

**COLUMBUS COUNTY BOARD OF COMMISSIONERS
JOINT MEETING with MEDICAID ADVISORY COMMITTEE**

September 14, 2006

6:00 P.M.

The Honorable Columbus County Commissioners and the Columbus County Medicaid Advisory Committee met on the above stated date and at the above stated time in the Dempsey B. Herring Courthouse Annex, 112 West Smith Street, Whiteville, North Carolina, Commissioners Chambers, for the purpose of holding a Joint Meeting on Medicaid Reform.

COMMISSIONERS PRESENT:

Kipling Godwin, **Chairman**
Amon E. McKenzie
Bill Memory
Lynwood Norris

APPOINTEES PRESENT:

Jimmy Varner, **County Manager**
June B. Hall, **Clerk to Board**

COMMISSIONERS ABSENT:

David L. Dutton, Jr., **Vice Chairman**
James E. Prevatte
Sammie Jacobs

APPOINTEES ABSENT:

Steven W. Fowler, **County Attorney**
Leo Hunt, **Interim Finance Officer**

MEDICAID ADVISORY COMMITTEE MEMBERS PRESENT:

Robert Eugene Adams
Al Daniel
Henry Milligan
Larry Moore
Wynolla Peacock
Marva Scott
Kimberly Smith
John Youngerman

MEDICAID ADVISORY COMMITTEE MEMBER ABSENT:

Stephen M. Smith

OTHERS:

Michael Boyle, Sr. Account Executive, Salient Corporation
Jay Densberger, Manager of Implementation Services, Salient Corporation
Rosemary Long, Regional Director, Access Management for Lower Cape Fear
Lydia Newman, Executive Director, Access Management for Lower Cape Fear
Cyndi Hammond, Medicaid Supervisor
Anita Keefer
Val Southern
Martha Faulk

MEETING CALLED TO ORDER:

At 6:00 P.M., Chairman Godwin called the meeting to order, and stated the purpose of this Joint Meeting is to receive a presentation by Salient Corporation, a New York based company, on Medicaid Reform. Chairman Godwin requested that each person present give their name and affiliation, and each person did likewise.

MEDICAID REFORM PRESENTATION by SALIENT CORPORATION:

Michael Boyle and Jay Densberger made the following power-point presentation on Medicaid Reform to the Joint Meeting of the Columbus County Board of Commissioners and the Medicaid Advisory Committee, inclusive of multiple case scenarios.

1. Our company was founded in New York in 1986;
2. Our UXT Technology is a radical innovation;
3. We use three (3) powerful principles: speed, simplicity and precision;
4. UXT draws data from every available system and application and presents it in context within seconds;
5. We can select specific modules or integrate an entire agency;
6. The Salient/HHS Modules include Medicaid, Welfare to Work, Early Intervention and

- others;
7. The Medicaid Module tracks all of the facts about Medicaid so you understand exactly where every dollar is going as follows:
 - A. Medicaid Expense Investigation;
 - B. Cost Comparisons;
 - C. Contract Service Providers;
 - D. Suspected Abuse;
 - E. Prescription Levels; **and**
 - F. Generic Drugs;
 8. The Welfare to Work Module tracks employment referrals, enrollments, work hours, training, education, treatment, pre-sanction warnings, non-compliance, conciliations, sanctions and more, as follows:
 - A. Employment Agency Performance;
 - B. Sanctions;
 - C. Caseworker Participation Rates;
 - D. Participation Performance Metrics; **and**
 - E. A Holistic View of the Individual;
 9. The Early Intervention Module tracks all of the facts for every single child, provider, insurance company, and caseworker; and integrates the information with other programs such as Medicaid and welfare as follows:
 - A. Procedure Cost Analysis;
 - B. Evaluations and Services;
 - C. Spot Outliers by Speciality; **and**
 - D. Spending and Service Over Time.

After the slide presentation, Chairman Godwin opened the floor for questions from anyone. Multiple questions were asked relative to the following:

1. The benefit of the program to Columbus County;
2. What additional information does this program offer that is not already supplied to Columbus County by the State;
3. If you are provided with knowledge of cases of fraud, what could you do with it legally;
4. The expense of this program;
5. How much time and personnel would it take to operate this program efficiently; **and**
6. The State Statutes of North Carolina that would allow you to obtain and utilize this information to Columbus County's benefit.

After lengthy and in-depth discussion was conducted, it was the general consensus of all the members in attendance that an additional joint meeting was needed to clarify some issues on this matter.

ADJOURNMENT:

At 8:15 P.M., Chairman Godwin stated the next Joint Meeting of the Columbus County Board of Commissioners and the Medicaid Advisory Board would be held on October 19, 2006, at 6:00 P.M., at the same location as this meeting.

Commissioner Memory made a motion to adjourn, seconded by Commissioner McKenzie. The motion unanimously carried.

APPROVED:

JUNE B. HALL, Clerk to Board

KIPLING GODWIN, Chairman