

# MEDI-SOTA NEWS



## Medi-Sota Annual Trustee Conference to be held February 10-11, 2006

The annual Medi-Sota Trustee conference is scheduled to take place at the new Watertown Event Center on February 10th and 11th, 2006. The Watertown Event Center is adjacent to the Ramkota Hotel in Watertown, SD. The registration and networking reception will be held from 5:00 p.m. to 7:00 p.m. on Friday, February 10th, in the "Commons" at the new Event Center, followed by the banquet at 7:00 p.m. The Watertown High School Wire Choir has been invited back to perform some orchestral arrangements during the reception for guests to enjoy while visiting with sponsors and other Trustees. Linda Galindo from Galindo Consulting in Park City, Utah, will be our keynote speaker. As founder and president of Galindo Consulting Inc., Ms. Galindo has earned the trust and deep respect of healthcare CEOs, hospital administrators, physicians, clinical professionals and human resource managers for her ability to facilitate the development of high-performance teams. She delivers direct, solid management consulting content, along with a dynamic, engaging presentation style. With fifteen years of experience in diversity training, change management, leadership development and cultural assessment to her credit, Ms. Galindo is welcomed into every aspect of the healthcare delivery system: from the boardroom to the operating room; in rural to large, multi-hospital organizations. Ms. Galindo will conduct two educational sessions Saturday morning, beginning at 8:30 a.m. The American Hospital Association will be providing important updates to the members in an early afternoon session on February 11th at the Event Center's Heritage Theater. The conference will then conclude with the Medi-Sota Annual Business Meeting for members and directors. If you have questions or would like to register for this event, contact the Medi-Sota office at 320-769-2269 or send an e-mail to [dranallo@medi-sota.org](mailto:dranallo@medi-sota.org).

*See you there!*



**Linda Galindo, Galindo Consulting**

*Linda has received many awards for her speaking and business acumen. In 2002, the National Association of Women Business Owners—Utah Chapter, named her the Woman Business Owner of the Year. She has served on the Executive Board of the United Way, Salt Lake City, as the Chair of Board Development. Additionally, she is the faculty member for the Governance Institute, a leading independent source of governance information and education for healthcare organizations across the United States. Joining New Mexico Governor, Bill Richardson and U.S. Congressman Michael Conaway, Linda was a featured speaker at the National Association of State Boards of Accountancy (NASBA) Center for the Public Trust in Washington, D.C.*

*A complete agenda is available for your information on page 4. A complete list of sponsors for the 2006 Annual Trustee Conference will be posted in the next issue of the Medi-Sota Newsletter.*

*Thank you sponsors for your continued support!*

## **EDUCATION** by Carol Gerlach, Education Coordinator for Medi-Sota, Inc.

We have offered 21 programs during the first half of the educational year. These programs have been offered in 9 different locations. One of the workshops was made available via videoconferencing. Attendance has been at capacity for the workshops that had a limited enrollment.

We offered the Trauma Nursing Core Course (TNCC) for the first time this fall. We had 24 students in the class. For many of the member facilities, this was the first time they have had TNCC credentialed nursing staff at their facilities. This will become an annual event to be held every fall.

We also held our first 2-day leadership training, with 19 people attending the training at Prairie's Edge Casino Conference Center. We plan to offer additional training session on this topic in the future, with another session scheduled for April 6 & 7, 2006.

The Advanced Life Support in Obstetrics program is continuing to grow. We had 2 physicians from member facilities attend the instructor training in Vancouver this summer. They will be assisting Dr. Joyce from Sleepy Eye at the upcoming course in Marshall. We are now pursuing having our own faculty fulfill the requirements to become the faculty advisor for our training sessions as well. Once this is accomplished, we should be able to offer the class independently.

