

Meet your 2004-2005 Officers and Board of Directors:



L to R: Renae Tisdall (BOD), Cindy Townsend (BOD), Anne Christiansen (BOD), Maureen Cadwell (Pres-Elect), Ken Trammell (BOD), Joyce Zimowski (Chairman HFMA), MarkThompson (BOD), Brian Bertsch (Pres), Tom Loff (Secty), Stan Knobloch (BOD), Julie Norton (Treasurer), Bryce Pattison (VP)

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CRITICAL ACCESS HOSPITALS

Submitted by Dave Timpe

Given the fact that there are 35 Critical Access Hospitals (“CAH”) out of the 63 hospitals (including specialized hospitals) in the State, the topic of CAH is important and relevant to the South Dakota Healthcare landscape. Most hospitals that converted to CAH have seen tremendous increase in their reimbursement. This increase has probably allowed a number of small, rural hospitals to stay open (and continue to serve their patients/residents). This is especially important because, in most communities, the local hospital is typically the largest employer. In addition, people in the hospital’s service area can receive care locally rather than traveling great distances.

Some of the changes mandated by the Medicare Prescription Drug, Improvement and Modernization Act of 2003 include:

- CAH’s will receive reimbursement of 101% of “reasonable cost” for inpatient and outpatient services rendered during cost reporting periods beginning on or after January 1, 2004. Obviously, this is another plus for CAH’s.
- The cost based reimbursement for on-call emergency room physicians has been expanded to cover services of physician assistants, nurse practitioners and clinical nurse specialists for services rendered on or after January 1, 2005.
- CAH’s can receive periodic interim payments (“PIP”) for payments made on or after July 1, 2004. Having worked with the “old” PIP system, I continue to caution hospitals about the nightmarish accounting for PIP payments. As an alternative, I believe that CAH’s should consider doing periodic interim cost reports and then consider submitting these to the Intermediary for potential settlement. Doing this, will yield approximately the same result.
- Effective January 1, 2004, CAH’s can now operate up to 25 swing beds OR acute care beds. CMS removed the requirement that only 15 of the 25 beds could be used for acute care at any one time.
- The new regs also allow CAH’s to operate no more than 10 psychiatric or rehabilitation distinct part beds beginning on or after October 1, 2004. Services furnished to psychiatric or rehabilitation Medicare patients will be paid under the TEFRA or rehab PPS reimbursement methodology.
- The authority extended to the Governor of the State to certify that a particular provider is an “a necessary provider of healthcare services to residents in the area” end on January 1, 2006 with hospitals being designated as CAH’s prior to January 1, 2006 being grandfathered. Therefore, it is imperative for hospitals considering becoming CAH’s to make their decision prior to January 1, 2006. It is unclear whether the hospital has to be designated a CAH by December 31, 2005 or if the application process needs to start by that date.
- FLEX grants of \$35 million each year for fiscal year 2005 through 2008 have been extended. However, the state agency only needs to “consult” with the state hospital association and rural hospitals on the most appropriate ways to use the grants. In addition, the State may not expend more than 15% of the grant for “administrative expenses”.

As was the case when Medicare came into existence in 1965, there were many changes (some of which were in reaction to changes the providers made). Therefore, based on history, this wave of changes is only the beginning and not the end.

If you have any questions on CAH issues or any healthcare related issues, contact Dave Timpe, John Wodzinski, or Brian Bertsch at Eide Bailly LLP in Sioux Falls at (605) 339-1999.



SDHFMA President's Message

What a privilege it is to be President of the South Dakota chapter of HFMA. As I look at the long list of Past President's of SDHFMA, it's hard to believe that my name will amongst those within a short year. Those Past President's have created an outstanding chapter that the SDHFMA members should be very proud of. During the upcoming year, the other Officers of SDHFMA, the Board of Directors and myself hope to continue this lasting tradition.

