



Texas EMS Trauma & Acute Care Foundation
Tuesday, February 26, 2019 5p.m.
Wyndham Garden Hotel Austin
TETAF Board of Directors Meeting

Called to order at 5:11pm by Ed Racht, MD, Chair.

Attendance: Scott Christopher, Eric Epley, Nilda Garcia, Angela Gentry, Wanda Helgesen, Donald Jenkins (phone), Kenneth Mattox, Kathy Perkins, Darrell Pile, Edward Racht, Ricky Reeves, Lori Robb, Craig Rhyne, Danny Updike, Dudley Wait, Peyton Ware,

Review of Minutes: January 28, 2019 Board of Directors meeting - approved by Peyton Ware, second approval by Darrell Pile.

Old Business:

Topic	Discussion	Recommendation/Conclusion	Follow Up
Welcome and Introductions Edward M. Racht, MD, Chair	Newly Elected Member Angela Gentry, BSN, RN, TCRN Re-elected Members Scott Christopher, RN, EMT, LP Nilda Garcia, MD, FACS Kathy Perkins, RN, MBA Danny Updike, RN, LP	Introductions and welcomes done	
TETAF Update Dinah S. Welsh, President/CEO	Feedback from the legislators has been positive Thank you for coming even though it has been a very busy place today Lobby team still meeting with legislators and Dinah just left Courtney DeBower – resigned and now the position is open. Working with a communications consultant to fill in the gap. Has had several conversations with applicants. Wages presented to candidates has been a detouring factor in filling the position.		
TETAF Survey Service Line Report Brenda Putz, BSN, RN	Charts with volumes are in the files Survey – 90 this FY in trauma Lower fee Dropping designation – is a concern in the state. Loosing 3 level 4s this spring. Systems are deciding to designate a hub Stroke – waiting until we move into new rules		



