

**PROCEEDINGS OF THE COCHISE COUNTY BOARD OF SUPERVISORS
WORK SESSION HELD ON
Tuesday, October 20, 2015**

A work session of the Cochise County Board of Supervisors was held on Tuesday, October 20, 2015 1:30 p.m. in the Jenny Conference Room, Canyon Vista Medical Center, 5700 Highway 92, Sierra Vista, Arizona.

Present: Patrick G. Call, Chairman; Ann English, Vice-Chairman; Richard R. Searle, Member

Staff Present: James E. Vlahovich, County Administrator
Edward T. Gilligan, Deputy County Administrator
Britt W. Hanson, Chief Civil Deputy County Attorney
Arlthe G. Rios, Clerk of the Board
Mary Gomez, Health & Social Services Director
Honorable Jim Conlogue, Presiding Superior Court Judge
Eric Silverberg, Court Administrator

Attendees: Bruce Dockter
Bruce Norton
Elizabeth Patten
Eric Petermaan
Bill Miller
Jeff Egbert
Susan Warne
Ashley Johnson
Don Mirot

Chairman Call called the meeting to order at 1:30 p.m.

ANY ITEM ON THIS AGENDA IS OPEN FOR DISCUSSION AND POSSIBLE ACTION

PLEDGE OF ALLEGIANCE

THE ORDER OR DELETION OF ANY ITEM ON THIS AGENDA IS SUBJECT TO MODIFICATION AT THE MEETING

INTRODUCTIONS

ITEMS FOR DISCUSSION

Board of Supervisors

1. Presentation by Canyon Vista Medical Center to the Board regarding their services to the community; a Tour of the new facility; and discussion regarding national and state legislation.

Chairman Call asks everyone to introduce themselves.

Mr. Jeff Egbert, Interim Chief Executive Officer, Canyon Vista Medical Center, said he was focused on the internal operations of the hospital.

Mr. Bruce Dockter, Chairman of the Canyon Vista Medical Center Board, gave a presentation and said he would focus on: 2015 Accomplishments; County Impact; Market Overview; Service Line Overview; and Medical Staff/Physician Recruitment.

Supervisor Searle asked how much of the hospital building had been financed.

Mr. Dockter said that the entire project had been financed by Regional Care and it was owned by the Legacy Foundation of Southeast Arizona.

Mr. Bruce Norton, Chief Operations Officer, Canyon Vista Medical Center, said that the 2015 accomplishments included: the Grand Opening of Canyon Vista Medical Center; New Medical Office Building Opening; New 19 bed Behavioral Health Unit; New Wound Care Center with Hyperbaric Chambers; New Hereford Patient Express Clinic; Trauma Level III services; and a Cardiac Receiving Center. He added that staff wanted to focus on customer service to ensure community involvement and outlined the impact to the County and discussed the market overview, focusing on the service area demographics.

Mr. Miller said that the Board was currently discussing accepting non-private insurance.

Mr. Dockter showed a map of patient geography, a slide of the combined service area market share and said the main focus had to be keeping care local and creating a new culture where the County citizens saw Canyon Vista as a reputable medical center to seek care.

Chairman Call noted that the current culture believed that the City of Tucson offered better care, so community engagement was critical to change the perception.

Mr. Miller stated that one of the main reasons for this meeting was to begin community leader engagement to help spread the word about what Canyon Vista has to offer.

Mr. Norton said that they wanted to ensure citizens saw it as more than just a new building.

Supervisor Searle asked what a reasonable goal was of community engagement.

Mr. Egbert said that 60-70% is reasonable.

Mr. Dockter showed a slide on Medicare profitability and noted that the hospital was receiving revenue from Medicare, but was still not receiving as much as some of the hospitals in Tucson.

Supervisor Searle asked how the hospitals in Tucson address the low revenue from Medicare.

Mr. Dockter said that they cost shifted to their private insurance companies, which is something Canyon Vista was researching.

Ms. Elizabeth Patton, Chairman of the Hospital's Governance Committee, said that they were also tracking legislative issues to see if Canyon Vista would be affected by any changes to reimbursement rates.

Mr. Dockter moved on to show the current market share and noted that obstetrics was the largest product line since Canyon Vista was the only hospital in the County that offered that service.

Dr. Don Mirot, Head Physician, Canyon Vista Medical Center, said that recruitment had been a problem for the hospital as it is difficult for the families of physicians relocating to stay in the area.

Chairman Call said that some folks were concerned to move so close to the border.

Mr. Dockter noted that all rural areas were struggling with retention of physicians. He noted that the key would be to partner with all health organizations in the area and create a positive perception of local care.

The Board thanked Canyon Vista staff for the update and proceeded to take a tour of the facility.

Chairman Call adjourned the meeting at 2:43 p.m.

APPROVED:

Patrick G. Call, Chairman

ATTEST:

Arlethe G. Rios, Clerk of the Board