I recently attended HFMA's Annual National Institute in Nashville, TN on behalf of the South Dakota chapter. While there I attended the President's Dinner for Marlene Christman, SDHFMA's immediate Past President. I am pleased to announce to the members that the South Dakota received six awards for the chapter's performance during the 2003-2004 year. The awards are as follows:

- The Charles F. Mehler Gold award for "Excellence in Education"
- The Silver award for "Excellence in Membership Growth and Retention"
- The Bronze award for "Excellence in Certification"
- The C. Henry Hottum award for "Education Performance Improvement"
- Helen M. Yerger Special Recognition award for Improvement in our Program Committee
- Helen M. Yerger Special Recognition award for Innovation with our HIPAA-Payor Presentation/Discussion in July 2003

Congratulations to all members of SDHFMA, especially the Officers and Board of Directors of 2003-2004 for a job well done. The time and effort that all of you commit to making this the best chapter that it can be is greatly appreciated.

I would also like to take this opportunity to congratulate our neighbors to the southeast, the Iowa chapter of HFMA. The Iowa chapter won the Robert M. Shelton Award for Sustained Chapter Excellence, HFMA's most prestigious chapter award. The South Dakota chapter has previously won this award twice. It is a great honor for any HFMA chapter to win this award. As I mentioned at the May planning meeting of the Officers and Board of Directors, I would like to see the South Dakota chapter receive this award again in the near future as this signifies that the chapter has sustained chapter excellence to you the members.

As we embark on another great year for SDHFMA, I would like to encourage all members to become actively involved in the chapter. Please sign up for a committee, attend an educational event, and encourage a colleague to become a member. The members' contributions are why SDHFMA is such an outstanding chapter.

Sincerely, Brian Bertsch, President, SDHFMA

Member Profiles

The newsletter committee is working to make our newsletter not only more informative but also a means to get to know other members in our chapter. To do that, we are adding a "Member Profile" segment to each issue. You will get a chance to meet those people that have just joined our chapter as well as learn some interesting things about those people that have been with us for some time. We hope to highlight one or two members in each issue. Hopefully you will find this to be a fun addition to our newsletter.

Brenda Hudson (New Member)

In June of this year, Brenda Hudson joined the ranks of esteemed HFMA members. Brenda is looking forward to meeting the chapter's members and taking advantage of the knowledge base HFMA has to offer. She also recently joined Sioux Valley Clinic as a revenue manager. Brenda said that the best part of her job has been meeting and working with all of the great people at Sioux Valley. They have been very helpful and knowledgeable. Her position has been a fun one for her with lots to learn. "Meeting all of the Sioux Valley employees and learning the Sioux Valley structure has almost been a full-time job in itself," Brenda commented. Before coming to Sioux Valley, Brenda also worked at Mersco Medical, doing billing and accounting, as well as working at Cigna Tel-Drug in their accounting department. She described both places as good places to work.

Outside of work, you might find Brenda spending time with her family. She is married to a great guy Jon and they have two children, Thomas and Anna, 10 and 9. When they are not at their home near Harrisburg, they enjoy summer camping trips, going mainly anywhere in the eastern part of the state. She said they do venture to the Black Hills each year as well. Since Jon is an avid fisherman, Brenda has been known to throw a line from time to time. She's even been brave enough to try ice fishing a once or twice. She claims it was to help with a charity event but she just might be "hooked!" When she's not fishing or camping with the family, Brenda enjoys a good book too. However, she said it's been over a month since she read a book. One of Brenda's latest "reads" was the Purpose-Driven Life. Now it's time to put all of that good advice into action, something that she felt was easier said than done.

Welcome Brenda! We're looking forward to meeting you at our future HFMA events!





Glenn Jakober (Senior Member)

When Glenn Jakober was a little boy, he knew that livestock would be a part of his life from the start. His mother has told the story that when Glenn would come in from doing chores, he would have all his square alphabet blocks arranged under the dining room table. Glenn told his mother that the blocks were the cows and the table legs were the fences, and that's where it all began. So yet today, Glenn, claiming to be an old farm boy at heart, has maintained a sizable purebred cattle operation for 30 years and dabbled in raising sheep for a few years as well. He's developed a direct market to consumers both in lamb and beef and does some limited showing of his Limousin cattle. So, often during the summer you can find Glenn out chasing the cows and those big round bales. "I enjoy the outdoors with the emergence and maturation in life of both plant and animal. All stages of life have their beauty, some is a little harder to find than others," Glenn commented.