***“For More information about Medi-Sota’s Education Program, visit our website at [www.medi-sota.org](http://www.medi-sota.org) and click on Education Programs. Workshop schedules and registration are available online.”***

## **14 Medi-Sota Facilities Receive Grant from the USDA Rural Utilities Services for Teleconferencing Equipment**

In December, 2005, USDA notified Medi-Sota that 14 Medi-Sota facilities will be awarded \$102,100 in grant funds under the Distance Learning and Telemedicine Grant Program to assist with the purchase of video conferencing equipment. This equipment will allow the awarded facilities to connect with other networked facilities through face to face communications, making education programs more accessible to staff and patients. The Distance Learning and Telemedicine Program is designed to develop education and health care services in rural areas. *“USDA Rural Development’s mission is to increase economic opportunity and improve the quality of life in rural communities.”* Grant recipients will include the following Medi-Sota members:

Appleton Municipal Hospital  
Granite Falls Municipal Hospital & Manor  
Meeker County Memorial Hospital, Litchfield  
Redwood Area Hospital, Redwood Falls  
Swift County-Benson Hospital  
Avera Marshall Regional Medical Center  
Tracy Area Medical Services

Chippewa County-Montevideo Hospital  
Johnson Memorial Health Services, Dawson  
Paynesville Area Health Care System  
Sioux Valley Canby Campus  
Hendricks Community Hospital Association  
Murray County Memorial Hospital, Slayton  
Madelia Community Hospital

Medi-Sota, Inc.





# Recruitment News...



## Physician Recruitment Update

*by Mark Roisen*

Season's Greetings!

The physician recruitment program is 10 years old this year. For those of you involved in creating this program, I'm sure it's hard to believe so much time has gone by. Looking back, the program has had steady success in placing physicians and mid-level providers for our members. It has become a valuable tool for Medi-Sota members and gained recognition statewide as a successful recruitment and retention model.

We have had twenty-seven placements since the program began, with a high percentage still practicing for our members. The Internet has become an important recruitment tool, with most candidates turning to facility and city web sites for information about a community. Last year, we began targeting specialty physicians in addition to family practice practitioners. While family practice remains our primary focus, the need to enhance regional recruitment efforts for specialty providers has increased.

We placed two physicians this summer and currently have two candidates close to signing contracts. Don't hesitate to call me if you have any questions. I'm looking forward to another busy and successful year.

Mark Roisen Physician Recruiter  
Phone: 320-598-7536  
Email: mroisen@medi-sota.org

## Staff Recruitment Update

*by Michelle Falling*

The Staff Recruitment program has been very busy this year assisting many of our members with allied healthcare staffing needs; and the needs continue to be steady through the end of 2005. Our placement goals have been reached, and I expect and hope those numbers will continue to be strong in 2006. There has not been a particular area of specialty that we've been recruiting, as the needs are across the board. As a result of our efforts, we have placed 10 candidates in various positions this past year. Thank you for supporting this program, and as always, contact me when you have recruitment needs! The sooner I am aware of your needs, the greater chance we will have to assist you successfully.

Wishing you and your families seasons greetings and a happy new year!

*For all your staff recruitment needs, contact:*

Michelle Falling, Staff Recruiter  
Phone: (320) 593-1527  
E-mail: recruiter@medi-sota.org

## ***"Welcome St. Peter Community Hospital, Our Newest Member!!"*** Medi-Sota Membership now consists of 30 healthcare organizations.

### Current Membership

Appleton Municipal Hospital and Home  
Sioux Valley Canby Campus  
Graceville Missionary Benedictine Sisters, Inc.  
Divine Providence Health Center, Ivanhoe  
Madison Lutheran Home, Inc.  
Chippewa County-Montevideo Hospital  
Paynesville Area Health Care Systems  
Redwood Area Hospital, Redwood Falls  
St. Peter Community Hospital  
Prairie Lakes Healthcare System, Watertown

Sibley Medical Center, Arlington  
Johnson Memorial Health Services, Dawson  
Granite Falls Municipal Hospital and Manor  
Meeker County Memorial Hospital, Litchfield  
Mahnommen Health Center  
Renville County Hospital, Olivia  
Perham Memorial Hospital & Home  
Murray County Memorial Hospital, Slayton  
Tracy Area Medical Services  
Rice Memorial Hospital, Willmar

