

HISTORY OF SOUTH COUNTRY HEALTH ALLIANCE

WHEN DID ALL THIS START?

- A. 1997 MN Legislature CBP/PMAP
- B. Staff of Dodge, Fillmore, Freeborn, Mower, Rice, Steele and Waseca met
- C. June 23, 1997 — I attended a meeting by MN Dept of Health at Olmsted Medical Center - Regional Coordinating Board Six Forum on CBP & PMAP
 - Dan McLaughlin - AMC
 - Eric Anderson, Karen Peed - DHS
 - Tom Johnson - MDH Managed Care System
 - Dean Massett - Goodhue County Commissioner
 - Mark Wellik, Pat Carlsen - Olmsted County
 - Bruce Henricks, Linda Stein - Our project
- July 1997 - Fillmore voted to go PMAP
 - Human Service Directors wanted to go CBP
 - Public Health Directors wanted to go PMAP
- D. September 15, 1997
 - First meeting Comm. Erickson has records of
 - Dodge, Freeborn, Mower, Rice, Steele & Waseca, County Commissioners, Staff, Linda Stein
- E. September 28, 1997
 - Dodge, Freeborn, Mower, Rice, Steele, Waseca, Blue Earth, Sibley (Brown - no representation) Blue Earth involved in Developmentally Disabled
 - At the meeting discussed.
 - How to get data to base decision?
 - Re-Insurance
 - What had Wabasha and Goodhue County done?
 - They had Reden & Anders do a study for them (1993-1997)
- F. February 1998
 - Goodhue & Wabasha started to meet with us
- G. May 1998 Rice County decided not to continue. They didn't like the way we assessed the start up cost based on general population
- H. July 1998 - Counties had to decide - Are they going? CBP? PMAP?
 - 9 Counties voted to go CBP - August 10, 1998
 - All approved the Joint Powers Agreement. on a 5 - 0 vote except Wabasha 3 - 2, and Waseca 3 - 2

I. Jan 1999

Hired Betty Harlow - Project Administrator
Also started working with company INC as Administrative Service Provider

J. March 1999

1. Voted to enter into agreement with INC. \$75,000 up front money-
Unanimously approved. We did get \$3,345.00 of this back. Their price was
\$12.50 per member per month.
2. Steele County took over the financial services from Mower County for project.
3. Firm of Larson, Allen & Weishar to set up a 5 year budget - revenue and
expenses. cost \$10,000

K. June 1999

We voted to end business dealings with INC. (Passed unanimously) and started to
talk to UCare as Administrative Service Agreement. (Cost \$17.00 PMPM)

L. November 1999

Betty Harlow resigned.
Marian Brandt - Sibley County agreed to work on project ½ time - other time in
Sibley. (Started December 1999)

M. January 2000

1. Started hearing about RFP (Request for Proposal) from DHS
Essential Health Plan (Cass, Crow Wing, Morrison, Todd & Wadena)
were the first to get this from DHS.
2. Also found out that Minnesota Care population would have to be included in
CBP project.

N. February 2000

Received Projected Statement of Operation (5 years) based on \$17.00 cost PMPM
for UCare Services. (HCFA Open procurement for County PMAP projects)

O. March 2000

Joint Powers Board went on record of following the same format as Essential
Health Plan to implement CBP by September 2000 (target date). Passed 9-1 with
Mower voting no.

P. April 2000

Marian Brandt - Full time director. Mower wanted to continue project just as we had been doing - go for Federal Waiver but not RFP.

Issues

Pre Paid issue

MN Care Population

Financial Risk

Managed Health Care (Jan 5, 2000 - Subcommittee AMC)

Q. July 13, 2000

Received letter from Mower County on issue of RFP involving PMAP and the money Mower was asked to pay (\$27,118). How much of this money was being spent on CBP and how much on PMAP.

R. August 2000

Mower County Board met with Joint Powers Board:

1. Project deviated from original design

2. Against the RFP process

Started to rent office space from Steele County

S. September 2000

Sent in RFP to State

T. October 2000

Marian & Leota met with UCare and Mayo Health Care Management on Oct. 6, 2000. No major issues or concerns noted.

Analysis of data needed to complete application with MDH.

Reden & Anders and Lawco firms used

U. November 2000

Signed REP with State

November 3, 2000 Mower County sent letter withdrawing from project.