When he's not busy with the cattle, Glenn shares his life with his wife Sharon of 36 years. She has worked for the Department of Labor for 40 years. Their son Chris is a graduate student in environmental chemistry at University of California at Davis and their daughter-in-law Miranda recently received her masters in human resources and is employed by the California Superior Court System. Glenn is also active in the Chamber of Commerce, United Way, Ducks Unlimited, the NSU Foundation, and Good Shepherd Lutheran Church.

While doing his "day job," Glenn can be found at Avera St. Lukes in Aberdeen working as the Director of Budget and Reimbursement. He has worked in this position for 16 years and spent 16 years at Dakota Midland Hospital before that. The best part of his job is that he has a good boss and sees plenty of diversity in his work that provides him with many challenges. Glenn believes that HFMA is a strong professional organization that provides some very important camaraderie and excellent educational opportunities, despite the fact that they are often underutilized. He feels that HFMA provides us with some "refuge from the enemy," i.e. Medicare or other groups that are pressing for more services for less pay. Glenn also shared a couple memories from his experiences with HFMA. He says the most memorable, although not necessarily his favorite memory, was the 1972 meeting at the Ramkota in Sioux Falls with Bob DeHoet of Blue Cross explaining the rule of Economic Stabilization, basically a price freeze. Glenn remembers that it was almost a lynch mob attitude with the like of Cale Neal and Gil Brimeyer showing no mercy. Sounds like quite a heated meeting! On the more positive side, Glenn's favorite memory of HFMA was to witness our South Dakota Chapter winning the Bob Shelton Award twice and having our "Chicago Cousin" Bob Shelton present at the SDAHO meeting both times and also working with Bob to write the chapter history.

With more than 30 years of experience in both healthcare and HFMA, Glenn is a valued member of our chapter. Thank you for your time, expertise, and commitment to our organization.

HEALTHCARE FINANCIAL MANAGEMENT- SOUTH DAKOTA CHAPTER STRATEGIC PLAN - FISCAL YEAR 2004-2005

VISION

SDHFMA will be the leading professional resource in South Dakota for individuals seeking excellence in healthcare related financial management.

MISSION

The South Dakota Chapter of HFMA will serve its members by providing opportunities for professional growth, education and networking, while promoting the direction of healthcare in the state of South Dakota.

VALUES

Service Excellence to the Chapter Members
Commitment to Leadership and Teamwork
Mutual Respect and Professionalism to all we serve
Fiscal Responsibility in Chapter Management

STRENGTHS

Quality of Educational Programs
Financial Stability of Chapter
Retention of members
Size of Chapter Promotes Member Interaction
Commitment of Active Members
Sponsorship Support
Dedicated Board and Officers

WEAKNESSES

Geography of State - Rural
Same active members from year to year
Limited Communication to Non-member Facilities
Two Target Audiences: Larger Facilities (PPS) and smaller facilities (CAH)
Attendance at educational programs

OPPORTUNITIES

Increase Membership Involvement
Offering Education Specific to CAH, PPS, Clinic & LTC
Luncheon/Video or Web-based meetings
Reaching out to "experienced" members to promote HFMA to their employees
Educational Programming co-sponsored with other Associations, HFMA chapters or Organizations
Offering Educational Assistance/Dues Relief in accordance with policies
Partnering with SDAHO on Statewide Reimbursement Issues
Website Development

THREATS

Educational programs being offered by other organizations and health systems
HFMA Programming Being Cost Prohibitive for Smaller Facilities
Time Constraints and Expanded Job Responsibilities for HFMA Members
Variance in Educational Needs for Members from Large vs. Small Facilities
Increasing Cost of Quality Speakers
Continued specialized finance fields in SD Healthcare Facilities

GOAL #1

Provide quality and affordable education to meet members' needs and expectations.

