I. CALL TO ORDER – Jerry McDowell, Ph.D., Chair, UNM Hospital Board of Trustees

II. ANNOUNCEMENTS (Informational)

III. ADOPTION OF AGENDA (Approval/Action)

IV. CONSENT APPROVAL/INFORMATIONAL ITEMS
   • Consent/Approval/Informational Items – Bonnie White
     ❖ Siemens Vision 600 PET-CT Scanner (Approval)
     ❖ Endoscopy Expansion (Approval)

V. PUBLIC INPUT (Informational)

VI. APPROVAL OF THE MINUTES
   • September 28, 2018 UNMH Board of Trustees Meeting Minutes – Jerry McDowell, Ph.D., Chair (Approval/Action)

VII. MISSION MOMENT – Kate Becker (Informational)

VIII. AUGUST ACTION ITEMS (Informational)
   • Conflict of Interest Management Plan to be signed by Board of Trustees and Ex-Officio Members
   • Certificate of Excellence Recognition to Dr. Howard Yonas from the Board of Trustees – will be coordinated with School of Medicine Recognition

IX. BOARD INITIATIVES
   • Chairman’s Report – Jerry McDowell, Ph.D., Chair (Informational)
   • Vote for Officers of the Board of Trustees; Chair, Co-Chair, Secretary – Jerry McDowell, Ph.D., Chair (Approval/Action)
   • Conflict of Interest Management Plan to be signed by Board and Ex-Officio Members (copies at seating locations) (Informational)

X. COMMITTEE REPORTS (Informational)
   • Quality and Safety Committee – Raymond Loretto, DVM
   • Finance, Audit & Compliance Committee – Terry Horn
   • Native American Services Committee – Erik Lujan
   • Community Engagement Committee – Christine Glidden

XI. OTHER BUSINESS
   • September Financials – Bonnie White (Informational)

XII. CLOSED SESSION: Vote to close the meeting and to proceed in Closed Session (Approval/Action – Roll Call Vote)
   a. Discussion of limited personnel matters pursuant to Section 10-15-1.H (2), NMSA pertaining to the appointment and reappointment of medical providers to the medical staff of UNM Hospital and expansion of medical staff privileges for certain UNM Hospital medical staff providers, including the discussion of matters deemed confidential under the New Mexico Review Organization Immunity Act, Sections 41-9-1E(7) and 41-9-5, NMSA as to the following:
<table>
<thead>
<tr>
<th>NAME</th>
<th>DEPARTMENT</th>
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</thead>
<tbody>
<tr>
<td>Permanent Appointments</td>
<td></td>
</tr>
<tr>
<td>Barbic, Martina, AA-C</td>
<td>Anesthesiology</td>
</tr>
<tr>
<td>Brown, Steffen, MD</td>
<td>Obstetrics &amp; Gynecology</td>
</tr>
<tr>
<td>Hanna, Wendy, MD</td>
<td>Emergency Medicine</td>
</tr>
<tr>
<td>Hurley, Timothy, MD</td>
<td>Obstetrics &amp; Gynecology</td>
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<tr>
<td>Kuruvilla, Ansu, CNP</td>
<td>Internal Medicine</td>
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<tr>
<td>Lyons, Britttnay, MD</td>
<td>Pediatrics</td>
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<tr>
<td>McCarthy, Fenton, MD</td>
<td>Surgery</td>
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<tr>
<td>Nogar, Carmella, PA-C</td>
<td>Family &amp; Community Medicine</td>
</tr>
<tr>
<td>Pridham, Michael, DC</td>
<td>Neurosurgery</td>
</tr>
<tr>
<td>Radosevich, Lauren, PA-C</td>
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<tr>
<td>Rakov, Neal, MD</td>
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</tr>
<tr>
<td>Velazquez-Campbell, Maria, MD</td>
<td>Pediatrics</td>
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<tr>
<td>Williams, Seth, CNP</td>
<td>Family &amp; Community Medicine</td>
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<thead>
<tr>
<th>NAME</th>
<th>DEPARTMENT</th>
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<tbody>
<tr>
<td>Reappointments</td>
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</tr>
<tr>
<td>Aragon, Frances, PhC</td>
<td>Internal Medicine</td>
</tr>
<tr>
<td>Barnes, Jesse, MD</td>
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<td>Benge, Caroline, CNP</td>
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<td>Bhat Ramachandra, Annapoorna, MD</td>
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<td>Brienza, Carmela, CNP</td>
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<tr>
<td>Brown-Glaberman, Ursa, MD</td>
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<td>Campbell, Karen T, MD</td>
<td>Pediatrics</td>
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<td>Campos, Jose, PA-C</td>
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<tr>
<td>Capitano, Carol, CNS</td>
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<td>Christenson, Robert, MD</td>
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<td>Cohen, Stephen U, MD</td>
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<td>Darlach, Lucia, PhD</td>
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<td>Davis, Amy, CNP</td>
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<td>Del Campo De Gonzalez, Sara, MD</td>
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<td>Fastle, Rebecca K, MD</td>
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<td>Ferreira, Giselle D, MD</td>
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<td>NAME</td>
<td>DEPARTMENT</td>
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<tr>
<td>Freeman, Victoria, PA-C</td>
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<td>Gellert, Theodore, PA-C</td>
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<td>Gonzales, David, V., MD</td>
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<td>Gopman, Sarah, MD</td>
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<td>James-Johnson, Shirlee, PA-C</td>
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<td>Nurnberg, H George, MD</td>
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<td>Olson, Garth, MD</td>
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<td>Ralls, Frank, MD</td>
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<td>Rimple, Diane, MD</td>
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<td>Roth, Paul, MD</td>
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<td>Sarangarm, Dusadee, MD</td>
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<td>Shen, Jason, MD</td>
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<td>Sokolowski, Sasha, PA-C</td>
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<td>Solan, Brian, MD</td>
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<td>Stetson, Victoria, CNM</td>
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<td>Torrez, Christopher, MD</td>
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<td>Watkins, Philip, MD</td>
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<td>NAME</td>
<td>DEPARTMENT</td>
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<tr>
<td>Expansion of Privileges and/or Change in Department</td>
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<tr>
<td>Acheson, Sheila, CNP</td>
<td>Orthopedics</td>
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<td>Chavez, LeAnn, MD</td>
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<td>Gordon, Erin, MD</td>
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<td>Mize, Terry, PA-C</td>
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<td>Richter, Dustin, MD</td>
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<td>Schenck, Robert, MD</td>
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<td>Tawil, Isaac, MD</td>
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<tr>
<td>Wesslowski, Karen, PA-C</td>
<td>Family &amp; Community Medicine</td>
</tr>
</tbody>
</table>

