



**CHAIR & CEO MESSAGE  
DR. LERLA G. JOSEPH**

As we approach 2021 and search for approaches to offset the devastation resulting from COVID-19 and more, I am reminded of the wisdom of C. S. Lewis "Getting over a painful experience is much like crossing monkey bars. You have to let go at some point in order to move forward." Also weighing heavily in my thinking are that a new beginning or fresh start is part of a journey and a successful journey requires a plan.

CVCHIP Governance and practices at the January 23 Board Meeting will "Kick Off" the development of a strategic plan that when finalized will create the path forward for years ahead. We will build on our accomplishments, respond to shortcomings, evaluate trends in primary and value based care as well as health disparities, health workforce needs, take into account factors in our internal and external landscapes and more.

Accountable Care Organizations as now constituted or models such as direct contracting that are emerging hold promise to continue sustaining the highest

**BI-MONTHLY  
HEALTH JOURNAL & GUIDE  
JANUARY 2021**

quality, accessible and affordable health care for seniors in urban and rural areas in Virginia and the nation. CVCHIP is in a high state of readiness to embrace this opportunity with its existing capacity and the anticipated growth in member practices and resources in the upcoming years.

As we move forward, we must believe that we can bring about a better tomorrow in the lives of our patients and the lives of all those who help us to reach this goal...our staff, colleagues, families and loved ones. **In closing, please accept my deepest appreciation for your support.**



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# A HEALTHY RELATIONSHIP...

## THE 2021 WISH LIST & STRATEGIC PLAN

1. Adopt a CVCHIP Strategic Plan
2. Expand and Diversify Practices and Locations
3. Improve Performance Outcomes of Practices
4. Heighten Shared Savings Level for Distribution
5. Increase Use of Communication Platforms to Educate Providers, Patients and the Public about Value-based care
6. Advocate for Higher Reimbursement for Primary Care \*
7. Help Reduce the Incidence and Prevalence of Chronic Diseases and Treat the Long Term Adverse Effects of COVID-19
8. Add Subject Matter Experts to Provide Technical Assistance to Practices
9. Sustain Practice Memberships without Fees
10. Become the Premier ACO in the CVCHIP Service Region

\* See press release from the Larry A. Green Center about “an Unprecedented Move of Seven National Primary Care Organizations to Launch Joint Vision to Rewire Primary Care Financing.” Dr. Rebecca A. Etz, Co-Director of the Center and a featured speaker for a 2020 CVCHIP Board Meeting is a driving force. Use this link for more details ([prnewswire.com/news-releases/in-an-unprecedented-move-seven-national-primary-care-organizations-launch-joint-vision-to-rewire-primary-care-financing-301197196.html](https://prnewswire.com/news-releases/in-an-unprecedented-move-seven-national-primary-care-organizations-launch-joint-vision-to-rewire-primary-care-financing-301197196.html))

## WORDS OF INSPIRATION: ON THE EDGE OF YOUR SEAT

SOURCE: Marilyn's Monday Morning Message...December 28, 2020 (Volume V, Issue 51)

We have all experienced on the *Edge of Your Seat* Syndrome. There were the times when I waited for feedback on a dissertation, the first client some 30 years ago, the arrival of my first grandchild, the announcement on becoming rector of a university, the outcome from a medical procedure and more. As the close of this calendar year that was full of tragedies and disappointments approaches, I become increasingly excited about how I can prepare and help out for a better tomorrow. The following two images capture my thinking of setting aside the happenings of 2020 and moving on to 2021. I hope that you are thinking similarly and are also ready to do so:



\*\*\*\*\*



THE PROCESS BEGINS TO CREATE THE CVCHIP **STRATEGIC PLAN**  
ON JANUARY 23, 2021 AT THE VIRTUAL QUARTERLY BOARD MEETING

[See more on next page](#)

## A FEW QUESTIONS TO THINK ABOUT IN ADVANCE



### RESPONSES TO THE FOLLOWING QUESTIONS COULD HELP SHAPE YOUR PERSPECTIVE ON A STRATEGIC PLAN FOR CVCHIP:

1. What value does being part of an ACO bring to your practice?
2. What were the three best accomplishments of CVCHIP for the past three years? What actions or strategies are needed to insure that this success repeats?
3. What are three areas of improvement that emerged during the past three years? What actions or strategies are needed to reverse this circumstance?
4. What are three actions that you can take to promote success of CVCHIP?
5. What support would be helpful from CVCHIP to help meet your vision of where you and your practice would be three years from now?

