



The Confederation

Annual General Meeting 2020

ANNUAL MEETING OF THE MEMBERS OF
"THE CONFEDERATION, HILLINGDON COMMUNITY INTEREST
COMPANY"
FOR YEAR APRIL 2019 – MARCH 2020



Our Evening's Schedule

1. **Virtual meeting housekeeping**
2. **Welcome and Address by the Chair** (Dr Ritu Prasad, Chair)
 - a. Introduction to the Board
 - b. Comment from our Lay Member (Mark Byrne)
3. **Directors Report:**
 - a. **Clinical Services** (Dr Sagar Dhanani, Vice Chair & Kathleen Sadler, COO)
 - b. **Support to PCNs and practices** (Edmund Jahn, CEO)
4. **Members Questions and Comments**
5. **Plans for year ahead**
 - a. **Our ambitions for the year** (Dr Ritu Prasad, Chair & Dr Sagar Dhanani, Vice Chair)
 - b. **The Business Strategy Unit** (Dr Salman Gauher)
6. **Review of Finance Report** (Edmund Jahn, CEO & Geeta Thethy, Head of Finance)
7. **Members Questions and Comments**
8. **Closing remarks** (Dr Ritu Prasad, Chair)

Virtual Housekeeping

- If possible, please do keep your video on so that we can see each other and interact with our members
- We recommend using speaker view
- It is helpful if your name appears on your profile as this will make the Q&A session easier
- Please keep your microphone muted to avoid background noise and distractions
- We welcome questions and have allocated two slots on the agenda;
 - After the general presentation
 - After the financial presentation
- Please log your questions via the Chat feature
- Questions will be collated and the host will nominate the most appropriate member of the panel to answer
- This meeting will be recorded for minuting purposes



A Word from our Chair

Dr Ritu Prasad

Welcome and Address by the Chair

Dr Ritu Prasad

Introduction to the Board

Dr Ritu Prasad (Chair)

Dr Sagar Dhanani (Vice-Chair)

Dr Salman Gauher

Dr Anil Raj

Dr Nilesh Bharakhada

Dr Selvi Babu

Dr Ajay Birly

Dr Martin Hall

Dr Diviash Thakrar

Edmund Jahn (CEO)

Kathleen Sadler (COO)

Mark Byrne (Non-Exec)

The Confederation



A Word from our Lay Member

Mark Byrne

Directors Report: Clinical Services Support to PCNs and practices

Dr Sagar Dhanani
Kathleen Sadler
Edmund Jahn

The Confederation



Clinical Services Overview 19/20

Dr Sagar Dhanani and Kathleen Sadler

2031

Appointments

24 Hour Blood Pressure Monitoring

- Increased Activity Cap in agreement with CCG
- Results received by GP on average in 2 days

13,135

Patients Added &
Discharged from
Caseload

Care Connection Teams

- CQC Area of Outstanding Practice & HSJ Award Finalist
- 84% Huddles attended

12%

Reduction in LAS
Conveyances to
Hospital

Care Home Support Team

- Commenced Sept 2019
- 1105 Acute Visits between October - March

7%

DNA Rate

Extended Access Service

- Increased Clinical Hours(30 minutes per 1000 model)
- Introduced Adult Phlebotomy & Targeted Cervical Screening Calls

Clinical Services Overview 19/20

Cont...

1013

**Patients Seen
in Clinics**

Paediatric Integrated Clinic

- Introduced Paediatric Nurse Led Asthma Clinics
- Commenced PCN Level Cows Milk Allergy Clinics

2973

Patients Bled

Paediatric Phlebotomy

- Increased Activity Cap in agreement with CCG
- 100% patients report a positive experience

704

**A&E Attendances
Avoided**

Weekend Visiting Service

- 1432 patient contacts
- 97% practices have utilised the service

75%

**Of Completers
achieve 3% weight
loss**

Weight Action Programme

- Delivered at Eastcote, Uxbridge and Yewlsey Health Centres in 19/20
- 30% of completers achieved at least 5% weight loss

Patient Feedback

"The service was impeccable, made me feel relaxed and very easy to talk to. I will recommend in the future this health centre to my family and friends .Thank you so much for being so lovely."