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	<ul style="list-style-type: none"> Gross Margin under budget by \$222k Revenue under budget by \$417k Survey revenue under budget by \$99k (YTD Actual = 46, Budgeted YTD = 87) Maternal surveys are being scheduled, a fair amount we had budget for current FY, will hit in FY 19-20 Operating Expenses under budget \$75k Savings in legal, marketing, & professional fees. Under in EE costs (net opex & direct wages of \$43.3k) YTD Net Income \$147k over budget (due to revenue being under budget, YTD) <p>Deferred Revenue</p> <table style="margin-left: auto; margin-right: auto; border-collapse: collapse;"> <thead> <tr> <th></th> <th colspan="8" style="text-align: center;">Revenue to be recognized monthly</th> <th colspan="2" style="text-align: center;">DEFERRED</th> </tr> <tr> <th></th> <th style="text-align: center;">DEFERRED REVENUE AS OF 01/31/2019</th> <th style="text-align: center;">FEB</th> <th style="text-align: center;">MAR</th> <th style="text-align: center;">APR</th> <th style="text-align: center;">MAY</th> <th style="text-align: center;">JUN</th> <th style="text-align: center;">JUL</th> <th style="text-align: center;">AUG</th> <th style="text-align: center;">ENDING DEFERRED REVENUE TOTAL AT FY 18-19</th> <th style="text-align: center;">REVENUE TOTAL FY 19-20 (Revenue)</th> </tr> </thead> <tbody> <tr> <td>SURVEY DEFERRED REVENUE</td> <td style="text-align: right;">\$ 720,000.00</td> <td style="text-align: right;">\$ (97,275.00)</td> <td style="text-align: right;">\$ (60,100.00)</td> <td style="text-align: right;">\$ (119,100.00)</td> <td style="text-align: right;">\$ (64,800.00)</td> <td style="text-align: right;">\$ (33,000.00)</td> <td style="text-align: right;">\$ (32,000.00)</td> <td style="text-align: right;">\$ (42,475.00)</td> <td style="text-align: right;">\$ 271,250.00</td> <td style="text-align: right;">\$ (265,600.00)</td> </tr> <tr> <td>DEFERRED LOYALTY INCENTIVE- MATERNAL</td> <td style="text-align: right;">\$ (16,500.00)</td> <td style="text-align: right;">\$ 1,000.00</td> <td style="text-align: right;">\$ -</td> <td style="text-align: right;">\$ 1,500.00</td> <td style="text-align: right;">\$ 1,000.00</td> <td style="text-align: right;">\$ -</td> <td style="text-align: right;">\$ 1,000.00</td> <td style="text-align: right;">\$ 1,500.00</td> <td style="text-align: right;">\$ (10,500.00)</td> <td style="text-align: right;">\$ 10,500.00</td> </tr> <tr> <td>TOTAL DEFERRED REVENUE CHANGE</td> <td style="text-align: right;">\$ 703,500.00</td> <td style="text-align: right;">\$ (96,275.00)</td> <td style="text-align: right;">\$ (60,100.00)</td> <td style="text-align: right;">\$ (117,600.00)</td> <td style="text-align: right;">\$ (63,800.00)</td> <td style="text-align: right;">\$ (33,000.00)</td> <td style="text-align: right;">\$ (31,000.00)</td> <td style="text-align: right;">\$ (40,975.00)</td> <td style="text-align: right;">\$ 260,750.00</td> <td style="text-align: right;">\$ (255,100.00)</td> </tr> <tr> <td># OF SURVEYS - SCHEDULED IN MONTH</td> <td style="text-align: center;">78</td> <td style="text-align: center;">13</td> <td style="text-align: center;">6</td> <td style="text-align: center;">14</td> <td style="text-align: center;">8</td> <td style="text-align: center;">5</td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> <td style="text-align: center;">54</td> <td style="text-align: center;">24</td> </tr> <tr> <td># OF HOSPITALS</td> <td style="text-align: center;">78</td> <td style="text-align: center;">13</td> <td style="text-align: center;">6</td> <td style="text-align: center;">14</td> <td style="text-align: center;">8</td> <td style="text-align: center;">5</td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> <td style="text-align: center;">54</td> <td style="text-align: center;">24</td> </tr> </tbody> </table> <p style="font-size: small; color: blue;">Please note that months after January are not reflecting invoices that will be done during those months. The months of Feb- FY 19-20 are only showing deferred revenue decreases, not what is going to be added to deferred revenue as we invoice each month.</p> <p>Ed discussed Oregon's new initiative to move the delta curve</p>		Revenue to be recognized monthly								DEFERRED			DEFERRED REVENUE AS OF 01/31/2019	FEB	MAR	APR	MAY	JUN	JUL	AUG	ENDING DEFERRED REVENUE TOTAL AT FY 18-19	REVENUE TOTAL FY 19-20 (Revenue)	SURVEY DEFERRED REVENUE	\$ 720,000.00	\$ (97,275.00)	\$ (60,100.00)	\$ (119,100.00)	\$ (64,800.00)	\$ (33,000.00)	\$ (32,000.00)	\$ (42,475.00)	\$ 271,250.00	\$ (265,600.00)	DEFERRED LOYALTY INCENTIVE- MATERNAL	\$ (16,500.00)	\$ 1,000.00	\$ -	\$ 1,500.00	\$ 1,000.00	\$ -	\$ 1,000.00	\$ 1,500.00	\$ (10,500.00)	\$ 10,500.00	TOTAL DEFERRED REVENUE CHANGE	\$ 703,500.00	\$ (96,275.00)	\$ (60,100.00)	\$ (117,600.00)	\$ (63,800.00)	\$ (33,000.00)	\$ (31,000.00)	\$ (40,975.00)	\$ 260,750.00	\$ (255,100.00)	# OF SURVEYS - SCHEDULED IN MONTH	78	13	6	14	8	5	4	4	54	24	# OF HOSPITALS	78	13	6	14	8	5	4	4	54	24	<p>Recommend invoicing and receiving payment with 60 days</p> <p>Opened floor to give opposition to methods of deferring</p> <p>Audit currently going on – please respond if asked to provide education</p> <p>Recommend giving board members more time to review financial to defer approval of January Financials until next board meeting. Approval was given to defer. Darrell Pile request more time to review before approving.</p> <p>Maternal surveys is hard to budget for because of competition and the unknown for request. Future predictions will be easier.</p>	
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<p>Advocacy Committee Report Jeff Beeson, DO</p>	<p>Legislative Update</p> <p>Jeff Beeson talked about professional behavior – we are all into this for the same reason. Everything we do has to be done together – remember the small guys, such as rural telemedicine – the intent of the board and TETAF is to move to the endzone with the goals set. It is important to work and collaborate with the state and others. Article 2 does have some verbiage about funding RACs, but we have to take the Commissioner at his word about his intent of information given at last hearing meeting. Today we should set the goal, trust and be respectful.</p> <p>Advocacy update from Erben & Yarbrough and TETAF Advocacy Staff</p> <p>Dinah – share information DRP repeal- fund and proposal HB 2048 SB 918 – look to repeal and replace. This is priority number one for TETAF. Review of the document was given with overhead visual presented.</p> <p>Racs duties have increased and funding has remained stagnant. We need to move from 3.7 million to “ “ What? This amount has been indeterminate.</p> <p>We want to get what we can for the RACs but be responsible so we are heard and considered for an increase.</p> <p>The bottom line dollar is a wash – landing on the same amount of monies. There is not a real plus to the repeal and replace unless the percentage changes.</p> <p>Ashley Morgan – request for RAC funding is separate from the DRP. Our increase funding will be through riders.</p>	<p>Ed Racht – our current conflicts are counterproductive. We need to talk and debate respectfully. If you have a different topic to debate or lobby for that is different than TETAFs position, then do so at your own position and not as a representative as TETAF.</p>	