Start up date April 1, 2001

V. December 2000 (next page.)

Executive Committee History

1999	Jerry Peterson Dave Erickson	Chair Vice-Chair
2000	Dave Erickson Dean Massett	Chair Vice-Chair (Choose <u>not</u> to run for re-election in Nov. 2000)

Dec. 2000

Decision to organize:

Financial/Investment Committee	(Court case with Mower County
Hire an Accountant Firm	scheduled for Dec. 18,
Contract for reinsurance	in Mower County)
Quality Assurance	
Provider Advisory	

Decided to send SCHA representatives to HCFA

2001	Dave Erickson Andy Lochner	Chair Vice-Chair
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Jan. 2001

- * Contract negotiations have started with DHS - Commissioner Dave Ulstrom attended
- * Regulator function currently handled by MDH is being transferred to Department of Commerce
- * Federal Balanced Budget Act went into effect April 19th - SCHA would not have to seek a waiver of choice for being in a rural area.
- * Set up Personnel Committee
- * State agreed to allow SCHA to operate with no risk adjustment until 2003.
- * Member counties need to go until July on start-up costs.

Feb. 2001

- * SCHA sent packet information to meeting in Washington, D.C. for Feb. 27. Those in attendance- Gov. Ventura, Health and Human Services Director Tommy Thompson, and MN Dept. of Human Services Commissioner O'Keefe.
- * Feb. 28- NACBHD Conference in Washington: Marian, Commissioner Jerry Peterson, and Stan Groff will meet with Representative Gil Gutnecht on March 2, 2001 and possible other.
- * HCFA (Health Care Finance Administration) meeting is scheduled for March 21, 2001 in Baltimore, Maryland.

- * Court had issued a summary judgment in favor of SCHA regarding Mower County's fiscal responsibility in the Joint Powers Agreement.
- * SCHA received letter from MDH giving final approval of the County Based Purchasing Agreement.
- * County Community Resource Management Teams (CRMT) are organized.

(New Federal Administration – Tommy Thompson HCFA Director – seemed to signal a change in HCFA stance of this issue?)

Mar. 2001

- * HCFA visit: SCHA is represented by Commissioners Dave Erickson and David Ulstrom, Executive Director Marian Brandt, Human Services Director Stan Groff, and Public Health Director Wendy Thompson, plus the delegation from DHS.
- * Discussion on cost of adding additional counties.
- * HCFA Presentation:
 - Issues:
 1. How can counties withdraw, e.g. Mower?
 2. How can counties join, e.g. Kanabec?
 3. Why would DHS want to allow County Based Purchasing- model of integration of care- at local level?
 4. How long will enrollment take? 30 days

Apr. 2001

- * Training for CRMT's (Community Resource Management Team) started.

May 2001

- * Mayo Management Services Inc. (MMSI) contract worked out.
- * Dental providers meeting has been held.
- * Voted to purchase STI System (computers) for \$81,544.21.
- * Organized Open House committee
- * Sign contract with DHS

Jun. 2001

- * Signed contract on reinsurance
- * Awarded bid for hardware of computer system and software
- * Start up date: Sept. 1, 2001
- * Approved hiring of Executive Director, Marian Brandt, effective July 1, 2001

Aug. 2001

- * Oct. 1, 2001 start up date
- * Assessed \$50,000.00 for start up cost, which should carry us to Oct. 1, 2001 start up date. \$923,763.00 invested.
- * Mayo contract signed
- * Mower county paid in full

- * DHS notified (HCFA) (CMS). The state agreed to the terms and conditions.
- * Enrollment started

Sep. 2001

- * Pharmacy reimbursement issue

Oct. 2001

- * SCHA will be operational Nov. 1, 2001 with 4,755 enrollees at this time. Note: State worker strike complicated enrollment process.

Nov. 2001

- * Open House at Cabela's, Nov. 5, 2001
- * Leota Lind hired as Program Manager
- * BPK&Z Accounting Firm hired

Dec. 2001

- * Received for payment from CMS and first bills from: UCare, Advance PCS (Pharm.)

