

Visioneering Wichita Health Care Alliance

September 20, 2007

Facilitated Table Discussion

Now that you've heard what's working in Kansas City and seen the concept paper for a proposed Business Coalition on Health for the Wichita area,

What questions or observations do you have?

- Are they separate from everyone else?
- Who started it – how do they get funding?
- What is the mixture of employers who are involved?
- Who's on the board?
- Long over due – need to have
- Getting everyone together – how?
- Would love to see it – employee 600 people
- High stress; low pay
- Want to improve quality & decrease cost
- Obesity
- Cost of insurance so need to lower unit cost and utilization
- Cost which would decrease uninsured
- Would like to see a list of the supporting members/contributors in the Mid-America Coalition
- How does the membership/support base differ now from what it was like when the Coalition was founded?
- Who typically makes the decisions to join/support? Is it the C-level or has it been lower?

Are you supportive of starting a business coalition for Wichita?

- Need to do something – like opportunity to sit down with everyone
- Mind set from senior management – need to change mind set – go past day-to-day
- Lack of communication – does affect bottom line – need to let them know
- Yes
- Yes
- Universally supported by our table

Where do you need additional information?

- Organizational structure – what would employees do?
- What do you need to do to market it?
- Yes – supportive (all)
- If do on our own large chunk of \$ need collaboration – do not reinvent the wheel
- Concern when bring group together will they change
- Via & Wesley looking at stand alone
- Need to get business leaders to shift focus
- Give us stats of Wichita
- Does it all really need to be here, i.e. technology (medical)
- Strong leadership structure someone that can make people change their minds
- Quality & Measuring – people held accountable – not demanding answers – not in drivers seat
- Employers are key
- KC Businesses who invested in coalition
- What would the fee be – based on # employees < \$25,000

- Piggyback on their efforts (collaborate)

Which elements of the Kansas City model are a good fit for Wichita? Which don't fit?

- Like that it's a 501-C3 – helps to receive funding
- Where do we get \$?
- Proprietary programs
- Mr. Bruning – non-profit, Fizer (pharm) use memberships & contribution
- Need employee base measure
- How do we appreciate small business – maybe work with the Chamber
- Electronic card is really nice – any way to cut down on admin cost
- Nurse initiative
- Depression
- Economic ways to solve problems
- Nurse practitioners need in area of psychiatry
- Can't sustain care level have with aging population
- Concern expressed that the health care community is too factionalized in Wichita to expect collaboration

Any suggestions for proceeding?

- Need one or two projects can succeed at
- Pull together groups working in same area, e.g. diabetes
- Look at assessments, education & follow-up.
- Need electronic medical record.
- Need to contain costs & focus on wellness
- How do we further engage business?
 - Business Roundtable of Senior leaders through Chamber
 - WIBA
 - Hispanic Chamber of Commerce
- Cost to business?
- Will business be willing to fund?
- Very difficult sell – leadership with open mind
- Who in KC invested (businesses)
- ROI information
- Show how affects bottom-line
- Clear time frame with objectives
- KHF – seed \$
- Let's go
- Family practitioner not coordinating care
- Move to wellness requires employee buy in – a fourth sector – consumers – is needed to make a Coalition successful (workplace, clinic, community, consumers).
- Chamber of Commerce must be an active and involved supporter