

Minutes of OCA Executive Board Meeting
June 15, 2023, via ZOOM
Agenda prepared by Dr. Todd Turnbull, DC, CCSP, CBIS/T, President

Board Members Present: Michael Arnot, D.C., Dan Beebe, D.C., Dean Clark, D.C., Les Feinberg, D.C., Michael Lell, D.C., Bob Richards, D.C., Amanda Tipton-Stiller, D.C., Todd Turnbull, D.C.

Board Members Not Present: Arah McLaughlin, D.C.

Others present: Jan Ferrante, Executive Director, Vern Saboe, D.C., Lobbyist.

- 1) **Call to Order:** Meeting called to order by Dr. Turnbull at 7:15 pm.
- 2) **Approve Agenda:** Motion by Dr. Beebe, seconded by Dr. Richards, motion carried.
- 3) **Approve Minutes:** Motion by Dr. Arnot, seconded by Dr. Beebe, motion carried.
- 4) **Presidential Address- Dr. Turnbull (welcome Dr. Dean Clark).**

Dr. Dean Clark was welcomed as a member of the BOD (replacing Dr. Dennis Cozzocrea who resigned). Dr. Clark currently practices in Portland, has been in practice 38-39 years, has been an OCA member for about 20-years. Dr. Clark previously served one term on the OBCE Peer Review Committee. He has been a member of four Olympic Medical Staffs. He specializes in sports injury, is Board Certified in Thermography which can be used to diagnose chronic pain, inflammation, and organ referred pain. This will be Dr. Clark's first term on the OCA BOD, and he hopes to provide strength and credibility to the association with his service.

5) ED Report – Jan Ferrante:

The OCA currently has two Webinars scheduled. A HIPAA webinar, scheduled for next week, currently has 16 registrants, for which the OCA has collected \$380.00. The Tax Strategies webinar scheduled for July 6th currently has 15 registrants for which the OCA has collected \$340.00. The OCA is sending out two Eblasts per week for each, so hopefully registration will continue to grow.

Jan need confirmation that the board has reviewed the IRS Form 990 (part of the OCA's 2022 tax return) so that she can confirm this with the accountant and submit that. Dr. Turnbull will put this out to the board on Mobilize so that each member can respond.

6) Legislative Report – Dr. Saboe:

All the bills sponsored by the OCA will be taken up next legislative session. During the interim, Dr. Saboe will continue to work behind the scenes to promote the OCA's legislative agenda.

Republicans who walked out of this current session 6-weeks ago have returned, and as a result HB 2395A, which will allow specified persons to distribute and administer short-acting opioid antagonist and distribute kits, and will expand the Chiropractic Practice Act, has been referred to Senate Rules Committee to accommodate amendments by Republicans, looks like it will be passed off the Senate floor and make it to the governor's desk for signing this session. This is a very positive bill for chiropractors in Oregon.

On the national level, our Medicare Modernization Act bill HB 1610 (which also expands chiropractic scope of practice and expands services for which we can be reimbursed) is now

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being sponsored in Oregon by Rep. Suzanne Bonamici, Rep. Earl Blumenauer, and that Reps. Val Hoyle and Andrea Salinas have indicated to Dr. Saboe that they too will sponsor this bill. Dr. Saboe continues to politic Lori Chavez-DeRemer who has indicated she will sponsor the bill and Dr. Saboe will attempt to get her in conference with Rep. Cliff Bentz to persuade him to also sponsor the bill. Dr. Saboe states he believes Senator Merkley will sign on, and that Dr. Dan Beeson is working with Senator Ron Wyden to garner his support.

Dr. Saboe sent an email, cc'd to Dr. Arah McLaughlin, current OCA board member, to the staffers who oversee governor Kotek's appointments to executive boards, to alert them to the ongoing issue the OCA has had with the OBCE ignoring and/or not responding to the OCA's recommendations for OBCE board appointment. Dr. Saboe will report with further developments.