"Excellent service. Lovely friendly doctor. Highly recommended. So good to have this when you work full time."

"The clinician was amazing and put the kids at ease. It was also brilliant to get an appointment after a week instead of having to wait several months for one at the hospital! Thank you!"

"My child is autistic, so the quieter environment is better and more relaxed for a child in her situation, very helpful."

"This scheme will help me tremendously and I now know who to contact when I need it"



Existing Services Delivery During Covid-19

- Support in delivery, admin, management or set up of Covid-19 services was given the utmost priority and staff were deployed accordingly
- Majority of services continued throughout including;
 - EAH, Weekend Visiting, Care Homes, CCTs, Paediatric Clinics, Paediatric Phlebotomy
 - PCN Roles; Pharmacists & Link Workers re-focused their work on vulnerable or high risk patients
- New measures put in place including;
 - PPE for Face to Face Appointments
 - Telephone & Video appointments
 - Clinical triage
 - Pre-screening patients
- Temporary Suspensions:
 - 24 Hour BP – 2 Sites Reinstated with new Covid safe SOP. 2 to recommence in October
 - Cervical Screening –Reinstated 17th June.
 - Weight Action – Moved to virtual sessions



NEW Integrated Covid-19 Service

- Hillingdon PCN GP Clinical Directors worked collaboratively with partners to plan, model, agree and operationalise a Covid-19 Response Service
- Set up during lockdown! Challenges:
 - Securing equipment – thanks to those of you who allowed us to borrow yours!
 - Finding appropriate space – ripping out carpets
 - Sourcing PPE – we received donations
 - Implementing a new telephony service
 - Testing the model - using ourselves as dummy patients, training clinicians, constantly improving
 - Starting one new service a week; South Hub, North Hub, Home Visiting, Remote Monitoring (Medopad)



