OHA is looking forward to celebrating 100 years in 2019.

Thank you to our 100th Anniversary Sponsors!

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If you are interested in becoming a sponsor, go to www.okoha.com/100.

We’ll be celebrating all year! Save the date for these special events:

- Jan. 24 – Kick-Off Board Luncheon, past and present board members.
- May 21 – “Back in Time” event at the Oklahoma History Center.
- July 18 – Family Celebration at the OHA Leaders Forum.
- Nov. 13 – 100th Anniversary Gala, National Cowboy & Western Heritage Museum.

Watch for more details!
his year’s convention theme, “The Power of Passion and Perseverance” is a great descriptor of the past year for the members and staff of the Oklahoma Hospital Association. In retrospect, what a year it has been! Two special sessions that ultimately were running concurrently with a regular session, along with an ongoing state budget deficit, provided for an incredibly complex legislative mine field for lobby efforts. Ultimately, a series of tax increases generated $507.6 million in new tax revenues to avert significant cuts to health care and education. Of particular note, a $1 cigarette tax increase was part of the revenue measure.

While some may say that the hospitals have not fared as well as hoped, it is very important to understand that the cigarette tax concept was kept alive through many years of persistence by OHA. Our industry understands, on a daily basis, the harmful effect smoking has on our population. We remain passionate that raising the price of tobacco will prevent young people from taking up the addictive habit.

The OHA has also been persistent in beating back numerous onerous bills harmful to hospitals, such as moving Medicaid into privatized, commercial managed care plans; and moving certain health agencies to direct governor appointment and making the respective boards advisory only – thus reinforcing only one point of view, not a diversity of opinions.

Speaking of perseverance, the launch of OHA Data Solutions is a result of numerous multi-year discussions and will provide timely hospital market data. It has tremendous potential for our members and OHA is committed to fund this for the first year free to all members. Information is power, and instead of waiting to see hospital demographic information that is two years old, hospitals will be equipped to make timely market decisions.

In addition, the OHA’s team of professionals has true passion in providing timely information and assistance in cost-efficient education, quality, and rural health for OHA members. Further, the OHA team demonstrated perseverance in a multi-month national search that was conducted for a new president due to the retirement of Craig Jones.

This annual report demonstrates the many services OHA provides to members. It also marks the 99th year since the creation of the OHA. We are truly looking forward to our 100th year and our vision for the future. Our board is committed to greater member engagement. OHA members must move past a passive membership to one of aggressive involvement. OHA membership value is truly multiplied past mere financial participation when members are engaged.

E pluribus unum (out of many, one) is a term that fits the strategy and strength of the OHA. When we speak as an industry, there is strength. When we do not, we struggle. This collective strength will be necessary to face the many challenges such as adequate payment for our services while providing patients with the best quality care possible. We are “all in” to make this happen. We look forward to working with you on a heightened level to make our collective voices and needs heard for the communities and patients we serve.
Corey Lively, CEO, Great Plains Regional Medical Center, Elk City, discusses issues with Rep. Todd Russ at OHA Advocacy Day.

For a complete overview of the 2018 legislative session, go to www.okoha.com/2018LegReport.
at the State Capitol

Bryce Ward, Montana economist, presents at the State Chamber Health Summit along with OHA staff on the economic benefits of Medicaid expansion.

Jay Johnson (center), CEO, Duncan Regional Hospital, greets Sen. Chris Kidd (left) and Rep. Marcus McEntire.

OHA members visit with Rep. Leslie Osborn during the legislative reception. Left to right are: Lanette Long, director of business development, SSM Health St. Anthony Hospital; David Whitaker, chief administrative officer, Mercy-West Community; Rep. Osborn; Tammy Powell, president, SSM Health St. Anthony Hospital; and Joe Hodges, president & CEO, SSM Health Oklahoma.
Working to Improve Marijuana State Question Outcome

- OHA participated in a campaign to oppose State Question 788, medical marijuana. Although OHA did not oppose the use of medical marijuana, the “SQ788 is NOT Medical” campaign was necessary because the initiative was confusing and left many implementation questions unanswered. SQ788 passed by a vote of the people on June 26 and went into effect on Aug. 25, 2018.