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	<p>Darrell Pile – tell us about the legislatures views that they think they are funding the RACs at a higher rate than actually is. Legislative board feels they were holding RACs level, but actual numbers are reduced.</p> <p>Kathy Perkins – to hold level, other programs were decreased to meet the needs to fund the RAC. DSHS funding taken away was used to fund the RACs. Over the years, the LLB the legislature is all about static and when the RACs should have been given a percentage increase, it did not happen. History is very complex, but the department has been trying to support the RACs for many years. There is support in the department for the RACs, and dising them is not in the best interest as it causes discord.</p> <p>Eric Epley – who is our Kathy Perkins champions person in the department now? Stated he does not feel there is support for the RACs. After the hurricane disaster response by the RACs, the DSHS personnel was not present. Instead of mentioning the RACs and the hurricane response they showcased the infectious disease. RACs need support from DSHS and the Commissioner. Who do we go to?</p> <p>Conversations are going on between many board members, but not all. At times, select conversations are appropriate, but Kathy stated all should be included for effective communication.</p> <p>Darrell Pile thanked Kathy Perkins for her participation on the board. If the commissioner did not mean what he said in the house or senate then it would be helpful to have had clarification or call from the commissioner. HHSC tells programs to slow down spending when funding slows down. Discussion continued regarding what is the appropriate amount to ask for.</p> <p>Brian discussed the cost to run the system and the challenges around the conversation.</p>	<p>Kathy volunteered to talk with the commissioner to see who is the RACs go to person?</p> <p>Kathy feels like 10% increase is appropriate to ask for. Kathy suggested splitting the cost ie. ongoing and onetime cost increase.</p> <p>Peyton suggest 1.5 million per year on top of flat.</p>	



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	<p>Darrell – ask question to lobbyist regarding ‘what is the programs being funded and staffed’ can the percentage be base line and then a specific amount for the three new service lines, i.e. cardiac, stroke, perinatal</p> <p>Dr. Racht – reinforced that we need to work through the requested amount. Starting at 50% -- what would we do with this?</p> <p>Eric Epley and Wanda presented the opportunity to do Quality Measures. 2.5 mil to RDC and 2.5 mil to _____. Divide two ways. Peyton discussed this is a separate ask. Peyton states that it is important to ask for increase to the current funding.</p> <p>Hard to get a hearing on a bill, it is dangerous to attach money to a bill.</p> <p>Needs: Funding for data collective system on perinatal care – Not in DSHS hands Personnel to support quality initiatives and to run perinatal committees in each RAC Statewide Trauma quality initiatives Software cost</p>	<p>Question posed by Ashley Morgan: What are you going to do now that is different from what you did in the hurricane response? Eric explained his position on how we are NOT doing all programs well. We need to say that we need and say it now. Eric meet with Kolkhorst staffer – neonatal data collaborative needs funding.</p> <p>Ashley reinforced that the legislators need to know what the money requested is going to be used for...</p> <p>Dudley Wait feel like we are not being bold enough in asking.</p>	



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	<p>Appropriation – 3.7 per year currently, 5.2 mil suggested for asking increase</p> <p>Brenda discussed closing of 22 level IV traumas – because of loss of funding then support for education and hospitals in order to keep the doors open. Specific to dropping designation* Ongoing debate on amount to request and what the money will be used for.</p> <p>Performance review and initiative 3.75 on top of base – to collectively address all the issues going on in the healthcare in Texas</p> <p>Lobbyist agree with proposed amount and topic</p> <p>Ed closed discussion and motion made by Eric Epley 3.5 mil base with 3.75 mil with 100k per RAC with proven formula, seconded by Peyton Ware No opposed – motion carried</p> <p>Eric proposed a 5 mil for data collaborative and Danny second – decision to keep separate in conversation No opposed – motion carried with caveat that the neonatal project name may change</p>	<p>40% - 1.5 mil *current ask*</p> <p>Data initiative adds the additional funding</p> <p>Bump increase in quality as the talking point – RDC, RQID, RAC quality employees – 2.5 ml – goal is to have an employee</p>	
<p>Education Committee Update Scott Christopher</p>	<p>Hospital Data Management – 40 attendees at the last class in Corpus Christi Committee will have a webinar council meeting in the next 30 days</p>	<p>Follow up council meeting in 30 days will be scheduled by Scott</p>	
<p>Governance Committee Report Dudley</p>	<p>Has not met since November meeting</p>	<p>Dudley will work with staff to get council meeting set up</p>	
<p>Survey Verification Committee Update Brenda Putz</p>	<p>Grievance Policy Conflict of interest Policy Open position for committee chair – until a chair is chosen then meetings will not be held.</p>	<p>Brenda reported that policies were still on board effect for review. Move to top of agenda on next board meeting</p>	



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TQUIP Terry Valentino	Terry not present for update		
Open Discussion	Opportunity given – none presented		
Next meeting	June 25, 2019 at Wyndham Garden Hotel Austin		None

Adjournment: The meeting was adjourned at 8:42p.m by Ed Racht, MD