Objectives

Focus on in-depth and specific programs
Provide discounted registration for financially stressed facilities
Research and evaluate the feasibility of Lunch/Video
Or Web-based meetings
Evaluate and utilize survey data

Performance Measures

Hold 5 educational meetings through the year
Two meetings will provide a program on one specific topic
Presentation of recommendation to Board

Obtain \$12,000 sponsorship to help support our education programs
Reach at least a silver level for registrant hours/member
Overall education programs on survey be over 50% very satisfied

Strategic Plan Continued:

GOAL #2

Promote recruitment and retention through greater involvement of membership.

Objectives

Involve new members with committee activities
 Encourage HFMA Certification
 Recruit members from facilities without HFMA members
 Increase personal interaction with all members
 Implement Chapter Website

Performance Measures

Targeted membership - 145
 Certify two members
 Recruit 3 new members from facilities without a member
 Officer greeting and membership information at each meeting
 Personal contact with 100% of new members for welcoming
 Website completed

CHAPTER MANAGEMENT OF STRATEGIC PLAN

To review and monitor the progress of the strategic plan throughout the year.

Performance Measures

- Approve strategic plan at the planning meeting
- Publish the strategic plan in the membership service plan & directory book
- Publish the strategic plan in the first newsletter
- Provide performance results at each business meeting
- Review strategic plan at SDAHO to review and establish new objectives / measures if needed
- Submit three Yerger awards

Bo Knows Quiz



HFMA Certification Preparation Questions

Accounts Receivable Management

When doing an accounts receivable valuation review, you need to?

- A. Write off un-collectible accounts
- B. Re-classify accounts by days in accounts receivable
- C. Re-compute patient receivables
- D. Re-negotiate third-party contracts

Answer: C (Page 2-13 in the 2003-2004 Patient Financial Services Specialty Self Assessment Exercise/Certification Course)

**South Dakota HFMA
Statement of Operations
Budget for Fiscal Year Ending May 31, 2005**

Revenue

Education Meetings:

Summer Meeting	\$ 3,500.00
SDAHO	2,000.00
Fall Meeting	3,000.00
February Meeting	4,500.00
Spring Symposium	<u>8,000.00</u>
Total Education Meetings	21,000.00

Sponsorship:

Platinum	3,000.00
Gold	1,500.00
Silver	5,000.00
Bronze	<u>3,000.00</u>
Total Sponsorships	12,500.00

Rebated Dues	2,200.00
Miscellaneous	50.00
Interest Income	<u>50.00</u>

Total Revenue **35,800.00**

Expense

Education Expenses:

Summer Meeting	\$ 1,500.00
SDAHO	2,500.00
Fall Meeting	3,000.00
February Meeting	2,000.00
Spring Symposium	<u>10,500.00</u>
Total Education Meetings	19,500.00

Officer Travel and Meeting	11,500.00
Newsletter Printing	100.00
Directory Printing	1,800.00
Office Supplies	100.00
Scholarships	1,000.00
Miscellaneous	600.00
HFMA Membership Dues	1,000.00
Postage	200.00
Website Development	<u>3,000.00</u>

Total Expenses **38,800.00**

Excess of Expenses over Revenue **\$ (3,000.00)**

Founders Merit Award Series

Submitted by Stan Knobloch

HFMA recognizes that its strength lies in volunteers, who contribute their time, ideas, and energy to serve the healthcare industry, their profession, and one another. Active participation in HFMA at the national and/or chapter levels provides members with numerous opportunities for professional development, information, networking and advocacy. Established in 1960, the Founders Merit Award Series acknowledges the contributions made by HFMA members at four award levels:

The **Follmer Bronze Award** is awarded to an individual who has earned 25 member points (formerly 100). This award is named after William G. Follmer, who is credited with the creation of the American Association of Hospital Accountants (now HFMA).

The **Reeves Silver Award**, in honor of Robert H. Reeves, is awarded to an individual who has earned 50 total member points (formerly 200). Reeves, an organizing member of the AAHA, was elected president of AAHA in 1956 and was instrumental in creating the structure of AAHA.

The **Muncie Gold Award** is presented to a member who has earned a total of 100 member points (formerly 300). The award honors Fredrick T. Muncie, an organizing member of the AAHA, and the first president of the association (1947-49). Muncie also assisted in the organization of the first AAHA chapter (First Illinois).