805

**Face to Face
Appointments**

2776

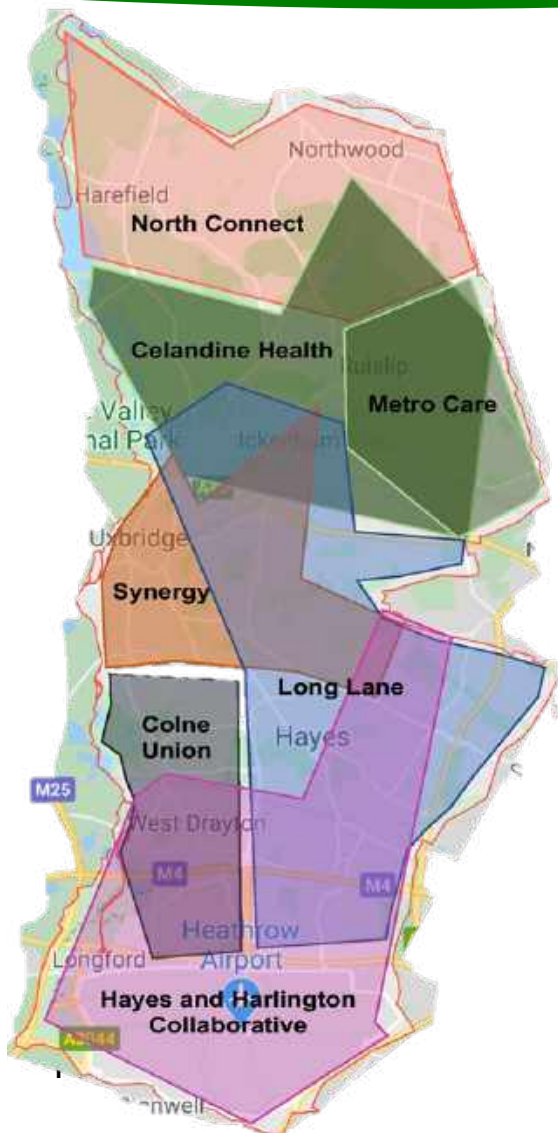
**Virtual
Appointments**

The Confederation



Support to PCNs and Practices

Edmund Jahn

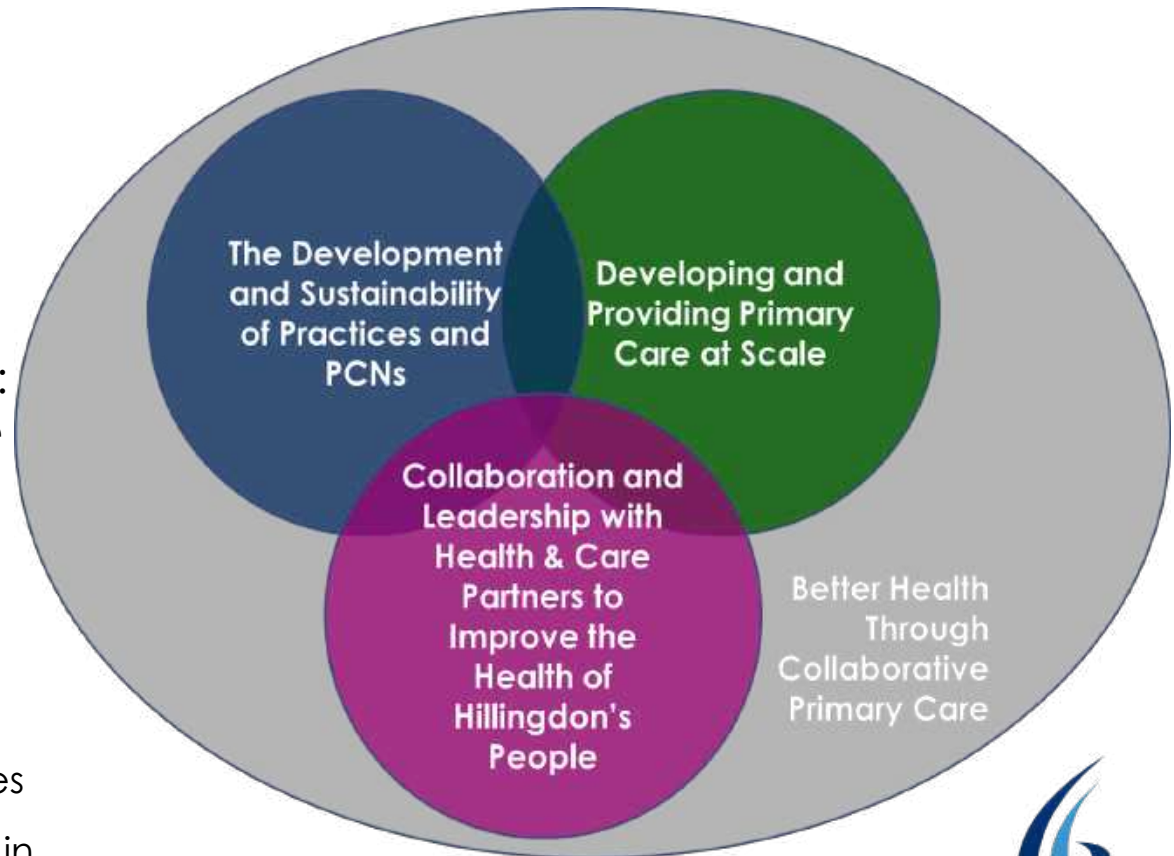


The Confederation



The Work of the Confederation Falls into Three Parts

- Our vision is for: **Better Health Through Collaborative Primary Care**
- One of our core values is: **We Support Primary Care to Own its Destiny.**
- We have rapidly developed to make sure we:
 - Develop and Sustain PCNs as well as practices
 - Represent primary care in collaboration with our health and care partners



The Confederation



Providing Skills, Resources, Infrastructure and Strong Representation to and for PCNs

£454,406
The grant secured by the Confederation for PCN development

We have:

- Gained agreement from all HHCP partners to re-align neighbourhoods with PCNs. So community and other place-based carers work with exactly the same populations as the new PCN teams
- Ensured PCN Clinical Directors are the Clinical Directors of the entire neighbourhood MDT
- Employed **40** new PCN additional staff on behalf of the PCNs, owning employment risk and all set up costs.
- Made the Confederation accountable to members and all PCNs by appointing all PCN Clinical Directors as Confederation Board Directors.
- Aligned existing services with the new GP PCN DES, for instance our existing HHCP Care Home Service integrates with the 'DES' Care Home requirement

