality improvement specialist with the Jewish Healthcare Foundation, will be the guest speaker at the January 30th Long Term Care Director of Nursing Quality Committee meeting. Stacie will provide her insights into the national “dementia friendly movement” and the local and state participation on the program. Meeting topics also include the Patient Driven Payment Model (PDPM); issues related to the Centers for Medicare and Medicaid (CMS) services; federal legislation introduced regarding workforce, and other topics. The meeting will conclude with a roundtable discussion. For more information contact Jane Montgomery.

Chief Financial Officers Committee
The Chief Financial Officers Committee will meet on February 7, 2020. A detailed agenda will be sent to members in the near future. For more information contact Denis Lukes.

**Human Resources Committee**

Mariah Passarelli, member, and Tiffany Jenca, attorney, with the firm Cozen O'Connor, will address the City of Pittsburgh Paid Sick Days Act and 2020 Changes to the Fair Labor Standards Act at the February 20th Human Resources Committee meeting. Additional agenda items include workplace violence, best practices for employees working from home, and pending/recently implemented legislation. The meeting will conclude with a roundtable discussion. For more information contact Jane Montgomery.

**Compliance Committee**

Highmark’s 2020 audit plan initiatives for providers across the continuum of care will be the focus of the February 21st Compliance Committee meeting. Jennifer Costello, RN, BSN, MPM, and Brianne McCarthy, directors of Financial Investigations & Provider Review (FIPR) for Highmark, Inc., will share Highmark’s FIPR audit plan initiatives for 2020 as well as key findings and results from 2019 provider audits. In addition, they will share information on Highmark’s opioid audit and education initiatives. The meeting will conclude with a roundtable discussion. For more information contact Pat Raffaele.

**Fund Development Committee**

_The Value Proposition of Online Fundraising_ will be the key topic of the February 25th Fund Development Committee meeting. Nathan Hill, marketing director for the firm NextAfter, will present a live webinar and discuss the question “why” donors give to a specific organization. He will also discuss specific ways to use online tools to support an organization’s specific value proposition. Committee members will also share their insights into the past year of fundraising. The meeting will conclude with a roundtable discussion. For more information contact Pat Raffaele.

**Educator’s Committee**

Richard Citrin, Ph.D., MBA, president of Citrin
Consulting, will be the speaker at the March 3rd Educator’s Committee meeting. He will provide the Committee with a “workshop” on resilience and leadership. He is also the author of the book *Strategy Driven Leadership*. For more information contact Jane Montgomery or Pat Raffaele.

Supply Chain Professionals Committee

The first meeting of the Supply Chain Professionals Committee will be held on March 6, 2020. The focus of the meeting will be a planning session outlining the goals of the Committee as well as topic areas of focus for meetings. The Committee will discuss plans to move forward as the local chapter of the Association for Health Care Resources & Materials Management. For more information contact Pat Raffaele.

Healthcare Council Welcomes New Allied Members

Healthcare Council welcomes Care Plus Home Health Services, Inc. and Healthworks, Inc. as new Allied Members.

**Care Plus Home Health Services, Inc.** is a family-owned home health care company based in Washington, Pennsylvania. Care Plus provides skilled nursing, physical therapy, occupational therapy and speech therapy to its patients. The mission of Care Plus is to provide patients with professional, compassionate and personalized health care in the comfort of their own homes.

For more information contact President and Chief Executive Officer Beau Wilson via e-mail or phone at 724- 225-2444 or visit the company’s [website](http://www.careplushomehealth.com).

**Healthworks, Inc.** is a private healthcare professional practice organization offering dedicated personnel solutions, as well as consultative and educational services in the areas of invasive and non-invasive cardiology, electrophysiology and specialty nursing. The company was founded in 1997 and is headquartered in southwestern Pennsylvania.

For more information contact President and Chief Executive Officer Sandra Wolfe-Korejwo via e-mail or [website](http://www.healthworksinc.com).
Other Programs of Interest

Healthcare Council provides the information below on events, meetings and programs of interest to its members.

**Free Webinar Series on Accessibility**

The FISA Foundation and The Heinz Endowments have partnered with Bender Consulting Services to offer a series of short (one hour) webinars to assist nonprofit organizations and foundations with improving accessibility to programs and services for people with disabilities. The free webinars address common accessibility issues.

The upcoming webinars are listed below, and all webinars are held from 2 p.m. to 3 p.m.

*Website Accessibility: The Ramps and Rails of the Digital World* - January 29, 2020

*Document Accessibility: Can You Read This?* - February 12, 2020

*Social Media Accessibility: Our Network Depends on It* - February 26, 2020

*Disability Smart Events: Welcoming, Not Simply Accommodating* - March 11, 2020

For more information and to register visit the [website](#) or contact Kristy Trautmann, executive director of the FISA Foundation via e-mail or phone at 412-465-5550.

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**Geriatrics Teacher of the Year Award - Deadline Extended**

The deadline for nominations for the Geriatrics Teacher of the Year Award has been extended to February 3, 2020. The Award is presented by the Pennsylvania Geriatrics Society-Western Division to two outstanding teachers for their dedication and commitment to geriatrics education.

The award will be presented to a physician and a professional from another healthcare discipline such as
nursing, advanced practice, physical therapy, and others, for their geriatrics teaching excellence.

Award eligibility and criteria, along with the nomination form, is available on the society’s website. For more information contact Nadine Popovich, administrator, via e-mail or phone at 412-321-5030.

**Annual Spring March Madness Institute**


To register or for more information visit their website.