b. Discussion of matters involving strategic and long-range business plans or trade secrets of UNMH pursuant to Section 10-15-1.H (9), NMSA.

b. Vote to re-open the meeting (Approval/Action)

XIII. Certification that only those matters described in Agenda Item XII were discussed in Closed Session; consideration of, and final action on the specific limited personnel matters discussed in Closed Session. (Approval/Action)

XIV. Adjourn Meeting (Approval/Action)
Siemens Vision 600 PET-CT Scanner
Siemens Medical Solutions USA, Inc.

Ownership: Officers Information:
40 Liberty Boulevard Walter Stenborg, Product Sales Executive
Malvern, PA 19355 Lisa Parent, Account Executive

Source of Funds: UNM Hospital Capital Budget

Description: Request approval to purchase the Siemens Vision 600 PET-CT scanner, a hybrid imaging device with the latest PET technologies coupled with a high performance 64-slice clinical CT scanner. This procurement will replace the 12-year-old Biograph 14 PET-CT scanner located in the UNMH Main Hospital that is used primarily for inpatient and pediatric services. The new scanner has a larger opening and allows for shorter scan times with lower radiation doses. The included respiratory gating technologies allow for improved management of patient motion issues in the chest and abdomen. The updated CT technology will better serve the needs of the Radiology area with its faster scan times, less radiation dose, and better clinical image quality. With the added CT-Fluoro package, this scanner can also be used for interventional procedures, further increasing the flexibility of the equipment. All of the features described will allow the Radiology Area to achieve enhanced patient experiences and throughput.

Process: GPO purchase – Vizient Agreement #XR0353

Previous Contract: N/A – This is a new equipment and service purchase.

Contract Term: Service Agreement is for five years.

Termination Provision: Removal of Equipment from Coverage under 5 Year Agreement
The Customer may remove any Equipment from coverage under this Agreement after the first post-warranty year of the Agreement term by providing no less than thirty (30) days prior written notice to Siemens and by paying to Siemens as liquidated damages, and not as a penalty, a cancellation fee (representing a recovery of the discount that had been provided by Siemens for a multi-year agreement), which cancellation fee shall be a percentage (shown in the table below) of the Agreement fees paid/to be paid by the Customer to Siemens for such Equipment through the date of cancellation. The cancellation fee shall be paid at the time the Customer sends to Siemens its notice of removal.