Dr. Saboe indicated that the next short 35-day legislative session starts January 2024, but that this current session is not over for ten days, and there could still be activity. HB Bill 2002 (abortion/gender affirming) was amended by Republicans and will be voted on.

7) OBCE Liaison – Dr. McLaughlin, Dr. Saboe:

Continue to work on the issue of the OBCE ignoring OCA recommendations for appointment to the OBCE board. Apparently, the current E.D. of the OBCE favors appointing members from Peer Review (who are themselves appointed by the E.D.) rather than from a pool of qualified applicants. This has been determined to not be compliant with Oregon Rule, which states State Associations should make recommendations for appointment to the OBCE. As Dr. Dean Clark has previously served on OBCE Peer Review, AND will be recommended by the OCA, his re-application to the OBCE board should receive priority. If not, formal complaint to ethics committee may be necessary. Apparently, Dr. Clark applied to the OBCE approx. 2-years ago and received no reply. Dr. Beebe states he applied to the OBCE and was never acknowledged.

8) UWS Liaison – Dr. McLaughlin:

Not present.

10) Insurance Relations – Dr. Arnot:

Dr. Arnot treated about half of the OCA's Insurance Relations Committee to a dinner hosted by himself to discuss and educate the committee and younger doctors how insurance reimbursement works regarding dollar conversion factors [DCF] (the unit used to multiply by the relative value unit [RVU] of each procedure code to determine reimbursement). The agenda included plans to approach MODA again this year to increase the chiropractic DCF.

Last year, MODA decreased chiropractic DCF below the level of CMS (Medicaid). Dr. Arnot contacted MODA to inform them they simply could not go below CMS, and after a couple months of negotiation was able to get MODA to raise our DCF to 112% of CMS (which gave us approx. a 13.8% increase or "raise" in reimbursement per code).

This year CMS dropped DCF from \$34.6062 to \$33.06, which is approx. a \$1.56-\$1.60 decrease. So, Dr. Arnot is going to negotiate with MODA again this year and attempt to get

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them to increase our DCF to 120% of CMS (approx. an 8% increase) and would go into effect October 1st for in-network providers.

Dr. Arnot continues to follow-up with SecureCare regarding their ongoing contract negotiations with Regence.

11) CE/Convention – Dr. Tipton-Stiller:

Discussion held on the (2) upcoming OCA Webinars on HIPAA and Tax Strategies.

Dr. Stiller has a meeting tomorrow with Jim Dwyer from Bridge City Law to discuss a potential webinar and has been in contact with Gatti Law Firm for the same purposes on Worker's Compensation with one of their new attorneys.

Dr. Stiller is still in contact with Mark Gabriel regarding a Cultural Competency webinar and to have him possibly present at Convention 2024.

Dr. Stiller will be contacting individuals who directly volunteered to her at Convention 2023 to be speakers/presenters at Convention 2024.

Discussion on Fall Symposium, which apparently has not been scheduled. Jan indicates the OCA is sponsoring a vendor's booth at ChiroFEST (held in Vancouver, WA, Sept 15-16, 2023, at the Hilton). Discussion held on prior 1-day Whiplash/Auto Injury Symposium at the Sheridan Hotel with attorneys, medical and chiropractic providers, which got cancelled due to COVID and whether that could/should be re-organized and re-scheduled, and Jan indicated she would reach out to those speakers who were previously committed to see if we can reschedule that event.

12) Membership/Social-Media – Dr. Lell:

Dr. Lell states the OCA has recently received one new application for new membership per referral by Dr. Saboe, and two more new applications pending.

The OCA has received a few more followers on social media.

Dr. Lell ran a targeted ad campaign for the OCA upcoming Tax Strategies webinar toward those who follow our page and others like them (to educate non-OCA members regarding OCA activities/educational opportunities), which is FREE to Diamond/Platinum Members, and Dr. Lell will cross-post this event in local CME (?) and chiropractic groups.