A fourth award, the Founders Medal of Honor, was added in 1986 and is conferred by nomination of the Chapter Board of Directors. This prestigious award recognizes those individuals who have been actively involved in HFMA for at least three years after earning the Muncie Gold Award (*100 points*), and have provided significant service at the chapter and/or national level in at least two of those years, and remains to be a member in good standing. A chapter may nominate members for this award at any time during the year.

Chapter level points earned by members during 2003-04 are reported by the chapter's Founders Contact to HFMA National by **August 10**. Member points are totaled and an award list is generated for each chapter. The chapter's Founders Contact verifies the list, and the awards are then ordered. Although HFMA National and the chapters track most member points, it is ultimately the responsibility of the individual member to report points earned to the chapter's Founders Contact, who serves as a liaison to HFMA National.

Member points are automatically transferred from one chapter to another. Retroactive scoring of points for all categories is permissible if appropriate documentation is provided. However, no points are earned for services for terms of office of less than one-half of a chapter's fiscal year for any category; services a member is paid to perform; or for chapter participation prior to HFMA membership.

You can review your current Founders points on line, under activities in your personal profile in the Membership Directory area at http://www.hfma.org/access_eseries.cfm

If you have questions or corrections to the information listed there, please contact Stan Knobloch by email at knoblocs@siouxvalley.org, by phone at (507) 449-1252, or by fax at (507) 283-2091.

Changes to Founders program

Feedback during the 2004 Leadership Training Conference (LTC) has resulted in a move to keep the Founders program prospective rather than retrospective. Information distributed in April announced important new changes to the Founders award program.

- For 2003-04, the Founders program will continue to include points for education (both local chapter and national), membership, certification, Forums, and volunteer activity points (both local and national). *This is a change from the information published in earlier communication from HFMA National and addresses the retrospective issue raised by chapter leaders at the recent LTC.*
- Being "prospective" rather than "retrospective" will eliminate the need for members to be concerned about being close to an award level and not receiving points they were counting on for 2003-04. *Members will not lose any points for the 2003-04 year.*
- To simplify the transition we will continue to use the "old" Founders point system and award levels for this year (i.e. Bronze-100, Silver-200 & Gold-300).
- Beginning with 2004-05, and in keeping with the core purpose of the Founders recognition program – *Recognizing the Volunteer in You* – the Founders program will only record points for volunteer efforts.
- Chapter members can view their Founders points on the HFMA National web site under activities in their personal profiles in the membership directory area at: http://www.hfma.org/access_eseries.cfm

Founder's points and their relationship to certification maintenance

One area of concern expressed by chapter leaders during the LTC was that members would still need to earn Founders points for certification maintenance, and leaders thought that this would be difficult to do under the new Founders system. *Founder's points are no longer a requirement for certification maintenance.* This requirement is being replaced with a 90-contact hour requirement. Please be advised that anyone who is due to maintain in 2005 and 2006 will be allowed to work under whichever system best allows ease of use in meeting the maintenance requirements. Anyone due to maintain in 2007 and beyond will be required to meet the maintenance requirements that are effective June 1, 2004.

In addition, certified members were concerned that Founders points for attendance at HFMA educational events would not be tracked for certification for 2003-04. Founders Contacts are now being asked to report this data in aggregate for 2003-04. A new on-line system is now available for members to track their own education points (contact hours) for certification. HFMA members can self-report eligible education activities that occurred June 1, 2004 or later using the on-line system available at this link:

http://www.hfma.org/members_only/certification/education_activity.cfm

Send an email to certification@hfma.org if you have specific certification questions.

The HFMA National Regional Executive Council will continue to monitor Founders program feedback as HFMA transitions to the new award program. Questions? Please contact your chapter Founders Contact by email at knoblocs@siouxvalley.org, by phone at (507) 449-1252, or by fax at (507) 283-2091.

