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FULL EXECUTIVE COMMITTEE MEETING
NASSAU HEALTH CARE CORPORATION

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2201 Hempstead Turnpike
East Meadow, New York

December 21, 2016
6:30 p.m.

Court Reporter: Ephraim Jacobson

1 APPEARANCES:
2 BOARD OF DIRECTORS
MICHAEL MIROTZNIK, Chairman of the Board
3 VICTOR POLITI, President, CEO
WARREN D. ZYSMAN, Board Member
4 LINDA REED, Board Member
RUSSELL CAPRIOLI, Board Member
5 MICHAEL M. DELUCA, Board Member
STEVEN COHEN, Board Member
6 KRISHAN KUMAR, Board Member
FRANK SARACINO, Board Member
7
EXECUTIVE VICE PRESIDENTS
8 JOHN J. CIOTTI, ESQ., Legal Affairs
ROBERT S. HEATLEY, Business Development and
9 Ambulatory Services
JOHN P. MAHER, Chief Financial Officer
10 HAROLD MCDONALD, Chief Administrative Officer
CRAIG V. RIZZO, Special Assistant to the NHCC
11 MAUREEN ROARTY, Human Resources
MEGAN C. RYAN, Esq., Chief Compliance Officer
12 KATHY SKARKA, Patient Care Services
13 SENIOR VICE PRESIDENT
VINCENT DISANTII, Revenue Cycle Management
14
VICE PRESIDENTS
15 FAROOQ AJMAL, Chief Information Officer
MICHAEL FERRANDINO, Security and Investigative
16 Services
MICHAEL J. GATTO, Care Transitions
17 KEVIN F. MANNLE, Facilities
TIMOTHY P. SULLIVAN, Finance
18
GENERAL COUNSEL
19 ROBERT TEPPER, ESQ.
GERALD WRIGHT, ESQ.
20 ELIZABETH FAUGHNAN, ESQ.
BARBARA VAN RIPER, ESQ.
21
COUNSEL TO THE BOARD OF DIRECTORS
22 JOHN CIAMPOLI, ESQ.
23 DEPARTMENT HEADS
ANTHONY BOUTIN, Chairman, Emergency Medicine
24 PAUL MUSTACCHIA, Chair Medicine, CMO Designee
SATISH KADAKIA, Chair, Neurology
25 JOHN RIGGS, Chair, OBGYN

1 MARCELLE MORCOS, Chair, Ophthalmology
RACHEL ROBBINS, Chair, Pathology
2 NYAPATI R. RAO, Chair, Behavioral Health and
Psychiatry
3 GLENN FAUST, Chair, Surgery
4 NICHOLAS ALBANESE, ADM, RAD-ED
JUDITH EISELE-LAPLANTE, RN, Director
5 Patient/Provider Navigation
BONNIE MARKOWITZ, Assistant Hospital
6 Admin/Psychiatry
ROSEMARIE LESTZ, Administrative Assistant, AHP
7 LAWRENCE DIAMOND, Medical Director, AHP
MICHAEL KNEE, Pharmacy
8 NALINI KANTI, Acting Chair, Radiology
MAUREEN HUTCHEN, Surgery & Orthopedic Admin
9 ANNE SALVO, Pediatric OBGYN Administrator
ANNABELLE LUI PANCHO, Director of Laboratory
10 Services
ANN MARIE STUDDERT, Director, Intergovernmental
11 Affairs
S. MAUREEN CHASE, Pastoral Care
12 KAREN MGCLYNN, Deputy CNO
BEATRIZ FUSCHETTO, Board-Executive Assistant
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1 (Whereupon, at 6:30 p.m., the executive
2 committee meeting commenced.)

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4 MR. MIROTZNIK: We call to order the
5 Nassau Health Care Corporation full Board
6 Committee meeting of Wednesday, December 21,
7 2016, 6:30 p.m. May I have a motion. Second,
8 Mr. DeLuca. All in favor. Unanimous. I'm
9 just going to wish everyone a happy holiday.
10 Dr. Politi, I'll turn it over to you.

11 DR. POLITI: I also just want to wish
12 everyone a happy holiday, and coming to a
13 conclusion for 2016, I'd like to thank the
14 members of the Board and Beatriz as well for
15 all their hard work and dedication. I've been
16 on many boards in many hospitals over the last
17 forty years, and I've never been involved with
18 such a dedicated and caring group of
19 individuals who put their hospital first over
20 all else, and I speak for all of us here in
21 this room that work here at Nassau University
22 Medical Center and thank you all for everything
23 you've done, and in particular the delicious
24 food from Umberto's. Thank you.

25 MR. MIROTZNIK: Thank you. Sister

1 Maureen, we'd like to recognize you. Thank you
2 and for being here this evening. Please say a
3 prayer for everybody this holiday weekend.

4 Ms. Ryan, we have a compliance report?

5 MS. RYAN: Sure. If the Board members can
6 stay around just briefly after all of your
7 meetings tonight, we'll do our HIPAA and our
8 Board of directors corporate compliance
9 training so that way you don't have to -- it's
10 in lieu of going online. So you won't have to
11 go online and do it. We'll do it tonight and
12 then I'll have it complete in the system
13 tomorrow morning.

14 Just as a -- for our last compliance
15 report to the Board, I wanted to just note that
16 we are at 72 percent right now compliance with
17 all of our employees. We're doing our -- their
18 mandatory compliance training, working, trying
19 to get -- of course increase that number. We
20 have until next Friday. Next Friday Dr. Politi
21 and I will certify our compliance program.

22 NQP as well will be certified by Friday.
23 Right now I believe we're at staff level for
24 NQP. We're at 100 percent of corporate
25 compliance training, and the Board, their

1 eleven NUMC Board members are at 100 percent.
2 We are closing in with CHS.

3 Also, just -- we had to reform the new
4 corporate compliance committee for the hospital
5 about two months ago. We've had two corporate
6 compliance committee meetings. We set out a
7 plan at the first meeting. We had outside
8 counsel Richard Yarmel attend both meetings
9 just to get it straight. We'll start out
10 having quarterly meetings.

11 Dr. Mustacchia, Maureen Roarty, Craig
12 Rizzo -- I'm trying to think of -- Dr. Rao,
13 John Maher, Kathy Skarka. I don't want to
14 leave anyone out. They all were very helpful
15 and attended these meetings and provided -- did
16 a lot of extra work to help us with our work
17 plan, which we completed.

18 As far as investigations go, we're going
19 to hold off until January. We'll do that in
20 executive session and give you an update on,
21 you know, ongoing investigations. There's
22 nothing that's urgent that needs to be reported
23 to the Board right now. Thank you and happy
24 holidays.

25 MR. MIROTZNIK: Than you, Ms. Ryan. Any

1 persistent offenders that you feel you can't
2 get to comply, please let Dr. Politi know that.

3 MS. RYAN: Of course.

4 MR. ZYSMAN: Dr. Politi, you'll give
5 support to make sure the compliance gets done?

6 DR. POLITI: Absolutely. Ms. Ryan has 100
7 percent support.

8 MR. ZYSMAN: Thank you. MPAC, Ms. Reed.

9 MS. REED: Yes. I need a motion to
10 approve the MPAC Committee minutes of
11 11/29/2016. Can I please have a motion. All
12 in favor?

13 MR. MIROTZNIK: Second.

14 MS. REED: Second. Unanimous. Thank you.

15 MR. MIROTZNIK: A motion to change the
16 meeting to the evening and not the mornings.

17 MS. REED: I can't do that.

18 MR. MIROTZNIK: Think about it for the new
19 year.

20 Mr. Zysman, Item No. 6, DSRIP Committee
21 meeting.

22 MR. ZYSMAN: To date, it's been quite a
23 bit of time since the administration has asked
24 for a DSRIP Committee meeting. We have not
25 been provided any reports on DSRIP or a request

1 for meetings. When an administration asks for
2 a meeting, DSRIP, we will arrange it.

3 Dr. Politi, is there anything you need a
4 meeting on with DSRIP in the near future?

5 DR. POLITI: It would be within the next
6 couple of weeks, Mr. Zysman.

7 MR. ZYSMAN: We havent an update in a
8 while. It would be helpful. If you coordinate
9 that with Ms. Fuschetto.

10 DR. POLITI: Thank you. Yes, I look
11 forward to that meeting.

12 MR. MIROTZNIK: Again, Mr. Zysman, Item
13 No. 7, finance committee.

14 MR. ZYSMAN: Finance committee, we've
15 been -- there are minutes that need to be
16 approved for 12/7/2016. Can I get a motion to
17 approve? All in favor. Unanimous. Then
18 there's the RAN, Revenue Anticipation Note. Is
19 John Maher here?

20 Fuschetto: Yes.

21 MR. ZYSMAN: Mr. Maher, is that something
22 you want to cover in the contracts section or
23 you want to --

24 MR. MAHER: Contracts.

25 MR. ZYSMAN: Do you need us to vote on a

1 contract for this?

2 MR. MAHER: Yes, it's the resolution --

3 MS. FUSCHETTO: Can you speak up, Mr.
4 Maher. We can't hear you.

5 MR. MIROTZNIK: John you can come up.

6 MR. ZYSMAN: So that we don't duplicate
7 it, you'll probably give us the presentation
8 now and then a similar one, why don't we just
9 do it all when you present the contract?

10 MR. MAHER: That's fine.

11 MR. MIROTZNIK: Mr. Cohen, Item No. 8,
12 Legal Audit and Governance Committee.

13 Cohen: No report.

14 MR. MIROTZNIK: Ms. Reed, Compensation
15 Committee.

16 MS. REED: No report.

17 MR. MIROTZNIK: Mr. Zysman, Contracts
18 Committee.

19 MR. ZYSMAN: Let's go off the record.

20 (Whereupon, a discussion was held off the
21 record.)

22 MR. MIROTZNIK: Make a motion to go out of
23 the full Board meeting and to the executive
24 committee, executive session of the executive
25 Board -- executive committee. Motion? All in

1 favor. Unanimous. Everyone, please go
2 outside. Start seating. Please save a little
3 bit of food for the rest of us. With that in
4 mind, enjoy. We'll you been in momentarily.
5 All the Board members, place stay.

6 Mr. McDonald and Dr. Politi, please remain.

7 (Whereupon, a short recess was taken.)

8 MR. MIROTZNIK: Mr. Ciotti, I know that
9 you've been patient. Mr. Zysman, if you could
10 handle the legal contracts a little out of turn
11 for Mr. Ciotti, he would be appreciative.

12 MR. CIOTTI: That's the Exhibit A.

13 MR. MIROTZNIK: We're going to mark as
14 Exhibit A part of the transcript which we'll
15 hand to you momentarily.

16 MR. CIOTTI: Regarding legal contracts,
17 we're only going to do the contracts from
18 January to March and then in January we'll do
19 the full year. Okay? So medical malpractice
20 firms Abrams Fensterman; Albanese & Albanese;
21 Bartlett McDonough & Monaghan; Law Offices of
22 Edward Troy; Gabriele & Marano; Kerley Walsh
23 Matera -- I can't pronounce the last name --
24 Lawrence Worden Rainis & Bard; Lewis Johs;
25 Montfort Heay McGuire & Salley. All of those

1 law firms are on a tier payment.

2 So for example partners get 185 dollars an
3 hour, associates 150, more than two years,
4 associates less than 2 years, 125 and
5 paralegals. So they all get the same exact,
6 and that's from January through March. As I
7 said, early next year we will do the full year.

8 For the law firm, the contract firms and
9 other types of firms there are Bee Ready --
10 what we did was we prorated a portion of the
11 year -- 33,333. Bee Ready is one. Lamb &
12 Barnosky is 25,000. Venable is 25,000. So
13 those are the labor law firms.

14 Then we have other law firms, such as
15 Abrams Fensterman. We're giving higher
16 numbers, but these are up to. They're not the
17 actual number. 83,333; Berman Henoch, 25,000;
18 Foley Lardner, 200,000; Garfunkel Wild, 83,333;
19 Harter Secrest, 33,333.

20 MR. MIROTZNIK: Mr. Ciotti, you know what
21 Shakespeare said? Does anyone know? Kill all
22 the lawyers.

23 MR. CIOTTI: Lewis Johs, 33,333; Littler
24 Mendelson, 33,333; Nixon Peabody, 16,667;
25 Ruskin Moscou, 16,667; Sahn Ward, 8,333.

1 MR. ZYSMAN: Mr. Ciotti, let me ask you.
2 So these are contracts that are currently in
3 place?

4 MR. CIOTTI: Correct. There are no added
5 contracts.

6 MR. ZYSMAN: My understanding from you is
7 that you're working on a legal budget for 2017.

8 MR. CIOTTI: Which I will present in
9 January.

10 MR. ZYSMAN: You indicated that you're
11 looking for a 90-day extension on each of those
12 contracts to allow time for that to be financed
13 with you and finance and Dr. Politi?

14 MR. CIOTTI: That's correct.

15 MR. ZYSMAN: What I'm going to, if -- is
16 there any questions from the Board?

17 MS. REED: These are all extensions?

18 MR. ZYSMAN: What I'm going to do is we're
19 going to go through --

20 MR. CIOTTI: These are all extensions.

21 MR. ZYSMAN: -- each of the numbers and
22 then put it forward to motion. They're all
23 conceptually the same. Is there any objection
24 from anyone on the Board?

25 MR. COHEN: You know what, I do have a

1 question. Have we expended all the money that
2 we voted on for each of these firms from last
3 year?

4 MR. CIOTTI: No.

5 MR. COHEN: Maybe I'm -- just out of
6 curiosity, if we have money for these firms
7 from last year, why are we giving more money if
8 they haven't spent what they have earned --
9 that we have from last year.

10 MR. CIOTTI: We'll let John Maher address
11 it, but the POs, the way they're written,
12 technically speaking these numbers are not the
13 number; they're up to that number. So that's
14 what you're asking. So there are firms that
15 have not expended all of their money.

16 MR. COHEN: Right.

17 MR. CIOTTI: But technically speaking, as
18 of 12/31, whatever money wasn't spent, was not
19 spent on that law firm, is -- it goes to the
20 wayside. We can't carry the money forward,
21 correct?

22 MR. ZYSMAN: Mr. Maher, is this a function
23 of the way the budget is done?

24 MR. MAHER: Yes.

25 MR. ZYSMAN: If there's money --

1 Mr. Cohen's question, I believe is, if there's
2 money left over, why are they added -- is it
3 the money is only allotted for 2016, and in
4 order for these firms to be used in 2017 there
5 would have to be new money allotted for that
6 time period?

