

Members Business Meeting Minutes
Wednesday November 2, 2016 St Louis, MO

1	<p>Roll Call</p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="border-bottom: 1px solid black;"><u>Advanced Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Matt Hernandez</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Akron Veterinary Referral & ER Center</u></td><td style="border-bottom: 1px solid black; text-align: right;">Jim Vogt</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Animal Emergency & Ref Ctr of MN</u></td><td style="border-bottom: 1px solid black; text-align: right;">Karen Reynhout</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Canada West Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Marta Jackson</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Center of Veterinary Expertise</u></td><td style="border-bottom: 1px solid black; text-align: right;">Dani Russ</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Four Seasons Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Tara Britt</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Memphis Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Todd Tobias</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Pittsburgh Veterinary Specialty & ER Ctr</u></td><td style="border-bottom: 1px solid black; text-align: right;">Ken Spokane</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Seattle Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Art Arnaiz</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Southern Arizona Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Sue Frey</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Upstate Veterinary Specialties</u></td><td style="border-bottom: 1px solid black; text-align: right;">Aaron Wey</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Veterinary Specialists and Emergency Service</u></td><td style="border-bottom: 1px solid black; text-align: right;">Mike O'Brien</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Veterinary Specialty Center</u></td><td style="border-bottom: 1px solid black; text-align: right;">Sheila Haske</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>WestVet Veterinary Specialists</u></td><td style="border-bottom: 1px solid black; text-align: right;">Carrie Breaux</td></tr> <tr><td style="border-bottom: 1px solid black;"><u>Wisconsin Veterinary Referral Center</u></td><td style="border-bottom: 1px solid black; text-align: right;">Billie Fisher</td></tr> </table>	<u>Advanced Veterinary Specialists</u>	Matt Hernandez	<u>Akron Veterinary Referral & ER Center</u>	Jim Vogt	<u>Animal Emergency & Ref Ctr of MN</u>	Karen Reynhout	<u>Canada West Veterinary Specialists</u>	Marta Jackson	<u>Center of Veterinary Expertise</u>	Dani Russ	<u>Four Seasons Veterinary Specialists</u>	Tara Britt	<u>Memphis Veterinary Specialists</u>	Todd Tobias	<u>Pittsburgh Veterinary Specialty & ER Ctr</u>	Ken Spokane	<u>Seattle Veterinary Specialists</u>	Art Arnaiz	<u>Southern Arizona Veterinary Specialists</u>	Sue Frey	<u>Upstate Veterinary Specialties</u>	Aaron Wey	<u>Veterinary Specialists and Emergency Service</u>	Mike O'Brien	<u>Veterinary Specialty Center</u>	Sheila Haske	<u>WestVet Veterinary Specialists</u>	Carrie Breaux	<u>Wisconsin Veterinary Referral Center</u>	Billie Fisher
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2	<p>Officer Elections (Shaun)</p> <ol style="list-style-type: none"> 1. President Elect – Jayde Quigley; Treasurer – Ken Spokane; Secretary – Kari Severson <ul style="list-style-type: none"> o All unanimously approved – Welcome! 																														
3	<p>Treasurers Report (Todd)</p> <p>YTD P&L and Balance Sheet January 1 – September 30</p> <p>Revenue up by 25.7k Gross \$115.5k</p> <p>Net up by 19.2k Net \$32.4k</p> <p>Expenses up 6.4k (10k > program 4k<Mkt)</p> <p>Balance sheet – 118.8k YTD 9/30 vs 129.2k 2015</p> <p>Cash 90k vs 106k 2015</p> <p>A/R up 6.3k 29.1k vs 22.8k</p>																														

4	<p>Agenda Committee Report (Tony)</p> <ol style="list-style-type: none"> 1. Spring 2017 – Vancouver, BC May 16-19, 2017 2. Fall 2017 Conference dates & location <table border="1" data-bbox="326 352 1304 562"> <thead> <tr> <th>IVECCS</th> <th>Wild West</th> <th>ACVR</th> <th>ACVO</th> <th>VSPA FALL</th> <th>VCS</th> <th>ACVS</th> </tr> </thead> <tbody> <tr> <td>September 13-17, 2017</td> <td>October 11-15, 2017</td> <td>October 18-21, 2017</td> <td>October 11-14, 2017</td> <td>October 25-27, 2017</td> <td>October 26-28, 2017</td> <td>October 11-14, 2017</td> </tr> <tr> <td>Nashville</td> <td>Reno</td> <td>Phoenix</td> <td>Baltimore</td> <td>Chicago! VSC</td> <td>Portland</td> <td>Indy</td> </tr> </tbody> </table>	IVECCS	Wild West	ACVR	ACVO	VSPA FALL	VCS	ACVS	September 13-17, 2017	October 11-15, 2017	October 18-21, 2017	October 11-14, 2017	October 25-27, 2017	October 26-28, 2017	October 11-14, 2017	Nashville	Reno	Phoenix	Baltimore	Chicago! VSC	Portland	Indy
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5	<p>Publishing Committee Report (Todd)</p> <ol style="list-style-type: none"> 1. 2016 Article to be published this month in Patterson Insight <i>(post meeting note, article short on words – to expand article and resubmit for winter 2017)</i> 2. Select 2017 article from a 2016 VSPA conference presentation – Publishing Committee action 																					
6	<p>Operational Management Education (Art)</p> <ol style="list-style-type: none"> 1. H1 2016 Mini Management Statement <ol style="list-style-type: none"> a. 3 practices did not participate, (MVS, WVRC, SVS), it's not a required survey, discussion RE: value, used? Discontinue average invoice calculations. Continue rest of MMS 2x year. 2. Management Statement (full year) <ol style="list-style-type: none"> a. Feedback on new format – excellent, easier to use. Add age of practice and age of service to Operating Data page. Services with less than 6 practices previously not reported. Beginning 2016 year report separate CC & Dental into own services. b. Discussion on presentation by Peter Beahan – Operational Management Education committee provided more guidance this year. Presentation was improved from prior years. Presentation is still not fully useful to members. Decision to discontinue relationship with Peter & BeachFleischman after 2015 report is final. Historically VSPA avoided using a veterinary specific CPA due to concerns on data security. Pam to submit potential veterinary experienced CPA's for consideration. 																					
7	<p>ExpertVet Committee (Marta)</p> <ol style="list-style-type: none"> 1. H1 2016 report– excellent growth from H1 2015 2. EVet at a Glance report pending 3. Affiliated hospital listings – very slow growth, not yet charging for listing 4. Article submissions – NEW for 2017 – author credit! 5. 2017 Specialty Content Clinicians and Article Assignments (2 per year) <ul style="list-style-type: none"> Internal Medicine Steve Shadwick AERCMN, Andrea Wells AVS Surgery John Payne, PVSEC Emergency & Critical Care COVE (contact via Dani) Oncology WVRC (contact via Billie) 																					

