



CAMBRIA COMMUNITY HEALTHCARE DISTRICT
MARCH 18, 2021
PRIMARY CARE AD HOC COMMITTEE
RFP PROPOSAL MEETING

Due to Coronavirus-19 concerns, this meeting was held online via Zoom.

Board of Directors Member and Committee Chair Cecilia Montalvo was present, as well as Barbara Bronson Gray, Walter Kopp, Andy Pickar, Dr. Robert Gong and Kristi Jenkins. Also present were Administrator Mike McDonough and Administrative Assistant Simone Rathbun.

AGENDA

Director Montalvo discussed Tenet removing Dr. Lewis from Cambria and leaving approximately 800 people without primary care.

She stated that only one proposal was received, from CHC. We had expected to receive an proposal from Dignity since they initially showed interest however due to the business climate during Covid, Dignity has actually had to lay off many employees and said they would not be opening any new facilities.

CHC asking for 200k from us in their proposal for furniture and other upstart costs, however the proposal they submitted does not contain commitment to bring a primary care physician to the area.

Walter Kopp then presented his PowerPoint - Buy vs Make Decision

Items covered:

Evolution of Medical Groups, Market Evolution for Physicians, Buy vs. Make Analysis, Advantages and disadvantages, followed by Discussion.

Conclusion:

CCHD will experience a significant annual loss if they build a clinic on their own.

There is significant opportunity for a health system to benefit from establishing a clinic in the CCHD area.

Director Montalvo added that If CCHD had to provide financial support to an outside organization then this would need to be placed on the ballot and voted on.

Dr. Gong added that the District could help by:

Giving the personnel hired benefits through the District.

Doing the medical billing for any solo physician.

Walter recommends going back to CHC and let them know what we would like amended in their proposal, and then go back to Dignity again and see if they are interested.

Barbara Bronson Gray recommended another survey of the community be done.

Recap of options by Director Montalvo:

- 1) Wait. Restart the entire process and possibly do another community survey.
- 2) Negotiate with CHC and go back with an alternative proposal. Barbara Bronson Gray recommended having the Board decide what to say in response to CHCs request for furniture money.
- 3) Figure out model to support practice transition, what could we do and what would we still need? Go back to Dignity.

THE MEETING ENDED AT 4:30 PM