7 MR. MAHER: That's correct.

8 MR. ZYSMAN: Any other questions from the
9 Board?

10 DR. CAPRIOLI: Do we know how much was
11 spent on these firms? It would be nice to see
12 this is how much we spent and this is the
13 effective amount or -- I'm just curious.

14 MR. CIOTTI: In January, everything will
15 be laid out in the schedule.

16 DR. CAPRIOLI: John, the consolidation
17 is -- can you summarize briefly what you will
18 be doing to consolidate and streamline into
19 just a few firms that manage each legal need of
20 the facility.

21 MR. CIOTTI: Let me say this if you want
22 to get into it tonight. I was going to do it
23 in January. But to answer your question. The
24 budget had been cut substantially for the law
25 firms and it's been cut for a number of

1 reasons. First of all, if you show a law firm
2 more money, they have a tendency to rise to
3 that amount. So there were four law firms that
4 were at three hundred thousand. Some of those
5 firm still didn't go up past one hundred. But
6 in January when I go through my full analysis, I
7 will go through what the moneys were spent, how
8 it was spent.

9 MR. ZYSMAN: Dr. Caprioli, to your
10 question, also, I know at previous meetings
11 Mr. Ciotti had a conversation and, you know,
12 one of the things that we're always very
13 conscious of is contracts, especially a
14 significant number can take up a lot of time at
15 a Board meeting. So we tend to prefer to have
16 them done in committees. There's just lots of
17 business for the Board. In my discussion, you
18 know, with him, the reason he said it was
19 urgent and needed to be on tonight's calendar,
20 was because many of these firms have active
21 litigation that they're representing us in and
22 we did not want to into a situation where they
23 didn't have the authorization to continue with
24 those cases.

25 So what Mr. Ciotti said is because after

1 the consolidations and budget savings that he's
2 working on with Mr. Maher and Dr. Politi, that
3 he would need a brief extension so as not to
4 interrupt cases that they're currently
5 handlings, and if any new things had come up
6 that he'd have the ability to utilize that
7 while he reworks the budget.

8 Philosophically, what you were just
9 talking about was in line with what Dr. Ciotti
10 has shared with me.

11 MS. REED: I have a question for John
12 just about -- I'm just going to take one and
13 round it out. Lieber & Associates -- not to
14 single them out or anything -- they have an
15 amount not to exceed 127,000 for a 3-month
16 term.

17 MR. CIOTTI: Right.

18 MS. REED: Would it be safe to say that
19 they still had monies left over that they have
20 not used that may equal that 127,000.

21 MR. CIOTTI: No, because we -- because
22 they're paid for an annual basis and basically
23 they're paid monthly.

24 MR. MIROTZNIK: Make an RFP, Rob?

25 MR. TEPPER: I think so. That's our

1 third-party administrator.

2 MR. MIROTZNIK: Were they RFP'd, John?

3 MR. MAHER: It was RFP'd, and there was
4 only one respondent, Lieber & Associates, and
5 we'll re-issue the note of RFP.

6 MR. CIOTTI: Only they responded.

7 MR. MIROTZNIK: I mean, what they do is
8 very specialized. I understand.

9 MR. ZYSMAN: Any other questions from the
10 Board? What I'm going to do is -- Beth, do you
11 have the contract spreadsheet in front of you?

12 MS. FAUGHNAN: I do, yes.

13 MR. ZYSMAN: If you could just read us
14 through each of the legal contracts, the
15 duration and the cost and then we'll take a
16 motion and vote. If any Board member in
17 between has question that they have not thought
18 of now that pops into their head that they'd
19 like to ask, just please interrupt Ms.
20 Faughnan so you can ask your question.

21 MS. FAUGHNAN: What I'll do is one
22 resolution for the law firms with amounts and a
23 separate resolution for the firms that are
24 doing med mal? Two separate?

25 MR. CIOTTI: Start with the med mal.

1 MS. FAUGHNAN: "The NHCC Board of
2 Directors authorizes the President to negotiate
3 and execute amendments of agreements with --

4 MR. CIOTTI: Extensions.

5 MS. FAUGHNAN: "Extensions of agreements
6 with the following law firms to provide medical
7 malpractice services at the tier rates for a
8 three-month term beginning January 1, 2017.

9 MR. CIOTTI: At the medical malpractice
10 tier rates.

11 MS. FAUGHNAN: "At the medical malpractice
12 tier rates for a three-month term -- each for a
13 three-month term beginning January 1, 2017, and
14 those firms are Abrams Fensterman; Albanese &
15 Albanese; Bartlett, McDonough & Monahan; The
16 Law Offices of Edward Troy; Gabriele & Marano;
17 Kerley Walsh Matera & Cinquemani; Lawrence
18 Worden Rainis & Bard; Lewis Johs and Montfort
19 Healy McGuire & Salley."

20 MR. ZYSMAN: Any questions? Can I get a
21 motion to approve? Motion, Mr. Mirotznik.
22 Second, Mr. Cohen. All in favor? Unanimous.
23 Thank you, Ms. Faughnan.

24 MS. REED: John, the other firms are at
25 the tier one rates?

1 MR. CIOTTI: No, the other firms are no
2 tier.

3 MS. FAUGHNAN: "The NHCC Board of
4 Directors authorizes the President to negotiate
5 and execute extensions of agreement with the
6 following law firms in the following amounts to
7 provide legal services under the same terms and
8 conditions as the current agreements. Those
9 firm and amounts for, for a three-month term
10 effective January 1, 2017 and those law firms
11 are Abrams Fensterman in the amount \$83,333;
12 bee Ready Fishbein in an amount not to exceed
13 \$33,333; Berman Henoch, in an amount not to
14 exceed \$25,000; Foley Lardner, in an amount not
15 to exceed \$200,000; Garfunkel Wild, in an
16 amount not to exceed \$83,333. Harter Secrest,
17 in an amount not to exceed \$33,333; Lamb &
18 Barnosky, in an amount not to exceed \$25,000;
19 Lewis Johs, in an amount not to exceed \$33,333;
20 Littler Mendelson, in an amount not to exceed
21 \$33,333; Nixon Peabody, in an amount not to
22 exceed \$16,667; Ruskin Moscou, in an amount not
23 to exceed \$16,667; Sahn Ward, in an amount not
24 to exceed \$8,333; and Venable, in an amount not
25 to exceed \$25,000.

1 MR. ZYSMAN: One question on the motion.
2 Mr. Ciotti, these are all the exact same terms
3 and conditions of the existing contracts that
4 are being extended for ninety days.

5 MR. CIOTTI: There are no new contracts.

6 MR. ZYSMAN: The amount is based on a
7 third of --

8 MR. CIOTTI: We didn't put in a quarter.
9 We put in a third, because we're going to be
10 amending the whole year in January anyway, and
11 just in case something comes up we've got to
12 have the money.

13 MR. ZYSMAN: You did that so have you have
14 some cushion to work with?

15 MR. CIOTTI: That's correct.

16 MR. ZYSMAN: Any other questions on the
17 motion?

18 MR. CIOTTI: You mentioned Lieber &
19 Associates?

20 MS. FAUGHNAN: I don't have -- no, that
21 not a law firm. That's got to be a separate
22 motion.

23 MR. ZYSMAN: Can I get a motion to
24 approve? Second. Favor. Unanimous. Thank
25 you very much.

1 MR. CIOTTI: Hold on here. The
2 third-party administrator, as we said earlier,
3 they went out with an RFP. They were the only
4 ones that responded. My understanding is --
5 are you going back out again?

6 MR. MAHER: Yes.

7 MR. CIOTTI: You're going out again.

8 MR. COHEN: I don't understand why nobody
9 else responded.

10 MR. CIOTTI: You got me? Are you ready.

11 MS. FAUGHNAN: Yes.

12 MR. ZYSMAN: Ms. Faughnan, without further
13 ado.

14 MS. FAUGHNAN: "The NHCC Board of
15 Directors authorizes the President to negotiate
16 and execute an extension of an agreement with
17 Lieber & Associates, LLC to provide third-party
18 administrator services on the same terms and
19 conditions as in the current agreement for a
20 three-month term beginning January 1, 2017 in
21 an amount not to exceed \$127,000."

22 MR. ZYSMAN: Any questions on the motion?
23 Can I get a motion to approve? Second. Favor.
24 Unanimous. Thank you very much.

25 MR. CIOTTI: Did we mark it as Exhibit A?

1 MS. FUSCHETTO: It's marked as Exhibit A,
2 yes.

3 MR. CIOTTI: Thank you.

4 MR. ZYSMAN: Off the record.

5 (Whereupon, a discussion was held off the
6 record.)

7 MR. MIROTZNIK: Back on.

8 Sister Maureen, how are you?

9 MS. CHASE: I'm fine. Thank you.

10 MR. MIROTZNIK: Welcome. Can you just --
11 I was privy to an e-mail that was circulated
12 that you had sent. A letter or an e-mail. I
13 believe it was an e-mail. I understand you're
14 going to be conducting services on Saturday
15 midnight mass here?

16 MS. CHASE:: 4:00. 4:00 p.m.

17 MR. MIROTZNIK: And Sunday as well?

18 MS. CHASE:: At 12 noon. That's every
19 week.

20 MR. MIROTZNIK: Okay.

21 MS. CHASE: And mass, there's daily mass
22 during the week.

23 MR. MIROTZNIK: Is there everything that
24 you need in the auditorium?

25 MS. CHASE: Yes.

1 MR. MIROTZNIK: That's set up for you.

2 MS. CHASE: Yes. Thank you very much. We
3 have more than sufficient chairs there. Thank
4 you.

5 MR. MIROTZNIK: If there's any issues,
6 please let Dr. Politi know.

7 MS. CHASE: I will.

8 MR. MIROTZNIK: Are you presenting on
9 behalf of the Board of Rabbis?

10 MS. CHASE: I'm presenting on behalf of
11 all three contracts. There are three pastoral
12 care contracts which cover NUMC and A. Holly
13 Patterson; one for the Catholics, one for the
14 Protestant and one for the Jewish patients.

15 MR. MIROTZNIK: As we say, Mazel tov.
16 Thank you.

17 MS. CHASE: What we do is even though
18 there are many denominations that do not have
19 representation, so we cover all of them. What
20 we do in the mornings is we collect all of the
21 admission sheets and divvy them up among the
22 chaplains who are in house. So the Protestant
23 chaplains will take the Muslims and the
24 Catholic chaplains will take those who have no
25 religion declared or Russian Orthodox,

1 whatever. We split them all up and every
2 patient is seen within twenty-four hours of
3 admission.

4 We spiritually assess them to find out
5 what their needs are and what follow-up is
6 necessary, what resources they might need and
7 then we also visit every critical care patient
8 daily in addition to the new admissions. We
9 provide a liturgy every day. We used to
10 provide a Protestant liturgy also, but turnout
11 was down, so they didnt want it.

12 The rabbi will provide something when we
13 the request, which he does do a service every
14 Friday at Holly Patterson.

15 MR. MIROTZNIK: Very nice. Thank you for
16 doing your work on behalf of the Board.

17 MS. CHASE: Thank you.

18 MR. MIROTZNIK: Any issues please give to
19 Dr. Politi and we're here to help you.

20 MS. CHASE: Our contracts expire at the
21 end of the year, so --

22 MR. MIROTZNIK: We've got to try to --
23 Beatriz, please print out Sister Maureen's
24 e-mail and make that as Exhibit A part of the
25 minutes.

1 MS. FUSCHETTO: Sure.

2 MR. MIROTZNIK: Thank you, Sister.

3 MS. CHASE: Thank you very much.

4 MR. ZYSMAN: Sister, welcome tonight.

5 We'll make sure that, you know, you have
6 everything you need. If there's anything you
7 need during the holidays, let us know.

8 MS. CHASE: I think we're in good shape
9 right now.

10 MR. ZYSMAN: No. 37 in our packet in the
11 New York Board of Rabbis. I think you just
12 explained it how that works and you have three
13 contracts. If there are things you want to add
14 as you go through it, please add to it, and if
15 not, if there's any questions from the Board on
16 any of the contracts.

17 MS. CHASE: No, I think it's fine the way
18 it is.

19 MR. ZYSMAN: Any questions from the Board
20 on No. 37 New York Board of Rabbis?
21 Ms. Faughnan, without further ado.

22 MS. FAUGHNAN: "The NHCC Board of
23 Directors authorizes the President to negotiate
24 and execute an extension of an agreement with
25 the New York Board of Rabbis to provide

1 pastoral care services for a three-year term
2 effective January 1, 2017 in an amount not to
3 exceed \$19,856."

4 MR. ZYSMAN: Any questions on the motion?
5 Can I get a motion to approve? First. Second.
6 In favor. Unanimous. Thank you very much.

7 Sister Maureen, we have 38, which is
8 Diocese of Rockville Centre. Do we have any
9 questions on that from the Board members? No.
10 Beth.

11 MS. FAUGHNAN: "The NHCC Board of
12 Directors authorizes the President to negotiate
13 and execute an extension of an agreement with
14 the Diocese of Rockville Centre to provide
15 pastoral care services for a three-year term
16 effective January 1, 2017 in a total amount not
17 to exceed \$153,560."

18 MR. ZYSMAN: Any questions on the motion?
19 No. Can I get a motion to approve? Second.
20 Favor. Unanimous. Thank you very much,
21 Ms. Faughnan.

22 No. 39 is Nassau Interfaith Chaplains,
23 Inc. Any questions? Ms. Faughnan?

24 MS. FAUGHNAN: "The NHCC Board of
25 Directors authorizes the President to negotiate

1 and execute an extension of an agreement with
2 the Nassau Interfaith Chaplains, Inc. to
3 provide pastoral care services for a three-year
4 term effective January 1, 2017 in a total
5 amount not to exceed \$86,560."

6 MR. ZYSMAN: Any questions on the motion?
7 No. Can I get a motion to approve? Second.
8 Favor. Unanimous.

9 Sister Maureen, thank you very much.
10 Also, thank you for the wonderful service you
11 provide to our patients, their families, our
12 community. We really appreciate everything you
13 do and we welcome you come to our Board
14 meetings at any time. You always have our ear.

15 MS. CHASE: Thank you very much. I
16 appreciate it. Happy holidays.

17 MR. ZYSMAN: You too. Happy holidays.
18 Merry Christmas.

19 MS. CHASE: Thank you.

20 MR. ZYSMAN: We have some clerical
21 contracts that Dr. Politi and Mr. McDonald told
22 me are critical to the functioning of the
23 hospital, urgent and need to be addressed. In
24 conversations with Mr. Ciotti, he indicated
25 that him, Harold and Dr. Politi, which I also

1 had conversations with Dr. Politi and Harold
2 about, indicate they they need time to finish
3 due diligence related to these projects and so
4 I believe on each of these they -- maybe you
5 guys can give us a description. But the reason
6 they're asking for the term is they need some
7 time for due diligence.

