

MARIN HEALTHCARE DISTRICT

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TUESDAY, MARCH 27, 2018

6:00 pm: Special Closed Session
6:30 pm: Special Open Meeting / Board Study Session

Board of Directors:

Chair: Ann Sparkman, JD
Vice Chair: Jennifer Hershon, RN, MSN
Secretary: Jennifer Rienks, PhD
Directors: Larry Bedard, MD
Harris Simmonds, MD

Location:

Marin General Hospital
Conference Center
250 Bon Air Road
Greenbrae, CA 94904

Staff:

Lee Domanico, CEO
Colin Coffey, District Counsel
Louis Weiner, Executive Assistant

AGENDA

Tab #

6:00 PM: SPECIAL CLOSED SESSION

- | | | |
|--|----------|--|
| 1. Call to Order and Roll Call | Sparkman | |
| 2. General Public Comment
<i>Any member of the audience may make statements regarding any items on the agenda. Statements are limited to a maximum of three (3) minutes. Please state and spell your name if you wish it to be recorded in the minutes.</i> | Sparkman | |
| 3. Closed Session | | |
| a. Discussion involving trade secrets pursuant to Health & Safety Code Section 32106 concerning new programs, services or facilities | Domanico | |
| 4. Adjournment of Closed Session | Sparkman | |

6:30 PM: SPECIAL OPEN MEETING / BOARD STUDY SESSION

- | | | |
|--|----------|----|
| 1. Call to Order and Roll Call | Sparkman | |
| 2. General Public Comment
<i>Any member of the audience may make statements regarding any items on the agenda. Statements are limited to a maximum of three (3) minutes. Please state and spell your name if you wish it to be recorded in the minutes.</i> | Sparkman | |
| 3. Discussion of Proposed Strategic Alliance between Marin General Hospital and UCSF Health | Domanico | #1 |
| 4. Adjournment of Special Open Meeting / Board Study Session | Sparkman | |

A copy of the agenda for the Regular Meeting will be posted and distributed at least 72 hours prior to the meeting. In compliance with the Americans with Disabilities Act, if you require accommodations to participate in a District meeting please contact the District office at 415-464-2090 (voice) or 415-464-2094 (fax) at least 48 hours prior to the meeting. Meetings open to the public are audio-recorded; the recordings are posted on the District web site and retained for 1 month.



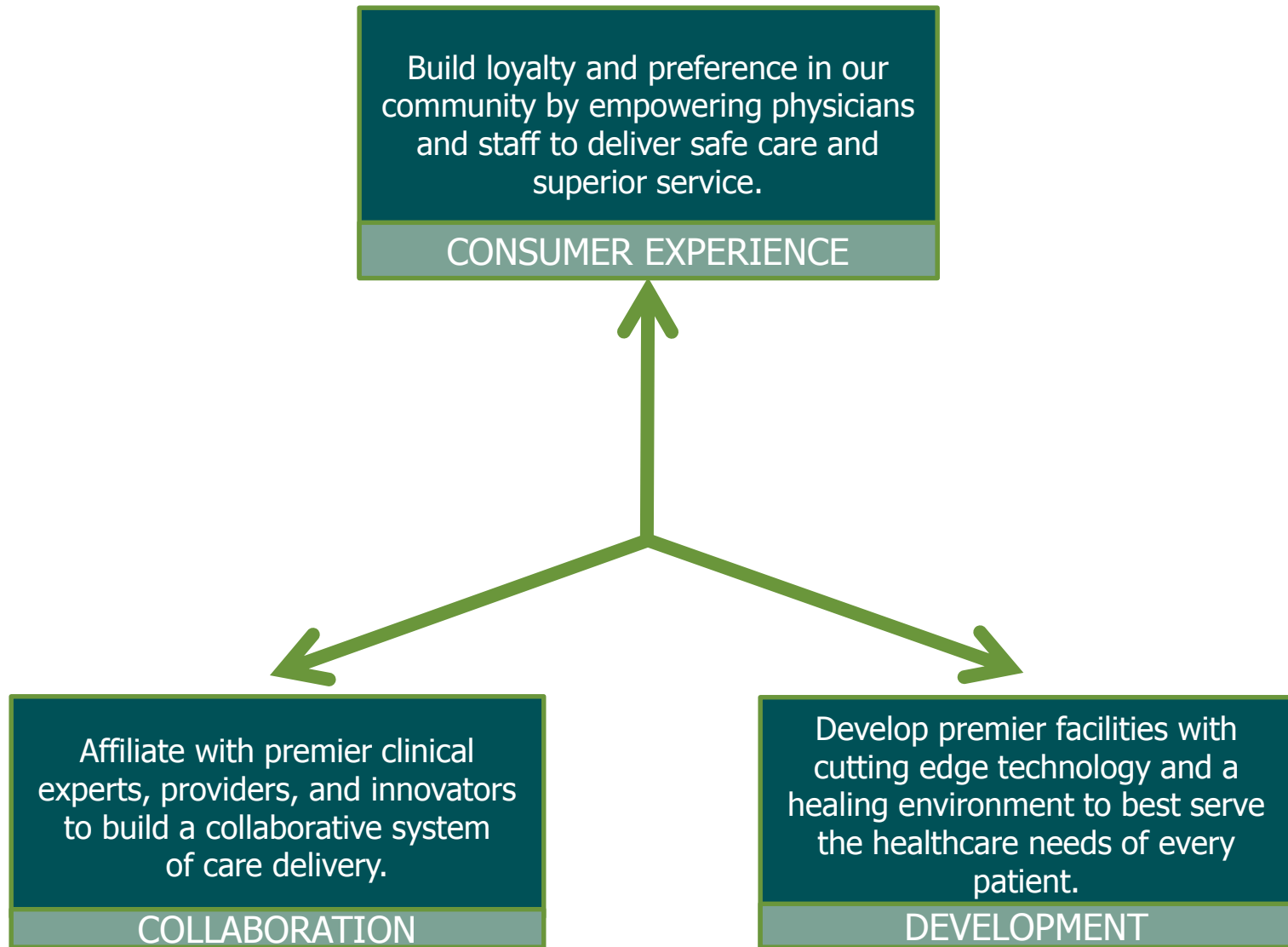
Creating a healthier Marin together.