SKILLS AND RESOURCES	COMMON 'PLATFORM' INFRASTRUCTURE	REPRESENTATION AND COLLABORATION
• Transformation Team	• EMIS	• HHCP (our ICP)
• Workforce (training & development)	• Exponential-e (telephony)	• Clinical Senate
• IT support	• Clarity Teamnet	• Into NWL ICS
• HR	• Digital (eConsult)	• Practice Manager Networks
• Administration	• Premises	• Leadership Team
• Finance	• Lantum (locums and rotas)	
• BI		

- Most Federations are funded by member subscriptions – a fee scheme will probably be needed next year

The Confederation



Q & A



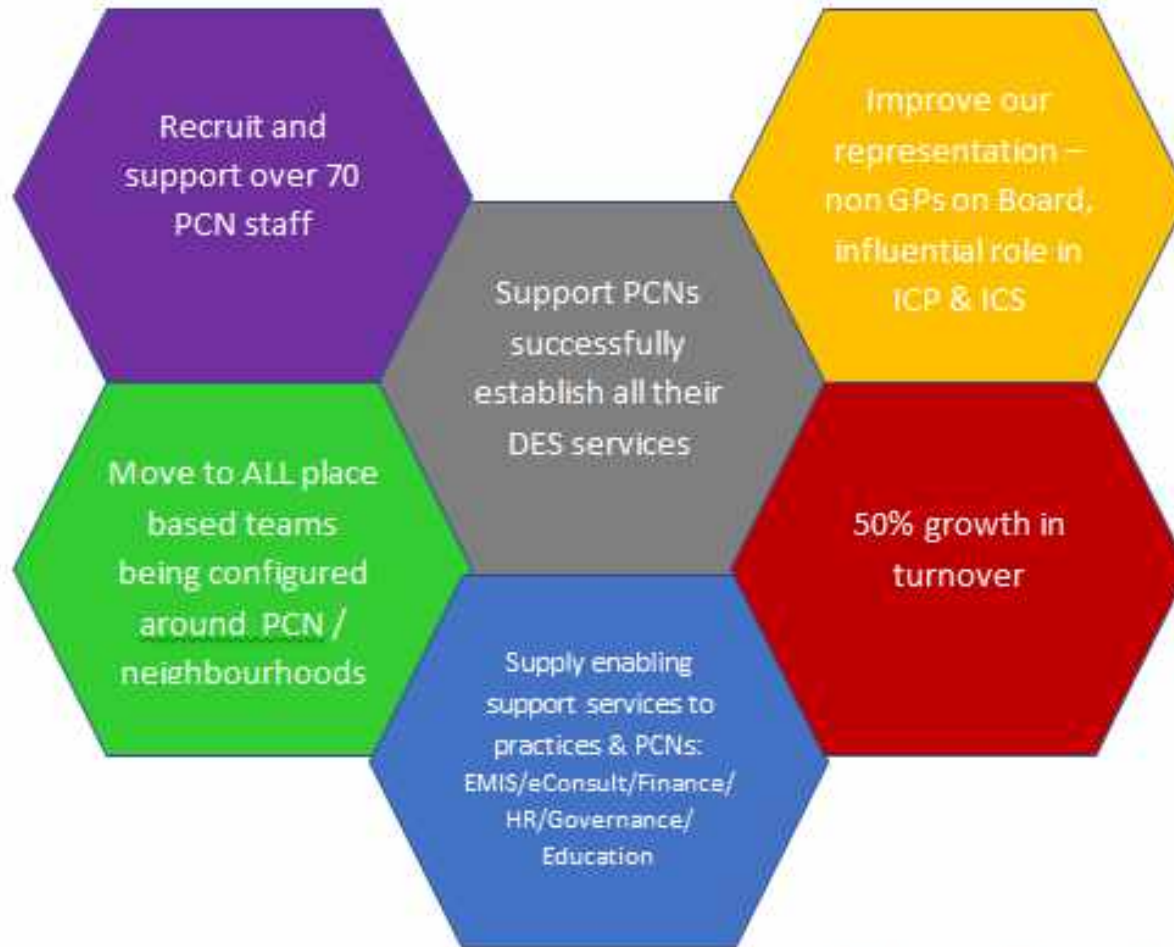
The Confederation

Plans for year ahead: Our ambitions for the year

Dr Ritu Prasad
Dr Sagar Dhanani

Plans for a Busy Year Ahead

Part 1

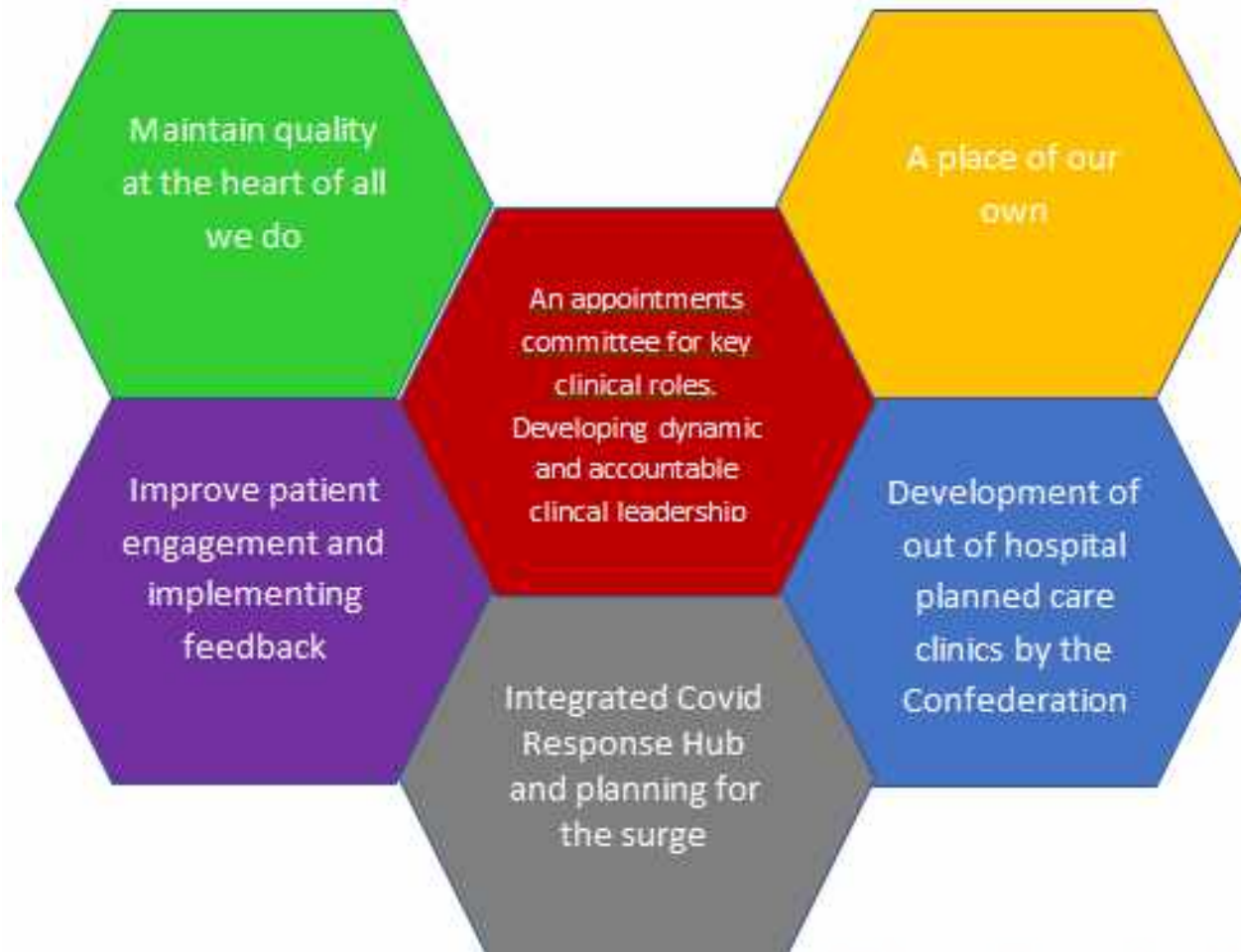


The Confederation



Plans for a Busy Year Ahead

Part 2



The Confederation



The Strategic Business Unit

Dr Salman Gauher

Review of Finances

Edmund Jahn

Review of Finance

A strong and growing balance sheet

BALANCE SHEET 31 MARCH 2020

	Notes	31.3.20 £	31.3.19 £
CURRENT ASSETS			
Debtors	4	2,299,179	1,607,504
Cash at bank		<u>1,907,815</u>	<u>671,366</u>
		4,206,994	2,278,870
CREDITORS			
Amounts falling due within one year	5	<u>4,206,672</u>	<u>2,275,591</u>
NET CURRENT ASSETS		<u>322</u>	<u>3,279</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		322	3,279