8 Is that correct, Dr. Politi and Harold.

9 MR. CIOTTI: That's correct.

10 MR. ZYSMAN: I'm just summarizing for
11 expediency, because they're kind of robust.
12 Why don't we start with No. 1 Northwell
13 Cardiology. Just give us a brief description
14 and we'll try to through these.

15 MR. MCDONALD: Northwell provides
16 physician staffing and physician leadership for
17 cardiology here at the hospital. The request
18 is for a six-month extension not to exceed
19 \$1,181,681.67. That is the requested
20 extension.

21 MR. ZYSMAN: It sounds like a big number,
22 but is that consistent with the current
23 contract?

24 MR. MCDONALD: That's consistent with the
25 current contract.

1 MR. ZYSMAN: For that time, there's no
2 increase and there's --

3 MR. MCDONALD: All of the terms remain the
4 same. It's just an extension of the current
5 contract.

6 MR. ZYSMAN: Including the amount that
7 we've been paying?

8 MR. MCDONALD: Yes.

9 MR. ZYSMAN: Any questions from the Board
10 on this one? No. Ms. Faughnan? Okay.
11 Harold, you and Mr. Ciotti and Dr. Politi need
12 time on due diligence on this contract? That's
13 why you're seeking the six-month extension?

14 MR. MCDONALD: For due diligence and also
15 to complete a contract for Northwell.

16 MS. FAUGHNAN: "The NHCC Board of
17 Directors authorizes the President to negotiate
18 and execute an amendment of an agreement with
19 Northwell Health Systems to provide cardiology
20 services for a six-month term within an
21 anticipated state date of November 1, 2016 in
22 an amount not to exceed \$1,181,681.67."

23 MR. ZYSMAN: Any questions on the motion?
24 No questions? Can I get a motion to approve?
25 Second. Hold one second. Off the record.

1 (Whereupon, a discussion was held off the
2 record.)

3 MR. ZYSMAN: Back on the record.

4 Please let the record reflect that
5 Dr. Caprioli has recused from this contract.
6 Can I get a motion to approve? Second. Favor.
7 Unanimous.

8 MR. MIROTZNIK: Just let the record
9 reflect that Dr. Caprioli not only recused, but
10 he didn't participate in any discussion on the
11 motion.

12 MR. ZYSMAN: Just for expediency, if there
13 are issues, please raise them to us. But I
14 just want to keep going, keeping the pace and a
15 tempo so that we can get out of here.

16 MR. COHEN: Keeping the pace and tempo?

17 MR. ZYSMAN: Speeding up the pace and
18 tempo at the request of Mr. Cohen.

19 Total Orthopedics and Sports Medicine.
20 Harold, do you want to represent? It's similar
21 stuff.

22 MR. MCDONALD: Yes. Total Orthopedics and
23 Sports Medicine requested also for a six-month
24 extension in an amount not to exceed \$776,220.
25 Total Orthopedics staffs our orthopedics

1 department, supervisors, chairman of the
2 department. It also supervises, manages the
3 orthopedic residency program.

4 MR. ZYSMAN: This is an existing contract
5 that we've had for many years. The costs and
6 everything are exactly the same for that time
7 period?

8 MR. MCDONALD: Yes.

9 MR. ZYSMAN: No increase?

10 MR. MCDONALD: No increase.

11 MR. ZYSMAN: Your asking for a six-month
12 extension to complete the due diligence with
13 Mr. Ciotti and Dr. Politi?

14 MR. MCDONALD: Yes.

15 MR. ZYSMAN: Ms. Faughnan?

16 MS. FAUGHNAN: "The NHCC Board of
17 Directors authorizes the President to negotiate
18 and execute an extension of an agreement with
19 Total Orthopedics and Sports Medicine, LLP to
20 provide orthopedic services on the same terms
21 and conditions as in the current agreement for
22 a six-month term with an anticipated start date
23 of January 1, 2017 in an additional amount not
24 to exceed \$776,220."

25 MR. ZYSMAN: Any questions from the Board?

1 No. Can I get a motion to approve? Motion
2 second. Favor. Unanimous. Thank you very
3 much.

4 Harold, Long Island Plastic Surgery Group.

5 MR. MCDONALD: Before we get to that
6 contract, Total Orthopedic has two contracts.

7 MR. ZYSMAN: Let's just go through them in
8 order.

9 MR. MCDONALD: Next up is Long Island
10 Plastic Surgery Group. Again, the request is
11 for a six-month extension, same terms, for an
12 amount not to exceed \$600,000 for a six-month
13 term. Long Island Plastic Surgery staffs and
14 manages our plastic surgery department here at
15 the hospital.

16 MR. ZYSMAN: Again, the same thing. You
17 need time with Dr. Politi and Mr. Ciotti to do
18 due diligence and that's why you're asking for
19 a six-extension? There's no increase in the
20 contract? It's same amount that we've been
21 paying for that duration?

22 MR. MCDONALD: Same amount, same terms and
23 its for the due diligence to complete the
24 contract.

25 MR. ZYSMAN: Ms. Faughnan.

1 MS. FAUGHNAN: "The NHCC Board of
2 Directors authorizes the President to negotiate
3 and execute an extension of an agreement under
4 the same terms and conditions with Long Island
5 Plastic Surgery Group for a six-month term with
6 an anticipated start date of January 1, 2017 in
7 an amount not to exceed \$600,000."

8 MR. ZYSMAN: Any questions on the motion?

9 MR. COHEN: When you say "negotiate," the
10 contract is just going to be an extension for
11 six months. There's no negotiation; am I
12 correct?

13 MR. MCDONALD: Correct.

14 MR. COHEN: You keep saying "negotiate."

15 MR. MCDONALD: We won't be entering a new
16 contract with these groups.

17 MR. COHEN: Right, but that's -- you're
18 not negotiating this extension?

19 MR. MCDONALD: No.

20 MR. COHEN: Okay.

21 MR. ZYSMAN: Can I get a motion to
22 approve? Any other questions from the Board
23 members? No. Can I get a motion to approve?
24 Motion. Second. Favor. Unanimous. I'm going
25 to ask for a motion to strike the word

1 "negotiate" from Contract No. 1 Northwell
2 Cardiology, which just for the record
3 Dr. Caprioli has recused from, is not
4 participating in; No. 2, Total Orthopedics and
5 Sports Medicine, LLP; No. 3, Long Island
6 Plastic Surgery Group.

7 Can I get a motion to strike the word
8 "negotiate" from the each of those motions?
9 Second. Favor. Unanimous. Ms. Faughnan, on
10 any of these clinical contracts that --

11 MS. FAUGHNAN: Take out the word
12 "negotiate."

13 MR. ZYSMAN: -- that have already been
14 negotiated, Mr. Cohen makes a good point,
15 please just take out the word "negotiate" from
16 the typical, I guess, statement that you read
17 into the record on any of these contract
18 motions.

19 MS. FAUGHNAN: Okay.

20 MR. ZYSMAN: Off the record.

21 (Whereupon, a discussion was held off the
22 record.)

23 MR. ZYSMAN: Back on.

24 On No. 4 Northwell Pediatric Cardiology,
25 please let the record reflect that Dr. Caprioli

1 has recused from this contract and is not
2 participating in any aspect of this contract.
3 Harold.

4 MR. MCDONALD: This request is also for an
5 extension to the existing contract for six
6 months with an amount not to exceed \$50,000.
7 Northwell Cardiology, pediatric cardiology
8 provides pediatric cardiology staff for the
9 hospital.

10 MR. ZYSMAN: Any questions? No.
11 Ms. Faughnan.

12 MS. FAUGHNAN: "The NHCC Board of
13 Directors authorizes the President to negotiate
14 and execute an extension of an agreement under
15 the same terms and conditions with Northwell
16 Health System Pediatric Cardiology -- with
17 Northwell Health Systems to provide pediatric
18 cardiology services for a six-month term with
19 anticipated start date date of December 20,
20 2016 in an amount not to exceed \$50,000."

21 MR. ZYSMAN: Harold, there's no increase
22 in this? It's the same amount of money for
23 that duration as the existing contract?

24 MR. MCDONALD: Yes. Same terms, same
25 price.

1 MR. ZYSMAN: Can I get a motion to
2 approve? Second. Favor. Unanimous.

3 Next one is Hyperbaric Medical Technology.
4 Harold? Wait. No. 5 -- let the record reflect
5 that Dr. Caprioli has recused and is not
6 participating in any discussion, recused from
7 Northwell Health, No. 5.

8 MR. MCDONALD: We'd like to withdraw
9 No. 5.

10 MR. ZYSMAN: Can I get a motion to table
11 No. 5, Northwell Health, three months effective
12 1/1/2017 in an amount not to exceed \$475,059
13 for three months? Can we get a motion to table
14 that as written? Favor. Unanimous. Tabled.

15 No. 6, Hyperbaric.

16 MR. MIROTZNIK: Harold, is there a reason
17 we should know on the record why it's being
18 tabled?

19 MR. MCDONALD: It was on in error as part
20 of No. 1 Northwell Cardiology.

21 MR. MIROTZNIK: Thank you. So we're not
22 going to see that again.

23 MR. MCDONALD: No. 6, Hyperbaric Medical
24 Technologies, the request is for a six-month
25 extension, same terms of the existing contract

1 in an amount not no exceed \$345,000.

2 MR. ZYSMAN: Any questions? Ms. Faughnan,
3 please.

4 MS. FAUGHNAN: "The NHCC Board of
5 Directors authorizes the President to execute
6 an extension of an agreement under the same
7 terms and conditions as currently exist with
8 Hyperbaric Medical Technologies, Inc. for a
9 six-month term with an anticipated start date
10 of February 1, 2017 in a total amount not to
11 exceed \$345,000."

12 MR. ZYSMAN: Any questions? Can I get
13 motion to approve? Motion. Second. Favor.
14 Unanimous. Thank you.

15 No. 7, Virtual Radiologic Corporation. I
16 believe the acting chair of that department is
17 here. Doctor, just to give some background to
18 the Board for expediency. This had come up
19 previously. There was an issue with the
20 radiology coverage overnight, and I know that
21 since you have assumed the acting chairmanship
22 you put in immediate corrective action to make
23 sure that there's coverage overnight. You've
24 been working many of those shifts yourself.

25 DR. KANTH: I was working those as well,

1 yes.

2 MR. ZYSMAN: But you've been working --
3 you were working to make sure that the shifts
4 were covered?

5 DR. KANTH: They're all covered 24-7 now.

6 MR. ZYSMAN: It's my understanding you
7 requested this contract. The urgency of it is
8 so that you can have teleradiology services on
9 the overnight shift. This vendor only provides
10 teleradiology.

11 DR. KANTH: That's correct.

12 MR. ZYSMAN: Please --

13 DR. KANTH: In order to --

14 MR. ZYSMAN: -- tell us a little more
15 detail about it.

16 DR. KANTH: In order to meet the
17 institutional goal of trauma accreditation,
18 we've stepped up to provide the coverage that's
19 needed that's final read. So what's required
20 is 24/7 coverage by faculty by attendings to
21 provide a final read. So that's what's
22 required at present.

23 Now in terms of why this is required, why
24 teleradiology is required, is because we don't
25 have the staffing to provide 24/7 read on a

1 long-term basis. We've certainly stepped in to
2 meet the institutional goals.

3 The benchmark of hospitals on Long Island,
4 Nassau and Suffolk, have in-house faculty, a
5 pool of in-house faculty that's rotated, that's
6 three dedicated radiologists, and that would
7 incur an expense of about \$1,000,000.

8 Teleradiology is -- would be a less
9 expensive option because we're not paying a
10 staff their salary. We're not paying them by
11 the hour. We're paying them by the case. So
12 as and when a trauma patient arrives, the
13 studies that are ordered are then sent for
14 final interpretation by this company.

15 This company has a bench of about two
16 hundred radiologists situated in Minnesota.
17 It's providing services locally to Jacoby
18 Hospital as well as to Northwell. I checked
19 the references. I spoke with the CMO of Jacoby
20 and the present chair of Northwell. They have
21 no issues with their timeliness or the quality.

22 We went to the RFP. Two people -- you
23 want me to discuss that? Two vendors responded
24 to the RFP. We had other inquiries and another
25 submission. We met as a committee, surgery

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chief.

MR. ZYSMAN: Was this company the lowest respondent?

DR. KANTH: Yes. It was the cheapest. Also quality, based on what I mentioned with the references.

MR. ZYSMAN: The cost was the lowest?

DR. KANTH: The cost was the lowest, yes. Lower of the two that we looked at.

MR. ZYSMAN: How many respondents?

DR. KANTH: Just two to the RFP and one other person responded, but did not respond to the RFP. He just sent a separate quote.

MR. ALBANESE: So it didn't meet the requirements of the RFP.

MR. ZYSMAN: Who made that determination?

MR. ALBANESE: He -- the person sent in the mail and did not respond with -- to the RFP in writing as is required.

MR. ZYSMAN: Who made that determination?

MR. ALBANESE: We did as a group, the committee.

DR. KANTH: So this was the least expensive option, and as a committee we met with the chief of surgery, two faculty members,

1 Nick and and I.

2 MR. ZYSMAN: Dr. Politi, you've been
3 involved with this contract?

4 DR. POLITI: Yes, I have.

5 MR. ZYSMAN: It is vital that this
6 contract be approved?

7 MR. ZYSMAN: Yes, it is.

8 MR. ZYSMAN: Is there any issue with us --
9 I think this will be the first telehealth
10 service we'll be providing here. Are there any
11 issues with us doing this? Have you looked at
12 all aspects of it? Are you comfortable with
13 HIPAA issues, anything like that? Anything
14 you're concerned about?

15 DR. POLITI: Not that I'm aware of.

16 MR. ZYSMAN: It's HIPAA-compliant?

17 DR. POLITI: It's a well-established
18 process that most hospitals, including
19 Northwell System, use it. We do have a
20 telemedicine policy here at the hospital. We
21 believe it's compliant with all HIPAA and
22 regulatory requirements.

23 MR. ZYSMAN: You're confirming?

24 DR. POLITI: Yes.

25 MR. ZYSMAN: Any questions from the Board?

1 Can I get a motion?

2 MS. FAUGHNAN: "The NHCC Board of
3 Directors authorizes the President to negotiate
4 and execute a contract with Virtual Radiologic
5 Corporation to provide teleradiology services
6 for a two-year term with an anticipated start
7 date of January 1, 2017 in a total amount not
8 to exceed \$700,000."

