



The Quill Exchange

Regional Executives and HFMA Board Approve Illinois Incorporation of Chapters

The Regional Executive Council and the HFMA National Board of Directors, during the Leadership Training Conference in May, approved a recommendation to incorporate all HFMA chapters in Illinois. Staff worked with legal counsel to evaluate the action and ultimately recommended incorporation under Illinois law to achieve administrative streamlining and to reduce potential liability for HFMA's members and volunteer leaders.

Currently, chapters operate as unincorporated associations of the National organization. When a chapter amends its bylaws, it must comply with applicable state laws that can vary considerably from state to state. By incorporating all chapters under Illinois law, chapter bylaws, policies, and procedures will need to comply with only one state's laws and can therefore be more consistent with HFMA's documents and with those of other chapters. Staff has therefore developed new model chapter bylaws that will standardize chapter documents yet allow chapters to have as much flexibility as allowed under Illinois law. (For instance, chapters choose how many officers and directors they will have.) Subsequent reviews of proposed changes will also be simplified as a result of the change. In addition, Illinois law is flexible and provides broad and significant limitations on liability of offices, directors, and members.

To minimize the burden on volunteer leaders, HFMA National will undertake primary responsibility for the initial filings and will absorb related set-up fees. In addition, HFMA National will assume primary responsibility for processing administrative filings for annual compliance and will absorb annual fees. By serving the registered agent for all chapters, HFMA National can receive and ensure timely filing of state annual reports.

During the Fall Presidents Meetings, chapter presidents and presidents-elect discussed the next steps needed to achieve incorporation for all chapter by May 31, 2007.

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President's Message by Bryce Pattison



It was great to see so many faces at the annual SDAHO Convention in Sioux Falls. The general session programs were well received and the finance sessions specific to our members were also very successful. In addition to the daily educational offerings, the convention provided plenty of time to network with other South Dakota healthcare professionals.

Just prior to SDAHO, Tom Loff and I represented our chapter at the Region 8 Fall Presidents Meeting. Tim Renelt also participated in the meeting as our regional Executive-Elect. This annual meeting is a great forum for the various Presidents and Presidents-Elect within our region to network and learn. While the meeting did occur on a 4 night Western Caribbean cruise, National HFMA had an extensive agenda for us to work through.

Part of the agenda included a discussion on Chapter Incorporation in the state of Illinois. As some of you already know, each of the 70+ chapters will be required to incorporate in Illinois. The "roll-out" period for this transition begins October 31, 2006 and must be finished by May

31, 2007. This unique change will impact our bylaws and chapter functionality to some extent, but will be relatively unnoticeable to most chapter members.

Representatives from National also led a discussion on pending changes to our current Davis Chapter Management System (DCMS). Several substantial changes have been placed on the table. These changes will be in force during our next fiscal year and Tom Loff and I will be working through the details with National and our chapter leaders to ensure a smooth transition.

Have you ever heard of the Patrick H. Finn Achievement award? Unfortunately, I'll bet many of you haven't. The Patrick H. Finn Achievement award is presented periodically to an outstanding chapter member based on the following criteria:

Our chapter has enjoyed a lengthy list of outstanding volunteer members over the years. Unfortunately, we have not recognized a top volunteer member since 1996. That needs to change this year. Please help me by identifying a chapter member you feel meets the above criteria.

1. Employer's evaluation of the member in performance of:
 - A. Primary function
 - B. Assigned duties
 - C. Self-directed healthcare activities
 - D. Community affairs
2. The Chapters review and evalu-

ate the member as it relates to:

- A. Past accomplishments
- B. Current responsibilities
- C. The professional view as a financial manager in:
 - i. Upholding standards of dignity, honesty, and integrity
 - ii. Upgrading knowledge and skill
 - iii. Recognizing that the patient is the reason for employment
- IV. Observing the Golden Rule in dealing with fellow workers and professionals

As a point of reference, past Patrick H. Finn Achievement Award winners include:

- 1996 – Jim Tomlinson
- 1994 – Renee Logan
- 1991 – Roger Peterson
- 1987 – Dave Timpe

Although the deadline for submission of nominations must be completed by January 31, 2007, I encourage you to provide your nominations to me as soon as possible. The winning individual will be selected by a majority vote of the five officers of the chapter.

