

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

March 13, 2024

Bay Area Hospital Spruce Fir Conference Room @ 11:30 to 12:30 pm

CALL TO ORDER

Mr. Tom McAndrew, Board Vice Chairperson, called the Bay Area Hospital (BAH) District Board Work Session to order at 11:30 am.

BOARD ATTENDANCE

Chairperson Troy Cribbins (*via phone*); Dr. Tom McAndrew; Barbara Taylor; Patrice Parrott; Carma Erickson-Hurt

ABSENT

Calvin Thomas, interim COO

STAFF ATTENDANCE

Brian Moore, CEO; Kim Winker, Marketing Director; Gretchen Nichols, VP of Operational Excellence; Lee Saltzgaber, MD, CMO; Mary Lou Tate, CFO; Kelli Dion, CQO; Jennifer Collins, CNO; Denise Bowers, EA

LEGAL COUNSEL

Megan Kronsteiner, Esq. was not present.

GUEST PRESENTERS

Mr. Rex Burgdorfer, Juniper Advisory

PUBLIC ATTENDANCE

None

JUNIPER ADVISORY PRESENTATION, Mr. Rex Burgdorfer

Mr. Moore reintroduced Mr. Rex Burgdorfer of Juniper Advisory, who is present today to further discuss the national trends in hospital/healthcare. Mr. Burgdorfer provided his professional background and outlined Juniper Advisory's history with mergers and acquisitions. He mentioned that next month, he and the board will review the current situation at BAH and discuss potential options for the Bay Area Hospital District. Mr. Burgdorfer stated that 80% of organizations are facing similar financial challenges as BAH.

He then shared insights from Juniper Advisory's work with Mid-Columbia and The Dalles, an independent hospital like BAH, which recently merged with Adventist Health. Despite financial difficulties, The Dalles attracted interest from six different systems for merging or acquisition. Adventist Health invested \$140M in Mid-Columbia. These observations underscore the challenges faced by the US healthcare system, particularly in post-COVID times.

Mr. Burgdorfer went on to share additional outcomes from mergers and health-system affiliation. Of important note was a positive correlation between health system affiliation and improved clinical quality performance. It was also noted that 80% of hospitals measured improved employee

"We improve the health of our community every day!"

satisfaction following a merger. It was clear that there were positive, non-financial benefits resulting from hospital mergers.

Mr. Burgdorfer also presented a video from Genesis Partnership Exploration, wherein a CEO shared that the board had decided to seriously evaluate merger opportunities, emphasizing the importance of maintaining organizational mission, excellence in care, and future growth prospects through partnerships.

A robust discussion ensued, with questions asked and answered. More to come on this discussion at next month's education or board work session.

ADJOURNMENT

The District Board Work Session meeting was adjourned at 12:29 pm.

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Troy Cribbins, Board Chairperson



Patrice Parrott, Secretary

Date: 4/9/24