9 MR. ZYSMAN: Any questions? Motion?
10 Approved. Motion. Second. Favor. Unanimous.

11 Dr. Kanth, I also want to congratulate you
12 on Dr. Politi naming you acting chair. Thank
13 you for your great service. You've really
14 stepped up to the plate at a time where we had
15 a vacancy in the chairmanship of radiology, and
16 we, you know, want to really recognize you and
17 thank you for the great work that you're doing
18 for this institution.

19 DR. KANTH: Thank you.

20 MR. DELUCA: Second it.

21 MR. ZYSMAN: Congratulations.

22 Mr. Rizzo, you want to handle Crothall?

23 MR. RIZZO: Sure.

24 MR. ZYSMAN: Crothall is a very big
25 contract.

1 MR. DELUCA: Harold, don't let people
2 leave. I have a comment that's other business
3 and I want all managerial staff to be here. So
4 don't let people people. It's going to be
5 soon.

6 MR. MANNLE: This is a request to extend a
7 contract with Crothall.

8 MR. ZYSMAN: You have two contracts with
9 Crothall. Why don't you start off by telling
10 why there's two?

11 MR. MANNLE: Okay. There's two. Crothall
12 is --

13 MR. ZYSMAN: It's my understanding from
14 previous contract meetings that when this was
15 RFP'd it was going to be done with one contract
16 for both small and large machinery. Now we see
17 two contracts, which I guess you're going to
18 tell me was once a large and a small. Why does
19 it have to be two and not one?

20 MR. MANNLE: Years ago, this was bid out
21 as a small and a large contract. One was done
22 as a small contract for purchasing. One was
23 done as a large contract through an RFP, and
24 these are extensions of those. When they
25 are --

1 MR. ZYSMAN: Were they both RFP'd
2 recently?

3 MR. MANNLE: They were RFP'd as one, yes.

4 MR. ZYSMAN: Why are you putting forward
5 two separate LD-200s for one RFP?

6 MR. MANNLE: We have requested that --
7 based on that RFP we have requested that a
8 single contract be issued with the vendor and
9 the contracts committee had asked for that RFP
10 to be audited before voting on it, and as such
11 we need to extend the current contracts so that
12 audit takes place.

13 MR. ZYSMAN: It's an extension while the
14 audit of the contract's taking place?

15 MR. MANNLE: That is correct.

16 MR. ZYSMAN: If my memory is correct, the
17 reason we asked for that is the, you know, the
18 significant value of the contract and also I
19 believe this vendor, even though they changed
20 names, had been the vendor at this institution
21 for many years. We wanted to have an audit
22 done.

23 MR. MANNLE: That is correct.

24 MR. ZYSMAN: Is it spelled correctly on
25 this sheet? It says Crothall. It looks like

1 it should be saying "Facilities management,"
2 but it's spelled F-C-I-L-I-T-I-E-S. Is that
3 the way they spell it or is it spelled wrong?

4 MR. MANNLE: It's misspelled.

5 MR. ZYSMAN: Can we make sure, because I
6 know in the past we've had this issue and we
7 had to revote on the name. Ms. Faughnan, I
8 want you to make sure the spelling is very
9 clear in the motion so we don't run into a
10 re-vote on this is the next month or two.

11 MR. MIROTZNIK: It's close, though.

12 MR. MANNLE: Yes, it's close.

13 MR. ZYSMAN: Thank you, Ms. Faughnan,
14 please --

15 MR. MANNLE: Contract No. 8 on this sheet
16 is for Crothall. That is the large equipment
17 contract. This is a request to extend that
18 contract --

19 MR. ZYSMAN: Do they clean on large
20 equipment?

21 MR. MANNLE: They service the large
22 equipment.

23 MR. ZYSMAN: Can you just give us quick
24 bullets on what type of equipment? What do
25 they clean?

1 MR. MANNLE: This is ultrasounds, C-arms,
2 BOOMs, all the x-ray equipment, laboratory
3 processing equipment.

4 MR. ZYSMAN: What happens if these things
5 don't get --

6 MR. MANNLE: If they're not serviced and
7 maintained, then they cannot -- they can't
8 continue to be used.

9 MR. ZYSMAN: This is vital?

10 MR. MANNLE: Absolutely.

11 MR. ZYSMAN: Do you agree with that,
12 Dr. Politi?

13 DR. POLITI: Yes, I do. It's a very vital
14 service.

15 MR. COHEN: Is this service and clean or
16 just clean?

17 MR. MANNLE: They service them. If
18 cleaning is required, it gets done as part of
19 the service, yes.

20 MR. COHEN: But they come in and fix it?

21 MR. MANNLE: Exactly. There are routine
22 inspections, there are routine preventative
23 maintenance tests that are performed and then
24 they are serviced when they're not functioning
25 correctly.

1 MR. ZYSMAN: Dr. Politi, I'm taking it
2 that it's just as important for the small
3 machines as it is for the large machines?

4 DR. POLITI: Yes, it is.

5 MR. ZYSMAN: Is it urgent that we do it on
6 the small contract, too?

7 DR. POLITI: Absolutely.

8 MR. ZYSMAN: Ms. Faughnan, if you can read
9 the motions for --

10 MS. REED: Both?

11 MR. ZYSMAN: Individually, and then we'll
12 ask for questions.

13 MS. FAUGHNAN: "The NHCC Board of
14 Directors authorizes the President to execute
15 an extension of an agreement with Crothall
16 Facilities, F-A-C-I-L-I-T-I-E-S, Management,
17 Inc. on the same terms and conditions to
18 maintain and service large equipment for a
19 one-year term with an anticipated start date of
20 January 1, 2017, in a total amount not to
21 exceed \$1,712,307."

22 MR. ZYSMAN: Any questions from the Board?
23 No. Can I get a motion to approve? Second.
24 Favor. Unanimous. Next one, Ms. Faughnan.

25 MS. FAUGHNAN: "The NHCC Board of

1 Directors authorizes the President to execute
2 an extension of an agreement with Crothall
3 Facilities, F-A-C-I-L-I-T-I-E-S, Management,
4 Inc. on the same terms and conditions to
5 maintain and service small equipment for a
6 one-year term with an anticipated start date of
7 January 1, 2017, in a total additional amount
8 not to exceed \$900,000."

9 MR. ZYSMAN: Any questions from the
10 Board?

11 MR. COHEN: Yes. I'm looking at the
12 contract detail sheet, and the contract detail
13 sheet says "This is a request to extend the
14 current small equipment blanket purchase order
15 for twelve months to allow for an outside
16 review of these RFP process which will
17 eventually lead to a new contract towards these
18 services through RFP."

19 This says blanket purchase order. It
20 doesn't say maintain and service. That's
21 different than the -- for the large equipment.
22 Does this mean -- blanket purchase order means
23 clean and service?

24 MR. MANNLE: Blanket purchase order is a
25 term that is used here when something is bid

1 through the purchase department and the low
2 bidder is selected, and a contract is a term
3 that is used internally here to designate when
4 something is RFP'd and the vendor of best value
5 is chosen and a legal contract is written with
6 that vendor.

7 MR. COHEN: I understand that. But then
8 the language on the big machine says "This is
9 to extend the current large contract for an
10 outside review," and this is for -- "this
11 equipment is coming off warranty in an existing
12 hospital contract with the manufacturer. The
13 equipment will now require servicing."

14 My question is, if they're for the same
15 thing the language is very different, and this
16 doesn't say that it's for cleaning and
17 maintaining the equipment. So I just want to
18 make sure we're on the same page. A blanket
19 purchase order to me, small equipment blanket
20 purchase order to me means I'm buying
21 something. You're saying yes; he's saying no.
22 It warms my heart. So do I get a choice of
23 which one or --

24 MR. MANNLE: I understand your question.
25 The blanket purchase order is the terminology

1 for the document that is used to -- that goes
2 to the vendor that states the terms and
3 conditions of what they're doing. The terms
4 and conditions of the blanket purchase order
5 are to inspect, maintain and service the small
6 equipment.

7 MR. COHEN: As long as we have that on the
8 record. I would ask in the future that we be
9 consistent and be a little bit more detailed.

10 MR. MANNLE: I understand. The term is
11 misleading. It's an internal term.

12 MR. COHEN: That's okay. Thank you.

13 MR. MIROTZNIK: Mr. Tepper, is that
14 correct?

15 MR. TEPPER: That's correct.

16 MR. MIROTZNIK: You've looked at this
17 and --

18 MR. TEPPER: I'm familiar with it. I
19 agree with everything Kevin said.

20 MR. ZYSMAN: Any other questions for the
21 Board? Can I get a motion to approve? Motion.
22 Second. Favor. Unanimous. Than you very
23 much.

24 Moving right along, we have, Mr. McDonald,
25 No. 34, North American Partners in

1 Anesthesiology. I'm sorry. Mr. McDonald,
2 No. 10, Avant-Garde, is this another clinical
3 contract? Dr. Faust and Maureen Hutchen are
4 here.

5 MR. ZYSMAN: Harold, is this a clinical
6 contract?

7 DR. POLITI: Yes, it is.

8 MR. ZYSMAN: Do we need it tonight?

9 DR. FAUST: Yes.

10 MR. ZYSMAN: This is something that you're
11 going to do due diligence on, Mr. McDonald?

12 MR. MCDONALD: Yes. I'm sorry. This is
13 not an extension.

14 MS. HUTCHEN: It is.

15 MR. MIROTZNIK: Caucus for two minutes.
16 Let's go to another one, Harold. Okay? Caucus
17 with Dr. Faust.

18 MR. ZYSMAN: Harold, I need you. It's --
19 let's just get through it. The one that's
20 complicated we can sort out together.

21 34 is North American Partners in
22 Anesthesiology by the acronym NAPA. Harold,
23 this is same thing where you, Dr. Politi and
24 Mr. Ciotti need time for due diligence?

25 MR. MCDONALD: Very similar to the earlier

1 clinical contracts.

2 MR. ZYSMAN: Is there any increase in this
3 contract or the value for the duration of
4 extension you're looking for, in comparison to
5 the existing contract?

6 MR. MCDONALD: Same price, same terms.

7 MR. ZYSMAN: No increase?

8 MR. MCDONALD: No increase.

9 MR. ZYSMAN: What do they do for the
10 hospital, briefly?

11 MR. MCDONALD: They provide anesthesia
12 coverage here at the hospital.

13 MR. ZYSMAN: Dr. Politi, do you agree with
14 Mr. McDonald this is an urgent contract that we
15 need to vote on tonight?

16 DR. POLITI: Yes, I do.

17 MR. ZYSMAN: What would happen if we
18 didn't vote on it tonight?

19 DR. POLITI: We're at risk of shutting
20 down our operating rooms.

21 Ms. Faughnan.

22 MS. FAUGHNAN: "The NHCC Board of
23 Directors authorizes the President to execute
24 an amendment of an agreement with North
25 American Partners in Anesthesiology under the

1 same terms and conditions to provide anesthesia
2 services for a six-month term with an
3 anticipated start date of November 1, 2016 in a
4 total amount not to exceed \$2,195,262."

5 MR. ZYSMAN: Can we get a motion? Second.
6 Favor. Unanimous.

7 No. 35, same thing? Harold?

8 MR. MCDONALD: Yes.

9 MR. ZYSMAN: Okay. Let's go.

10 MR. MCDONALD: PAS. Physiologic
11 Assessment Services. The request is for a
12 six-month extension for \$70,000.

13 MR. ZYSMAN: What do they do?

14 DR. FAUST: They are for intraoperative
15 monitoring. The cover our spine cases, which
16 are done by both orthopedics department and our
17 neurosurgery department. So they ensure during
18 the operation that there's been no injury to
19 the spinal cord.

20 MR. ZYSMAN: Is it essential to have this
21 while they do their due diligence?

22 DR. FAUST: It's essential to have this
23 service to be able to do these cases, which are
24 a critical part of our services here at NUMC.

25 MR. DELUCA: As a level one trauma center?

1 DR. FAUST: Both as a level one trauma
2 center and frankly for a variety of other
3 situations, because it's beyond just trauma
4 where this is used. A tumor of the spine would
5 need same services in a variety of different
6 cases. But certainly as a level one trauma
7 center.

8 MR. DELUCA: Thank you.

9 MR. ZYSMAN: Ms. Faughnan.

10 MS. FAUGHNAN: "The NHCC Board of
11 Directors authorizes the President to execute
12 an extension of an agreement with Physiologic
13 Assessment Services under the same terms and
14 conditions to provide intraoperative monitoring
15 services for a six-month term effective January
16 1, 2017 in an amount not to exceed \$70,000."

17 MR. ZYSMAN: Any questions from the Board?
18 It has the same terms and conditions,
19 Mr. McDonald?

20 MR. MCDONALD: Same terms and conditions.
21 Pricing the same.

22 MR. ZYSMAN: Motion to approve? Motion
23 Second. Favor. Unanimous. Thank you very
24 much.

25 Next one is Zimmet Health Care Services.

1 Harold?

2 MR. MCDONALD: This one is Dr. Diamond.

3 MR. ZYSMAN: What is this, a year term?

4 This is a clinical contract?

5 MR. MCDONALD: Yes.

6 MR. ZYSMAN: Why is it a year term?

7 MR. MCDONALD: Dr. Diamond is going to be
8 presenting.

9 DR. DIAMOND: It's an extension, a year
10 extension.

11 MR. ZYSMAN: Is this something that can
12 wait until the next contract meeting?

13 MR. MCDONALD: No, it's something that's
14 needed. We can't have a break in the service.

15 MR. ZYSMAN: Dr. Diamond, was this RFP'd?

16 DR. DIAMOND: Not -- it was originally.
17 This is request for --

18 MR. ZYSMAN: How many years ago was it
19 RFP'd?

20 DR. DIAMOND: Two years ago.

21 MR. ZYSMAN: Why did you choose not to
22 re-RFP it?

23 DR. DIAMOND: Because they're in the
24 middle of providing essential services in the
25 area of developing processes in our facility.

1 MR. ZYSMAN: When are those essential
2 services supposed to be completed by?

3 DR. DIAMOND: The -- they had two prong --
4 they were doing two different services related
5 to two prongs. Number one was a total
6 realignment of our rehabilitation services.
7 Over the last two years they've done a
8 tremendous job as documented by the rise in our
9 case mix and --

10 MR. ZYSMAN: That's not my question. My
11 question is specifically about your decision
12 not to RFP something when it hasn't been RFP'd
13 in two years.