There is little question that our chapter has been remiss regarding this award. Let's change that in 2007 by recognizing a premier member of our chapter. We've certainly had a lot of them over the last 10 years! The difficulty will not be in finding potential candidates, but rather in selecting the award

(Continued on page 9)

**South Dakota Healthcare Financial Management Association
Financial Review—Statement of Operations
Fiscal Year Ending May 31, 2006**

Revenue	Budget	Actual	Variance
Education meetings			
Summer meeting	\$ 3,000.00	\$ 2,605.00	(\$ 395.00)
SDAHO	2,500.00	2,090.00	(410.00)
Fall meeting	3,000.00	3,825.00	825.00
February meeting	5,500.00	7,445.00	1,945.00
Spring symposium	<u>10,000.00</u>	<u>8,535.00</u>	<u>(1,465.00)</u>
Total educational meetings	24,000.00	24,500.00	500.00
Sponsorship			
Platinum	4,000.00	4,000.00	0.00
Gold	750.00	750.00	0.00
Silver	4,000.00	3,500.00	(500.00)
Bronze	<u>3,750.00</u>	<u>2,000.00</u>	<u>(1,750.00)</u>
Total sponsorship	12,500.00	10,250.00	(2,250.00)
Rebated Dues	2,400.00	2,797.30	307.30
Miscellaneous	50.00	50.00	0.00
Interest Income	<u>250.00</u>	<u>805.30</u>	<u>555.30</u>
Total Revenue	<u>39,200.00</u>	<u>38,402.60</u>	<u>(797.40)</u>
Expenses			
Education expenses			
Summer meeting	1,500.00	980.90	(519.10)
SDAHO	2,500.00	1,611.17	(888.83)
Fall meeting	3,000.00	3,290.43	290.43
February meeting	4,000.00	3,575.23	(424.77)
Spring symposium	<u>10,500.00</u>	<u>5,737.11</u>	<u>(4,762.89)</u>
Total education expenses	21,500.00	15,194.84	(6,305.16)
Officer travel and meeting	12,500.00	12,971.30	471.30
Directory printing	1,800.00	987.30	(812.70)
Office Supplies	100.00	0.00	(100.00)
Insurance	0.00	211.77	211.77
Scholarships	1,000.00	0.00	(1,000.00)
Miscellaneous	900.00	425.28	(474.72)
Membership dues relief	600.00	0.00	(600.00)
Postage	200.00	6.63	(193.37)
Website development	600.00	1,313.37	713.37
History Project	<u>2,000.00</u>	<u>73.53</u>	<u>(1,926.47)</u>
Total Expenses	<u>41,200.00</u>	<u>31,184.02</u>	<u>(10,105.98)</u>
Revenue in Excess of Expenses	<u>(\$ 2,000.00)</u>	<u>\$ 7,218.58</u>	<u>\$ 9,218.58</u>

Seeing Through Price Transparency by Brian Bertsch

Overview

The two most commonly used words in healthcare today are “pricing transparency.” What does this mean to you and your organization?

This article outlines some of the impacts of pricing transparency and what it might mean to your facility.

As more states, and also CMS (Center for Medicare and Medicaid Services), are posting common pricing information on their websites, healthcare organizations are becoming more aware of their charges in comparison to others. As our professionals perform pricing analyses for hospitals, we have noticed a trend in many rural hospitals regarding their charges. When comparing rural hospitals to their urban counterparts, we are finding they are routinely 10 to 30 percent lower on almost all of their charges. Since most of these rural hospitals are Critical Access Hospitals, much of their reimbursement comes from Medicare and, accordingly, they are only getting paid cost for these services.

With fixed reimbursement for most of the PPS providers, they too have limited opportunities to optimize their reimbursement. For the remaining payers who still pay on a percent of charge, it is necessary for facilities to adjust their charges accordingly in order to have the required funds to meet ongoing capital needs and wage increases.

In this era of price transparency, health care organizations need to also be mindful of their consumers. First and foremost, health care organizations will need to look at how they price some of their services. This may include more package pricing for their common utilized services, including outpatient services. Organizations should expect to field more questions from consumers about their prices for particular services and should be able to provide consumers with this information.

The organization may also be asked how it establishes its charges. If asked this question, the organization should be prepared to defend its charge structure in a manner that is understandable to the consumer. More educated consumers may ask,

“What is the cost of this service to me?” Although you may not be able to provide this information today, with increased technology (for both providers and payers) and redesigned upfront processes, this information may be available to consumers prior to the services being performed. This may also assist organizations in identifying charity care cases.

