JEWISH FAMILY SERVICE OF ATLANTIC COUNTY RHIO COMMITTEE
MEETING of 12/8/06

I. MEMBERS IN ATTENDANCE:

<table>
<thead>
<tr>
<th>Banner, Fred</th>
<th>Hollander, Mal</th>
<th>Witkowski, Lisa</th>
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<td>Cambron, Janice</td>
<td>Ingemi, Joseph</td>
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<td>Capasso, Claudia</td>
<td>Leitner, Lewis</td>
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<td>Cirelly, Dr. Francine</td>
<td>Ruben, Tom</td>
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<td>Dolan, Linda</td>
<td>Sharrott, Lawrence</td>
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<td>Grites, Dr. Tom</td>
<td>Wise, Fran</td>
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II. TOPIC: Dr. Alfieri
DISCUSSION:
Dr. Alfieri conducted a conference call with the group. He had started a Regional health Information Organization in Delaware which did not meet with success. He outlined the following four participants as being critical and felt there had to be strong commitments from at least some, for a regional health organization to succeed. Key elements include:

- PHYSICIANS
  Whom he reports weren’t interested and wouldn’t take the leap.

- HOSPITAL SYSTEMS
  Were primarily interested in maintaining a high patient census.

- INSURANCE COMPANIES
  Insurance companies have a strong interest in terms of saving costs but Dr. Alfieri also indicated that they tended to “pass through organizations” and were happy to charge high rates.

- EMPLOYERS
  He described factors which could be potentially motivating.

Other issues that arose during an hour long discussion included the following:

- In Atlantic County, Local 54 and the County might be potential targets.

- Specialists:
  Specialists have concerns about generic electronic health record products which do not meet the unique needs of each kind of practice area. Any effort has to be mindful of national electronic health record standards.

- Baton Rouge Regional Health Information Organization has incentivized the electronic health record product for physicians.

Dr. Alfieri indicated that he’d be willing to come up to speak to the group or participate to support us in any other way that we deem essential in the future.

III. TOPIC: OUTREACH TO LOCAL 54 IN ATLANTIC COUNTY
DISCUSSION:
The group discussed the county’s employment environment. Although the casinos would seem to be strong players, their focus is now a national one as most of them have turned into mega conglomerates. The group agreed that Local 54, which manages the insurance benefits for up to 50,000 casino employees and which has also expressed an interest in better managing health care for their members, would be a logical target. The group agreed that in the near future, outreach to Local 54 to ascertain their interest would be a logical next step. Local 54’s participation might also move physicians in this community to adopt electronic health records and participate in a RHIO.

Towards this end, Larry Sharrott agreed to contact Pat Koelling of AtlantiCare to help outreach to Local 54 representatives. Mal Hollander also has contact within the organization.

When it comes time to meet with Local 54, Mal, Ken Atlee, Fred Banner and Tom Ruben and whomever AtlantiCare designates, are identified as prospective members.

IV. TOPIC: ATLANTIC COUNTY
DISCUSSION:
Atlantic County which manages or has retained a manager for its health insurance products, may be another potential employer target for outreach efforts for the RHIO.

V. TOPIC: INCORPORATION
DISCUSSION
The Governance Committee will be meeting in the near future. In the meantime, there is a consensus among committee members that we should move towards forming a corporation (with a concomitant development of a Board and adoption of articles of incorporation). Incorporation now can take up to a couple of years. A preliminary and relatively modest investment now may open up options in the future. We do not want the lack of an incorporated status a year or two down the line, to slow RHIO development.

VI. TOPIC: WEB EX
DISCUSSION
The group was told that Lisa Witkowski had explored Web Ex as an option. There is no urgency at this point. However, she was impressed by the product and would like more members to be exposed to it. As Ken Atlee and Fred Banner championed the adoption of this measure, they and the Technical Subcommittee could do Web Ex review.

VII. TOPIC: PHYSICIAN RECRUITMENT/SUBCOMMITTEE REPORT
DISCUSSION
The Physician Recruitment group met last week and is scheduled to meet on December 13th. They drafted a Physician Recruitment brochure which the committee applauded. In addition, there is a recommendation that a sign in survey be built onto the RHIO website, which is promoted in the brochure. In that way, we can start to gather data about potential physician practice participants.
VIII.  TOPIC:   RHIO NAME
DISCUSSION
The group is still considering a variety of name options for the Atlantic County RHIO. The group recommended that we survey the web to find other potential names.

IX.  TOPIC:  LARRY SHARROTT’S APPOINTMENT/INTERFACE WITH STATE DEPARTMENT OF BANKING AND NEW JERSEY HOSPITAL ASSOCIATION EFFORTS
DISCUSSION
Larry Sharrott reported that he is the co-chair of the New Jersey hospital Association’s committee regarding RHIO implementation. He also indicated that Horizon is steadfastly behind this effort. The group agreed that Bill O’Byrne, Governor’s Corzine’s point person for this initiative, should be invited to our next meeting. The group also agreed that the participation of Horizon, the leading hospital providers and some of the other key represented entities, represents a solid foundation for this committee’s efforts.

X.  TOPIC:  PHYSICIAN RECRUITMENT
DISCUSSION
The group discussed many elements related to physician recruitment. This remains a continuing challenge.

As noted above, the next meeting of the RHIO will take place Friday, January 19th at 9 a.m. at Jewish Family Service’s office in Margate. Bill O’Byrne of the NJ Banking/Insurance Division, who is overseeing New Jersey’s RHIO efforts, will be a guest.

Respectfully submitted,

Thomas Ruben