<table>
<thead>
<tr>
<th>Effective Date of Cancellation</th>
<th>Cancellation Fee</th>
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<tbody>
<tr>
<td>During Year 2 of Post-Warranty Term</td>
<td>15%</td>
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<tr>
<td>During Year 3 of Post-Warranty Term</td>
<td>15%</td>
</tr>
<tr>
<td>During Year 4 of Post-Warranty Term</td>
<td>10%</td>
</tr>
<tr>
<td>During Year 5 of Post-Warranty Term</td>
<td>5%</td>
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Contract Amount: Equipment purchase is estimated at $2,701,100. Annual Service and maintenance estimated cost is $240,000. The decision and selection for this procurement was based on guidance and advisement from the Radiology Chair, Vice Chair, and Medical Director.

6/24
of Radiology, Vice Chair of Research and Chief Medical Physics, as well as the Chief of Nuclear Medicine.

Equipment pricing discounts are as follows:
List Price is $5,843,626
Vizient Pricing for UNMH is $3,619,427
UNMH Price is $2,701,100, UNMH is receiving a total discount approximately of 53% off list pricing.
Endoscopy Expansion
CAPITAL PROJECT APPROVAL
PROJECT NAME: UH MAIN Endoscopy Expansion
Date September 28, 2018

RECOMMENDED ACTION:
As required by Section 7.12 of the Board of Regents Policy Manual and the NM Commission on Higher Education, capital project approval is requested for the UH Main Endoscopy Expansion

PROJECT DESCRIPTION:

This project is to provide a new patient check-in area for the endoscopy unit as well as new staff work space. The project will be conducted in three separate phases in the central lobby area of the 2ACC and the existing endoscopy unit located in UNMH Second Floor South. In the first phase the existing snack bar in 2ACC will be demolished and the entrances to the existing restrooms re-routed to the west and east. Once the existing space in the 2ACC lobby area has been removed construction will begin to create new offices and a patient check-in area. Once all the work is complete in the 2ACC lobby area staff will move over and occupy the new space to proceed to the next phase. The second phase is in the endoscopy unit and includes eliminating the locker area to expand the clean utility storage. The existing check-in area will be enclosed to create a consultation room. The third phase will be to demolish the wall between the current break room and the adjacent office to create a new, larger ECHO room.

RATIONALE:

New patient check-in area will help eliminate confusion among patients about where to check-in. The larger area will allow the department to accommodate more patients checking in while protecting the HIPAA rights. It will also give staff more visibility to monitor patients and ensure they are being assisted. The new staff work areas eliminates some of the share workspace which reduces productivity. The expansion will also allow for a private patient consultation room where providers can consult with patients concerning their diagnosis. Moving the employee locker room off the unit will allow for a larger equipment room that will help eliminate storing equipment in the corridors.

PURCHASING PROCESS:

Competitive RFP Process

FUNDING:

Total project construction budget is estimated at $450,000 from the UNMH Hospital Capital Improvement Funds
<table>
<thead>
<tr>
<th><strong>Agenda Item</strong></th>
<th><strong>Subject/Discussion</strong></th>
<th><strong>Action/Responsible Person</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Voting Members Present</td>
<td>Dr. Jerry McDowell, Ms. Christine Glidden, Mr. Terry Horn, Mr. Joseph Alarid, Dr. Aimee Smidt, Mr. Erik Lujan, Ms. Debbie Johnson, and Dr. Raymond Loretto</td>
<td></td>
</tr>
<tr>
<td>Ex-Officio Members Present</td>
<td>Dr. Paul Roth, Dr. Michael Richards, and Mrs. Kate Becker</td>
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<tr>
<td>County Officials Present</td>
<td>Mr. Clay Campbell</td>
<td></td>
</tr>
<tr>
<td>I. Call to Order</td>
<td>A quorum being established, Dr. Jerry McDowell, Chair, called the meeting to order at 9:04 AM.</td>
<td>Mr. Joseph Alarid made a motion to adopt the agenda. Ms. Debbie Johnson seconded. Motion passed with no objections.</td>
</tr>
<tr>
<td>II. Announcements</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>III. Adoption of Agenda</td>
<td>Chair McDowell requested a motion to adopt the agenda.</td>
<td>Mr. Terry Horn made a motion to approve the August 31, 2018 UNMH Board of Trustees Meeting Minutes. Mr. Joseph Alarid seconded. Motion passed unanimously.</td>
</tr>
<tr>
<td>V. Public Input</td>
<td>No Public Input</td>
<td></td>
</tr>
<tr>
<td>VI. Approval of Minutes</td>
<td>Dr. Jerry McDowell, Chair, stated there is one change to the Chairman’s Report. The word “advisor” should be “membership” in reference to Regent Lee’s comment. Chair McDowell requested a motion to approve the minutes with the above correction.</td>
<td>Mr. Terry Horn made a motion to approve the August 31, 2018 UNMH Board of Trustees Meeting Minutes. Mr. Joseph Alarid seconded. Motion passed unanimously.</td>
</tr>
<tr>
<td>VI. Mission Moment</td>
<td>Mrs. Kate Becker read a thank you letter to UNM Hospitals from the father of a trauma patient.</td>
<td>Mrs. Kate Becker read a thank you letter to UNM Hospitals from the father of a trauma patient.</td>
</tr>
<tr>
<td>VII. Action Items</td>
<td></td>
<td>Approved Conflict of Interest Management Plan to be signed by Board of Trustees and Ex-Officio Members. Certificate of Excellence recognition from the Board of Trustees to Dr. Howard Yonas for his service.</td>
</tr>
<tr>
<td>VIII. Board Initiatives</td>
<td>Chairman’s Report: Dr. Jerry McDowell, Chair, reported that he was unable to attend the HSC Committee Meeting.</td>
<td>Mr. Terry Horn made a motion to approve the creation of an Audit/Compliance Committee separate from the Finance Committee. Mr. Joseph Alarid seconded. Motion passed unanimously. A meeting will be set up in October.</td>
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<td></td>
<td><strong>Audit/Compliance Committee:</strong> Chair McDowell reported a request for creation of an Audit/Compliance Committee Meeting separate from the Finance Committee, consisting of the Board of Trustees Chair and Co-Chair, and the Chairs of the Finance Committee and the Quality and Safety Committee.</td>
<td>Mr. Terry Horn made a motion to approve the creation of an Audit/Compliance Committee separate from the Finance Committee. Mr. Joseph Alarid seconded. Motion passed unanimously. A meeting will be set up in October.</td>
</tr>
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<td></td>
<td><strong>Board of Trustees Election of Officers Policy (Policy in BoardBook):</strong> Dr. Jerry McDowell expressed thanks to everyone for their feedback, and reviewed the policy. The terms of the policy were discussed.</td>
<td>Dr. Raymond Loretto made a motion to approve the Board of Trustees Election of Officers Policy. Mr. Terry Horn seconded. Motion passed unanimously.</td>
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<tr>
<td><strong>Agenda Item</strong></td>
<td><strong>Subject/Discussion</strong></td>
<td><strong>Action/Responsible Person</strong></td>
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<tr>
<td><strong>Conflict of Interest Management Plan</strong></td>
<td>Dr. Michael Chicarelli presented the revised Conflict of Interest Management Plan with the revision requested at the August Board of Trustees Meeting. The revisions were discussed.</td>
<td>Mr. Terry Horn made a motion to approve the Conflict of Interest Management Plan. Ms. Debbie Johnson seconded. Motion passed unanimously.</td>
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<td><strong>Mission Excellence</strong></td>
<td>Dr. Sara Frasch presented an update of Mission Excellence: LEADing to Excellence (report in BoardBook). Highlights of her report included:</td>
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<tr>
<td><strong>IX. Administrative Reports</strong></td>
<td><strong>Chancellor for Health Sciences Update</strong>: Dr. Paul Roth reported notification has been received that we were given accreditation for a new Fellowship – Complex Surgical Oncology Program. Dr. Roth announced that Dr. Howard Yonas has announced that he will be stepping down as Chair of the Department of Neurology. Dr. Christopher Taylor has been named the Interim Chair and a national search is underway. Dr. Jerry McDowell asked if there are any guidelines the Board Members should be aware of during the time of elections. Ms. Chamiza Pacheco de Alas advised that Board Members cannot endorse any particular political party in their capacity as Board members. <strong>HSC Committee Update</strong>: Dr. Michael Richards reported SRMC continues to show significant improvement in quality. Sandoval County Commission approved the addition of the Mill Levy Bond to the November 2018 election ballot. (report in the BoardBook) <strong>CEO Report</strong>: Mrs. Kate Becker reported through end of August inpatient days were slightly down. All Pueblos Council of Governors and Pueblos Annual Meeting was a successful event -- held on September 18th. (report in the BoardBook) <strong>UNM Board of Regents Report</strong>: Mrs. Kate Becker reported the Board of Regents approved consent items presented. <strong>CMO Report</strong>: (report in the Board Book)</td>
