

**NYSPA EXECUTIVE COMMITTEE MEETING
Conference Call
January 20, 2014**

8:00 P.M.

- 1. December 16, 2014 Minutes**
- 2. Financial Statement**
- 3. Potential Dues Increase**
- 4. PAC Financial Statements**
- 5. Albany Report**
- 6. Telehealth**
- 7. New United Healthcare Audits**
- 8. RxNT Endorsement Proposal**
- 9. OMH Veterans Primary Care-Mental Health Training Initiative**
- 10. Conference with Area 6**



New York State Psychiatric Association, Inc.

Area II Council of the American Psychiatric Association
400 Garden City Plaza, Garden City, New York 11530 • (516) 542-0077

MINUTES OF THE MEETING OF THE EXECUTIVE COMMITTEE December 16, 2014 Meeting by Conference Call

PRESENT:

SEETH VIVEK, M.D., President
JEFFREY BORENSTEIN, M.D., Vice-President
RAMASWAMY VISWANATHAN, M.D., Secretary
RUSSELL DENEVA, M.D., Treasurer
GLENN MARTIN, M.D., Past-President
DEBORAH CROSS, M.D., Chair, Committee on Public Affairs
BARRY PERLMAN, M.D., Chair, Committee on Legislation
RICHARD GALLO, Legislative Consultant
JAMIE PAPAPETROS, Legislative Staff
SETH P. STEIN, ESQ., Executive Director
RACHEL FERNBACH, ESQ., Associate Director
DONNA GAJDA, NYSPA Coordinator

Dr. Vivek called the meeting to order. The following issues were discussed:

1. Financial Report. The Committee reviewed a financial report for January through November, 2014. Mr. Stein reminded the Committee that the income includes the OMH grant money so that the 2014 results will yield a deficit and it is still unclear how much of a dues increase is needed for 2016 dues.
2. PAC Financial Report. The Committee reviewed the PAC financial for January through November, 2014.
3. Albany Report. Mr. Gallo reported on a number of items from the full legislative report that was distributed to the Committee. Mr. Gallo reported on the election results and stated that the legislature will return on January 7, 2015. Mr. Gallo reported that Assemblywoman Deborah Glick, currently the head of the Higher Education Committee, may be promoted to Chair the Environmental Conservation Committee. Mr. Gallo reported on the electronic prescribing mandate. Mr. Gallo reported that he participated in a phone conference with the hospital organizations, specialty societies and some large group practices and there will be a push by this coalition to postpone implementation of electronic prescribing for a year.

Dr. Perlman reported that there was a lot of interest at the Westchester Legislative Brunch in regard to Mr. Stein's suggestion of a Parity Cabinet. The Committee discussed a number of current parity issues that need to be addressed including incorrect payment of combo codes and requests for prior authorization for visits based on diagnosis codes. Dr. Martin reported that the

APA has developed a poster that outlines the federal parity law and suggested that NYSPA make a copy of this poster available on our website.

Mr. Gallo reported on prescriber prevails. Mr. Gallo stated that he is working with other groups that will lobby jointly to have language protecting prescriber prevails included in the Executive Budget.

4. Veterans Mental Health-Primary Care Training Initiative. Mr. Gallo reported that approximately 80 people attended the training that was held at Albany Medical Center. Mr. Stein reported that NYSPA will be providing a Train-the-Trainer webinar for members who are interested in presenting trainings around the state. Matthew Friedman, M.D. will provide the training for the potential presenters. Dr. Vivek suggested that we set a fee for speakers that provide trainings through the grant. Fee will be set at \$1,000, plus travel expenses, approved in advance.

Dr. Vivek reported that he has two groups interested in the training. The first group, Jamaica Hospital, would host a combined grand rounds for internal medicine, family medicine, ob-gyn, and psychiatry. Attendance is estimated at 200 and the program would have to be held on a Thursday at 12:30 pm. They have dates available in February and March. The cost of the program would consist of the speaker's fee and lunch. The second program would be the American Association of Physicians from India. That group usually has about 175 in attendance. The group generally meets in a restaurant in Garden City. Historically, the cost of the meeting is approximately \$7,000-\$8,000. The meeting is held once a month on a Wednesday evening. Mr. Gallo will consult with someone at OMH to see whether the cost of the meeting seems reasonable.

