

## **"Newco" Board Meeting Minutes** **January 23, 2008**

**Present:** David Dunn, M.D., Robert Gioia, Mary Gresham Ph.D., Sharon L. Hanson, James Kaskie, Jody Lomeo, Brenda McDuffie, Judge James McLeod, John Simpson, Ph.D., Irene Snow, M.D., Edward Walsh, Jr., Robert Zak, David Zebro, Michael Young, Robert Wild, Betsy Baumler.

**Absent:** Kevin Cichocki, D.C., Evan Evans, M.D., James Evans, M.D., Sundra Ryce,

The meeting was called to order at 8:35 AM by the Chair, Robert Gioia.

### **Minutes**

The minutes of the January 9, 2008 Board were presented for approval. Some small changes were suggested. Upon motion duly made and seconded, the minutes of the January 9, 2008 Board Meeting were unanimously approved with the suggested changes.

### **Heart Vascular**

Mr. Kaskie highlighted the Heart Vascular RFP process. He indicated the RFP had been sent to five firms: Sg2, Kurt Salmon, Advisory Board, PricewaterhouseCoopers, and Navigant Consulting with the proposals due by January 25<sup>th</sup>. The Board discussed the next steps would be to have a meeting of the physician committee to review the proposals and recommend to the Board their preferred proposal. Mr. Gioia stated that once the physicians had the decision, the Strategic and Community Health Plan Committee should meet to review the plan.

### **Funding**

Mr. Gioia stated he would again be pushing the State for funding to cover expenses being incurred by both ECMCC and Kaleida Health in order to advance Newco.

### **Public Relations RFP**

The Board discussed the need to issue an RFP request to several Public Relations firms as they didn't feel the Board is getting the proper message out to the community. Mr. Gioia indicated that County Executive Chris Collins would like to see public hearings. It was agreed the same process that was followed for the Heart Vascular RFP should be followed for the Public Relations RFP and it should be sent out as soon as possible. Upon motion made and duly seconded, the Board unanimously approved a resolution to begin the RFP process to select an independent third party consultant with expertise in public relations to assist Newco in the development of a comprehensive communication plan.

### **Certificates of Need (CONs)**

Mr. Kaskie discussed the direction from the DOH for the Newco Board to review all current CONs currently pending. He reviewed the CONs discussed at the November 21<sup>st</sup> Newco Board meeting. He indicated that there were still several CONs pending for ECMCC and Kaleida Health and he

suggested that both organizations bring all "non-controversial" CONs to the table for approval in at the next Newco Board meeting. Mr. Gioia suggested the CONs be reviewed by the Strategic and Community Health Plan Committee prior to the Board meeting.

Mr. Kaskie distributed a copy of one Kaleida CON and requested that the Newco Board to consider it today as the DOH was ready to act on it. The CON is for a 50/50 joint venture with physicians at the Amherst General Endoscopy Center. Dr. Snow recused herself from voting stating a conflict. Upon motion made and duly seconded the Board unanimously voted to approve Kaleida Health's CON to establish a new joint venture entity at Amherst General.

### Update on Memorandum of Understanding

Mr. Wild updated the Board on the status of the Memorandum of Understanding (MOU). He stated several meaningful discussions have occurred between himself and Mr. Colucci. Mr. Colucci has made comments on Statement of Principles and he felt common ground can be found.

### Zero Tolerance

Mr. Gioia strongly encouraged everyone to abandon all personal attacks on all other parties. He stated it is detrimental to the process and bad for community. He asked that all parties refrain from any negative media campaigns, editorials, etc. from this point further. Mr. Kaskie stated the Kaleida physicians were currently working on a letter in response to the recent editorial in the Buffalo News. He indicated he would attempt to stop the letter from going to the Buffalo News. The Board discussed drafting a joint letter to the Buffalo News to respond.

### Media

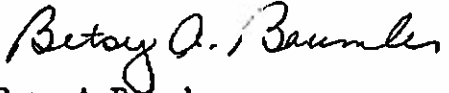
Mr. Gioia stated a press statement would be issued today updating the community on our discussions at today's meeting.

### Next Meeting

Mr. Gioia stated the next meeting of the Newco Board of Directors would be held on Wednesday, February 6th at WNED.

The meeting was adjourned at 9:30 AM.

Respectfully submitted,

  
Betsy A. Baumler