2002

Andy Lochner Chair
 Jim Peterson Vice-Chair

Jan. 2002

- * Enrollment as of Jan. 1, 2002: 6945
- * 3rd check from HACA: \$2,217,321.68 (enrollment at 6,945)
- * 1st check from HACA: \$1,472,918.02 (enrollment at 4,755)
- * Tim Penny- Citizens advisory panel on health costs and quality
- * UCare fee raised to \$17.50 pm/pm
- * DHS contract addendum approved
- * Approval of Childhood & Adolescent Immunization Quality Improvement

Feb. 2002

- * Staff has visited all counties
- * Committees for 2002:
 - Executive
 - Finance & Investment
 - Personnel
 - Quality Assurance
 - Quality Assurance workgroup
 - Dental Access workgroup
 - Member Advisory
 - Public Health & Social Services Advisory
 - Mental Health & Chemical Dependency workgroup

- * Budget for 2002
- * 5% withholding (?): letter asking SCHA not effected this 1st year
- * Enrollment at 10,152
- * Met with Dr. Rose, U of M Dental Service
- * Approved \$1.00 pm/pm for CRMT services
- * Transplant agreement

Mar. 2002

- * Enrollment at 10,281
- * 5% withholding effective Jan. 1, 2003
- * Financial cash 1/31/02 : \$6,409,240.43
- * Upgrade of CCM (computer program)

Apr. 2002

- * DHS requested SCHA hire Quality Manager

May. 2002

None

Jun. 2002

- * Enrollment: 10,967
- * Committees:
 - Elderly Waiver Protocol Development
 - Utilization Review
 - Prenatal Protocol Review
 - CCM Development
 - CCM User Group
- * DHS advanced SCHA \$500,00.00

Jul. 2002

- * Enrollment: 11,080
- * Note: We offered job of Quality Manager to Lois Churchill. She was killed in a plane crash in Alaska in early July.
- * 7/1/02 Check for \$6,121,823.08 received from State of MN

Aug. 2002

- * Enrollment: 11,235
- * Delegation Agreement between SCHA and UCare
- * HIPAA compliance

Sep. 2002

- * CRG Chiropractic Group — presentation
- * SCHA enrollment by county:
 - Freeborn 19%
 - Steele 16%
 - Goodhue 14%

- Brown 11%
- Waseca 11%
- Kanabec 9%
- Dodge 7%
- Sibley 7%
- Wabasha 6%

- * Quality Assurance Manager position offered to Alice Laine
- * Developed website for SCHA

Oct 2002

none

Nov. 2002

- * Voted to enter agreement with Clinical Resources Group for Chiropractic (CRG) services

Dec. 2002

- * AMC Award for 2002
- * Budget for 2003- State Will withhold 5%
- * SCHA Staff: Marian, Alice, Leota, Sue
- * DHS requested SCHA to participate in Minnesota Care.

2003

Jim Peterson	Chair
Leo Bauer	Vice-Chair

Jan. 2003

- * Counties were reimbursed \$4,541.69 (not used for the organizational costs). Voted to return this.
- * Incentive program for 2003
 - Brown County: Adolescent & Well Child
 - Teen Check-up - \$10.00 gift certificate
 - Sibley County: Well Child Check-up for all children of GFW (grades 7-12) \$15.00 gift certificate
- * Dodge County start-up investment:
 - Total of \$69,747.71 based on pop.
 - 1/2 came from federal: \$34,873.86
 - 1/2 from local: \$34, 873.85
 - o Dec. 2001 SCHA returned \$2,670.40
 - o Dodge invested \$32,203.45 local money

Feb. 2003

- * BPK&Z reports SCHA spent in 2002 (12,812 members):
 - Revenue: \$39,254,090.00
 - Medical: \$18,323,310.00
 - Pharmacy: \$7,885,998.00

- Reinsurance: \$825,637.00
- Subtotal: \$27,034,945.00
- Balance: \$12,219,145.00

Mar. 2003

- * Sign contract with CRG for chiropractic services- first direct providers contract
- * Hired Dr. Pat Irvine- Medical Director

Apr. 2003

None

May 2003

- * Prime West starting date of July 1, 2003
- * Marian's report on first year of operations: Did we reach our goal?
- * County Incentive plans:
 - Lead Screening
 - Foster Care Children
 - Elderly Waiver Care Coordination
 - New Cases

Jun. 2003

- * Enrollment at 12,860

Jul. 2003

- * SCHA received state withholding from DHS

Aug. 2003

- * Rate paid UCare approved to \$18.00 pm/pm

Sep. 2003

None

Oct. 2003

- * Enrollment at 12,269
- * Elderly Waiver Services – State requirements for CBP projects.