5. Endorsement of Electronic Prescribing Vendor. Mr. Stein reported that we have been approached by software vendors that are interested in an endorsement from NYSPA. We will request proposals from RxNT, MD Toolbox, and Dr. First for consideration by the Executive Committee.

6. Assembly Restructuring – The Committee discussed possible options for restructuring of the Assembly. Mr. Stein reported that Area 6 is interested in developing a joint position on this issue. Area 2 will try to schedule a conference call with Area 6 prior to the January AEC meeting.

There being no further business, the meeting was adjourned.

Financial Statement

	Restricted Jan-Dec, 2014	Unrestricted Jan-Dec, 2014	Jan-Dec, 2013	Jan-Dec, 2012
Opening Fund Balance	0	359,966.71	384,746.24	401,304.17
Income				
Dues				
Prior Years		-157.00	-87.50	1,228.25
Immediate Prior Year		7,253.57	12,907.27	12,769.45
Current Year		264,822.32	291,676.58	262,264.47
Following Year		114,252.00	75,318.25	110,772.48
Total Dues		386,170.89	379,814.60	387,034.65
Bulletin Income				11,535.00
APA Meeting Block Grant		31,000.00	31,000.00	31,000.00
APA Competitive Grant			10,000.00	
APA Expedited Grant		2,727.00		
ECP Meet & Greet Grant (PRMS)			2,100.00	1,000.00
APA Grant for Trainings			2,500.00	
CPT Training Income			4,000.00	17,750.00
DSM-5 Training Income			1,000.00	
I-STOP Training Income			2,500.00	
Council Meeting Grant (APA, Inc.)		8,325.00	3,720.00	
Council Meeting Grant (PRMS)			1,500.00	1,500.00
PRMS Sponsorship		20,000.00	20,000.00	
Vendor Fair/Advertising		6,600.00		
Advertising Income		400.00		
Miscellaneous/Webinar Income		5,484.08	200.00	
Interest		612.74	780.97	976.24
OMH Veterans Grant	165,000.00			
Total	165,000.00	461,319.71	459,115.57	450,795.89
Expenses				
Audit		2,500.00		
Awards		680.67	416.48	
Amicus Brief		5,000.00		
Bulletin				6,496.01
CME Expenses		373.75	373.75	
Committees				300.00
CPT Training Expenses			6,200.60	
DSM-5 Training Expenses			399.00	
Insurance		3,069.24	2,679.09	2,299.00
Officers/Delegates		1,565.12	534.51	1,532.24
MSSNY HOD Expenses		509.32	495.07	
Email Expenses		990.71	643.06	940.99
Exec Dir/Legal/Central Office		285,000.00	285,000.00	279,999.96
Legislative		141,653.04	141,653.04	140,250.00
Meeting Expenses		42,746.99	31,490.03	32,546.21
ECP Meet and Greet				1,257.20
RFM/ECP CME Program				400.00
RFM/ECP Advocacy Training		1,821.00		
RFM/ECP Dinner Meeting		446.47	2,973.00	
Journal Ads		3,000.00	3,000.00	
NYS Corp. Tax		250.00	250.00	250.00
RFM Scientific Paper Contest		848.93	889.76	871.31
Webinar Expenses		4,772.10	1,197.00	
Website		4,877.74	5,551.53	
Miscellaneous		813.17	115.00	210.90
OMH Veterans Grant Expenses	8,728.00			
Total Expenses	8,728.00	500,918.25	483,860.92	467,353.82
Surplus/Loss	156,272.00	-39,598.54	-24,745.35	-16,557.93
Closing Fund Balance	156,272.00	320,368.17	359,966.71	384,746.24
Checking Account		146,453.90	30,300.81	778.49
Investment Funds		330,186.27	329,665.90	383,967.75
Closing Balance		476,640.17	359,966.71	384,746.24

Dues Income	October	November	December	End of Year Total	January	February	March	Total through March
2010-2011	14,605	91,371	44,838	150,815	69,101	43,637	17,573	281,125
2011-2012	15,190	83,220	41,693	140,103	70,981	58,092	18,316	287,492
2012-2013	14,636	74,259	38,841	127,736	72,562	53,114	23,731	277,143
2013-2014	11,924	75,397	41,955	129,275	85,030	37,253	25,768	277,326
2014-2015	21,960	67,357	41,233	130,550	69,710			