	<p>Ophthalmology Ken Burgess, Rochester</p> <p>Cardiology Marco Margiocco, Canada West</p> <p>Dermatology Tina Brown, Memphis</p> <p>Dentistry Kristin Walker, WestVet</p> <p>Neurology Ed Mackillop, PVSEC</p> <p>Avian/Exotic David Hannon, Memphis</p> <p>Rehab VSC (contact via Evelyn)</p>
8	<p>Membership Committee (Tony)</p> <ol style="list-style-type: none"> 1. Registered for 2017 ACVIM booth – volunteers needed, its fun! (Todd, Dani) 2. IVECCS booth need volunteers here too! (Mike, Jayde, Kari) 3. Two practices out of compliance for attendance - (required annual attendance DVM and owner) 4. Guest invitations for spring meeting – will enlist your help
9	<p>Selecting 2017 Committee Members</p> <p>Designate New Committee Members for <i>calendar year - Jan-Dec 2017</i></p> <p><i>Please remember that it is important (required) to attend and participate – if the designated volunteer cannot attend on a regular basis it is their responsibility to find a substitute in their practice.</i></p> <p><u>Membership</u> (2) Board liaison, Immediate Past President/President Elect</p> <p>John Payne, Shaun McWilliams, Aaron Wey, Jayde Quigley (liaison)</p> <p><u>Agenda</u> (5) Board liaison, President</p> <p>Marta Jackson, Ken Spokane, Billie Fisher, Jen Rastle, Matt Hernandez, Tony Pardo (liaison)</p> <p><u>Nominating</u> (2) Board liaison, Vice President</p> <p>Todd Tobias, Kari Severson, Shaun McWilliams (liaison)</p> <p><u>Publishing</u> (2) Board liaison, Secretary</p> <p>Karen Reynhout, Kari Severson (liaison)</p> <p><u>Website/Webinar</u> (3) Board liaison, Officer At large</p> <p>Jennifer Nearhoof (Akron), Dani Russ, Heidi Brenegan (MN), Marta Jackson (liaison)</p> <p><u>Operational Management Education</u> (2) Board liaison, Treasurer</p> <p>Ann Selander, Karen Reynhout, Matt Hernandez, Ken Spokane (liaison)</p>

10	<p>ExpertVet Question Response Rotation</p> <p>Responsibility for responding to ExpertVet questions to be shared among practices in a rotating order. Questions to be forwarded to practice contact for distribution to the appropriate clinician for response. Responses returned to Pam to send to pet owner and post to ExpertVet.</p> <p>Our goal is to respond to the pet owner within 1-2 days</p> <ul style="list-style-type: none"> ○ November 2016 Four Seasons Veterinary Specialists ○ December 2016 Southern Arizona Veterinary Specialists ○ January 2017 WestVet ○ February 2017 Veterinary Specialty Center ○ March 2017 Veterinary Specialists & Emergency Service (formerly Rochester) ○ April 2017 Akron Veterinary Referral & Emergency Center ○ May 2017 Memphis Veterinary Specialists ○ June 2017 Advanced Veterinary Specialists ○ July 2017 Animal ER & Referral Center of MN ○ August 2017 Canada West Veterinary Specialists ○ September 2017 Pittsburgh Veterinary Specialty and ER Center ○ October 2017 Center of Veterinary Expertise ○ November 2017 Upstate Veterinary Specialties ○ December 2017 Wisconsin Veterinary Referral Center
11	<p>Exploration of a Purchasing Opportunity Discussion (Thursday 11/03/2016)</p> <p>VSPA Board approached by Veterinary Study Groups (VSG) owner of Veterinary Management Groups (VSG) regarding formal/informal involvement. Specific discussion regarding VSPA participating in VSG Purchasing Agreements. VSPA would need to provide rep for VSG Commercial Operations Contracts committee, VSPA member to participate w/developing specialty data collection process, co-branding VSG/VSPA required. Eventual requirement for VSPA to submit data. Primary care COGS savings 10-20%. Predicted VSPA COGS savings 3-5% due to VSPA members already receiving preferred pricing.</p> <p>Decision – VSPA members not inclined to submit data to VSG/VMG, hold for future evaluation</p>
12	<p>Ask The Board (time permitting)</p> <p>Open forum for members to ask the Board questions – no additional questions</p>
<p>Meeting Adjourned at 5:15pm pm 11/2/2016</p>	