With all of the questions surrounding price transparency, it is important that hospitals and other health care organizations maintain the balance between optimizing revenue and being competitive in the marketplace. Investing in upfront processes to assist the consumers in becoming more educated about the costs of their health care services will reap benefits for both the consumers and health care providers. **Z**

Resources:

<http://www.cms.hhs.gov>

Brian Bertsch is a Manager with Eide Bailly and a member of the South Dakota HFMA chapter.

Website Tidbits—<http://www.sdhfma.org>

- Are you interested in knowing how our chapter came to be and what we’ve done since inception? Check out the ‘History’ section of the website.
- Are you interested in knowing who is serving on the chapter committees? Check out the ‘Committee’ section of the website.
- Would you like to know how to become more involved in the chapter? Check out the ‘Interested in HFMA’ section of the website.
- Are you interested in writing an article for an upcoming newsletter while earning Founders points at the same time? Check out the ‘Quill Exchange’ section of the website.

Meet New Member— Scott Eisenbeisz



Meet Scott Eisenbeisz currently employed as a Compliance Specialist for Sioux Valley Hospitals & Health System. Before going to work for Sioux Valley, Scott worked at Good Samaritan's National Campus as a Payment Systems Consultant overseeing Medicare and Medicaid cost reports and reimbursement. Prior to that, Scott was a nursing home administrator for Beverly Enterprises.

Scott's current position allows him the opportunity to work with regional sites in a 3-state area. When facilities have questions or problems, Scott researches the issue and helps them not only understand the issue, but assists them in making sound decisions for their operation.

When Scott was 10 years old, his grandfather passed away providing him the opportunity to help his grandmother with household issues. As she aged, Scott realized the many different stages individuals go through relating to their health. This led him to realize that there were many seniors who needed help with healthcare, eventually leading him to become a nursing home administrator.

Scott's parents, Ron and Kitty, live in Aberdeen. He also has a sister and is fortunate to have both his grandmothers still living. Also of great importance in Scott's life is his

5-year old Golden Retriever, Cutter. Growing up, Scott thought he wanted to be a doctor. Once he took Biology though, he decided that maybe his true calling was in another field-- those frogs will get you every time!

A native of South Dakota, born and raised in Aberdeen, Scott graduated from Aberdeen Central in 1993 completing his BS in Health Administration at the University of SD in 1997. Scott enjoys the small town feeling of South Dakota whether you are in Sioux Falls or Groton. He also enjoys

the changing seasons, but thinks that just a little longer warm weather wouldn't be at all bad! His dream house would be located on a lake enjoying the peaceful atmosphere along with the calming affects of the sunrises and sunsets.

Scott's "hobby" is pursuing his Masters degree in Business Administration at the University of Sioux Falls. Although this takes most of his free time, he does enjoy home improvement projects along with socializing with friends. Scott feels fall is a great time to drive around and look at all the different fall colors.

Scott was forced to join HFMA by his director---just kidding!!!! — seriously, Scott enjoys HFMA because it affords him opportunities to further understand the financial workings of hospitals including reimbursement. Additionally, belonging to HFMA helps him network with different people and organizations and the educational resources provided by HFMA are invaluable.

Welcome to HFMA Scott! You won't be sorry you were forced---- I mean joined HFMA!

Upcoming SDHFMA Educational Meetings

Nov. 8, 2006, 12 noon—1 p.m. CST, Web Seminar on *CMS Transition to Cost-Based DRG Weights*

Jan. 17, 2007, 12 noon—1 p.m. CST, Web Seminar on *Transparent Pricing*

Feb. 1, 2007, Winter Meeting in Chamberlain

Mar. 28-30, 2007, Spring Symposium in Sioux Falls

Meet Senior Member—Scott Balcom



Scott Balcom, Project Manager of IDEA Consulting Group for the past 7 1/2 years, is a South Dakota native born and raised in Mitchell. Before joining IDEA Consulting, Scott worked for Scottsdale Healthcare for 9 years, Lutheran Healthcare Corporation for 3 years, and Dakota Hospital for 2 years.

Scott's journey into healthcare happened purely by chance. Upon graduation from the USD Business School, he needed to stay in Vermil-

lion while his wife finished her schooling. There was only one professional job opening in the city at the time, Director of Purchasing and Public Relations at Dakota Hospital; hence the journey began.