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<tr>
<td><strong>X. Committee Reports</strong></td>
<td><strong>Quality and Safety Committee</strong>: No meeting held in September -- no report <strong>Finance, Audit &amp; Compliance Committee</strong>: No meeting held in September -- no report <strong>Native American Services Committee</strong>: Mr. Joseph Alarid reported an update was given on the 100 bed issue and on the APCG Annual Meeting, which was well received and attended. The committee was unable to take any action due to lack of a quorum. <strong>Community Engagement Committee</strong>: No meeting held in September -- no report <strong>Executive Committee</strong>: No meeting held in September -- no report</td>
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<tr>
<td><strong>XI. Other Business</strong></td>
<td>August Financials reviewed by Ms. Bonnie White (dashboard in BoardBook)</td>
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<tr>
<td><strong>XII. Closed Session</strong></td>
<td>At 11:03 AM, Dr. Jerry McDowell, Chair, requested a motion to close the Open Session of the meeting and move into Closed Session.</td>
<td>Ms. Debbie Johnson made a motion to close the Open Session and move to the Closed Session. Mr. Terry</td>
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<td>Agenda Item</td>
<td>Subject/Discussion</td>
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<td><strong>XII. Certification</strong></td>
<td>Horn seconded the motion. Per Roll Call, the motion passed.</td>
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<td>After discussion and determination where appropriate, of limited personnel matters per Section 10-15-1.H (2); and discussion and determination, where appropriate of matters subject to the attorney-client privilege regarding pending or threatened litigation in which UNMH is or may become a participant, pursuant to Section 10-15-1.H (7); and discussion of matters involving strategic and long-range business plans or trade secrets of UNMH pursuant to Section 10-15-1.H (9), NMSA, the Board certified that no other items were discussed, nor were actions taken.</td>
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<tr>
<td>Vote to Re-Open Meeting</td>
<td>At 1:24 PM, Dr. Jerry McDowell, Chair, requested a roll call motion be made to close the Closed Session and return the meeting to the Open Session.</td>
<td>Dr. Raymond Loretto made a motion to close the Closed Session and return to the Open Session. Dr. Aimee Smidt seconded the motion. Per Roll Call, the motion passed.</td>
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</table>
|                                  | Dr. Jerry McDowell, Chair, requested the Board acknowledge receipt of the following as presented in the Closed Session to acknowledge, for the record, that those minutes were, in fact, presented to, reviewed, and accepted by the Board and for the Board to accept the recommendations of those Committees as set forth in the minutes of those committees meetings and to ratify the actions taken in Closed Session. | **Roll Call:** Dr. Jerry McDowell – Yes  
Dr. Raymond Loretto – Yes  
Mr. Terry Horn – Yes  
Dr. Aimee Smidt – Yes  
Mr. Joseph Alarid – Yes  
Mr. Nick Estes – Not Present  
Ms. Debbie Johnson – Not Present  
Ms. Christine Glidden – Not Present  
The Board of Trustees acknowledged receipt of the following:  
  - 08/15/18 Medical Executive Committee (MEC) Meeting Minutes  
  - August 15, 2018 Medical Executive Committee (MEC) Meeting Minutes |
<table>
<thead>
<tr>
<th>Agenda Item</th>
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<tbody>
<tr>
<td></td>
<td>Dr. Jerry McDowell, Chair, requested a motion be made to approve the Credentialing and the Clinical Privileges as presented in Closed Session:</td>
<td>Dr. Aimee Smidt made a motion to approve the Credentialing and Clinical Privileges as presented in the Closed Session. Dr. Raymond Loretto seconded. The motion passed unanimously.</td>
</tr>
<tr>
<td>Adjournment</td>
<td>The next scheduled Board of Trustees Meeting will take place on Friday, October 26, 2018 at 9:00 AM at the University of New Mexico Hospitals in the Barbara &amp; Bill Richardson Pavilion (BBRP) 1500. There being no further business, Dr. Jerry McDowell, Chair, requested a motion to adjourn the meeting.</td>
<td>Dr. Raymond Loretto made a motion to adjourn the meeting. Mr. Joseph Alarid seconded. The motion passed unanimously. The meeting was adjourned at 1:25 PM.</td>
</tr>
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Dr. Raymond Loretto, Secretary
UNM Hospitals Board of Trustees
mansfieldalex This past week has been a whirlwind, but I felt the need to take a minute and express my gratitude for this place, for these hallways. To say I appreciate the people we met at UNMH would be a gross understatement. The scope of the debt that I owe to these folks is only eclipsed by how little they seek in return. These are genuinely some of the finest human beings I've had the chance to meet — true stewards of compassion and kindness. As wonderful as it has been to have my father back to the comforts of his home, it speaks volumes that we all actually miss the hospital — well, the people, anyhow... If you are a nurse, if you know a nurse, if you want to be a nurse, you are forever a hero in my book. So to Melissa, Lacie, Kim, Lori, Misha, Marie, Anna, Ana, Christina, Jessica, Shelby, Carmen.