- Because hospitals continue to have concerns with how the state question was written and its impact on hospital workers and patient safety, we participated, along with a coalition of health care organizations, in a press conference calling on the state board of health to put certain rules in place. These were met by strong public opposition and OHA will continue to advocate for legislation in 2019 that will clarify the rights of employers and ensure the safety of our patients.

The Power of Data

This year, OHA introduced a new initiative to improve the quality and timeliness of inpatient and outpatient encounter data available to hospitals in Oklahoma. “OHA Data Solutions” uses the proven tools of the Hospital Industry Data Institute (HIDI), an affiliate of the Missouri Hospital Association. HIDI has more than 30 years of experience collecting data and providing reports and analytics for state hospital associations and their members.

- Oklahoma hospitals participating in OHA Data Solutions use a secure online portal to submit the same hospital discharge data files that they regularly submit to the Oklahoma State Department of Health.

- Participants will gain timely reports and analysis with comprehensive information to inform strategic planning and quality improvement efforts.

  - Understand what is driving changes in market share and outmigration.
  - See how payer mix by service line compares with competitors.
  - Analyze and drill into your hospital’s patient-level data for hospital acquired conditions and other AHRQ measures.

- The success of OHA Data Solutions will depend on near 100 percent participation by OHA members. Participation through 2019 is free and OHA will offer a highly competitive fee to hospitals after that.
A Passion for Patient Safety

OHA continues to assist member hospitals to improve quality and patient safety through the Hospital Improvement and Innovation Network (HIIN). The goal of OHA HIIN is to decrease hospital acquired harm by 20 percent and readmissions by 12 percent by 2019.

- This year, OHA HIIN staff reported the achievement of all eight “Milestones” (deliverables based upon data submission completeness and improvement) by OHA HIIN hospitals.

- OHA HIIN hospitals have made significant improvement in avoiding harm from hypoglycemia and opioid reversal events, surgical site infections (hips, knees, abdominal hysterectomies) and post-op sepsis.

- Areas of continued improvement include hospital-onset sepsis, pressure ulcer prevention, ventilator-associated conditions and worker safety/work place violence.

- This year, the OHA HIIN awarded scholarships totaling $145,000 for professional development to assist hospitals to increase capacity; offered 57 topic-specific/leadership webinars presented by HIIN subject matter experts; and held eight monthly webinars, a Basic Infection Prevention Course and an Annual Convening Meeting.

OHA HIIN Hospitals Total Harm Prevention

- 45 OHA HIIN Participating Hospitals
- $8,606,994 Costs Avoided
- 912 Harms Avoided
- 69 Lives Saved
Moving the Needle on Health Statistics

Through a TSET grant, OHA’s Hospitals Helping Patients Quit (HHPQ) initiative has helped more than 50 hospitals develop a sustainable, system-wide tobacco free-culture and patient treatment protocol.

HHPQ 2018 Highlights

- In FY-2018, the Hospitals Helping Patients Quit (HHPQ) program utilized a combination of proven and innovative strategies to build upon its previous work. The systems change work of the HHPQ program was highlighted at three national health conferences and in 10 media stories, including an NPR news story in 2018. The HHPQ program continued to build upon its cohort of partners by adding three new hospitals and 41 new outpatient clinics in 2018.

Significant Growth in Helpline Referrals Made Each Year

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<tr>
<th></th>
<th>2014</th>
<th>2018</th>
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<tr>
<td>Helpline Referrals</td>
<td>2,102</td>
<td>6,164</td>
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</table>

Saving Lives Through Clinical Tobacco Treatment

- [Graph showing Helpline Referrals and Estimated Years of Life Saved from 2010 to 2018]

Hospitals are continuing to stay engaged with a current count of 29 hospitals licensed with WorkHealthy, reaching more than 25,000 employees.

