

**Southern Coos Health District  
Board of Directors  
Special Meeting  
November 1, 2023**

**I. Call to Order 6:00 p.m.**

**1. Mary Schamehorn called the meeting to order at 6:00 p.m.**

**Roll Call** – Brent Bischoff, Board Chairman (arrived 6:08); Mary Schamehorn, Secretary; Tom Bedell, Treasurer; Norbert Johnson and Pam Hansen, Directors. **Administration:** Raymond Hino, CEO; Jeremiah Dodrill, CFO; Scott McEachern, CIO **Others present:** Cori Valet, CNO; Madelaine Yue, Experis; Matthew Borchardt, CLA (Clifton Larsen Allen, CPA); Kim Russell, Executive Assistant. **Press:** None.

**2. Agenda Approval**

Norbert Johnson **moved to approve** the agenda as presented. Tom Bedell **seconded** the motion. **All in favor. Motion passed.**

**3. Public Input**

None.

**II. ERP & EMR Vendor Proposal Follow-up: Total Cost of Ownership and Financing for Possible Consideration**

Scott McEachern, CIO, opened with introductions and review of agenda as provided in the Powerpoint presentation. Madeline Yue from Experis consulting group reviewed the proposed implementation timeline based on financing quotes and vendor scheduling availability. Option 1: decision on (EMR) Electronic Medical Record no later than March 2024 and (ERP) Enterprise Resource Planning decision no later than January 2024. Option 2: a decision after those dates may result in delayed implementation to 2025 due to vendor implementation resources and could risk not meeting ACO quality metric requirements (no penalty but also no gain). Implementation staffing reviewed, project management summary; no overtime required other than during “go live” with staggered ERP and EMR start dates. Change management was discussed; Support Services, live day and post-live support level built into the plan at “bronze level” or “mid-point”.

Matthew Borchardt from CLA reviewed financial assumptions updated from previous presentation, includes baseline performance established in 2023 with 1% per year growth and 2% return on cash and reserves, and other non-operating income discussed. The financial implications of staying with current vendor include no improvement in provider productivity (projected to improve to 80% over baseline). Provider productivity benchmarks were determined utilizing MGMA and MD Ranger tools. Financing options and review of worst case, best case, and most likely scenarios on total margin breakdown and return on strategic initiatives, with

conservative growth, were reviewed as well as opportunity costs. Funding considerations include Medicare Cost Based Reimbursement, Financing, Strategic Initiative improvements, and philanthropy. Advanced Health potential grant notification to be received in January 2024. Two financial institution quotes received with similar deals, collateralized with 5-year CDs at market rate plus 2% premium.

Market share of various EMR vendors in Oregon was discussed compared to CPSI/Evident market share loss. Board members requested that future presentations include slide or slides that recap why other vendors were not selected.

It was noted that the mid-point or “most likely” scenario from CLA that applies minimal growth, generates cash. Absent grant funding scenario also included in sensitivity analysis.

Approval of vendors of choice will show good faith, preserve proposal pricing, will secure scheduling and begin contract negotiations with no liability pre-contract-signing. A special meeting may be called in January 2024 for further review pending additional funding options.

Tom Bedell **moved** to identify Providence/Tegria and Sage/Intacct as preferred vendors for this project. Pam Hansen **seconded** the motion. **All in favor. Motion passed.**

### III. Open Discussion and Adjournment

Brent Bischoff, Chairman, thanked Administration and consultants Madeline Yue and Matthew Borchardt for their work, and thanked fellow board members for their engagement.

**At 8:20 p.m. the meeting adjourned.**



Brent Bischoff, Chairman 11-30-2023



Mary Schamehorn, Secretary 11-30-2023