### A Recommended Resource to Review Prior to the January 2021 CVCHIP Quarterly Board Meeting

<https://www.accountablecarelc.org/leadershipteam>



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FACTS



# HELP TO INFORM THE STRATEGIC PLANNING INITIATIVE

PHASES	Phase 1 Awareness	Phase 2 Plan Process	Phase 3 Plan Development	Phase 4 Plan Review	Phase 5 Plan Execution	Phase 6 Monitoring
ACTIVITIES	<p>BOARD CHAIR/CEO Announcement</p> <p>Ignite Board Interest and Engagement</p> <p>Board Perspective on Strategic Planning and Outcomes</p> <p>Board Member Willingness to Serve on SPC</p> <p>Beneficiaries of Plan</p>	<p>Board Chair/CEO Appoints Strategic Planning Committee</p> <p>Plan Development Steps and Workplan Identified</p> <p>Process Approved and Shared by SPC Committee</p> <p>SPC Facilitator (s) SCOPE OF WORK Identified</p> <p>SPC Facilitator Selected</p>	<p>SWOT Analysis Conducted</p> <p>Vision and Mission Revisited Taking into Account Outcomes from SWOT</p> <p>BOARD Approves Vision and Mission</p> <p>SMART GOAL, Goals, Objectives and Strategies Developed by Facilitator</p>	<p>Board Reviews, Offer Comments on Draft Plan</p> <p>Draft Plan Executive Summary Sent to Sample of Beneficiaries for Comment</p> <p>Facilitator Takes into Account Account Comments from Review and Produces Next Draft of Plan</p> <p>Board Approves Strategic Plan</p>	<p>Facilitator Develops an Action Plan</p> <p>Board Approves Action Plan</p> <p>Facilitator Develops Process for Evaluating Progress Made in Plan Implementation</p> <p>Plan Implementation Published and Implementation Begins</p>	<p>Quarterly Reports Developed and Shared with the SPC and Board on Plan Implementation</p>
PRELIMINARY						
TIME LINE	January	February	March - April	May - June	July - August	September -

**JANUARY 2021**

**REMINDERS**



**CELEBRATIONS**

**Monthly Holidays**

Cervical Health Awareness  
Get A Balanced Life  
International Creativity  
National Glaucoma Awareness  
National Volunteer Blood Donor  
Shape Up US  
Thyroid Awareness

**Weekly Holidays**

New Year's Resolutions 1-8  
Lose Weight/Feel Great 3-9  
National CRNA (Certified RN  
Anesthetists) 24-30  
National Medical Group Practice  
25-30

**Daily Holidays**

New Years: 1  
Martin Luther King: 18  
Inauguration: 20  
National Day of Service: 20

**JOIN THE BI-WEEKLY CHAT  
VIA ZOOM**  
Beginning Wednesday,  
January 13 and 27 at 7:30 AM  
and Every Two Weeks thereafter  
**CHECK THE WEBSITE  
FOR MORE DETAILS**



**LET'S WELCOME**



**And Practice the 3-Ws**  
Wash Your Hands  
Watch Your Distance  
Wear Your Masks

**TAKE THE TIME TO ACT ON  
THE FOLLOWING:**

- **USE**  
CVCHIP QUICK REFERENCE  
GUIDE (Available by 1/8/21)
- **CONNECT REGULARLY WITH**  
CVCHIP QUALITY ASSURANCE  
OFFICER – Shakara Elam
- **SHARE**  
Success Stories and Best  
Practices
- **RECOMMEND**  
Board Members, Partners and  
Practices for CVCHIP
- **VISIT FREQUENTLY**  
CVCHIP'S WEBSITE

**CELEBRATE OFTEN**



# WORTH REPEATING...THE SUCCESS STORY



A POD OF EMERGENT ACO  
cvchip.org

## AT A GLANCE

AN ACO WITH PRACTICES THAT JOIN WITHOUT ANY FEES AND MAINTAIN THEIR AUTONOMY

8 YEAR HISTORY UNDER THE LEADERSHIP OF THE FOUNDER, DR. LERLA JOSEPH

3 VIRGINIA REGIONS COVERED BY ACO PRACTICES: RICHMOND, HAMPTON ROADS AND FREDERICKSBURG

2020: 21% Increase # PRACTICES WITH MEMBERSHIP IN ACO

5000 PLUS COVERED MEDICARE LIVES

PERFORMANCE BASED ON ATTRIBUTIONS, QUALITY CARE, ENGAGEMENT AND COSTS

\$7.5 MILLION MEDICARE SHARED SAVINGS FOR THE PAST FOUR YEARS

\$2 MILLION SHARED SAVINGS DISTRIBUTED TO PRACTICES FROM 2017-2020

\$1,000 to \$ 60,000 SHARED SAVINGS RANGE AWARDED TO QUALIFYING PRACTICES IN 2020

Source

## ACCOMPLISHMENT HIGHLIGHTS IN 2020...

Aligned CVCHIP with Emergent ACO as a POD

Created the CVCHIP BI-WEEKLY CHAT as a vehicle to promote collaboration and information exchange to support members

Revamped CVCHIP website (cvchip.org)

Used Subject Matter Experts as resources to promote practice performance, outcomes and cost savings

Reinforced Importance of Primary Care and the role of the members in providing high quality, accessible and affordable care to the Medicare Population