14 DR. DIAMOND: Because they already
15 started. Basically --

16 MR. ZYSMAN: Who did you consult with
17 about making that decision?

18 DR. DIAMOND: There was a team in the
19 nursing --

20 MR. ZYSMAN: Who was part of that team?

21 DR. DIAMOND: It included Mr. Heatley, the
22 director of nursing and the director of --

23 MR. ZYSMAN: Mr. Heatley, did you think
24 it's proper not to RFP this for two years?

25 MR. HEATLEY: Actually, it's you're

1 requesting that with Dr. Politi since the last
2 meeting, and we agreed with him and Harold that
3 we would do this and RFP it after renewal of
4 the contract.

5 MR. ZYSMAN: Dr. Politi, did you okay them
6 not RFPing this?

7 DR. POLITI: I believe they were
8 explaining to me the circumstances, of which
9 they were -- Zimmet was necessary. I wasn't
10 familiar with discussion of the RFP issue.

11 MR. HEATLEY: I thought we agreed to --

12 MR. ZYSMAN: Dr. Politi is not familiar
13 with this issue.

14 MR. HEATLEY: We had a meeting with the
15 doctor.

16 MR. ZYSMAN: All I would say is, if you
17 had a contract for certain period of time, that
18 doesn't mean that you don't have to RFP it
19 again if your contract has expired, especially
20 if it's been two years since it was RFP'd.

21 MR. HEATLEY: We just had a major increase
22 in the case mix resulting in about 1.5 million
23 dollars improvement on our revenue.

24 MR. ZYSMAN: That's not my question to
25 you. My question isn't whether it's

1 successful. If you had RFP'd it and they were
2 the winning respondent and you were telling me
3 that they were successful, that would be
4 important for me to know. My question isn't
5 about that. My question is about your decision
6 not to RFP something that hasn't been RFP'd for
7 two years.

8 DR. DIAMOND: They're in the middle of a
9 scope of work for new CMS rules that were
10 brought onto this fall. One is called GG and
11 one is called Final Rules. They have --
12 they're in the middle of a scope to have a
13 different --

14 MR. ZYSMAN: Off the record.

15 (Whereupon, a discussion was held off the
16 record.)

17 MR. ZYSMAN: Back on the record.

18 While we were off the record, Dr. Politi
19 indicated that he thinks this should be RFP'd
20 and he recommended to Dr. Diamond and
21 Dr. Robert Heatley that they have an extension
22 to allow them time to do that. It's something
23 that they should have done prior to this
24 meeting. I would ask that you submit a
25 corrective action plan indicating your

1 acknowledgement that when you manage a contract
2 if it expires and hasn't been RFP'd for quite
3 some time, as this one hasn't, that in the
4 future you will RFP it prior to its expiration.
5 We don't like to be in a situation where we
6 have to extend specifically in a full Board
7 meeting because you have followed, you know,
8 that process.

9 DR. DIAMOND: Okay.

10 MR. ZYSMAN: How much time do you need to
11 RFP it?

12 DR. DIAMOND: We'll request six months
13 until we get it so that scope of work -- we're
14 requesting six months.

15 MR. ZYSMAN: Dr. Politi, are you in
16 agreement with Dr. Diamond?

17 DR. POLITI: I think six months should be
18 adequate for them to RFP.

19 MR. ZYSMAN: You'll oversee to make sure?

20 DR. POLITI: I'll personally keep in
21 contact with them.

22 DR. DIAMOND: Thank you.

23 MR. MIROTZNIK: Yield to Mr. Cohen.

24 MR. COHEN: You said you're in the middle
25 of doing something, some change or --

1 DR. DIAMOND: Yes, and that's why we
2 requested the extension, understanding and
3 acknowledging what was just said in the past
4 few minutes. There were two major CMS changes
5 that have taken place over the past month. One
6 was November 20 called Final Rules, where they
7 changed a myriad of regulations regarding
8 monitoring and reporting of certain things in
9 our nursing home -- in every skilled nursing
10 home in the country.

11 The other one is called Section GG, which
12 is -- required a lot of teaching of nurses,
13 aides, doctors, social workers as far as
14 documentation and reporting. Because those
15 processes are in the middle of -- that was
16 taken on by this company in the -- earlier in
17 the fall, which is why we had requested -- to
18 have new people come in and start all over
19 again didn't seem logical. Thus we requested
20 the extension of this group and of course we'll
21 RFP it as requested.

22 MR. COHEN: Right. But my question to you
23 is will all that be finished within the next
24 six months?

25 DR. DIAMOND: It's unclear. It may or may

1 not be.

2 MR. COHEN: Because if it isn't, then
3 you're running into the same problem that you
4 tried to avoid.

5 DR. DIAMOND: Well, I think therefore
6 based on this conversation what we're saying we
7 will proceed with RFPing, and if we see that we
8 no longer need the services in six months we
9 simply won't pursue the services.

10 MR. COHEN: If you do need it and you're
11 not finished, then you're going to come back
12 and we'll finish up with them. Is that your
13 intent?

14 DR. DIAMOND: Well, not necessarily.
15 Depending if somebody else comes, we'll have
16 some time to look at what other people might
17 bring to the table.

18 MR. COHEN: Okay.

19 MR. MIROTZNIK: Dr. Diamond, why don't you
20 come back in four months and let us know where
21 you're at?

22 DR. DIAMOND: That's fine.

23 MR. MIROTZNIK: We can kind of gauge
24 whether or not we're going to go beyond the six
25 months and maybe deal with it in four.

1 DR. DIAMOND: That makes perfect sense.

2 MR. MIROTZNIK: Mr. Heatley, makes sense?

3 MR. HEATLEY: Yes, it does.

4 MR. ZYSMAN: Ms. Faughnan, can you read
5 the motion modifying it to half of what it says
6 on the sheet?

7 MS. FAUGHNAN: Sure.

8 "The NHCC Board of Directors authorizes
9 the President to execute an extension of an
10 agreement with Zimmet Health Care Services
11 Group, LLC to provide regulatory compliance
12 consulting under the same terms and conditions
13 for a six-month term effective February 1, 2017
14 in an amount not to exceed \$48,000."

15 MR. ZYSMAN: Can and I get a motion?

16 Second. Favor. Unanimous. Thank you.

17 I had a request from Sister Maureen.
18 Mr. Tepper brought this to her attention that
19 No. 37, New York Board of Rabbis; No. 38,
20 Diocese of Rockville Centre; No. 39, Nassau
21 Interfaith Chaplains, Inc., my understanding --
22 please correct me if I misunderstood you,
23 Mr. Tepper, that the amount there is an annual
24 amount, not an amount for the duration of the
25 contract, of which each of these contracts is

1 for three years. I'm having an open discussion
2 on the record if possible, either Mr. Ciotti,
3 Mr. Tepper, Ms. Faughnan, to amend those
4 motions to say "per year," so that it would
5 cover the duration and we don't have to reread
6 the resolution.

7 MS. CHASE: The LD-200s indicates three
8 years but indicates that the amount is annual.

9 MR. ZYSMAN: It is probably just a
10 clerical, you know, mistake. But we now have
11 to just amend it. Ms. Faughnan, either you or
12 Mr. Tepper, maybe you want to amend it. Can
13 you amend those resolutions in a way that's
14 acceptable to the legal department so we can
15 vote on it and move on to the next? It's
16 getting late.

17 MS. FAUGHNAN: Yes.

18 MR. ZYSMAN: Mr. Tepper, let's go.

19 MR. TEPPER: I think we're going to do
20 them fresh again. I'd want to hear a read-back
21 before I did it. I think the quickest and
22 cleanest way, because it's some time now, is to
23 just rescind those and do them again.

24 MR. ZYSMAN: At the recommendation of
25 Mr. Tepper, I'd like to make a motion to

1 rescind our vote on resolution LD-200,
2 No. 2780, 2779, 2781. Make a motion? Second.
3 Favor. Unanimous.

4 Mr. Faughnan, please read them in. We're
5 ready and able to vote.

6 MR. TEPPER: Just for clarification, if
7 you would state the vendor names. I don't know
8 if the record has them by LD-200s that are
9 being rescinded.

10 MS. FAUGHNAN: Those --

11 MR. ZYSMAN: I stated them earlier. Okay?
12 The number -- the New York Board of Rabbis,
13 Diocese of Rockville Centre and Nassau
14 Interfaith Chaplains are associated with the
15 LD-200s number I just read as part of their
16 resolution. I'm just stating that to clarify
17 that so the record is clear.

18 Ms. Faughnan, let's get moving on this.

19 MS. FAUGHNAN: Sure.

20 "The NHCC Board of Directors authorizes
21 the President to execute an amendment of an
22 agreement with the New York Board of Rabbis to
23 provide pastoral care services under the same
24 terms and conditions for a three-year term
25 effective January 1, 2017 in an annual amount

1 not to exceed \$19,856."

2 MR. ZYSMAN: For the three-year term?

3 MS. FAUGHNAN: In an annual amount for the
4 three-year term.

5 MR. ZYSMAN: Can I get a motion to
6 approve? Second. Favor. Unanimous. Thank
7 you.

8 Next.

9 MS. FAUGHNAN: "The NHCC Board of
10 Directors authorizes the President to negotiate
11 and execute an extension of an agreement with
12 the Diocese of Rockville Centre under the same
13 terms and conditions to provide pastoral care
14 services for a three-year term effective
15 January 1, 2017 in an annual amount not to
16 exceed \$153,560 for the three-year term." In
17 an annual amount of.

18 MR. ZYSMAN: Can I get a motion? Second.
19 Favor. Unanimous. Thank you.

20 Next.

21 MR. ZYSMAN: "The NHCC Board of Directors
22 authorizes the President to negotiate and
23 execute an extension of an agreement with the
24 Nassau Interfaith Chaplains, Inc. to provide
25 pastoral care services under the same terms and

1 conditions for a three-year term effective
2 January 1, 2017 in an annual amount not to
3 exceed \$86,560 for the three-year term."

4 MR. ZYSMAN: Can I get a motion to
5 approve? Second. Favor. Unanimous. Thank
6 you, Ms. Faughnan. Thank you, Sister.

7 MS. CHASE: Thank you very much.

8 MR. ZYSMAN: We missed No. 25, PFM Group.
9 John Maher, what is PFM Group? Tell me
10 Sullivan, you're presenting?

11 MR. SULLIVAN: Yes, sir.

12 MR. ZYSMAN: What is it?

13 MR. SULLIVAN: It's financial advisory
14 services for the upcoming RAN transaction and
15 for any possible restructuring opportunities
16 that would occur during the year.

17 MR. ZYSMAN: Are there any other votes you
18 need on the RAN or this is what you need?

19 MR. SULLIVAN: We need a vote to approve
20 the RAN issuance.

21 MR. ZYSMAN: Okay. We'll come back to
22 that. Was this RFP'd?

23 MR. SULLIVAN: Yes. An RFP for Municipal
24 Advisory Services was issued November 4. Five
25 firms responded to the RFP on November 29,

1 which was the due date. The firms were First
2 Southwest Capital Market Advisors, Frager &
3 Co., Public Financial Management, PFM, and
4 Raymond James & Associates. The firms with the
5 two lowest proposals were First Southwest and
6 PFM. We called them both in for interviews and
7 based on the proposals and the subsequent
8 interviews with PFM, we selected it as the best
9 possible firm to supply these services.

10 MR. ZYSMAN: Was PFM the lowest?

11 MR. SULLIVAN: Yes. They were -- these
12 were the two lowest firms. They were actually
13 tied.

14 MR. MIROTZNIK: Who was on the committee?

15 MR. SULLIVAN: It was myself and John
16 Maher.

17 MR. ZYSMAN: What were the main factors in
18 you selecting this over the other one?

19 MR. SULLIVAN: The experience, all the
20 documentation that the firm has retained for
21 the past decade doing this. Actually more than
22 a decade. They're also the county's FA. So
23 they're familiar with the debt structure and I
24 think that gives us a synergy there.

25 MR. ZYSMAN: Who was on this committee

1 with you?

2 MR. SULLIVAN: John Maher.

3 MR. ZYSMAN: Anybody else?

4 MR. SULLIVAN: No.

5 MR. ZYSMAN: John, do you confirm what
6 Mr. Sullivan just said?

7 MR. MAHER: I do.

8 MR. ZYSMAN: You're supporting this
9 contract?

10 MR. MAHER: I do.

11 MR. ZYSMAN: Dr. Politi, are you
12 supportive of this contract?

13 DR. POLITI: Yes, I am.

14 MR. ZYSMAN: Is it essential we vote on
15 it, Dr. Politi?

16 DR. POLITI: Yes, it is.

17 MR. ZYSMAN: Can I get -- Ms. Faughnan.
18 Then I'll ask for questions and a motion.

19 MS. FAUGHNAN: "The NHCC Board of
20 Directors authorizes the President to negotiate
21 and execute a contract with PFM group to
22 provide financial advisory services for a
23 three-year term effective January 1, 2017 in a
24 total amount not to exceed \$255,000."

25 MR. ZYSMAN: Any questions on the motion?

1 No. Can I get a motion to approve? Second.
2 Favor. Unanimous. Thank you very much.

3 Mr. Sullivan, I skipped over No. 10,
4 Avant-Garde Performance Improvement, LLC.
5 Dr. Faust, if you just want to explain to us
6 what this is.

7 DR. FAUST: Yes, thank you. Avant-Garde
8 performed our ACS trauma one mock survey for
9 two days in August of this past -- of this
10 year. Excuse me. From a previous contract,
11 which expired on 11/30. As a result of this
12 consultant work, Dr. Bantha, who is the person
13 from Avant-Garde who provided a report
14 outlining our gap analysis and work that needed
15 to be completely resolved before our upcoming
16 ACS trauma one survey, which we expect to
17 happen sometime after May 1 of this year.

18 They specifically assist with development
19 and maturation of an effective performance
20 improvement program. Their fee for each visit
21 is \$15,000. We've included a travel amount for
22 the two folks that come here. We get both a
23 physician expert and a nurse expert. This
24 contract was RFP'd. Actually Avant-Garde was
25 the only respondent. We did outreach to other

1 potential consultants. Frankly, no one else
2 has the expertise for this very limited area of
3 knowledge.

4 MR. ZYSMAN: The question is what is the
5 urgency that is has to be voted on tonight?

6 DR. FAUST: We hope to bring this group in
7 in January. We actually had hoped to have them
8 here in December, but we wanted them here in
9 January. Their only available date is January
10 4 and 5, as I recall. So we're hoping to have
11 approval for that so they can get in.

12 I think everyone is aware of the
13 importance of a level one verification here at
14 NUMC. It's extremely complex. They're wanted
15 for their expertise.

16 MR. ZYSMAN: Dr. Faust, you did a very
17 nice job. Ms. Faughnan, if you could read it
18 and we'll ask the Board if they have questions.