Certification Requirement Changes

Submitted by Ken Trammell

CHFP Requirements

	Current	New - Effective June 1, 2004
Exams	Successfully complete the Core and one Specialty exam within two years of completing the first exam	Same
HFMA Membership	Minimum of two years HFMA membership (these do not need to be consecutive) and current active member in good standing	Same
Professional Experience	Two years of professional experience in healthcare and/or financial management	Same
Education	60-semester hours coursework at an accredited college or university Or Alternative education activities that total 960 points based on defined criteria Transcript or copy of diploma required	60-semester hours coursework at an accredited college or university Or 60 hours of relevant professional development as measured in contact hours Transcript or copy of diploma required Proof of attendance for professional development activities
Career Development	40 career development points within a continuous three-year period prior to are after passing the certification exams, with at least 20 points being Founders Points	None
References	One from local chapter President and one from immediate supervisor or if a CEO or self-employed, one from a client or additional HFMA chapter officer	Same
Application	Submit original, notarized application with required documentation	Same AND \$25 fee to cover administrative/processing costs including the certificate and folder given to candidate

Certification Requirement Changes

FHFMA Requirements

	Current 2004	New – Effective June 1, 2004
Certification	Be a CHFPP in good standing	Same
Exam	No exam required in addition to those required to become a CHFPP	Same
HFMA Membership	Minimum of five years HFMA membership (these do not need to be consecutive) and current active member in good standing	Same
Education	B.A. degree from an accredited college or university Transcript or copy of diploma required	B.A. degree from and accredited college or university Or 120 semester hours from an accredited college or university Transcript or copy of diploma required if not on file
Career Development	200 career development points comprised of Founders Points, Parallel Points, and points earned for level of college degree or additional specialties, of which parallel Points are limited to no more than the total of Founders Points submitted toward	There are three options related specifically to <u>volunteer</u> activity in HFMA and/or the industry. To meet this requirement, a Fellowship candidate may: <ol style="list-style-type: none"> 1) Have earned the Follmer Bronze award 2) Volunteer in the chapter. Fulfillment of the service requirement would be determined as follows: Using the revised Founders points criteria, earn a minimum of two points per year in two consecutive years 3) Volunteer service for two years in a healthcare industry organization. A written report of the activities and verification are required.
References	One from a Fellow in HFMA or from a current officer of the local chapter	Same
Application	Submit original, notarized application with required documentation and one-time \$100 fee to cover processing expenses and cost of certificate and folder	Same

July 22nd SDHFMA meeting in Chamberlain

Submitted by Joel Aas

On July 22, 2004 SDHFMA held a one-day meeting in Chamberlain, SD on Critical Access Hospitals. If you weren't able to attend the meeting, here is a recap of the meeting and comments by a few attendees on the meeting!

Quotations:

John Vetsch. "Interesting, even though a lot of the focus was on cost reports, which can be a dry subject. Overall, I'm glad to see HFMA has taken the initiative to have one-day seminars specifically on single topics such as critical access. I think it's a good move on their part, and I hope they continue in that direction."

Deb Heuple. "It's been great. Knowledgeable speakers with good answers and practical suggestions."

Jim Thurm. "Very good and informative speakers. The speakers did a nice job of explaining a lot of issues applicable to how we operate. Very good."

All attendees enjoyed an opportunity to voice opinions on current Medicare regulations regarding cost finding with Jim Frisbie from the regional intermediary office in Kansas City, and Dave Jensen, a senior auditor at Cahaba's Sioux City office. There were some candid interactions and some ideas exchanged about possible improvements to current regulations. This was a nice format to remind folks like Jim and Dave what CAHs are up against financially and operationally. All comments were well received and both Jim and Dave reminded us of the confines the auditors need to work within also. One central theme of the overall discussion seemed to be that we all have different interpretation of the regulations and we need much more communication between providers and fiscal intermediaries to become more consistent in their application.

Ralph Llewellyn from Eide Bailly gave a nice presentation exploring different strategies for providing various services and the impact such strategic changes would have on cost based reimbursement. The options available are numerous and Ralph covered topics ranging from alternative corporate structures to service line feasibility studies.