NEW YORK STATE PSYCHIATRIC ASSOCIATION - 2015 BUDGET PROPOSAL

EXPENSES	2013 BUDGET	2013 ACTUAL	2014 BUDGET	2014 PROJECTED	2015 BUDGET PROPOSAL
Officers/Delegates	2,500	2,026	2,500	1,000	1,500
Government Relations	141,700	141,653	141,700	141,653	141,700
Public Affairs	0	0	0	0	0
All Committees	300	0	300	0	300
Exec. Dir./Legal/Central Office	285,000	285,000	285,000	285,000	285,000
NYSIPA Meetings	25,000	31,490	32,000	36,000	33,000
Insurance	2,350	2,679	2,700	3,017	3,100
MIT/ECP Meetings	1,000	2,973	3,200	2,267	2,500
Scientific Paper Contest	1,000	1,261	900	1,300	1,300
Webinars/Trainings	0	8,170	0	3,600	2,500
Website Maintenance	5,900	6,201	3,840	4,366	4,300
SUBTOTAL	464,750	481,453	472,140	478,203	475,200
Contingency/Non-recurring	1,000	626	1,000	1,000	1,000
TOTAL	465,750	482,079	473,140	479,203	476,200
INCOME					
Dues Collections	400,000	379,815	395,000	390,000	420,000
Interest	1,000	842	1,000	750	1,000
APA Assembly Meeting Grant	31,000	31,000	31,000	31,000	31,000
Training Income	1,000	7,500	3,000	4,500	3,000
Website/Grant Income	30,000	39,820	26,000	25,000	30,000
TOTAL	463,000	458,977	456,000	451,250	485,000
SURPLUS/LOSS	-2,750	-23,102	-17,140	-27,953	8,800
DUES / MEMBER	165		165		165



New York State Psychiatric Association, Inc.

Area II Council of the American Psychiatric Association
400 Garden City Plaza, Garden City, New York 11530 • (516) 542-0077

MEMORANDUM

DATE: October 25, 2014
TO: NYSPA Council, DB Presidents and Staff
FROM: Aaron Satloff, M.D., Chair Budget Committee
SUBJECT: Proposed NYSPA Year 2015 Budget

Attached is a proposed 2015 budget for your review. This budget will be on the agenda for the approval on Saturday, March 21, 2014.

KEY POINTS

The 2015 budget proposal projects approximately a 7% increase in revenue and a 0% increase in expenditures that yields a projected surplus of \$8,800, or a surplus of 1.8%.

Reviewing line items in the budget proposal:

EXPENSES

Officers/Delegates: This item reflects the cost of the Executive Committee meetings and the cost of transportation to attend Executive Committee meetings. NYSPA no longer reimburses the cost of attendance for the Area II Rep and Dep Rep at the Spring APA meeting.

Government Relations: The budget request from the Legislation Committee proposes that Mr. Gallo's retainer for 2015 remain flat. Mr. Gallo's expenses will be paid by the PAC.

All Committees: This allocation remains unchanged.

Exec Dir/Legal/Central Office: This line item remains unchanged from the 2013 budget.

NYSPA Meetings: While the budget includes the \$31,000 Assembly Block Grant meant to fund the meeting and travel expenses approved by the Council, we anticipate that costs will be approximately \$2,000 higher than the grant allowance owing to an increase of both meeting attendance and meetings costs.

Webinars/Trainings: We anticipate a cost of approximately \$2,500 to cover webinar costs.

Website: It is expected that it will cost approximately \$4,300 to maintain the website in 2015.

Contingency: Our contingency reserve remains unchanged.

INCOME

Dues Collection: Although there has been an increase in membership over the last 2 years, the increase in general members who pay full dues has been moderate and the increase in dues revenue has been slow. Therefore, a \$15 dues increase is being proposed for the 2016 dues year. Although the dues increase will be for 2016, a majority of the 2016 dues are received in 2015, therefore, we have budgeted a portion of the dues increase in 2015.