Nov. 2003

- * County incentives paid out in 2003: \$221,269.60
- * Record of money paid to counties for CRMT's from Nov. 1, 2001 to Sep. 31, 2003
 - 2001: \$10,583.00
 - 2002: \$128,929.00
 - 2003: \$114,524.00
 - Total: \$254,036.00

- * Comparison of number of staff:
 - Prime West: 10 FTE SCHAs: 4 FTE

Dec. 2003

None

2004

Leo Bauer Chair
 David Mullenbach Vice-Chair

Jan. 2004

- * Hired Tami Seykora-Blum as Executive Assistant
- * UCare administrative fee up to \$18.50 pm/pm
- * Established Long Term Care Advisory committee

Feb. 2004

- * Enrollment at 12,400
- * Power Point presentation on Elderly Waiver's 4 models
- * PMAP for Seniors- Wadena County
- * Issue of SCHAs growth
- * MMSI agreement for the disease management program

Mar. 2004

None

Apr. 2004

- * Wadena County formal request to join SCHAs
- * Dr. Ed Durst became Medical Director of Quality Program
- * Asthma Disease Management Program
- * Diabetes Disease Management Program

May 2004

- * Enrollment 12,905
- * Discussion on issue of addition of new counties
- * Agreed to job description and hiring of Senior Care Program Coordinator
- * Approval of Grant funding (\$20,000.00) for each member county for Health Promotion/ Health Care Infrastructure Investment program

Jun. 2004

- * Agreed to job description and hiring of Health Care Analyst
- * Dodge and Wabasha counties classified as Metropolitan Statistical Areas (MSA)

Jul. 2004

- * Hired Amy Smith as Senior Care Program Coordinator

Aug. 2004

- * SCHA earned 90 out of 90 points possible in State Withholding program. We received a check for \$2,359,078.90.
- * Agreed to hiring of Lisa Deml as Health Care Analyst
- * Motion to direct Steve Smith to draft letter of understanding for research in adding new counties to SCHA

Sep. 2004

None

Approved Strategic Planning at
Gainey Conference Center (2 days)

Oct. 2004

- * Motion to require new counties requesting to join SCHA to fund an account to cover cost of research (due diligence)

Nov. 2004

- * Discussion on (with starting dates);
 - MN SeniorCare 1-1-05
 - MN Care 1-1-06
 - MSHO (Minnesota Senior Health Options) Oct. 2005

Dec. 2004

- * Voted to have Steve Smith research issue of SCHA surplus funds, using attorney Jay Christian
- * SCHA voted to issue RFP for administrative services for the MSHO program

2005

Dave Mullenbach	Chair
Jerry Peterson	Vice-Chair

Jan. 2005

- * Agreed to:
 - County grants at \$20,000.00 per member county
 - Increase CRMT fee to \$2.00 pm/pm
 - Administrative support for Lead CRMT \$15,00.00 per county
 - County incentives total value: \$1,276,526.00
- * Approved Controller Position

Feb. 2005

- * Motion to enter into agreement with Onvoy Services for phone, Internet, and video connectivity
- * SCHA submitted letter of intent to provide Special Needs Program (SNP) — enrollment of dual eligible persons
- * Agreed to County CRMT agreement with each county
- * Approved leasing new office space

Mar. 2005

- * Letter of agreement with Care Mark for the MSHO program
- * Minnesota Senior Care Start up Costs and enrollment fees approved
- * Approved Blue Plus as TPA for the MSHO program

Apr. 2005

- * Consulting agreement with Stan Groff on Medicare Advantage program for the disabled

May 2005

- * Letter of agreement with Prime Therapeutics for the Medicare Part D; manage the pharmacy benefits for MSHO (Senior Care Complete) and AbilityCare
- * Approved hiring of Colleen Warnemunde for the Controller position

Jun. 2005

- * Approval to start process of hiring for:
 - Clerical part-time
 - Marketing/Communications
 - Providers Contracting Relations
 - Nurse Practitioner
 - Medicare Specialist
- * Approved moving ahead with ITV equipment for all counties and SCHA office

Jul. 2005

None

Aug. 2005

- * Approved hiring of Barb Clemens as Nurse Practitioner

Sep. 2005

- * Strategic Planning Retreat, Gainey Center, Nov. 29 & 30

Oct. 2005

- * Approved setup of AbilityCare Advisory Committee
- * Approved letter of agreement with LAWCO concerning Due Diligence Agreement
- * Awarding nine grants (Provider grants) totaling \$283,000.00
- * Approved hiring of:
 - Mark McIntyre as Compliance Manager
 - Kelly Braaten as Member Services/Communications
 - Jeanne Motl as Medicare Specialist
 - Robin Solemsaas as Provider Relations