CREDITORS			
Amounts falling due after more than one year	6	<u>-</u>	<u>2,957</u>
NET ASSETS		<u>322</u>	<u>322</u>
CAPITAL AND RESERVES			
Called up share capital		<u>322</u>	<u>322</u>
SHAREHOLDERS' FUNDS		<u>322</u>	<u>322</u>

Review of Finance

55% like for like growth.

Major investment in services and support to PCNs

Note, last year was 9 month period

THE CONFEDERATION, HILLINGDON CIC (REGISTERED NUMBER: 10771707)

TRADING AND PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2020

	Year Ended 31.3.20		Period 1.6.18 to 31.3.19	
	£	£	£	£
Turnover				
Service funding		6,611,149		3,195,009
Cost of sales				
Wages	524,704		138,242	
Social security	60,266		15,925	
Pensions	29,480		18,679	
Subcontractors	1,759,603		1,377,492	
Practice payments	2,016,176		526,115	
Clinical purchases	11,044		1,848	
		<u>4,401,273</u>		<u>2,080,301</u>
GROSS PROFIT		2,209,876		1,114,708
Other Income				
Sundry receipts	868		-	
Bank account interest	11		-	
Other interest	67		-	
		<u>946</u>		<u>-</u>
		2,210,822		1,114,708
Expenditure				
Rent	126,310		17,827	
Other establishment costs	1,520		-	
Directors' salaries	217,885		-	
Directors' fees	341,348		459,000	
Directors' social security	27,686		-	
Directors' pension contributions	2,616		-	
Wages	472,999		27,890	
Social security	47,540		3,778	
Pensions	11,587		531	
Staff recruitment	7,247		-	