19 MS. FAUGHNAN: Sure.

20 "The NHCC Board of Directors authorizes
21 the President to negotiate and execute a
22 contract with Avant-Garde Performance
23 Improvement, LLC to provide ACS trauma one
24 consulting services for a six-month term
25 effective December 1, 2017 in a total amount

1 not to exceed \$96,000."

2 MR. ZYSMAN: Any questions from the Board?

3 Motion approved. Second. Favor. Unanimous.

4 Thank you very much, Dr. Faust.

5 DR. FAUST: Thank you.

6 MR. ZYSMAN: Just turn to the revenue
7 section. R1 is orthopedics and sports
8 medicine. Harold, you're looking for six
9 months. Is this also for due diligence on
10 this?

11 MR. MCDONALD: Yes, it is.

12 MR. ZYSMAN: It's revenue-generating?

13 MR. MCDONALD: It's revenue-generating.
14 Dr. Ruotolo rents space from us to run their
15 private office. The request is for a six-month
16 extension.

17 MR. MIROTZNIK: Is it rent or they
18 license?

19 MR. MCDONALD: License.

20 MR. MIROTZNIK: Just so the record is
21 clear.

22 MR. MCDONALD: For a six-month extension
23 of the existing agreement in the amount of
24 \$27,852. That amount is at least \$27,852.

25 MR. ZYSMAN: Is that consistent with the

1 previous license agreement?

2 MR. MCDONALD: Yes.

3 MR. ZYSMAN: Any increase or decrease in
4 it?

5 MR. MCDONALD: It's consistent with the
6 previous license agreement.

7 MR. ZYSMAN: Does anyone in legal have any
8 objections to us voting on this?

9 MR. TEPPER: No.

10 MR. ZYSMAN: Thank you, Mr. Tepper.

11 Ms. Faughnan.

12 MS. FAUGHNAN: "The NHCC Board of
13 Directors authorizes the President to execute
14 an extension of a license agreement with Total
15 Orthopedic and Sports Medicine, LLP for the use
16 of space for a six-month term effective January
17 1, 2017 under the same terms and conditions in
18 a minimum amount of \$27,852."

19 MR. ZYSMAN: Any questions from the Board?
20 Dr. Politi, are you recommending this?

21 DR. POLITI: Yes, I believe this is a
22 vital service that we're required to have for
23 emergency services.

24 MR. ZYSMAN: Do you want us to vote on
25 this tonight?

1 DR. POLITI: Yes, I do.

2 MR. ZYSMAN: Thank you, Doctor. Motion?
3 Second. Favor. Unanimous. Thank you very
4 much.

5 Mr. McDonald, we've got some big
6 revenue-generating ones from Dr. Rao,
7 Department of Psychiatry at Nassau County.
8 It's a 1.1 million plus contract,
9 revenue-generating, money that will come in to
10 the institution. There's some urgency because
11 we have to vote on this before the end of the
12 year. Otherwise we lose this money is what
13 I've been told, Ms. Markowitz. Are you helping
14 Dr. Rao?

15 MS. MARKOWITZ: Yes, that's correct.

16 MR. ZYSMAN: Bonnie Markowitz is the
17 administrator from the Department of Behavioral
18 Health. Dr. Rao, who's accompanying her -- I'm
19 saying this for the court reporter -- is the
20 Chairman of Behavioral Health and Psychiatry
21 here at NUMC. He's a very-well published and
22 renowned psychiatrist.

23 Ms. Markowitz.

24 MS. MARKOWITZ: Thank you. This is annual
25 generating -- revenue-generating contract from

1 Nassau County in the amount of 1.2 million
2 dollars.

3 MR. ZYSMAN: What are they contracting
4 with us to provide?

5 MS. MARKOWITZ: They're contracting with
6 us to provide mental health services for our
7 outpatient adult and child and adolescent
8 clinics.

9 MR. ZYSMAN: That's for people that don't
10 have insurance?

11 MS. MARKOWITZ: It's for mainly folks that
12 don't have insurance to offset the cost of the
13 operations in both of our clinics.

14 MR. MIROTZNIK: What's the amount, Bonnie?

15 MS. MARKOWITZ: 1.2 million. You want the
16 exact?

17 MS. REED: Yes.

18 MR. MIROTZNIK: We like to round off to
19 the nearest decimal.

20 MS. MARKOWITZ: The exact amount
21 \$1,173,000.

22 MR. MIROTZNIK: Ms. Markowitz, can you
23 repeat the exact number so the error is clear?

24 MS. MARKOWITZ: Yes. \$1,172,954.

25 MR. ZYSMAN: Mr. Maher, are you familiar

1 with this contract?

2 MR. MAHER: Yes, I reviewed this contract
3 last year.

4 MR. ZYSMAN: What are they providing these
5 funds for us to do?

6 MR. MAHER: They're basically subsidizing
7 our 12519 /SKPH-BG with who would not otherwise
8 have insurance.

9 MR. ZYSMAN: This is for people that don't
10 have insurance?

11 MR. MAHER: That's correct.

12 MR. ZYSMAN: It doesn't go towards people
13 who have insurance?

14 MR. MAHER: That's correct.

15 MR. ZYSMAN: Is that your understanding,
16 Ms. Markowitz?

17 MS. MARKOWITZ: That correct.

18 MR. ZYSMAN: Mr. Maher is correct?

19 MS. MARKOWITZ: Yes.

20 MR. ZYSMAN: Dr. Rao, have you had
21 conversations with folks in accounting about
22 this.

23 DR. RAO: Yes, this is -- for indigent
24 patients that do not have insurance. These are
25 the homeless.

1 MR. ZYSMAN: I just wanted to clear that
2 up, because it wasn't that clear when it was
3 originally explained. This is a big help to
4 your department?

5 DR. RAO: Yes

6 Ms. Faughnan.

7 MS. FAUGHNAN: "The NHCC Board of
8 Directors authorizes the President to negotiate
9 and execute an agreement with the County of Nassau
10
11 and NHCC for a 1-year term with an
12 effective start of January 1, 2016 for NHCC to
13 provide outpatient mental health services in an
14 amount of \$1,172,954."

15 MR. COHEN: I have a question. Mr. Maher,
16 maybe you can answer it. When we get revenue
17 from the county for this, do we lose money for
18 providing these services or make money for
19 providing these services along with the
20 subsidies?

21 MR. MAHER: So the hospital generally is
22 supported by these funds as well as funds from
23 the state. That individual program I can't
24 tell you right now that it loses money, but
25 it -- the losses are offset by these funds as

1 well as DSH funds that come in from the county.

2 MR. COHEN: My question remains the same.
3 You may not be able to answer it. But just out
4 of curiosity, my first gut reaction is we're
5 getting the million dollars, yay. My second
6 reaction is it may cost us two million dollars
7 to get that one million dollars.

8 MR. MAHER: No, because the staff that's
9 here will not increase or decrease if those
10 patients were to disappear. That's the answer.

11 MR. COHEN: So all that remains the same?

12 MR. MAHER: Yes.

13 MR. COHEN: I get to say yay?

14 MR. MAHER: Yes.

15 MR. COHEN: Thank you, Mr. Maher.

16 MR. MAHER: You're welcome.

17 MR. ZYSMAN: Any objections or
18 reservations from the legal department on us
19 voting on this contract?

20 MS. FAUGHNAN: I have no objections.

21 MR. ZYSMAN: Thank you, Ms. Faughnan. You
22 read it in already, right?

23 MS. FAUGHNAN: Yes.

24 MR. ZYSMAN: Can I get a motion -- any
25 questions from the Board? No. Motion to

1 approve? Second. Unanimous. Thank you very
2 much.

3 The next Nassau County contract is also
4 Dr. Rao. Bonnie, are you presenting?

5 MS. MARKOWITZ: Sure. This annual
6 contract --

7 MR. ZYSMAN: I like your necklace very
8 much. I got my wife the same one. It's
9 beautiful.

10 MS. MARKOWITZ: Thank you.

11 This annual contract is also a
12 revenue-producing contract from Nassau County
13 in the amount of \$84,126. This contract is to
14 employ a patient/family advocate for mental
15 health.

16 MR. ZYSMAN: What's the cost of that
17 patient/family advocate?

18 MS. MARKOWITZ: It would be at no
19 additional cost to the hospital.

20 MR. ZYSMAN: Do you know how much you're
21 hiring them for?

22 DR. RAO: 54,000.

23 MR. ZYSMAN: 154,000?

24 DR. RAO: 54.

25 MS. MARKOWITZ: No, 54. It's a patient

1 advocate, entry level.

2 MR. ZYSMAN: The 84, I guess, covers the
3 fringe?

4 MS. MARKOWITZ: Yes.

5 DR. RAO: Yes.

6 MR. MIROTZNIK: John, you verify that?

7 MR. MAHER: I'm not familiar with this
8 contract, but I think the factor of that rate
9 is probably over 50 percent. So this person
10 will probably make twenty-five thousand
11 dollars.

12 MR, MIROTZNIK: Is there a way to verify
13 that so we can have a vote, that we're not
14 losing money on it, that in fact we're either
15 breaking even or making something?

16 MS. MARKOWITZ: I believe it's fifty
17 thousand for a patient advocate.

18 DR. RAO: Fifty thousand.

19 MR. ZYSMAN: Ms. Faughnan.

20 MS. FAUGHNAN: "The NHCC Board of
21 Directors authorizes the President to negotiate
22 and execute an agreement with the County of
23 Nassau for a 1-year term with an effective date
24 of January 1, 2016 for NHCC to employ a patient
25 or family -- to provide patient/family advocate

1 services in an amount of \$84,126."

2 MR. ZYSMAN: Motion? Second. Favor.

3 Unanimous.

4 I'm recusing, not participating, stepping
5 out of the room. No. 40. I'll turn over the
6 meeting to our Board Chair Michael Mirotzник.

7 MR. MIROTZNIK: Let the record reflect
8 that Mr. Zysman is exiting the room and not
9 participating in No. 40, Todd Shapiro
10 Associates Public Relations. Let the record
11 reflect Dr. Politi has indicated he's recusing
12 and the room with Mr. Zysman.

13 Ann Marie, are you up?

14 MS. STUDDERT: Shelley asked me to read a
15 statement.

16 MR. MIROTZNIK: I guess you're up. Come
17 join us.

18 MS. STUDDERT: "An RFP was issued this
19 fall 2016 which resulted in three submissions,"
20 Todd Shapiro Associates, Epoc 5 and Mark
21 Macias. Todd Shapiro Associates was selected
22 as the lowest bidder at \$5000 a month, with the
23 other two firms coming at \$7500 and \$10,500 a
24 month respectively. Todd Shapiro Associates is
25 a public relations firm that Dr. Politi and I

1 work with. They create and implement public
2 relations campaign and assist us in obtaining
3 greater media coverage, help us in planning
4 press conferences, radio interviews,
5 publicizing and videotaping of events and if
6 needed, help with crisis management. The firm
7 has worked with NHCC during 2016 and has
8 increased opportunities for increased regional
9 media coverage via television, radio, print and
10 website.

11 "We are seeking a one year 2017 contract,
12 at \$5000 a month not to exceed \$60,000. Both
13 Dr. Politi and I recommend this contract."

14 MR. MIROTZNIK: I think that there's a --
15 the last paragraph our "firm has twenty five
16 years with creating and implementing."

17 Did you read that into the record.

18 MS. STUDDERT: I didn't read that in.

19 MR. MIROTZNIK: We're going to mark this
20 as Exhibit E, I think. We're up to D. The
21 record should reflect that although
22 Ms. Lotenberg indicated that Dr. Politi and her
23 are in favor of the contract, Dr. Politi has
24 recused for whatever reason and has exited the
25 room. So the record should be clear that

1 Ms. Lotenberg recommends that this contract be
2 renewed and recommends the services of Todd
3 Shapiro.

4 Mr. Tepper, any issue regarding the
5 procurement of this contract?

6 MR. TEPPER: I'm not really familiar with
7 it.

8 MR. MIROTZNIK: Anybody in the room from
9 legal?

10 MS. VAN RIPER: I did help with the RFP.
11 Everything was done according to process.

12 MR. MIROTZNIK: Therefore, Beth -- any
13 questions? No. Okay. Motion, please

14 MS. FAUGHNAN: "The NHCC Board of
15 Directors authorizes the President to negotiate
16 and execute a contract with Todd S. Shapiro
17 Associates Public Relations to provide public
18 relation services for a one-year term effective
19 January 1, 2017 in a total amount not to exceed
20 \$60,000."

21 MR. MIROTZNIK: Motion? Favor.
22 Unanimous. Thank you. Thank you, Mr. Tepper.
23 John Maher, do you want to talk about the RAN?

24 MR. MAHER: Sure. This is a request of
25 the Board, the corporation to approve a

1 resolution --

2 MR. DELUCA: Mr. Chairman?

3 MR. MIROTZNIK: Yes, Mr DeLuca.

4 MR. DELUCA: This kind of information, the
5 CEO should be in the room.

6 MS. REED: I agree with you.

7 MR. MIROTZNIK: Dr. Politi?

8 DR. POLITI: Yes.

9 MR. MIROTZNIK: Please.

10 MS. REED: Ask Warren to also come back
11 in, please.

12 MR. MIROTZNIK: Sir Reporter, we're going
13 to mark these two pages, let the record
14 reflect, as Exhibit E regarding No. 25. This
15 relates to No. 25.

16 Go ahead, Mr. Maher.

17 MR. MAHER: The request is of the Board to
18 approve a resolution which authorizes the
19 corporation to issue a RAN, revenue
20 anticipation note, in an amount not to exceed
21 \$45,000,000.

22 The purpose of the RAN primarily is to pay
23 the hospital's pension obligation which becomes
24 due on February 1, 2017 in an amount of
25 approximately \$31,000,000. The balance of the

1 money from the RAN, the nine million dollars,
2 will be used to support operating funds of the
3 hospital.

4 MR. MIROTZNIK: We talked about this -- we
5 talk about this every year, right?

6 MR. MAHER: That is correct.

7 MR. MIROTZNIK: It's basically you sending
8 money electronically to the state?

9 MR. MAHER: That is correct.

10 MR. MIROTZNIK: And the state transferring
11 money back to you?

12 MR. MAHER: That is correct.

13 MR. MIROTZNIK: It happens almost
14 simultaneously?

15 MR. MAHER: It happens within a week.

16 MR. MIROTZNIK: Anything different about
17 this procedure this year?

18 MR. MAHER: No. No, it's not. It's the
19 same as the last number of years from 2010
20 forward.

21 MR. MIROTZNIK: Dr. Politi?

22 DR. POLITI: Yes, I agree with what
23 Mr. Maher said. It's very vital for the
24 hospital.

25 MR. MIROTZNIK: Is there anything that the

1 Board should know, John?

2 MR. MAHER: No. There's just a diagram
3 and some notes that explains the transaction.
4 It's information and you can certainly review
5 it and we can take any questions. But it's
6 essentially what you just said.