Esperanza, and the countless others I’ve probably forgotten (though only in name) from 3 East and 5 East, I am forever steeped in gratitude.

miguel_atkin Beautiful words man
grahampatrick74 And seeing a post like this makes it all worthwhile.
hollykow81 This is beautiful. UNMH is the best hospital I've ever been in. The nurses (and doctors) are absolutely phenomenal. I am sure that most hospitals and nurses are just as awesome. But I echo your sentiments, Alex. You said it better than I could ever have.❤️

74 likes
15 hours ago
Conflict of Interest Management Plan
CONFLICT OF INTEREST MANAGEMENT PLAN

Date: ______________________

<table>
<thead>
<tr>
<th>Trustee Member:</th>
<th>Financial Interest Relationship:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position/Role:</td>
<td>Oversight Manager: Board Chairperson</td>
</tr>
</tbody>
</table>

Trustee Member agrees to:

1. Disclose the financial interest and all material facts to the Board or the Board committee (s) as appropriate.
2. Adhere to the request to be recused from a Board or Board committee meeting during times of discussion that involves the Trustee member's conflict of interest. The Trustee member who has declared a conflict of interest may participate in the discussion of the matter or may be requested to be absent from the meeting at the time that the matter is being discussed and voted on. In either case, the member shall not vote on the matter. A member who has absented himself or herself from the meeting to comply with this policy and who rejoins the meeting following the discussion of the matter shall be included in determining whether a quorum exists at the time that the vote on such matter is taken.
3. Refrain from using his or her position on the Board for the purpose of obtaining undue advantage or personal advantage for the Trustee member or for any person or organization in or with which the Trustee member is interested or associated.
4. Refrain from decision making and voting when services, products and/or strategies are being selected for the organization(s) which gives rise to the conflict of interest.
5. Treat all data related to decisions or strategies in strict confidence.
6. Trustee member shall not profit materially from their affiliation with University of New Mexico Hospital, or favor the interests of others over the interests of University of New Mexico Hospital or bring their interests into conflict or competition with the interests of University of New Mexico Hospital.
7. Refrain from accepting gifts, services, discounts, entertainment or considerations of any kind, except as approved and disclosed. It is never permissible to accept a gift in cash or cash equivalent such as stocks or other forms of marketable securities of any amount.
8. Disclose to the Board Chair any and all changes that may affect this plan or the oversight of the plan.
Oversight Plan:

1. The Board Chair has been designated as the Oversight Manager for this Management Plan and will monitor compliance.

2. Oversight Manager will ensure that the Trustee member will not be put in the position of making a decision to purchase products, services or influence strategy related to his or her conflict of interest.

3. On an annual basis, Board Chair will review this Management Plan with the Trustee member to determine progress and what, if any, changes may need to be made to this plan.

4. The Board Chair shall report to the full Board of Trustees not less than one time each calendar year on compliance by the Trustee member with this Management Plan including any unresolved issues.