Interest: We have faced a precipitous drop in income due to a drop in interest rates. We project that interest income will remain flat in 2015.

APA Assembly Meeting Grant: This budget assumes that NYSPA will continue to receive a block grant of \$31,000 to support the cost of Area II Council meetings in New York.

Training Income: We anticipate that NYSPA will receive approximately \$3,000 in training income in 2015.

Website/Grant Income: This budget includes projected income from NYSPA website sponsorship, advertising and grants to support NYSPA activities in 2015.

Conclusion: The 2015 budget proposal yields an operating surplus of \$8,847.

2015		Current		\$15 Increase		\$30 Increase	
Distinguished Fellow	105	165	17,325	180	18,900	195	20,475
Fellow	353	165	58,245	180	63,540	195	68,835
General Member	1585	165	261,525	180	285,300	195	309,075
Distinguished Life Fellow 1-5 yrs	96	110	10,560	120	11,520	130	12,480
Life Fellow 1-5 yrs	85	110	9,350	120	10,200	130	11,050
Life Member 1-5 yrs	196	110	21,560	120	23,520	130	25,480
Distinguished Life Fellow 6-10 yrs	88	55	4,840	60	5,280	65	5,720
Life Fellow 6-10 yrs	33	55	1,815	60	1,980	65	2,145
Life Member 6-10 yrs	162	55	8,910	60	9,720	65	10,530
Distinguished Life Fellow 10+	376	0	0	0	0	0	0
Life Fellow 10+	29	0	0	0	0	0	0
Life Member 10+	378	0	0	0	0	0	0
Resident Fellow Member	766	15	11,490	15	11,490	15	11,490
			405,620		441,450		477,280

New York State Psychiatric Political Action Committee, Inc.
Financial Statement

	Jan-Dec, 2014	Jan-Dec, 2013	Jan-Dec, 2012
Opening Balance	3,921.71	3,618.87	2,424.78
Receipts			
Contributions First Solicitation	26,863.00	24,325.00	20,420.00
Contributions Second Solicitation	3,332.00	9,250.00	9,575.00
APA Contributions	3,733.00	2,390.00	2,720.00
Total Contributions	33,928.00	35,965.00	32,715.00
Disbursements			
Andrew Cuomo 2014	2,000.00	3,000.00	
Friends of Dean Skelos	1,000.00	1,000.00	1,000.00
Citizens for Hannon	1,500.00	1,250.00	1,000.00
NYS Senate Republican Campaign Committee	5,500.00	4,000.00	4,500.00
Friends of Silver	1,000.00	1,000.00	2,000.00
Democratic Assembly Campaign Committee	3,500.00	3,000.00	3,500.00
Friends of Senator Libous	2,250.00	2,250.00	2,500.00
Republican Assembly Campaign Committee	500.00		
Friends of Andrea Stewart-Cousins	500.00		
Jeff Klein for New York	500.00	500.00	
Friends of Toby Ann Stavisky	500.00		
Friends of Felix Ortiz	1,000.00	750.00	2,250.00
Citizens Committee to Re-Elect Ken LaValle	1,000.00	550.00	
Latimer for Senate	250.00	250.00	
Citizens for Larkin	500.00		
Friends of Patricia Fahy	200.00		
New Yorkers on the Ball	500.00		
Friends of Fuschillo			500.00
Committee to Re-Elect Assemblyman Morelle		500.00	500.00
David Carlucci for New York	2,000.00	1,750.00	
Friends of Seward	500.00		
Friends of Kevin Cahill	500.00		
Friends of David Weprin	250.00		
Committee to Elect McDonald to Senate			1,750.00
Friends of Dick Gottfried	1,000.00	600.00	600.00
Friends of Deborah Glick	500.00	500.00	
Friends of Cecilia Tkaczyk	500.00		
Committee to Elect Aileen Gunther	1,000.00		
Friends of Jim Brennan	250.00		
Zeldin for Senate		500.00	500.00
Friends of Marty Golden		350.00	
Total Donations	28,700.00	21,750.00	20,600.00
Bank/Credit Card Fees	1,361.67	1,465.88	1,067.80
PAC Solicitation Mailing		6,940.34	4,056.84
Legislative Expenses	5,714.53	5,505.94	5,796.27
Total Disbursements	35,776.20	35,662.16	31,520.91
Fund Balance	2,073.51	3,921.71	3,618.87
Total Number of Contributors	247	216	242