Dr. Saboe indicates Dr. Ben Heath will be rejoining the OCA as a Diamond member, but that as he goes door to door to encourage doctors to join the OCA, many indicate that they are financially unable to do so (which he states gives him further resolve to advance our profession politically). Dr. Lell confirms that he has heard the same from doctors he graduated with.

Jan indicated that Dr. Paul Slater resigned from the OCA as he sold his practice and moved out of state, and Dr. Saboe will contact the new owners to encourage OCA membership.

Jan will follow-up with Leanne regarding OCA window decals for the membership.

13) Legislative Committee/ChiroPAC – Dr. Beebe:

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ChiroPAC has a balance of approx. \$1400.00. Dr. Beebe states he will schedule a meeting with the Legislative Committee via ZOOM to go over/approve Dr. Saboe's current legislative agenda, and once the agenda is finalized, will present that to the BOD for approval.

Dr. Saboe announced that Rep. Lori Chavez-DeRemer, who he feels is going to be very supportive of our profession, has a fund raising event at the end of the month [Thursday, June 29th at 6 p.m., Worthy Brewing – StarBar Mountain View Room 2nd Floor – 495 NE Bellevue – Bend, Or. Ticket Price: \$100 per person] and asked all board members to donate \$100 to her campaign. Dr. Beebe pledged \$200.00. Dr. Saboe requests checks be sent to him, and he will present them to Rep. Chavez-DeRemer in person at her event on behalf of the OCA.

9) Finance Committee – Dr. Richards:

Dr. Turnbull announced that the BOD will be move to Executive Session for discussion on this topic. Before doing so, Dr. Turnbull asked for general discussion on the topic. Jan provided a description of Leanne's current job duties, which Jan states are significantly different from hers, and include website management, uploading CE videos into CE-21, answering phones, returning messages, scanning for convention, and tech duties. Jan Ferrante and Vern Saboe left the meeting. The BOD moved into Executive Session.

Dr. Turnbull prefaced OCA membership has decreased by 25% or more due to COVID, doctors moving and/or retiring, and members resigning over personal, professional and/or philosophical issues. As a result, the OCA has not been profitable 3 of the past 4 years and has now depleted its savings. Dr. Turnbull asked if all BOD members had read the "Financial Analysis Report January – May 2023," prepared by the Financial Committee, all indicated they had, and Dr. Turnbull asked if anyone had any questions about its conclusions or recommendations.

Dr. Richards summarized findings of the Financial Committee including that the OCA ran a deficit of \$31,008.77 in 2022, has ran a deficit of \$12,369.27 from January to May 2023, and is on pace to run a total deficit of \$29,686.24 in 2023. To avoid that, a reduction in overhead of 15-18% is recommended. To achieve this, a reduction in spending of \$5,878.56 - \$6,155.51 per month is required.

Following discussion on recommendations by the Finance Committee, the BOD took the following actions to assure solvency of the OCA for the immediate future:

1. Dr. Beebe made a motion to eliminate the OCA storage, seconded by Dr. Arnot, motion carried. Anticipated reduction in overhead: **\$160.00/month.**
2. Dr. Beebe made a motion to eliminate the OCA offices. Discussion included logistics, finding a new/smaller office space, and putting this item on a "Phase Two" list for further research into logistics. Motion made by Dr. Lell to put eliminating current OCA office on Phase Two for further research, seconded by Dr. Stiller, motion carried. Dr. Clark illustrated the complications of moving the office and indicates he might have space in his new office for the OCA offices.
3. Dr. Beebe made a motion to reduce the E.D.'s salary \$1,000.00/month for the remainder of 2023, to possibly be amended to \$500.00/month in 2024, seconded by Dr. Lell, motion carried. Anticipated reduction in overhead: **\$1,000.00/month.**