5. The Management Plan will terminate upon discussion and vote by the full Board, excluding the Trustee member.

________________________________________  ______________________
Name of Trustee Member                    Date

________________________________________  ______________________
Board Chair                                 Date

V1 7/30/18
September Financials
UNM Hospitals

FINANCIAL UPDATE

Through September 2018
### UNM Hospital
**YTD Stats Variance to Budget**
**September 2018**

#### Table: MTD Actual vs Budget

<table>
<thead>
<tr>
<th></th>
<th>MTD Actual</th>
<th>MTD Budget</th>
<th>MTD % Variance</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD % Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acute Discharges</td>
<td>1,804</td>
<td>1,939</td>
<td>(135) -4.3%</td>
<td>5,569</td>
<td>5,817</td>
<td>(248) -4.3%</td>
</tr>
<tr>
<td>Acute Patient Days</td>
<td>11,881</td>
<td>12,684</td>
<td>(803) -6.3%</td>
<td>36,630</td>
<td>38,053</td>
<td>(1,423) -3.7%</td>
</tr>
<tr>
<td>Surgeries</td>
<td>1,514</td>
<td>1,744</td>
<td>(230) -13.2%</td>
<td>5,012</td>
<td>5,232</td>
<td>(220) -4.2%</td>
</tr>
<tr>
<td>ER Visits</td>
<td>5,462</td>
<td>7,005</td>
<td>(1,543) -22.0%</td>
<td>18,063</td>
<td>21,015</td>
<td>(2,952) -14.0%</td>
</tr>
<tr>
<td>Primary Care Visits</td>
<td>13,556</td>
<td>14,942</td>
<td>(1,386) -9.3%</td>
<td>42,450</td>
<td>44,826</td>
<td>(2,376) -5.3%</td>
</tr>
<tr>
<td>Specialty Visits</td>
<td>28,768</td>
<td>31,133</td>
<td>(2,365) -7.6%</td>
<td>92,404</td>
<td>93,402</td>
<td>(998) -1.1%</td>
</tr>
</tbody>
</table>

#### Chart: YTD % Variance

- Acute Discharges: -4.3%
- Acute Patient Days: -3.7%
- Surgeries: -4.2%
- ER Visits: -14.0%
- Primary Care Visits: -5.3%
- Specialty Visits: -1.1%

## Notes
- MTD: Month to Date
- YTD: Year to Date
## UNM Hospitals Executive Summary
Through September 2018

<table>
<thead>
<tr>
<th>UNM Hospitals</th>
<th>Sep-18</th>
<th>YTD</th>
<th>YTD Budget</th>
<th>% Budget YTD</th>
<th>Prior YTD</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALOS</td>
<td>6.38</td>
<td>6.42</td>
<td>6.41</td>
<td>-0.18%</td>
<td>6.53</td>
<td>-1.55%</td>
</tr>
<tr>
<td>CMI Adjusted Patient Days</td>
<td>56,406</td>
<td>181,736</td>
<td>163,228</td>
<td>11.34%</td>
<td>171,469</td>
<td>5.99%</td>
</tr>
<tr>
<td>Net Core Patient Revenues</td>
<td>$ 65,559</td>
<td>$ 214,905</td>
<td>$ 215,902</td>
<td>-0.46%</td>
<td>$ 209,620</td>
<td>2.52%</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$ 86,239</td>
<td>$ 273,302</td>
<td>$ 269,227</td>
<td>-4.98%</td>
<td>$ 259,904</td>
<td>-5.15%</td>
</tr>
<tr>
<td>Net Operating Income</td>
<td>$(10,033)</td>
<td>$(27,639)</td>
<td>$(25,627)</td>
<td>-7.85%</td>
<td>$(24,729)</td>
<td>-11.77%</td>
</tr>
<tr>
<td>Net Income</td>
<td>$(1,068)</td>
<td>$(1,121)</td>
<td>$ 1</td>
<td></td>
<td>$ 163</td>
<td></td>
</tr>
<tr>
<td>Net Core Revenue/Adj Patient Day</td>
<td>$ 1,162</td>
<td>$ 1,183</td>
<td>$ 1,323</td>
<td>-10.60%</td>
<td>$ 1,222</td>
<td>-3.27%</td>
</tr>
<tr>
<td>Cost/CMI Adj Patient Day</td>
<td>$ 1,529</td>
<td>$ 1,504</td>
<td>$ 1,649</td>
<td>8.82%</td>
<td>$ 1,516</td>
<td>0.79%</td>
</tr>
<tr>
<td>FTEs</td>
<td>6,400</td>
<td>6,417</td>
<td>6,484</td>
<td>1.03%</td>
<td>6,208</td>
<td>-3.38%</td>
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</tbody>
</table>