December 22, 2014

New York State Psychiatric Association, Inc.
400 Garden City Plaza, Ste 202
Garden City, NY 11530

Dear Donna Gajda;

We are honored New York State Psychiatric Association, Inc. (“NYSPA”) is considering promoting RxNT as either (1) a recommended provider of electronic prescribing services, (2) the provider it officially endorses for electronic prescribing, or (3) the provider it exclusively endorses for electronic prescribing, to its members. Based on our discussion with NYSPA, outlined below are endorsement options we developed. Please let us know which commitment works best for NYSPA.

In addition to the endorsement options, we have outlined the electronic prescribing services (in general), training and support your NYSPA members would enjoy when using our electronic prescribing service.

Endorsement Options

We are offering NYSPA the following endorsement options:

Option 1

In exchange for NYSPA promoting RxNT’s electronic prescribing service to its members, RxNT offers NYSPA members the following discounted pricing:

- Annual License Fee of \$550/Prescriber (retail is \$650/Prescriber)
- One-time EPCS eToken fee of \$50/Prescriber
- Annual EPCS security fee of \$25/Prescriber

Option 2

In exchange for NYSPA endorsing RxNT as its recommended electronic prescribing service to its members, RxNT agrees to enter into a value-added reseller (VAR) agreement with NYSPA under which NYSPA receives a 5% commission on each first-year License Fee paid by its members and offer each NYSPA member the following discounted pricing:

- Annual License Fee of \$500/Prescriber (retail is \$650/Prescriber)
- One-time EPCS eToken fee of \$50/Prescriber
- Annual EPCS security fee of \$25/Prescriber

Option 3

In exchange for NYSPA endorsing RxNT as the electronic prescribing services provider it officially and exclusively endorses to its members, RxNT agrees to enter into a VAR agreement with NYSPA under which NYSPA receives a 15% commission on each first-year and annual renewal License Fee paid by its members and offer each NYSPA member the following discounted pricing:

- Annual License Fee of \$500/Prescriber (retail is \$650/Prescriber)
- One-time EPCS eToken fee of \$50/Prescriber
- Annual EPCS security fee of \$25/Prescriber

Services Overview

In General:

RxNT offers a web-based EPCS (ePrescribing of controlled substances) Certified ePrescriber. Within the annual license fees outlined above, RxNT also offers an ONC Certified EHR at no additional cost, which could help members meet the Meaningful Use if desired.

Uni-directional Interface:

(Optional) No cost to develop a uni-directional interface to each Physician's proprietary system. The uni-directional interface would allow for the transmission of patient demographic information. RxNT would require the cooperation of the Physician and his/hers proprietary vendor(s) to complete and install the interface and is not directly or indirectly responsible for any third-party associated expense.

Product Training:

RxNT provides required training to all Prescribers. Each Prescriber shall complete a 50-minute product training session prior to a Prescriber's first log. For no additional cost, RxNT will provide prescribers and staff virtual training either via "train the trainer" sessions OR one-on-one training sessions. All training is provided by RxNT's Training Team and is scheduled in advance through your RxNT Sales Team direct contact. RxNT makes available "optional" onsite training at a rate of \$100 per hour for a minimum of 4 hours plus \$150 per diem plus travel expenses.

Product Support:


RxNT provides all prescribers/staff with standard support:

Phone Support	9 AM – 5 PM ET
Prescription Processing Support	9 AM – 9 PM ET
After-hours critical application support	24/7

In addition to providing the services, training and support outlined, RxNT will abide by the HIPAA guidelines for handling and transmitting electronic protected health information (EPHI) and to the terms and conditions of any HIPAA Business Associate Agreement between the parties.

If you have any questions or concerns, please do not hesitate to call me directly at 410.670.7178. We are looking forward to your response.

Sincerely and respectfully,



Maxfield R. Rodriguez
National Sales Director
RxNT
Ph. 1.800.943.4140 EXT. 7033

Donna Gajda
New York State Psychiatric Association, Inc.
Ph. 516.542.0077

_____ Signature

_____ Print Name

_____ Date