

**REGULAR MEETING OF  
CLINTON HOSPITAL AUTHORITY MINUTES  
Wednesday October 9, 2024, 12:00PM**

A Regular Meeting of the Trustees of the Clinton Hospital Authority of the City of Clinton, Oklahoma was held in the Weichel Conference Room of the Clinton Regional Hospital on Wednesday October 9, 2024, at 12:00 pm. A notice of this agenda was posted on the bulletin board in the lobby of the Clinton City Hall on October 7, 2024.

**Members Present:** Ken Baker, Chris Jones, Kevin Wolters, Tyler Bridges, Ernie Dowdell,  
*Ex Officio*

**Members Absent:** Kelly Cornell

**Chief Executive Officer:** Len Lacefield

**City Manager:** Robert Johnston

**Secretary/Clerk:** Amy Jones

**News Media:** Hope King

**Others:** Chasity Richardson, Brendan Price RN, Brenda Jennings RN, Stephanie Bustos, Rachel Owens, Janice Merrill, Cris Hickerson, Lacy Lacefield, David Barnett, Debra Blanchard, and others

**I. CALL TO ORDER**

Chairman Kenneth Baker called meeting to order at 12:05 pm

**II. REVIEW AND APPROVAL OF CONSENT AGENDA ITEMS**

- A. Approval of September 25, 2024, Special Meeting
- B. Claims - None

The Consent Agenda items were presented for review and approval.

Motion was made by Trustee Kevin Wolters and Second by Chris Jones to approve the Consent Agenda

Chairman Kenneth Baker put in motion roll call vote:

Aye: Kevin Wolters, Chris Jones, Tyler Bridges, Ken Baker

Nay: none

Chairman Baker declared motion carried.

**III. BUSINESS ITEMS (Discussion, Consideration, and Possible Action Regarding):**

**A. Administrative reports**

- 1. Executive Summary – Len Lacefield, CEO

## **Financial Projections Update**

While most of this update will depend on the financial projections provided by Rachel, what I can report is that as of a week ago Wednesday Rachel and her Team have sent \$34,000,000 in charges. Please recall the timeline for the fruits of this effort and consistency to come are beyond 21 days and up and through 90-days as the purification process will be lengthy. We will realize an uptick in revenue beginning later this month and into the next moving forward. Rachel and her Team have been inundated by claims prior to licensure and credentialing dates, as well as others requiring “retouch and refile”. Things are moving, income will follow. Rachel spoke regarding dropped 26 million in old accounts and as of August dropped 2.98 million in accounts to be filed with payors. Hoping to gain access within the next few days to the Medicare Portal to be able to see claims, do any corrections and to see what is being paid and or denial. Rachel reviewed Medicaid payments on a few paid accounts that that fee schedule is not being paid at the accurate amount of what the contract was signed for. Will continue to audit all Medicaid claims and send back to Medical and ask for a review of payments. We should see an increase in Medicaid payments once the audit is completed. The team will also work on getting all insurance payors to do direct payments and cut down on paper checks.

## **Fund Raising Efforts**

During the last few weeks, in fact more than a few weeks I've been actively looking for alternatives to raise capital to span the gap between the present and when the AR achieves strength and consistency. This is not uncommon whatsoever in healthcare and particularly in our position. We discussed on a number of occasions leveraging our AR for working capital and that is part of this effort.

Over the last couple of weeks I have communicated with 4 possible lending options of which 2-3 of them would not consider lending without hard assets to leverage the collateral. Local banking being a 5<sup>th</sup>, falls into the same category. Below are the few I've been in discussions with and the current status:

- ✓ Shore Capital Real Estate Partners – a \$7B micro-cap investment firm – Fairly new to the health space focuses on Real Estate purchases and lease back options.
- ✓ 3<sup>rd</sup> Avenue West - Over 30 years in the healthcare space with over 70 Fortune 500 collaborations, in progress.
- ✓ Valiance Bank – a historic partner in healthcare projections, this vertical is closed.
- ✓ Joint Ventures with other multifacility networks, early in discussions.