Married for 23 years, Scott and Kathy have one son, Adam 16, and a daughter Josie, 15. Scott states that both children are driving cars, and their parents, to the edge of sanity....ah the teenage years!! Scott's wife Kathy is also in healthcare working as an RN for a Mitchell ENT physician. Growing up, Scott wanted to be a rock star---didn't we all!!!

After living in Phoenix for a short period of time, Scott truly appreciates being near family and friends once again. He also enjoys the quality of the South Dakota air, the wide-open spaces, and the excellent hunting and fishing opportunities. Although being able to hang Christmas lights in shorts and a tee shirt was great, not having snow for Christmas just didn't seem right to Scott.

Scott states he is lucky to already live in his dream house. Built in 1912, the house is located just South of Mitchell perched on a bluff overlooking Enemy Creek. Scott's hobbies are landscaping, hunting, fishing, in addition to being an avid musician with the ability to play several instruments. Scott's favorite fall activity is a toss up between hunting and watching his kids go back to school.

The chance to network with peers along with finding out how other people handle challenges in the healthcare field, is what first drew Scott to HFMA. His continued membership with HFMA allows him to meet additional people and access educational opportunities specific to the healthcare field.

HFMA is proud to recognize Scott as a senior member of this organization.

Thank You 2006 Platinum and Bronze Sponsors!

Platinum

Advanced Asset Alliance
Quality Reimbursement Services
Rapid City Regional Hospital
Eide Bailly, L.L.P.

Bronze

Accounts Management, Inc.
Avera Queen of Peace
Avera Sacred Heart Hospital
Credit Collection Bureau
First Administrators, Inc.
First National Bank in Sioux Falls
Hauge Associates, Inc.

South Dakota Healthcare Financial Management

Balance Sheet

August 31, 2006

Assets	
Cash	\$ 56,530.14
TOTAL ASSETS	<u>56,530.14</u>
Liabilities and Net Assets	
Accounts Payable	<u>527.86</u>
Total Liabilities	<u>527.86</u>
Net Assets	56,002.28
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 56,530.14</u>

Statement of Revenue and Expenses

Period Ended August 31, 2006

	Actual	Budget
REVENUES		
Education— Summer Meeting	\$ 2,910.00	\$ 2,500.00
Interest Income	280.88	150.00
Other Income	.00	12.00
Total Revenues	<u>3,190.88</u>	<u>2,662.00</u>
EXPENSES		
Education—Summer Meeting	1,746.35	1,500.00
Officer Training and Travel	1,936.63	1,000.00
Social Events	579.17	240.00
Dues Relief	.00	375.00
Member Recognition	.00	273.00
Chapter Web-site	180.00	348.00
Postage	.00	48.00
Total Expenses	<u>4,442.15</u>	<u>3,784.00</u>
EXPENSES IN EXCESS OF REVENUES	<u>\$ (1,251.27)</u>	<u>\$ (1,122.00)</u>

Member Directory by Deb Heupel (Member Directory Chairman)

NEW THIS YEAR!

The membership directory as you knew it, has changed dramatically!

The printed, spiral bound booklet, is a thing of the past. After discussing with the officers and directors the opportunity to streamline and promote a more efficient process, we made the move to use our website to attain membership contact information.

Please note: on our home page the addition on the left to choose 'Directory'. Upon selecting, you will see the fine job Tina Horner has done with adding this wealth of information, to include the link to National for 'Roster of Members' !

This is how you will access HFMA National's On-line Membership Directory for members contact information and the ability to update your own profile at anytime! You can also view events you have registered for, CPE credits, and your

Founders points.

Take time now to view the enhancement to our chapter's website and take advantage of viewing your personal profile on Nationals directory to ensure the most accurate information.

Membership Update (Aug. and Sep. 2006)

New Members

Robert Baxter, VP Operations, Rapid City Regional Hospital, Rapid City, SD

Paul Van Sloten, Senior Associate, Eide Bailly, Sioux Falls, SD

Sara Steffensen, Audit Associate, Eide Bailly, Sioux Falls, SD

Stephanie Wood, Senior Account Manager, Howalt McDowell Insurance, Sioux Falls, SD

Starting Count (Aug 1, 2006):	124
New Members :	4
Reinstatements:	3
Ending Membership Count (Sep. 30, 2006):	131

New Educational Offerings—Free Web Seminars

In conjunction with RSM McGladrey, SDHFMA is offering two free 1-hour web seminars:

Wed., Nov. 8, 2006; 12 noon—1 p.m. CST—*CMS Transition to Cost-Based DRG Weights*

Wed., Jan. 17, 2007; 12 noon—1 p.m. CST—*Transparent Pricing*

Pre-registration required: Contact Carla Hall at Carla.hall@rsmi.com or 563.888.4108 by Nov 6.

