



Hall, Render, Killian, Heath & Lyman, P.C.
999 17th Street, Suite 800
Denver, CO 80202
<https://www.hallrender.com>

Rene Larkin
(720) 282-2024
rlarkin@hallrender.com

September 25, 2023

Via Courier and Electronic Mail

Nan Gallagher Law Group
Attn: Nan Gallagher
52 Elm Street, Suite 1
Morristown, NJ 07960
Nan@docadvocates.com

Re: MGMA-ACMPE Response to Notice of Dissent

Dear Ms. Gallagher and MGMA State Affiliates:

We are in receipt of the Notice of Dissent & Request for Additional Time for Consideration dated September 15, 2023. The letter, and concerns expressed in the notice, has been reviewed by the MGMA-ACMPE ("MGMA") board members and senior leadership. MGMA will continue with the timeline originally proposed and looks forward to entering into the new Partner Affiliate agreements with those State Affiliates who want to continue to partner with MGMA .

As a member driven organization, MGMA is always evaluating how we can provide more value to both our state organizations and our members. Our members are the heart of MGMA – and the foundation of the healthcare industry. We encourage all State Affiliates to remember this transition is a mutually beneficial opportunity designed to create a better experience for members. We believe that one of the main benefits of State Affiliate partnership with MGMA is the national recognition of the MGMA brand as a leader in the industry and the primary association supporting the business of medical practice management. The goal is to rethink and redefine the National/State relationship so each can leverage their strengths, maximize their resources, and better position themselves to demonstrate a unique and compelling value proposition to members. We have had several states reach out to us and ask for greater support, which we could not provide under the current affiliate models. By moving to a partner affiliate and chapter model, we will continue to grow a coalition of leaders who are confidently advancing the practice of medicine across the country with access to the best resources at the national and local levels.

The goal now is to provide consistent membership product options in all states so that all members have access to a membership that works best for them and the option to receive the best local and national value and resources. Due to the tenuous position of several of our state organizations, MGMA feels it is important to move forward with the new models quickly. MGMA's concern for the health of the state organizations, and commitment to preventing additional state dissolutions or displacement of members required us to develop a model that provides help and support quickly.

MGMA recognizes that these changes may have been received as unexpected, but please understand that MGMA has spent significant time and investment in evaluating them and their impact on both state organizations and members. The goal is that the terms of this new agreement will be beneficial to you, your members, and MGMA. The Agreement provides flexibility through options that give each state the opportunity to pick the model that works best for the state and their constituents. Further, this plan will reduce disruption and the possibility of defection from forcing states into a “one size fits all” model. Even if your state organization is performing well, we know that we cannot be complacent and must continue to innovate.

As a reminder, the timeline is as follows – all existing agreements will be terminated pursuant to their terms December 31, 2023; the new Partner Affiliate Agreement will go into effect on January 1, 2024; state organizations seeking to participate in national membership renewals prior to March 2024 must sign and submit the new Partner Affiliate Agreement by October 16, 2023. The final deadline for the new signed Partner Affiliate Agreement to be submitted to MGMA is December 15, 2023. If a state has not signed the Agreement and/or working to move to a chapter model, there will be no contractual relationship between MGMA and the State Affiliate effective January 1, 2024. Without a contractual relationship, the former State Affiliate will have no access to MGMA’s resources, nor a license agreement for use of MGMA’s trademark or other intellectual property and MGMA will work to directly set up its own state chapter.

In recognition of the need to align our collective goals moving forward, the MGMA CEO and MGMA Board Chair are more than happy to meet with State Affiliate Presidents, President-elects and any other elected or appointed State Affiliate board members at the October 2023 MGMA State Leaders Conference. A productive dialogue between these state and national leaders will allow MGMA to discuss and emphasize our belief that this approach will benefit you, our members, and MGMA while addressing any questions and concerns that still might reside. This is an opportunity to create stability and improve the quality of the services you provide to your members; we believe this strategy will create better alignment with our MGMA State Affiliates and provide a new option that will drive greater collaboration, support, and value to members at both the national and state level.

In recognition of this mutual goal, MGMA respectfully reaffirms the aforementioned timeline, and anticipates the opportunity to meet and confer with those specified State Affiliate leaders at the State Leadership Conference.

Sincerely,
HALL, RENDER, KILLIAN, HEATH & LYMAN, P.C.

A handwritten signature in dark ink, appearing to read "Rene M. Larkin", written in a cursive style.

Rene M. Larkin

cc: State leaders, individually (via electronic mail)