7 MR. ZYSMAN: Mr. Chairman, will you take
8 the motion to allow the RAN payment and the
9 procedure to go forward?

10 MR. ZYSMAN: Make a motion?

11 MR. MAHER: I have one.

12 MR. ZYSMAN: You're now going to read it
13 in?

14 MR. MAHER: Sure.

15 MR. ZYSMAN: Mr. Maher, without further
16 ado.

17 MR. MAHER: "This is a resolution
18 authorizing the issuance of a revenue
19 anticipation note in an amount not exceeding
20 \$45,000,000.

21 "Whereas, Medicaid hospital
22 disproportionate share (DSH) and nursing home
23 home upper payment limit (UPL) payments have
24 been paid to the Nassau Health Care Corporation
25 (the "Corporation") by the State at various

1 times during the calendar year; and

2 "Whereas the State has determined to make
3 DSH payments available after September 30th of
4 each calendar year; and

5 "Whereas the State makes quarterly
6 Indigent Care Adjustment (ICA) payments, and

7 "Whereas in order to cover cash flow needs
8 of the Corporation, the Chief Executive Officer
9 believes it is in the Corporation's best
10 interests to issue a revenue anticipation note
11 in anticipation of the receipt of DSH and ICA
12 payments to be received in 2017; now therefore

13 "Be it resolved by the Board of Directors
14 of the Corporation as follows:

15 "Section 1. The Board of Directors hereby
16 approves and accepts the recommendation of the
17 Chief Executive Officer and hereby authorizes
18 the issuance of revenue anticipation notes by
19 the Corporation, secured by DSH and ICA
20 payments expected to be received in 2017, in an
21 amount not exceeding \$45,000,000.

22 "Section 2. The President and Chief
23 Executive Officer and Chief Financial Officer
24 of the Corporation (Each an "Authorized
25 Officer") are hereby authorized to execute the

1 official statement in connection with the
2 issuance of such revenue anticipation notes, as
3 well as any other closing documents related
4 thereto, and take any and all actions necessary
5 to implement this resolution.

6 "Section 3. This resolution shall take
7 effect immediately."

8 MR. ZYSMAN: Are you done with the
9 resolution?

10 MR. MAHER: Yes.

11 MR. MAHER: Is the form of the resolution
12 satisfactory to legal.

13 MS. FAUGHNAN: It is to me on behalf --

14 MR. MAHER: Just to you?

15 MS. FAUGHNAN: On behalf of legal I will
16 opine that it sounds satisfactory.

17 MR. ZYSMAN: Dr. Politi, do you confirm
18 that the representation of the resolution
19 indicated it's made related to RAN?

20 DR. POLITI: Yes, I do.

21 MR. ZYSMAN: Are you recommending we vote
22 on it tonight?

23 DR. POLITI: Yes, I am.

24 MR. ZYSMAN: Have you vetted this fully?

25 DR. POLITI: Yes, I have.

1 MR. ZYSMAN: You have no concerns?

2 DR. POLITI: No concerns whatsoever.

3 MR. ZYSMAN: Can I get a motion to
4 approve? Second. Favor. Unanimous. Thank
5 you very much.

6 MS. FUSHCETTO: This is all part of
7 Exhibit D.

8 MR. ZYSMAN: Ms. Faughnan thanks you,
9 Mr. Maher, for reading it in. Let's just do a
10 little exploration. Ann Marie, why is this an
11 addendum?

12 MS. STUDDERT: Because when the original
13 contract spreadsheet was done, it was done as
14 an addendum, and I didn't know if you wanted to
15 add it on. So I left it as an addendum.

16 MR. ZYSMAN: Are the --

17 MS. STUDDERT: Prior to today.

18 MR. ZYSMAN: Are the LD-200s on these one
19 hundred percent approved?

20 MS. STUDDERT: Yes.

21 MR. ZYSMAN: They are?

22 MS. STUDDERT: Yes.

23 MR. ZYSMAN: Mr. Gatto, why didn't you
24 come to pre-contracts meeting?

25 MR. GATTO: I was not aware of the

1 pre-contracts meeting. That morning apparently
2 I was called --

3 MR. ZYSMAN: I have to state for the
4 record, I just got this a few minutes ago for
5 the first time. I believe somebody attempted
6 to give it to me earlier today and I didn't
7 have time to take it. But I just got this a
8 few minutes ago. I have no knowledge of this
9 contract and I don't believe anyone else on the
10 Board does either.

11 MS. STUDDERT: They are not fully
12 approved.

13 MR. ZYSMAN: Mr. Gatto, why are your
14 LD-200s not fully approved.

15 MR. GATTO: I wasn't aware that they were
16 not fully approved.

17 MR. ZYSMAN: Are you the person
18 responsible for these LD-200s?

19 MR. GATTO: Yes, I am.

20 MR. ZYSMAN: Have you followed up with the
21 folks who approve it? Who hasn't approved it?
22 Are you managing this?

23 MR. GATTO: Yes, I am managing it.

24 MR. ZYSMAN: How come it's not approved?

25 MR. GATTO: At the time I was unaware it

1 was not approved. We had submitted these on
2 11/28. It went through the cycle. I was not
3 aware that it was not approved.

4 MR. ZYSMAN: How were these procured?
5 Were they procured by RFP? By sealed bid?

6 MR. GATTO: Yes. So the --

7 MR. ZYSMAN: How were they procured? By
8 RFP? By sealed bid?

9 MR. GATTO: RFP for the PAM.

10 MR. ZYSMAN: They're RFP'd?

11 MR. GATTO: That is correct, and on the
12 LD-200 are the five -- an example of five of
13 the vendors that were included in the RFP that
14 responded to --

15 MR. COHEN: Mr. Gatto, if I may, if we
16 don't approve it tonight, are there any
17 ramifications?

18 MR. GATTO: It would be better for us to
19 approve it and -- approve this contract in
20 quarter three. Although quarter four is our
21 period for reporting, quarter three for this
22 year would show that we would be contracting
23 with a community based organization.

24 MR. MIROTZNIK: What does that mean in lay
25 terms?

1 MR. GATTO: Okay.

2 MR. MIROTZNIK: Should we approve it now?

3 MS. REED: Hold on. Let's -- excuse me
4 for one minute. Meg, what would be the
5 ramifications if we did not approve it this
6 evening?

7 MS. RYAN: It's beneficial to the NUMC Hub
8 to submit this by the end of the reporting,
9 which is 12/31 of 2016. NUMC Hub could lose
10 money if we don't go through with it tonight.

11 MR. MIROTZNIK: Or by the thirty-first.

12 MS. RYAN: By the thirty-first.

13 MR. COHEN: How much money could we lose?

14 MS. RYAN: I think we're -- I think this
15 metric --

16 MR. GATTO: This metric for PPS is
17 \$21,000,000. You run the risk of
18 potentially -- again potentially losing seven
19 million dollars. But in all honesty, the paid
20 for reporting is this quarter and will be
21 reported in the fourth quarter. So right now
22 we're running fairly well. Having a community
23 based organization approved will put the NUMC
24 Hub --

25 MR. ZYSMAN: Here's the question. Is

1 there any financial -- negative financial
2 impact if these are not voted on tonight?
3 That's Mr. Cohen's question. I'm just
4 repeating it, because it doesn't -- I'm hearing
5 two things from you. I'm hearing it's
6 important and I'm hearing it's -- that you just
7 said in all honesty it's not important. So
8 which one is it?

9 MR. GATTO: We run the risk -- we do run
10 the risk of financially being penalized for not
11 having projects --

12 MS. REED: I think --

13 MR. ZYSMAN: The whole project is --

14 MR. MIROTZNIK: Hold on. One at a time.

15 MR. ZYSMAN: The whole project you're
16 saying is worth seven million dollars to the
17 Hub. How much are these contracts worth to the
18 Hub?

19 MR. GATTO: This contract is worth -- this
20 contract is worth seven million dollars for the
21 PAM --

22 MR. ZYSMAN: Are all the contracts for the
23 Hub counted in the PAM number of seven million?

24 MR. GATTO: No, just the PAM. Patient
25 Activation Measure. What is does is it allows

1 to us to identify the needs of the uninsured
2 and low- and no- utilizer Medicaid people who
3 don't use their Medicaid. The importance here
4 is once we identify who they are, okay, they --

5 MR. MIROTZNIK: Can I ask a question? I
6 don't want to the history of it. We have two
7 contracts on the table that are not approved,
8 correct? Is that yes or no?

9 MR. GATTO: Yes.

10 MR. MIROTZNIK: Are you saying it because
11 Charlie McCarthy's pulling something behind
12 your head or you're telling me -- they're
13 either approved or they're not. Which one.

14 MR. GATTO: No, they're not approved.

15 MR. MIROTZNIK: So they're presented to us
16 now.

17 MR. GATTO: Correct.

18 MR. MIROTZNIK: Is it now -- it's only
19 9:36. So are are we to vote on these not
20 approved contracts or are we to table it?

21 MR. GATTO: We should vote on these
22 non-approved contracts.

23 MR. MIROTZNIK: We're not here to lose not
24 even one penny.

25 MR. GATTO: Correct.

1 MR. MIROTZNIK: You're saying they're not
2 approved. We should vote on them, because we
3 stand to lose money?

4 MR. GATTO: That's correct.

5 MR. MIROTZNIK: Ms. Ryan, would you
6 address those questions?

7 MS. RYAN: I agree and we are on enhanced
8 oversight and this is one of the things -- this
9 is one of the issues that an independent
10 assessor is reviewing, the number of contracts
11 that each Hub is contracting with and how many
12 providers we're contracting with. So in light
13 of that and the fact that, again, we are on
14 enhanced oversight being looked at, that these
15 are -- these need to be done, from what I'm
16 hearing from NUMC Hub, by 12/31 of 2016.

17 MR. MIROTZNIK: Mr. Ciotti, please?

18 MR. CIOTTI: Off the record.

19 (Whereupon, a discussion was held off the
20 record discussion.)

21 MR. COHEN: On the record.

22 Just out of curiosity, apparently these
23 two contracts are somewhat important. Is it
24 typical that these -- today is December what,
25 twenty-Second.

1 MS. FUSCHETTO: Twenty-first.

2 MR. MIROTZNIK: By the time we're done it
3 will be the twenty-second.

4 MR. COHEN: There are only nine days
5 between the ability to present a contract and
6 debt. Maybe it is. I'm just curious.

7 MR. GATTO: Yes. The process took us to
8 this point. The process of procurement, the
9 process of identifying the specific contract
10 that would put us in a better light from our
11 enhanced oversight.

12 MR. COHEN: Just the one term in there
13 that bothers me: "It took us." Does it take
14 everybody? I mean is everybody facing the same
15 truncated time period in which to make a
16 decision on it or are we just in the exception
17 where everybody else has it done three weeks
18 ago and we are getting now?

19 MR. GATTO: No, not at all. Actually, we
20 share -- unfortunately we share this
21 distinction with other hubs and other PPS's,
22 and again, when you are put on enhanced
23 oversight, there are other activities you have
24 to perform and you have to perform them
25 relatively quickly. So while it looks like

1 it's the last minute we actually identified
2 this --

3 MR. GATTO: I don't mean to interrupt you.
4 Just a month or two ago, okay, or within the
5 recent history, you came to us with thirty of
6 such contracts because none of them had been in
7 place, correct?

8 MR. GATTO: Those are provider contracts.

9 MR. ZYSMAN: Okay. But contracting has
10 been a problem for you.

11 MR. GATTO: Not at all. Those came up at
12 the actual time --

13 MR. ZYSMAN: At the last minute. At the
14 last minute.

15 MR. GATTO: No, they weren't the last
16 minute. They were exactly when we needed them.

17 MR. ZYSMAN: They were urgency. We had to
18 have them --

19 MR. GATTO: There's always an urgency of
20 contracting.

21 MR. ZYSMAN: Why don't you get things done
22 proactively and on time? That's really the
23 question. Why do you always wait to the last
24 minute?

25 MR. GATTO: Those contracts were

1 proactively done, analyzed, because you have to
2 understand, we're talking about attributed
3 lives. We have to pick and select the right --

4 MR. ZYSMAN: I can't disagree with you
5 more in my experience with you on that, but
6 that's fine. On this, was this RFP'd?

7 MR. GATTO: Yes. Yes, it was.

8 MR. ZYSMAN: Who was on the RFP selection
9 committee with you?

10 MR. GATTO: The project managers. The ---
11 DSRIP.

12 MR. ZYSMAN: Were these the lowest
13 respondents?

14 MR. GATTO: Yes, they were.

15 MR. ZYSMAN: How many people responded?

16 MR. GATTO: Twelve. We have twelve
17 respondent on our RFPs.

18 MR. ZYSMAN: Of all the other ten, all of
19 them were greater value than -- cost more money
20 than --

21 MR. GATTO: Yes, they were. Yes, they
22 were.

23 MR. ZYSMAN: By how much?

24 MR. GATTO: Well, if you're talking about
25 the PAM part of this, LIFQHC was the lowest at

1 approximately thirty-seven and change. All
2 there others were in the seventies and eighty
3 dollars.

4 MR. ZYSMAN: LIFQHC is an organization
5 that we're a co-operator of?

6 MR. GATTO: Yes.

7 MR. ZYSMAN: Do we issue contracts to
8 ourselves.

9 MR. GATTO: We have for provider services,
10 and they've also been identified by the state
11 as a community based organization.

12 MR. MIROTZNIK: The state's mandating to
13 do this, correct?

14 MR. GATTO: Yes, they are.

15 MR. MIROTZNIK: But I think the point that
16 Mr. Zysman is making, and he can speak for
17 himself, is that it's the eleventh hour, and if
18 we don't do it it's all our fault. The only
19 people that are here as volunteers are going to
20 be blamed for not getting done, not the people
21 that get paid to to this. Is that basically
22 correct?

23 MR. GATTO: Well, I mean you could look at
24 me and say how come it took so long, but at the
25 end of the day it took so long because we have

1 to make the right decisions about the right
2 contracts that would respond to our enhanced
3 oversight situation and at the same time
4 maximize the incentive in the return.

5 MR. MIROTZNIK: What would've have
6 happened if the meeting was cancelled tonight
7 because someone had a family emergency. We
8 would have carried this over to January, we
9 would have presented it and we would've lost
10 money.