Proposed Strategic Alliance Marin General Hospital & UCSF Health

Lee Domanico, CEO
March 27, 2018

OUR FIVE YEAR VISION (2015-2020)

To exceed each community member's highest expectations for quality healthcare.



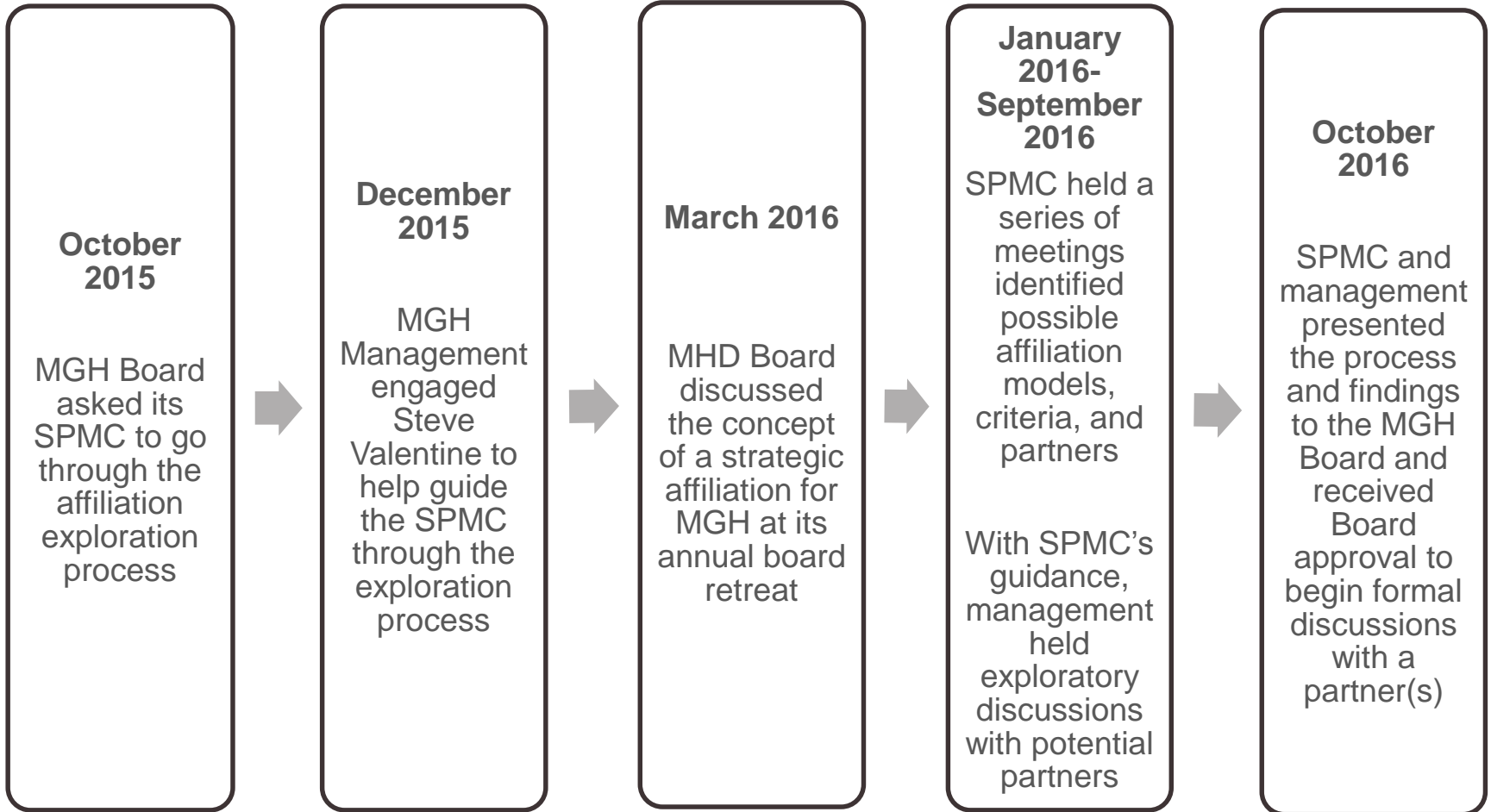
Background and Process

ACRONYM KEY

MGH = Marin General Hospital

MHD = Marin Healthcare District

SPMC = Strategic Planning & Marketing Committee



Major Needs

- Cultural alignment
- Credit enhancement
- Significant capital investment
 - Technology
 - Inpatient and outpatient services
- Physician alignment options/economic alignment/clinical integration
- Health plan relationships/partner/ownership (moving from volume to value)
- Physician supply (difficult today)
- Superior clinical outcomes: quality, patient satisfaction
- Enhance market presence/position (reputation)
- Ability to grow volume/population

What Does Marin Offer?

- Attractive geography/demographic base
- Strong market share (has critical mass)
- Attractive payer mix
- MGH 2.0 (new hospital building) will improve patient environment / experience
- Good alignment with community physicians
- Marin's performance is improving
 - Operations
 - Quality and patient safety
 - Patient satisfaction
- District tax base
- Strong donor community

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Strategic Alliance Key Stakeholders Groups & Meetings

	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Partner selection criteria and communication			Collect responses, follow up questions		Analyze responses, review both terms sheets, sign an LOI		Select a partner and negotiate final terms		Sign final term sheet			Finalize contract, identify implementation plan, start joint strategic planning process		
Physician Advisory Committee	29		11		9			22			13			