Certification by Tim Renelt (SDHFMA Certification Chairman)

HFMA is the nation's leading organization providing education and support to healthcare financial managers and leaders and has over 34,000 members. HFMA is represented on a chapter, regional and national basis. The certification programs lead to the designation of Certified Healthcare Financial Professional (CHFP) and Fellow of the Healthcare Financial Management Association (FHFMA). The process of meeting the certification requirements helps members to prepare for increasingly responsible positions in the industry and demonstrates their dedication to their profession. A strong relationship between career advancement and certification has been demonstrated by surveys.

The South Dakota Chapter currently has 13 certified members, 4 (2.9%) of whom have earned the CHFP designation and 9 (6.6%) who have earned the FHFMA designation. Certification must be maintained on a three year basis. SDHFMA has earned the national Award of Excellence for Certification for the last seven years.

Certification exams may be taken at any time throughout the year but must be scheduled with national

prior to taking of the exam. An approved proctor also must be arranged with their name included with the application. The application and related fees must be submitted at least 10 days prior to the scheduled exam. HFMA offers self-study courses to assist with preparation for the exam. The 2005-2006 self-study courses expire on December 31, 2006. E-learning for the 2007-2008 version of the self-study will be available at a later determined date. CPE credits are available for course completion and documentation.

Current costs related to sitting for the 2005-2006 exam are \$100 for the Core and \$70 for specialties. The 2005-2006 exam will be available until December 31, 2006 for a first-time attempt at the exam. Candidates who are unsuccessful on the 2005-2006 exam are eligible to retake it one more time after the required 90 day wait has been met and prior to April 20, 2007. After April 20, 2007 only the 2007-2008 exam will be available.

The 2007-2008 exams will be available in January 2007. the cost of the exams will be \$125 for Core and \$100 for the specialties. This is the first price increase since 2001. Any

exam completed after December 31, 2006 will be charged at the new rate.

Certification must be maintained on a three year basis and is the responsibility of the member. Certified members must earn a total of 90 professional development contact hours over a 3 year period, with 45 of the hours being in healthcare finance. A minimum of 20 hours must be earned each year.

The South Dakota Chapter of HFMA historically, since Dave Timpe became the first certified member, has rated highly in percentage of certified members. I encourage everyone who has not pursued certification to look further into it. If you are interested in pursuing certification please contact either myself, Dave Timpe or Ken Trammel. You may also contact any SDHFMA Board Member or Officer. If you make the move to contact one of us be sure inquire about how SDHFMA can assist you with obtaining the self-study materials and other possible incentives. I look forward to future Chapter announcements about newly certified members.

President's Message Continued from page 2

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winner. I look forward to hearing from you regarding this important recognition award.

As always, thanks to all our chapter leaders for their exceptional volunteer efforts. A special thanks to Deb

Heupel and Tina Horner for their recent work on our Member Directory and Website. (If you haven't been to the website recently, please take time to take a look—you'll be impressed.)

Best wishes for a happy and safe holiday season.

Spend less this year....you'll be glad you did.

Bryce Pattison

bryce@aaa-coll.com

605.978.9666

Congratulations SDHFMA!

Maureen Cadwell, 2005-2006 SDHMA Chapter President, attended ANI in Orlando, FL. During the 53rd Annual Chapter President's Dinner and Meeting held June 19, 2006, the South Dakota chapter received three awards! The awards were: Silver Award of Excellence for Education, Silver Award of Excellence for Member Growth and Retention, and the Bronze Award of Excellence for Certification. The awards were presented to the chairman of the committees during the SDHAO Business meeting held on Thursday, Sept. 21st, 2006 .



CMS Provides Opportunity for Correction to Wage and Occupational Mix Data for the Development of the Federal Fiscal Year (FFY) 2008 Wage Index by Mike Miller

Centers for Medicare and Medicaid Services (CMS) recently sent out letters detailing the time table for the opportunity to make corrections to the preliminary FFY 2008 Wage Index public use files (PUF), released by CMS on October 6. This data is the first in a series of wage PUFs releases to be published throughout FFY 2007 and will eventually be used to adjust the FFY 2008 Medicare wage index. Because this is preliminary data and subject to revision, these reports are not intended to be used to calculate an occupational mix adjusted wage index, but to give hospitals a way to review the preliminary data as published by CMS.