11 MR. GATTO: The timing was unfortunate,
12 but this was the best we could do.

13 MR. MIROTZNIK: I'd like one of the
14 attorneys just to tell us whether this should
15 be voted on and its important.

16 MR. ZYSMAN: That's the problem. Nobody
17 knows anything about it because you waited to
18 the last minute, Mike.

19 MR. MIROTZNIK: I'm going to defend you on
20 that. If you didn't share it with anybody
21 else, then it's all on your shoulders. But if
22 you shared it with other people and they're not
23 up to speed, that's a different story.

24 MR. ZYSMAN: Who'd you share with it? Who
25 in this room did you share it with, Mr. Gatto,

1 in administration?

2 MR. GATTO: We've had a few --

3 MR. ZYSMAN: Who in the administration?

4 MR. MIROTZNIK: Names.

5 MR. ZYSMAN: We want to ask them if they
6 support and they want us to vote on it and the
7 reasons why. Who should I ask?

8 DR. POLITI: I'm familiar with it.
9 Mr. Zysman, and I've discussed it with Mike
10 Gatto at length. We had a meeting, a DSRIP
11 executive committee meeting this week. This
12 was discussed at that meeting. Mr. Gatto
13 presented to me that these numbers are very
14 important to us and it can bring money into us
15 and I suggested that we get to this committee
16 on time. I was not aware the LD-200 was not
17 complete. I'll look into that further as to
18 why that was not -- did not happen.

19 MR. ZYSMAN: It seems to be a consistent
20 pattern with Mr. Gatto. If you could work with
21 him on it, take that extra time it would be
22 appreciated.

23 DR. POLITI: I will. Certainly. I will.

24 MR. ZYSMAN: We got to learn from
25 mistakes. Learning moments. You recommend it?

1 Mr. McDonald, have you spoken to Mr. Gatto
2 about this?

3 MR. MCDONALD: I'm aware of it of the
4 contracts that are DSRIP-related.

5 MR. ZYSMAN: Do you support it?

6 MR. MCDONALD: I support it. This is
7 important.

8 MR. COHEN: When do the 200s have to done
9 by?

10 DR. POLITI: We'll have it done by this
11 Friday.

12 MR. COHEN: They have to be done by this
13 Friday.

14 DR. POLITI: End of business day Friday.

15 MR. COHEN: Mr. Gatto, is that possible?

16 MR. GATTO: Yes, sir.

17 MR. DELUCA: May I just make a comment?

18 MR. MIROTZNIK: Anything.

19 MR. DELUCA: You know, I understand these
20 are really complicated and I understand that
21 you need to choose the right variables to fit
22 into it. But, you know, the progress status on
23 this under enhanced oversight, and I think
24 you'll agree, Ms. Ryan, is really important.
25 So if they -- if we demonstrate that we're not

1 keeping up and that's going to show up and it's
2 going to be negative to us.

3 So what we're saying, I think, in a nice
4 way, is that if you need some assistance from
5 other people, I know it's really hard to get it
6 together at the last moment, because you don't
7 have some of the information until the last
8 moment, reach out to people. That's fair,
9 right?

10 MR. GATTO: Yes. Yes, it is.

11 MR, MIROTZNIK: Beth, whoever's goes to
12 present the motion.

13 MR. ZYSMAN: Well said, Mr. DeLuca. I
14 support everything you just said.

15 MR. DELUCA: Thank you.

16 MR. MIROTZNIK: I hate to put salt in the
17 wound but, Mike, seriously, if we're going to
18 get this passed by the Board and it's important
19 and you're the head of this, right, no one
20 prepared even a motion to do it.

21 MR. DELUCA: Reach out to people. It's
22 not fair to us.

23 MR. GATTO: I agree.

24 MS. FAUGHNAN: "The NHCC Board of
25 Directors authorizes the President to negotiate

1 and execute an agreement with the LIFQHC to
2 provide patient activation measures services
3 for a two-year term effective January 1, 2017
4 in a total amount not to exceed \$995,000 under
5 the condition that the LD-200 must be fully
6 approved by close of business Friday, December
7 23, 2016."

8 MR. MIROTZNIK: Motion? Favor.

9 MS. FAUGHNAN: LD-200 No. 3014 must be
10 fully approved.

11 MR. MIROTZNIK: Acknowledged. Same
12 motion? All in favor. Unanimous.

13 No. 2, Epic. LD-200-3064. Ms. Faughnan.

14 MS. FAUGHNAN: "The NHCC -- "

15 MR. ZYSMAN: What is Epic? What do they
16 do?

17 MR. GATTO: Epic is a community based
18 organization that provides crisis stabilization
19 services, crisis management team, mobile crisis
20 unit, and co-location of primary care medicine
21 for behavioral services. This is key to us
22 turning a metric and worth more than
23 \$15,000,000, and we determined the need for
24 this on an enhanced oversight and as a result
25 identified through RFP the appropriate

1 organization that is needed to fulfill these
2 metrics, and there we did get counsel from the
3 State of New York on the best route to go.

4 MR. MIROTZNIK: Thank you.

5 MR. ZYSMAN: These RFPs are two separate
6 RFPs? It sounds like they do very different
7 services?

8 MR. GATTO: Yes.

9 MR. ZYSMAN: Michael, are these two
10 separate RFPs? They sound like they do very
11 different services.

12 MR. GATTO: We have two separate RFPs
13 here.

14 MR. MIROTZNIK: It's going to be done by
15 Friday, both of them, Mike, correct?

16 MR. GATTO: That is correct.

17 MR. MIROTZNIK: The motion.

18 MS. FAUGHNAN: "The NHCC Board of
19 Directors authorizes the President to negotiate
20 and execute a contract with Epic, E-P-I-C, to
21 provide crisis stabilization and co-location
22 services for a two-year term effective January
23 1, 2017 in a total amount not to exceed
24 \$1,667,195 under the condition that the LD-200
25 No. 3064 must be fully approved by the close of

1 business Friday, December 23, 2016."

2 MR. MIROTZNIK: All in favor of the motion
3 as articulated? Mr. Cohen, second. Unanimous.
4 Thank you, Ms. Faughnan.

5 Public comments. Other business.
6 Mr. DeLuca, please you have the floor.

7 MR. DELUCA: Please, I know it's late.
8 Just indulge me for a moment. I have reason to
9 believe what I'm about to say is a problem
10 higher. If people in this room -- you're the
11 senior managers. You're the executives of this
12 hospital. If you needed to reach someone in
13 this room after 7:00, 8:00 at night, in the
14 middle of the night, in the middle of the
15 morning, do you think you'd be able to reach,
16 do you think you'd have the cell number or
17 whatever designated number that person wants
18 you to reach -- reach you at, do you think
19 you'd be able to reach that other person in the
20 room?

21 I'm not going to embarrass anyone. I've
22 had the experience here, and I've called key
23 people and I've said we need this particular
24 person to be aware of this item and they've
25 said I don't have their number. "How do we get

1 them? I don't know. We have a call chain."

2 Well, a call chain will not work in a
3 disaster. So if you have a blackout, you have
4 a blizzard, you have an Avianca air crash,
5 which we had in this hospital, you can't reach
6 the key people and it will take too long.

7 I strongly urge with the approval of our
8 CEO, strongly urge that you develop a contact
9 list that updated regularly so that the manager
10 can reach the other managers, because when a
11 disaster happens, it doesn't usually happen at
12 like ten after 2:00 in the afternoon on
13 Tuesday. It happens at an odd time, and let me
14 tell you, that will make the difference between
15 being successful and not being successful, and
16 there were some very key people, people had no
17 idea how to reach them. They gave me a number
18 of numbers, none of the numbers were good
19 anymore, they didn't work, and do we still use
20 that ridiculous telephone room, that telephone
21 service in Queens? Do we still use that?

22 DR. POLITI: Yes, we do.

23 MR. DELUCA: They had no idea who the
24 medical director is, who the CEO is. They have
25 no idea. It's unbelievable. That put you on

1 hold, please hold on, and they give you the
2 name of someone that's in charge of a
3 completely different area. This is a real
4 serious problem and it's something that will
5 really show to be a great assistance when we
6 need it, a great assistance. So I --

7 DR. POLITI: Mr. DeLuca, I'll have
8 Mr. Ferrandino compile that list tomorrow.
9 He'll get all the necessary administrative --

10 MR. DELUCA: It's so critical --

11 DR. POLITI: And have it spread amongst us
12 all and have it updated.

13 MR. DELUCA: It's so critical.

14 MR. MIROTZNIK: The call center, what are
15 we paying, John, for the luxury of having the
16 Queens call center?

17 MR. MAHER: 1.3 million a year.

18 MR. MIROTZNIK: That's it? Harold, take a
19 peek at that, please, for 2017.

20 MR. ZYSMAN: Let me piggyback on what
21 Mr. DeLuca said. First thing I want to say is,
22 Mr. DeLuca, this is not the first time you have
23 raised the issue of this people calling and not
24 knowing how to reach people. I'm happy that
25 Dr. Politi is going to take action on this.

1 No. 2, the Tunstall service, which is what
2 you're referring to, the call center, recently
3 it was addressed during pre-contracts with
4 Ms. Judy Eisele. We called because there's
5 many complaints by physicians and chairs in
6 this this hospital that they can't -- they
7 can't get appointments through the system for
8 their patients on an outpatient basis.

9 We called, we spoke to three levels of
10 managers over a half-hour period of time. They
11 told us there were no appointments available
12 for many, many weeks when Ms. Eisele was in the
13 room. She told us that appointments were
14 available that very day. The manager they
15 eventually escalated us to was a person that is
16 her point of contact there who she interacts
17 with there on it. I think it was a very
18 embarrassing situation.

19 But more importantly, it's a struggle that
20 we hear from physicians and chairs throughout
21 this hospital for many months that they can't
22 get appointments at our outpatient clinic,
23 because the folks who are answering the phones
24 are not in our outpatient clinic. They're in
25 Long Island City and they quite honestly don't

1 even know the names of the physicians working
2 in our outpatient clinic. It took three
3 supervisors in a half-hour for us to get that
4 information. No one wants to -- we called as a
5 potential patient. Not once did they take the
6 name or the phone number of us. They did not
7 know the public transportation to get to the
8 hospital from anywhere in the nearby area.
9 They didn't even know the buses, nothing, and
10 they never requested the phone number.

11 We could've hung up, they could've lost
12 it, and they encouraged us to go to competitive
13 centers in the area, including Urgent centers
14 nearby. They said that patients usually prefer
15 to go there. That's a service we're paying 1.3
16 million dollars for, and I made the
17 recommendation at that time -- this is about a
18 month ago that -- I don't know the exact date,
19 but approximately a month ago to Ms. Eisele
20 that she look into an alternative plan with
21 Mr. McDonald. I believe Mr. McDonald was away
22 during that time.

23 I just hope that they have some kind of
24 update for us, because it really is an urgent
25 need for our patients and patient care here.

1 If people can't get an appointment at the
2 clinic, okay, and they need the service, it's a
3 terrible, terrible thing.

4 The other issue is also we just built a
5 beautiful primary care clinic, beautiful.
6 People should be able to easily access care,
7 especially if we have appointment available the
8 same day, and we really need immediate
9 corrective action on this.

10 MR. DELUCA: I asked recently for the --
11 just for the exercise of it, I asked for the
12 CEO, who's the CEO of the hospital, and they
13 told me it was Dr. Scarmato.

14 DR. POLITI: We do have an update for you
15 on that, Mr. Zysman. If you want Mr. McDonald
16 to give you a quick update.

17 MS. REED: Yes, I would like to hear that.

18 MR. MCDONALD: Just to clarify, the cost
19 to NHCC for the services that Tunstall has
20 provided is about \$850,000 a year. We are
21 identifying staff here at the hospital that can
22 be assigned to take over that --

23 MR. ZYSMAN: Why is it in pre-contract was
24 Ms. Eisele looking for what -- the cheapest was
25 1.3 million, 500,000 greater than what the cost

1 is?

2 MR. MCDONALD: Because they also provide a
3 service for the LIFQHC. So that contract was
4 for the LIFQHC in the hospital.

5 MR. ZYSMAN: The hospital pays for that,
6 for the LIFQHC?

7 MR. MCDONALD: The hospital pays for it
8 and then charges the LIFQHC for the cost.

9 MR. MIROTZNIK: How do you figure that
10 out, John? Does that ever happen?

11 MR. MAHER: I have to go back and just
12 check.

13 MR. COHEN: I bet it doesn't happen.

14 MR. MIROTZNIK: It doesn't happen.
15 Listen, everyone wants to go home, so I get to
16 say the last few things of 2016. What
17 Mr. DeLuca said, he said it a few times before,
18 and his most recent experience was Saturday
19 morning, and I know he called half a dozen
20 people. I was probably No. 7, and when I saw
21 his phone number come up on my nightstand, I
22 grabbed the phone because I said there had to
23 be a problem early Saturday morning. Calling
24 me, I can't do anything to help him.

25 We're all professionals here. If this

1 call center sounds like we probably haven't
2 gotten one appointment from the call center for
3 one point -- eight hundred thousand or 1.3
4 million. It's --

5 MR. ZYSMAN: There was a chairman at that
6 meeting who I won't -- I'll leave unnamed, but
7 I will share with people privately so they can
8 follow up. But Ms. Eisele was here. She was
9 here and she heard what they said. What that
10 person, the chairman of the department, major
11 department at the institution said, is he gives
12 out his personal cell phone number to help get
13 appointment for people, because he has no
14 confidence in the scheduling system. It's an
15 urgent need.

16 MR. MIROTZNIK: Lastly, what Mr. DeLuca
17 said, Sister, you know there will be a crisis,
18 right?

19 MS. CHASE: Absolutely.

20 MR. MIROTZNIK: There will be an event,
21 whether it's two years from now or tomorrow
22 morning, whenever, and there will be an
23 embarrassment to all the professional people
24 and we're all professionals. So let's try to
25 make 2017 better than 2016. Sister, will you

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say a prayer for all of us?

MS. CHASE: I promise.

MR. MIROTZNIK: Motion to adjourn. All in
favor? Thank you.

(Time noted: 9:56 p.m.)

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CERTIFICATE

I, Ephraim Jacobson, a shorthand reporter and Notary Public within and for the State of New York do hereby certify:

That the statements hereinbefore set forth was duly sworn by me, and the foregoing transcript is a true and accurate record of the statements given to the best of my ability.

I further certify that I am not related to any of the parties to this action by blood or marriage, and that I am in no way interested in the outcome of this matter.


Ephraim Jacobson

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CERTIFICATION

I, MICHAEL MIROTZNIK, Chair of the Executive
Committee of the Board of Directors hereby approve
these minutes

MICHAEL MIROTZNIK

DATE

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