## **LifeMed AI**

AI-powered Medical Solutions, Recover the Unrecoverable. Analyze AR in 4 hours or less.

I have worked with this company for several weeks and yesterday being the latest. They have processed through AI software over 50 Billion line-items in claims

analysis over the past 5-years. One of the Founders was the inventor of “Hotmail” with Bill Gates. They upload AR and within 4-hours can provide a thorough analysis of one's AR, to include exactly what can be collected and how to maximize the revenue by a number of verticals. My request was that they provide a pilot project by analyzing ours this week.

### **Recruitment of Providers**

While this effort has slowed due to available funds, I have had several additional meetings with Dr Bluth determining how best to move forward.

### **Medical Service Coordinator**

- **School Telehealth – Clinton, Arapaho, Public Schools**

This program continues to move forward and prepare for launch and is following the schedule below:

- ❖ Clinton- Started Monday Sept 16, no visits yet. I have a table set up at each site for parent teacher conferences this week and next to pass out, paperwork, answer questions etc.
- ❖ Arapaho- Finish training Monday 23. Practice patients end of next weekday on Monday. Planned go-live Sept 30. Training complete. Practice patient Friday Oct 11. Start delayed to October 21<sup>st</sup> (right after fall break) per school request. Will be at school October 8<sup>th</sup> and 9<sup>th</sup> to pass out paperwork and answer questions during parent-teacher conferences.

*SWOSU received a grant to add additional schools. We offered to pick up any other sites as needed. Contract being revised to include language relating to providing testing supplies/testing for clarity and billing.*

- ❖ Tele Hospitalist- Have the quote for equipment and software. Working with Jerry of Sooner Technologies to see if there are other options which would utilize some of the equipment we already have and decrease some of the expense. Met with AMD to revise quote taking off unnecessary equipment and add additional camera pieces. Will just need diagnostic equipment and software/licensing from AMD. Jerry can modify one of the mobile computers that we have instead of buying a new cart.

### **IV/Infusion Program: Accepting patients now**

- ❖ Outpatient infusion services provide patients with medications, fluids, or other treatments in a clinical setting when there is no need for overnight hospitalization

Infusions include antibiotics, hydration therapy, Iron infusions or out pt blood or blood product transfusions. Infusions are administered by a RN to ensure safety and proper administration of the treatment. Throughout the infusion patients are closely monitored for any adverse reactions or complications. After receiving an infusion, patients may be observed for a short period to ensure no immediate side effects before they are discharged to go home.

## Community Events

- Hispanic Heritage Festival on October 12
- Worklahoma Job Fair - October 2
- Trunk Or Treat Public Event October 19

### Music

“Kids Corner” - Kids activities, such as moon walk, pumpkin contest, truck or treat décor and candy, Face Painting, Photo Booths, Apple Bobbing out of a Vault (Lee’s Funeral Home), Bounce House, Prizes and much more

EMS, Fire Truck, OHP, Local Police

Food Trucks

Pumpkin Carving

Car Show

Wright Media “Remote Transmission” Coyote

Truck or Treat Vehicles decorated and passing out candy from churches, nursing homes, staff and more

## Cardiopulmonary Update

Things continue to build in our CPD and with the most recent realignment efficiency and growth are projected to move even faster and with more efficiency. Stephanie Drum had been pulling double time which was unfair to her and nearly impossible to meet and exceed expectation for the startup. As the Director of our Respiratory Therapy Department Stephanie was often called in through the night to save lives then expected to report at 8am to Direct the CPD. Wasn’t fair nor working well. We are excited about Stephanies continued support in the CPD while we’ve moved Andrea Hammer, into the Director Role. Andrea had been directly involved in the startup and ongoing patient care since day one, making her a very strong choice to step in, step up, and move this ball down the field. Congratulations and welcome Andrea! Andrea will be building for these numbers, MTD.