Engaged frequently CVCHIP Governance through meetings

Published the CVCHIP BI-MONTHLY JOURNAL AND GUIDE

Invited Medical Specialists, Business Leaders and Public Officials to discuss Trends in Health Care and Impact of COVID-19 on health status, workers, the economy etc. Among the invited guests are Dr. Elizabeth Etz, Dr. Danny Avula, Congressman Robert C. Scott, Dr. Diego Martinez, Dr. Les Edinboro, Keisha Smith, MPA, Justin Mason, Dr. Stephen Richard. Dr. Thelma Watson

## ACCOMPLISHMENTS cont'd

### MEDICARE SHARED SAVINGS HISTORY

PERFORMANCE YEAR	DISTRIBUTION YEAR	TOTAL RECEIVED BY CVCHIP ACO FROM CMS	TOTAL DISTRIBUTIONS TO CVCHIP ACO PARTICIPANTS	PERCENTAGE OF FUNDS DISTRIBUTED TO PARTICIPANTS
2016	2017	\$1,734,251.00	\$239,648.00	13.8 %
2017	2018	\$1,456,808.00	\$386,896.74	26.5 %
2018	2019	\$2,477,240.97	\$749,632.45	30.0 %
2019*	2020	\$1,843,196.00	\$624,367.78	33.9 %

### QUALITY SCORE PER PERFORMANCE YEAR

2016	100.00 %
2017	83.44 %
2018	92.60 %
2019	92.17 %

\*FOR SIX MONTHS ONLY

## SHARED SAVINGS DISTRIBUTED

**MISSION ACCOMPLISHED**







# PRACTICES AND BOARD MEMBERS

Practice Name	Contact Name
Adult And Pediatric Medical Associates, PC	Vernis Beverly, MD
Cardiac Connections Home Health Care	Zanaib Dumbya, RN
Central Virginia Family Medicine, P.C.	Mitzi j. Sampson, MD
Charles City Medical Group Inc	Lerla G. Joseph, MD
Divine Health Care LLC	Lind W. Chinnery, MD
Dr Al Family and Urgent Care	Liqaa S Al-Khozaie, MD
East Coast Physicians PC	Hasan Farkhani, MD
Family Medical Center PC	James Cook, MD
Family Medicine Health Care PLLC	Samir Abdelshaheed, MD
Fort Norfolk Plaza Medical Associates, LLC	Keith Newby, M.D.
Horace Jackson, M.D.	Horace Jackson, MD
Jerome Smith, M.D.	Jerome Smith, MD
House Calls MD	John Gehman, MD
Lei S. Charlton MD PC	Lei S. Charlton, MD
Leon J. Brown, Jr., M.D., P.C.	Leon J. Brown, Jr, MD
Lifestyle And Wellness Center LLC	Tanis Akers-White, MD
Lindley Smith	Lindley T. Smith. MD
MD Wellness And Health Center	Makini Ainsworth, MD
Old Hampton Family Medical Associates PC	Leo C. Bowers, MD
Peoples Pharmacy LLC	Anna Peoples, Pharm D
Primary Care Specialists, Inc.	James Newby, II, MD
Professional Health Care, Inc.	John K. Min, MD

\* Jerome Smith , MD is practicing with Professional Health Care

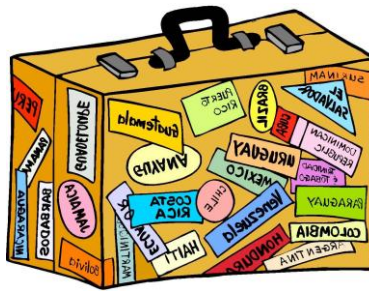
## BOARD MEMBERS

- Graissee Abdelshaheed, RN
- Leon J. Brown, Jr, MD
- Lei S. Charlton, MD
- Melessia Hill, PM
- Lerla G. Joseph, MD
- James Newby, II, MD
- Michael Perriccio, BS
- Mitzi J. Sampson, MD
- Jerome Smith, MD
- Lindley Smith, MD
- Thelma B. Watson, Ph.D.
- Edward G. West, MBA

WE ARE CONTINUING TO TRAVEL TO THE NEXT LEVEL...  
VISIT FREQUENTLY OUR WEBSITE AT [cvchip.org](http://cvchip.org) TO



**STAY ON TRACK WITH US!**



**NORTH CAROLINA**

**TENNESSEE**

**NEBRASKA**

**VIRGINIA**

SEND NEWSLETTER TOPIC SUGGESTIONS TO

**Dr. Lerla Joseph**

[Lerla.joseph@cvchip.net](mailto:Lerla.joseph@cvchip.net)

THANK YOU EVERYONE FOR  
YOUR CONTINUING SUPPORT

&

**2021** PROMISES TO BE ANOTHER  
GREAT YEAR EVEN WITH THE DEVASTATION FROM COVID-19,  
INCLEMENT WEATHER AND SOCIAL AND RACIAL JUSTICE ISSUES

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