

**BAY AREA HOSPITAL DISTRICT BOARD
EDUCATION SESSION MINUTES**

February 13, 2024

Bay Area Hospital Spruce Fir Conference Room/TEAMS Hybrid @ 5:30 pm

CALL TO ORDER

Dr. Tom McAndrew, Board Vice Chairperson, called the Bay Area Hospital (BAH) District Board Education Session to order at 5:32 pm.

BOARD ATTENDANCE

Tom McAndrew, MD; Barb Taylor; Patrice Parrott; Carna Erickson-Hurt (*via Teams*)

ABSENT (*excused*)

Chairperson Troy Cribbins
Lee Saltzgaber, MD, CMO

STAFF ATTENDANCE

Brian Moore, CEO; Jennifer Collins, CNO; Kelli Dion, CQO; Mary Lou Tate, CFO; Calvin Thomas, interim COO (*via Teams*); Kim Winker, Director of Marketing; Denise Bowers, EA (Executive Assistant)

GUEST PRESENTERS

Rex Burgdorfer, Juniper Advisory
David Gordon, Juniper Advisory

LEGAL COUNSEL

Megan Kronsteiner, Esq. not present.

PUBLIC ATTENDANCE

None

INTRODUCTION OF GUEST PRESENTERS

Mr. Moore introduced Mr. Rex Burgdorfer and Mr. David Gordon of Juniper Advisory, whom he met through Mr. Brianna Hanson, a former BAH board member. Mr. Moore and Ms. Mary Lou Tate, CFO and Mr. Cribbins spoke with Mr. Burgdorfer and his associates in January as they consider BAH's capital needs, master facility plan and skilled evaluation of BAH's strategic options as a part of our programmatic growth while striving to meet our financial performance goals which are part of our bond covenant with our lender. Part of the work they would like to do is hold a board retreat with our BAH Board. This evening, they will cover the potential board agenda for such a retreat for the board to consider.

Mr. Burgdorfer detailed his firm's years of experience working with non-profit hospitals and helping them achieve and maintain their independence. Recently, they have been working with locally governmentally owned hospitals for the first time in Juniper Advisory's history.

Their goal this evening is to give us perspective of what our peers are doing in the industry and make a potential agenda for board retreat they are asking the board to consider.


- Consider regional and national partnerships
- OHA (Oregon Health Authority) regulations surrounding partnerships
- Economic and health inequities
- Benefits of learning from the market – case stories
- Evaluating Success stories of Juniper Advisory clients
- Oregon Hospital Market considerations
- Quality medical outcomes by size of hospital
- What are the types of models hospitals are using, binary extremes of the past
- BAH one of two Oregon hospitals with over \$100M in revenue, competitive positioning
- Data reflecting cost and quality measure, patients voting with their feet
- Historic financial trends
- Tax exempt investors
- Measures of value in partnerships, compare and contrast
- How others have made decisions in an organized way, assessing our situation, capital needs, recruitment needs, HIM Technology – sufficient as stand alone, or partners who can help
- Understand the objectives of the Board
- Structural alternatives
- Decision points to stop the process, comparison, and contrast
- Articles provided to the board to consider for the retreat

Questions were asked and answered.

ADJOURNMENT

As the District Board Education Session meeting was at time, it was adjourned at 5:55 pm.


Troy Cribbins, Board Chairperson


Patrice Parrott, Secretary
3/12/24

Date: 3/12/24