It is extremely important to review these wage and occupational mix data files. The occu-

pational mix development timetable follows CMS' hospital wage index development timetable. Therefore, hospitals have until December 4 to submit requests to their Fiscal Intermediary (FI) to make corrections to the wage and occupational mix data. This is the only opportunity that hospitals will have to revise the data that they have submitted to CMS. All future corrections will be for FI or CMS mishandling of the data only – No new data issues will be addressed after December 4th.

CMS will accept corrections to both the 1st and 2nd quarter 2006 occupational mix data and the FY 2004 Worksheet S-3 wage data file. According to the letter issued by CMS,

to request a revision to the data, a hospital must:

1. Copy its record(s) from the FFY 2008 Wage Index preliminary PUFs posted on CMS' Web site;
2. Highlight the revised cells on the spreadsheet; and
3. Submit spreadsheet(s) with complete documentation supporting the change to the FI no later than December 4.

The wage index PUFs are available on CMS' Web site at:

<http://www.cms.hhs.gov/AcuteInpatientPPS/WIFN/list.asp>

Noridian Administrative Services Presents at Fall SDHFMA Meeting by Mike Miller

South Dakota Medicare Part A services will convert to Noridian Administrative Services (NAS) effective 3/1/2007. Most all functions will be handled at the NAS headquarters in Fargo, ND. This will impact all SD providers that currently bill to Cahaba.

Updates are currently posted on NAS website at www.noridianmedicare.com. On this page select the **MAC Jurisdiction 3** site. From this page you can view SD implementation informa-

tion and also sign up for Part A and Part B weekly emails. A hardcopy newsletter will be mailed out in December with implementation news and updates.

At the presentation, SD providers were encouraged to begin submitting new CMS 588 agreements to NAS as soon as possible. This agreement will allow for EFT deposits to continue after 2/28/07.

As of 3/1/2007 all cost report reopenings, appeals, and audits will transfer to NAS. If you do not currently have an audit in progress with Cahaba it will most likely not be started by Cahaba. NAS will begin to schedule open cost report audits and request documentation after they take over 3/1/2007.

About HFMA

HFMA is the nation's leading personal membership organization for more than 33,000 financial management professionals employed by hospitals, integrated delivery systems, long-term and ambulatory care facilities, managed care organizations, medical group practices, public accounting and consulting firms, insurance companies, government agencies, and other healthcare organizations.

Members' positions include chief executive officer, chief financial officer, controller, patient accounts manager, accountant, information management specialist, consultant, and other professionals who seek excellence in the financial management of integrated health systems and other healthcare organizations.

HFMA, through its chapters, regions, and National office, helps members meet challenges by providing professional development opportunities, networking and communicating information and technical data with the ultimate goal being to create a more supportive environment in which members do their business.

The Quill Exchange

Published by the South Dakota Chapter

Healthcare Financial Management Association

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Newsletter Committee: Allison Bolger, Tina Horner, JJ Linn, Mike Miller, Barb Morgan, Erica Peterson

Chapter News

- ◆ Business Meeting Minutes from the Business Meeting held at SDAHO on September 21, 2006 are posted to the SDHFMA website. They are located under the link 'Chapter Business'.
- ◆ Bryce Pattison, President SDHMFA and Tom Loff, President-Elect SDHFMA attended the Region 8 Fall President's Meeting Sep. 11–14, 2006. Meeting was held on a 4-night Western Caribbean Cruise.
- ◆ Thirty-six members attended SDHFMA's Fall Education Meeting held Oct 26-27, 2006 in Rapid City, SD.
- ◆ Twenty-one people attended the networking event held at Sanford's Grub & Pub in Rapid City on Thur., Oct. 26th. Attendees chose from Sanford's enormous menu and beverage list to fill their tummies and wet their whistles. Desert was provided by SDHFMA's Public Relations Committee and included Halloween cupcakes filled with candy. A few lucky one's cupcakes also included scratch lottery tickets! After supper, eleven people tried their hands at the poker tables of the historic saloons of Deadwood, SD. Some found the "gold in them there hills"; others did not!