MGH Board Ad Hoc Strategic Alliance Committee		12		16		13			13		14	28	16	
MGH Medical Executive Committee (MEC)				13			15			21			20	
MGH Board					7			6			5	28		5
Executive Council				15		19		21		16		18		20
MHD Board Closed Session				24				13			12		14	
MGH Board Strategic Planning & Marketing Committee				16			18			17			16	
MGH Foundation Board			26			27			27		12		30	

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Guiding Principles of the Strategic Alliance

The Strategic Alliance:

1. Is a partnership
2. It is NOT a merger, NOT an acquisition, and NOT a sale
3. Will not impact MHD's lease with MGH nor its authority over the hospital (no change in the District's reserved powers)
4. Will result in an investment of funds into the Marin community
5. Will improve the depth and breadth of healthcare services offered in Marin
6. Will have in place pre-negotiated termination provisions

Key Terms of the Strategic Alliance

MGH

- Designates UCSF Health as its primary academic and teaching partner
- Allows UCSF Health the right of first opportunity to provide tertiary/quaternary medical services in collaboration with MGH and our physicians
- Allows UCSF Health to nominate 2 MGH Board Members requiring MHD Board approval
- Adheres to UCSF Health guidelines for quality and co-branding
- Installs UCSF Health EPIC inpatient Electronic Medical Record (EMR) at UCSF Health's incremental cost

UCSF Health

- Commits funds for inpatient and outpatient projects that are jointly approved by MGH and UCSF Health
- Integrates MGH affiliated physicians as part of UCSF Health while retaining the current physician and management structure
- Provides outpatient EPIC EMR in MGH affiliated physician offices
- Leads collaborative efforts for quality improvement and care coordination