Three hospitals have received the highest “Excellence” recognition in WorkHealthy for having implemented the most effective level of culture that supports employee wellbeing: Arbuckle Memorial Hospital, Sulphur; Valir Health, Oklahoma City; and Mercy Hospital Ardmore.

Expanding Focus: WorkHealthy PRO is an enhancement to the existing initiative to incorporate purpose, resiliency, and ownership, in addition to workplace factors such as productivity, employee satisfaction, and employee loyalty. WorkHealthy PRO serves to bridge the gap between individual wellbeing and hospital wellbeing.
OHA provided numerous educational opportunities through a variety of platforms to help your hospital with the challenges ahead. Topics included OPPS, infection control, crucial conversations, Joint Commission Standards, and much more.

- Employees from 147 Oklahoma hospitals and systems participated in OHA education offerings.
- 280 hospitals registered for 71 OHA webinars, with an estimated 1,100 participants.
- 488 individuals participated in 14 in-person seminars and workshops.
- 89 hospitals, systems and health care organizations, with 544 registrants, participated in the 2017 OHA Convention.
- 50 individuals from 27 hospitals participated in the OHA Leadership Forum.
- The OHA Leadership Development Series had a full class of 22 from 14 facilities.

Powerful Educational Opportunities

Above and at right are OHA 2017 Convention General Session speakers.
Helping Rural Health to Persevere

The OHA is continually committed to helping rural hospitals thrive and survive during challenging times by representing their interests in the state and at the federal level.

Due to a trend of companies coming into Oklahoma and setting up questionable reference lab billing schemes, this year the Council on Rural Health produced a formal warning paper for OHA members. These companies are intent on taking advantage of favorable payment rates for small, rural hospital labs that tend to do a small volume of tests. While not legal advice, the paper did encourage members to do their due diligence and seek legal counsel before engaging in any such contracts.

A significant step forward on the 24-hour outpatient hospital model project was taken when a team from Oklahoma attended the State Policy Academy on Global Budgets for Rural Hospitals in Baltimore. The team included representatives from OHA, Oklahoma State Health Department, Oklahoma Health Care Authority (OHCA) and a rural hospital CEO. The state government representatives learned about global budgeting and how it can be used as the payment model for the 24-hour outpatient hospital. As a result, the OHCA has agreed in principal to take the lead on submitting a payment pilot proposal to CMS/CMMI (any such proposal must come from state government, not an association). Meetings are ongoing with key stakeholders on preparing this new model for the provision of care and payment methodology to serve small rural communities that can no longer support a traditional acute care, inpatient hospital.

The OHA Preferred Partner Network continues to be a beneficial revenue source for OHA, as well as a way for member hospitals to save money and time.

The OHA PPN brought in more than $200,000 in non-dues revenue to the Association in 2018.

60 hospitals used one or more OHA PPN companies this year.

The partnership now includes 27 vendors with products and services including: staffing, physician recruitment, LED lighting, insurance, cyber coverage, bundled payments, accounts receivable collection, online education, ED care management, payment processing, background checks, aggression management, solutions for better outcomes, equipment maintenance and class action settlements.
The OHA Insurance Agency is now in its 24th year of serving the OHA membership with insurance products.

- The hospital insurance market has become more stabilized this past year with premiums remaining flat.

- Several insurance carriers have decided the Oklahoma hospital property market is not favorable for their portfolio.

- Workers’ Comp for Oklahoma hospitals experienced another rate reduction in July 2018 for hospitals insured by Oklahoma Health Care Association (Barney Welch). Dividend checks equal to one-month premium were distributed to insured hospitals.

- OHA Insurance Agency offers a new Cyber Liability carrier with a one-page application.

### Written Premiums

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### Commissions

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