Swift-County Benson Hospital  
Glencoe Regional Health Services  
Hendricks Community Hospital & Home  
Madelia Community Hospital  
Avera Marshall Regional Medical Center  
Ortonville Area Health Services  
Pipestone County Medical Center  
Sleepy Eye Municipal Hospital  
Tyler Healthcare Center  
Windom Area Hospital



**MEDI-SOTA ANNUAL  
TRUSTEE CONFERENCE**  
*Watertown Event Center & Ramkota Hotel,  
Watertown, South Dakota  
February 10-11, 2006*

**AGENDA**

Friday, February 10

- 5-7:00 p.m. Registration and Networking Reception  
*(Convention Center-Commons)*
- 5:45-6:45 Music by Watertown High School  
"Wire Choir" Orchestra
- 6:00-8:45 Supervised Kids Pizza and Movie  
Party – *(Little Butte Room)*
- 7:00 p.m. Dinner – *(Cattail Room)*
- 7:50 p.m. Welcome – Frank Lawatsch, Medi-Sota President
- 8:00 p.m. "Lead, Follow or Get Out of the Way!"  
*Linda Galindo, Galindo Consulting*
- 8:30 p.m. Announce Winners of Door Prizes  
donated by Sponsors

Saturday, February 11:

- 7:30 a.m. Breakfast Buffet and Networking *(Cattail Room)*
- 8:30 a.m. Governance vs. Management - Linda Galindo  
*(Heritage Theater)*
- 10:00 a.m. Break *(Commons)*
- 10:15 a.m. How to Govern Effectively-Linda Galindo  
*(Heritage Theater)*
- 11:30 a.m. Lunch - *(Cattail Room)*
- 12:30 p.m. AHA National and Federal Update  
*(Heritage Theater)*  
Paul Muraca, Regional Executive from  
the American Hospital Association
- 1:30 p.m. Medi-Sota Annual Business Meeting
- 1:45 p.m. Adjourn

**Medi-Sota Meeting Schedule for 2006  
(First Half)**

- Jan. 11** Medi-Sota Board Meeting
- Jan. 11** Nursing Administrators
- Jan. 25** Dietary Managers
- Feb. 1** Lab Managers
- Feb. 10-11** Annual Trustee Conf.
- Feb. 11** Annual Meeting
- Feb. 15** Education Coordinators
- Feb. 22** Home Care Managers
- March 1** Medi-Sota Board Meeting
- March 1** Nursing Administrators
- March 7** Safety/Risk Management
- March 7** OT/PT
- March 22** Insurance and Billing Dept.
- March 22** Business Office Managers
- April 5** Medi-Sota Board Meeting
- April 18** Pharmacy Directors
- April 26** Human Resource Managers
- April 26** Quality Improvement
- May 3** Medi-Sota Board Meeting
- May 3** Nursing Administrators
- May 3** Lab Managers (Willmar)
- May 16** Radiology Managers
- May 17** Education Coordinators
- May 24** Annual Medi-Sota Picnic
- May 25-26** Annual Planning Retreat
- June 7** Medi-Sota Board Meeting
- June 13** OT / PT
- June 21** Home Care Managers

*NO JULY BOARD MEETING*

**Preferred Vendor Updates**

A preferred vendor agreement for computer based training was renewed with NetLearning effective October 2005 through October 2008. Contact Lori Nicolosi at 1-800-998-7498 xt. 2577 for more information.

Medi-Sota renewed their preferred vendor agreement relating to radiology equipment purchases with Alpha Imaging. You may reach Dave Melton at 507-345-7947 or 888-286-2653.

Medi-Sota entered into a preferred vendor agreement with Northland Business Systems for digital dictation and biometrics equipment effective November 2, 2005. You can reach Linda Stocks at 952-894-4204 for more information.

***Mission/Vision: "An alliance of rural health care organizations working together to effectively provide value to members and strengthen the delivery of health care in the Medi-Sota service area."***