**MINUTES: Faculty Associates, Inc.**

**Board of Directors**

**Monday, June 10, 2019**

**Time: 1:00pm-1:50pm**

**Location: D4-16**

**Present:** Isabel Garcia (chair), Curtis Reynolds (by phone), Cesar Migliorati, John Hardeman, Valeria Gordan, Laura Huntley, and Jean Sweitzer.

Guests: Jodi Geiger, Jim Webb and Jim Wold.

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|  **AGENDA** |  **DISCUSSION** |   **ACTION** |
| **Call to Order** | The meeting was called to order by Dr. Garcia at 1:00PM. | No Action Required. |
| **Welcome and Dean’s Comments** | Dr. Garcia welcomed the group and provided a number of college updates.* We have received a State Appropriation which is about $56,000 less than the amount

for last year. Budget office is working with UF through the details. We are also workingclosely with all departments to review their budgets.* According to Dr. Nelson discussions from the Board of Trustees Retreat went well;

quite a bit of time was devoted to the Health Science Center and the Boardoverall supported the concept of a new building for Dentistry. Financing modelfor the new building is unclear at this point.* A change of the College Constitution and Bylaws has been requested to establish

three new administrative committees.* First Committee: Anesthesia.

This has been a working group for some time but we need to formalize it within the Constitution and Bylaws and need to lay out the process and expectations.* Second: Peer Review Committee.

Sets forth a new strategy to look at overall process improvement as well as outcomemeasures. This will not supplant any of the other efforts we have, but work parallelwithout overlapping or taking over any of the functions within the CAQA.* Third: Scope of Practice to address requests to carry out procedures not generally

part of dental education and training (e.g. botox).Have advanced our conversation and our plans to start a new AGB program in Osceola County.* Approached by Dr. Belinda Johnson-Cornett, CEO of Osceola Community Health.
* They have 4 or 5 locations in Osceola County.
* Strong focus on maternal and child health.
* They are an FHQ&C so have more favorable price structure.
* We have to go to CODA for permission to accredit a new program.
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|  **AGENDA** |  **DISCUSSION** |  **ACTION** |
| **Approval of March** **Minutes**  | Dr. Migliorati had one correction on page 3 which should indicate that redos are handledIn graduate prosthodontics primarily, not Faculty Practice.Dr. Hardeman moved to accept the minutes with this correction, Dr. Migliorati 2nd.The minutes were approved unanimously as amended. |  |
|  **Update on** **Medicaid** | Jean Sweitzer reported that we are making progress with Medicaid Managed Care Plans. A transition from seven to three plans (MCNA, DentaQuest and Liberty) occurred on Jan 1, 2019.* Issues have been resolved with MCNA. They agreed that they will continue to not require preauthorizations and also eliminated the need for any internal referral process within our entire practice.
* After several meetings with Liberty they have agreed to drop the internal referral process and agreed to wave the pre authorizations. Dr. Hardeman pointed out that we have to make sure information gets to all involved in the process.

Dr. Migliorati stated that Medicaid has a rule that they will not pay for treatment that has been rendered within the past three years.* This frequency exclusion can be difficult to identify. In these cases, we rely on the Explanation of Benefits (EOB) and should also have an Advanced Benefit Notification

(ABN) signed for the date and procedures that day. Jean stated that Liberty has interest in doing some larger projects with the college. | Once Liberty provides language in writing, it will be disseminated to appropriate individuals in the college. |
| **Financial Report****Jean Sweitzer** | * Jean Sweitzer presented the financial overview to the Board through April 2019. Clinical revenues are up slightly ($830,000) about 5%. Contract and GME revenues

are down YOY.* Naples moved on January 1, 2019 from HealthCare Network of Sothwest Florida to

Management by the college, so instead of getting contract revenue we are now collecting clinical revenue from that clinic. We have missed a February contract payment since that transition reducing contract revenue by about $250,000.* When we get to end of year there will be an increase in clinical revenues that should correspond to Naples and some decline in the contract revenue.
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|  **AGENDA** |   **DISCUSSION** |  **ACTION**  |
| **Financial Report Contd** | * Total revenues are slightly ahead through April, 2019.

Expenses are up YOY but we have done some * distribution changes that will show up later in the year with a positive impact

on the bottom line. Increased personnel expenses are up due to new hiresand, salary increases, up about 13%.* There has been a 13% increase in operating expenses as well.
* Overall we are $1.9 million to the good. Departmental positions, budget to actual clinical revenues and accounts receivable were reviewed and discussed. The Medicaid Managed Care plan transition as well as the Naples transition have had an impact on accounts receivable.
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| **Additional Financial****Discussion cont’d** | * Laura Huntley mentioned college presentations to the Board of Trustees.

Mr. Reynolds clarified that these presentations are designed to highlight accomplishments and strategic plans in the colleges rather than financial and operational issues. He also informed the group of new legislation definingthe reserve point of the institution at 7%. |  |
| **Audit Dates** | * Pre Audit dates: June 13th & 14th.
* Full Audit: August 26th – 30th. Jeremiah Brown, Purvis Gray & Company, is the new

Lead auditor. |  |
| **Adjourned** | Adjourned 1:50pm |  |
| **Next Meeting** | TBD |  |