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To: Family Choice Health Network (FCHN) PCPs
From: Toan Q. Tran, President FCHN
Re: PCP Forum Meeting Minutes
Date: March 12, 2018

FCHN held a PCP forum on March 7, 2018. This business meeting included presentations by Dr. Toan Tran, President and Dr. Lowell Gordon, Medical Director. Dr. Tran recounted another successful year for FCHN. He made the following points:

- Merit-based incentives: The distribution formula is being increasingly weighted to include submission of encounter data, RAF scores, HEDIS results along with profitability, member growth and retention.
- Medi-Cal rates on the expansion (ObamaCare) population have been reduced by 50% from the initiation of the program, however, FCHN has not only continued to distribute merit-based incentives but has also held capitation rates steady. This is possible because FCHN consistently maintains low overhead and as demonstrated by a CalOptima audit, regularly allocates the least amount of money to administration.
- FCHN was recently awarded \$370,000 from CalOptima for improving its overall RAF score (finally, >1!!) and over \$700,000 for HEDIS, all of which was passed through to providers. Despite these good results, RAF improvement needs to continue and lists of members who have no HCCs or dropped HCCs were distributed to PCPs. Each calendar year, chronic conditions need to be re-listed in the medical record.
- Signing an exclusivity contract with FCHN increases capitation by \$5 pmpm for MediCal and \$10 pmpm for OneCare Connect (\$15 pmpm if panel size exceeds 100).

Dr. Gordon focused on ACO as FCHN was awarded a physician-led ACO contract with CMS beginning January 1, 2018. Activities to date include:

- Developing a leadership team led by Dr. Toan Tran and including Dr. Gordon, Jordan Hall, Barry Luong and Phuong Dinh.
- Contracting with two database companies to assist with managing the 24 months of patients' data sent to FCHN by CMS and notifications of ACO member hospitalization.
- Chronic case management (CCM) is a FFS benefit for Medicare ACO members. FCHN will perform CCM requirements, including identifying which members have 2 chronic conditions, for ACO PCPs who then bill code 99490 each month; FCHN will bill PCPs a \$17 fee after PCP receives \$43 from CMS each month.
- FCHN will also notify PCPs which members have not used their Annual Wellness Visit benefit; this comprehensive visit will both assist the ACO with meeting preventive measures and lead to the patient being "attributed" to the PCP; since ACO is FFS, there are no panels like with managed care but scorekeeping is done through "attribution" which tracks which MD gave the most E&M care.
- A separate ACO-focused training will be announced in the next several weeks

FCHN wants to thank the PCPs for their continued support, loyalty and for the excellent care provided to our Members and for making the year a great success!!