Indemnity insurance	12,067		15,781	
Training	34,880		54,483	
Events and publicity materials	17,252		4,346	
Travelling and subsistence	16,309		1,571	
Communications	29,783		7,768	
Information technology	92,814		84,463	
Office expenses	7,361		2,507	
Office insurance	8,358		1,497	
Accountancy	-		2,050	
Managed payroll costs	3,528		3,838	
Subcontractors	591,868		403,303	
Professional fees	45,677		5,562	
Legal fees	13,690		11,280	
		<u>2,190,725</u>		<u>1,107,475</u>
Carried forward		2,210,822		1,114,708

This page does not form part of the statutory financial statements

Main relative movements:

- Growth:
 - £1.8m expansion of existing services
 - £0.7m of PCN monies
 - £0.9m from new services
- Direct wages increase due to shift from contracting to employment
- Big growth in practice payments due to flow through of PCN monies
- Growth in accommodation costs prompting business case to establish a place of our own
- Director salaries cover CEO & COO
- Director fees cover all GP director pay (includes running services and the Board)
- Indirect wages increase due to support to PCNs and back office (Transformation, finance, workforce / training hub, IT etc.)
- Stripping out PCN and HHCP support our overheads for our own services run at 17%. Very competitive compared to NHS trusts

The Confederation



Q & A



Closing Remarks

Dr Ritu Prasad