### Sept 23rd-Oct 4<sup>th</sup> Cardiopulmonary department Information

- ✓ 62 total treatments (11 cancellations due to sickness)
- ✓ 2 patient new starts
- ✓ 17 total patients on caseload
- ✓ September Totals= 11 total referrals (2 out of 11 scheduled)
  - Why are only 2 scheduled?
    - 2 have transportation issues
    - 1 hates the Clinton hospital
    - 1 requested to talk to their cardiologist first
    - 2 unable to make contact—letters mailed
    - 3 are out of network and do not want to pay out of pocket
- ✓ October Totals TD= 4 referrals
  - 1 scheduled
  - 1 is currently inpatient at another facility

- 1 unable to make contact—letter will be mailed after 3<sup>rd</sup> attempt
- 1 we are waiting for cards to be emailed to verify insurance

**Radiology Update**

Month	XR	CT	US	Month Totals
JAN	222	171	13	406
FEB	219	165	17	401
MAR	234	189	13	436
APR	275	207	13	495
MAY	256	185	18	459
JUN	209	214	11	434
JUL	222	211	7	440
AUG	231	254	19	504
SEP	279	261	19	559
OCT	47	49	4	100
NOV	0	0	0	0
DEC	0	0	0	0
YTD Totals	2194	1906	134	4234

**Laboratory Number September**

MONTHLY TOTAL COST	MONTHLY TEST COUNT	REVENUE
\$ 7,714.82	507	\$25,7664

Motion was made by Trustee Chris Jones and Second by Tyler Bridges to accept the Executive Report from Len Lacefield, CEO.

Chairman Kenneth Baker put in motion roll call vote:

Aye: Chris Jones, Kevin Wolters, Tyler Bridges, Ken Baker

Nay: none

Chairman Baker declared motion carried.

**IV. FINANCIAL REPORT**

A. Invoices to be paid- Stefanie Bustos

Stefanie Bustos presented the Invoices to be paid information to the Trustees for review and asked to approve outstanding invoices 31 days and older.

Motion was made by Trustee Chris Jones and Second by Kevin Wolters to approve to pay outstanding invoices to be paid 31days and older

Chairman Kenneth Baker put in motion roll call vote:

Aye: Chris Jones, Kevin Wolters, Tyler Bridges, Ken Baker

Nay: none

Chairman Baker declared motion carried.

## **New Business**

### **A. Request for Short Term Support for Hospital Operations from the City of Clinton**

Mr. Lacefield ask that the Clinton Hospital Authority request an additional line of credit from the City of Clinton. He would request to go in front of the Clinton City Council to ask for a Line of Credit for \$750,000.00 to help support the Hospital operations as the accounts receivable is not coming in as timely as needed. The billing is now going out and timely returns should start being seen in the next ninety days. He explained that there have been obstacles to overcome with the previous billing company and credentialing of insurance companies and providers. IHT Consultant Rachel Owens has been instrumental in working through these challenges and setting up proper billing procedures for the hospital.

Motion was made by Trustee Chris Jones and Second by Kevin Wolters to approve the request for support of a line of credit of \$750,000.00 with the City of Clinton.

Chairman Kenneth Baker put in motion roll call vote:

Aye: Chris Jones, Kevin Wolters, Tyler Bridges, Ken Baker

Nay: none

Chairman Baker declared motion carried.

## **ADJOURN**

A motion was made by Trustee Chris Jones and Second by Kevin Wolters to Adjourn

Chairman Kenneth Baker put in motion roll call vote:

Aye: Chris Jones, Kevin Wolters, Tyler Bridges, Ken Baker

Nay: none

Chairman Baker declared motion carried.

Chairman declared the motion carried and meeting adjourned at 12:44 pm

Approved Date: \_\_\_\_\_

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Kenneth L. Baker, Chairman