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4. Dr. Beebe made a motion to reduce Lobbyist salary \$1,000.00/month for the remainder of 2023, to possibly be reduced to \$500.00/month in 2024, seconded by Dr. Richards, motion carried. Anticipated reduction in overhead: **\$1,000.00/month.**
5. Dr. Arnot made a motion to seek reductions in overhead by finding less expensive alternatives/providers in “Phase Two” for the following services, seconded by Dr. Beebe, motion carried.
 1. Shredding: By using Iron Mountain, anticipated reduction in overhead: \$2000.00/year, or **\$166.66/month.**
 2. Insurance: Seek bids to reduce worker’s comp and liability, reduction in overhead to be determined.
 3. Accounting/Payroll: seek bids to reduce current costs, reduction in overhead to be determined.
6. Discussion held that the Pac Office Automation equipment least is about to expire, which will result in an anticipated reduction in overhead of \$649.00/month. Jan eliminated janitorial services for the OCA offices at the end of March, which results in an anticipated reduction in overhead of \$240.00/month. Jan also eliminated the OCA’s Answering Service, which results in an anticipated reduction in overhead of \$125.00/month. Total anticipated future/current reduction in overhead of **\$1,014.00/month.**
7. Dr. Beebe made a motion to eliminate all bonus programs for all employees of the OCA including overtime, gifts, holiday hours, until further notice, seconded by Dr. Arnot, motion carried. Anticipated reduction in overhead: **\$520.00/month.**
8. Dr. Beebe made a motion to reduce Leanna Burke’s hours to halftime (20-hours a week), anticipated reduction in overhead: **\$1,800.00/month.** Discussion held on option to reduce Leanne by \$500.00/month. Discussion to reduce her to part-time to avoid layoff and she may be eligible for unemployment. Discussion to lay Leanne off come July. Motion made by Dr. Clark for the Finance Committee and Dr. Turnbull to meet with Jan and/or Leanne to discuss their preference/ideas regarding the current options for reducing Leanne’s monthly overhead expense. Options include reduction to half-time hours and apply for partial unemployment. Reducing wage by \$3.00/hour and continue working 40-hours/week. Being layoff entirely and go on unemployment. Jan going to halftime and Leanne staying fulltime, or some other options or combination of options, seconded by Dr. Arnot, motion carried.
9. Discussion held on the need for a “spending freeze” on all non-recurring expenses. Motion made for a spending freeze by Dr. Richards, seconded by Dr. Beeber, motion carried.
10. Discussion held on need for financial oversight going forward including monthly financial reports and quarterly reports to the BOD. Dr. Turnbull directed the Finance Committee to design/define a permanent Financial Committee (to be voted on later). Tasks for oversight discussed included requiring approval by the Financial Committee of expenditures of \$50.00 - \$100.00, and approval by the OCA President for expenditures over \$100.00 (final dollar amounts to be determined).
11. “Phase Two” items are those that will require additional research and investigation into logistics and potential savings. This investigation will be conducted by the ED, staff, Financial Committee, and board members as needed. These items will take greater time to implement and are not expected to provide a significant savings in

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2023, but should provide significant savings in 2024, which may help offset/reduce other reductions implemented above. Phase Two items (thus far) include:

- a. Eliminating/Relocating the OCA offices: Potential savings: **\$2,000.00 - \$3,000/month.**
 - b. Shredding: Dr. Arnot suggested getting a quote from Iron Mountain, anticipated reduction in overhead: \$2000.00/year, or **\$166.66/month**
 - c. Insurance: Seek bids to reduce worker's comp and liability, reduction in overhead to be determined.
 - d. Accounting/Payroll/Voting: Dr. Arnot believes his accountant maybe be able to provide all the services we need under one roof, and that the OCA should seek bids for to reduce current costs. Reduction in overhead to be determined.
12. Discussion held on how to make future OCA sponsored events more profitable, generate more membership, and raise more PAC funds.

Dr. Turnbull will meet/talk with the E.D. about these recommendations tomorrow and report back to Financial Committee. And, Dr. Arnot will reach out to his current accountant/bookkeeper, and the OCA's accountant/bookkeepers (James, Keep & Co./Erin), to determine if we can reduce our accounting/payroll expenses.

Motion to adjourn meeting at 10:03 p.m. by Dr. Richards, second by Dr. Stiller, motion carried.