The seminar was topped off with a panel discussion of cost report audit case studies intermingled with feedback and questions from the audience. The facilities discussed ranged from stand-alone to system-sponsored CAHs, and the topics were extensive. The anecdotal style presentation was very interesting and educational. Once again the importance of communication with the FI was stressed, along with doing "what-if" scenarios on proposed adjustments, allocation methods, and service line changes. Cost report software is needed to conduct such studies, and should be obtainable on a stand-alone basis for \$2,000 to \$3,000 for most CAHs.



CAH Panel on Cost Report Audits L to R: Allison Bolger, Pete Stack, Allison Nelson, Tom Loff, Sheryl Pappas, David Dick, Phyllis Birk



Jim Frisbie from the Kansas City office for the Regional Intermediary talks to Tom Loff

Upcoming HFMA Meetings

August 19 - 20 - Jackson Hole, WY The Virginian Hotel - (With WY, MT, ND Chapters) Meeting Focus: Varied but very good (brochures have been sent)

September 22 - 24 - SDAHO - Sioux Falls, SD Convention Center/Sheraton Hotel (meeting topics and speakers TBD)

November 4 - 5 - Rapid City, SD (hotel and meeting topics TBD)

February 10, 2005 - Chamberlain, SD Cedar Shore Resort - Meeting Focus: LTC



Meeting attendees avidly listen to speaker Ralph Llewellyn discuss CAH strategies.



Jim Frank and Ralph Llewellyn talk during lunch.

2004 SDHFMA SPONSORS

Platinum

Advanced Asset Alliance
Quality Reimbursement Services
Rapid City Regional Hospital

Gold

Eide Bailly, LLP
Wellmark Blue Cross Blue Shield

Silver

Avera McKennan Hospital & Health System
Avera Saint Luke's Hospital
Dairyland Healthcare Solutions
Deloitte & Touche
Ernst & Young, LLP
Howalt-McDowell Insurance, Inc.
US Bank
Von Briesen, Purtell & Roper, SC
Zimmerman & Associates

Bronze

Accounts Management, Inc.
Avera Queen of Peace Hospital
Avera Sacred Heart Hospital
Black Hills Collection Service
Claritus
First American Administrators, Inc.
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FTI Consulting
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Revenue Cycle Solutions
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Sponsor Spotlight

perotsystems™

Perot Systems Healthcare, Revenue Cycle Solutions
11301 West Olympic Blvd. #303
West Los Angeles, CA 90064-1615
1-888-439-2202

My name is Theresa Mathew, I am the Pacific Region manager for Perot Systems Healthcare, Revenue Cycle Solutions – I am responsible for Business Development and Customer Service in the Western United States.

Perot Systems is committed to helping hospitals successfully manage their revenue cycles to increase cash, minimize losses, resolve aged A/R, reduce operational costs, improve patient and physician relations, and most importantly achieve sustainable improvements in revenue cycle performance.

We provide solutions that are customized to meet your facilities specific needs. Areas of expertise include: Revenue Cycle Outsourcing, Extended Business Office Services, Accelerated Receivables Onsite Recovery, Revenue Cycle Consulting, & HIM Solutions.

For a complimentary analysis or to discuss your needs please contact me via e-mail at: Theresa.Mathew@ps.net or toll free at 1-888-439-2202. Thank You!



An Independent Licensee of the Blue Cross and Blue Shield Association

Wellmark Blue Cross and Blue Shield

Wellmark Blue Cross and Blue Shield of South Dakota offers a full range of health insurance and related products and services to more than 263,000 members in South Dakota. As a member of the Blue Cross and Blue Shield Association, Wellmark Blue Cross and Blue Shield is part of a national network of 41 plans that insure nearly 88.7 million people, or more than 30 percent of all Americans. Health insurance products Wellmark offers to individuals, families and employer groups in South Dakota include Blue Select® and Classic Blue®. Individuals 65 and older may also purchase Senior Blue® Medicare supplement plans.

As the largest health insurer in South Dakota, Wellmark believes it has a corporate responsibility to further enrich the education of health care professionals throughout the state. Through Wellmark's long-time sponsorship of the South Dakota Health Care Financial Management Association, Wellmark is helping to bring educational programs to South Dakota health care financial professionals.

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.

For more information, visit HFMA's Web site at www.hfma.org.

The Quill Exchange

Published by the South Dakota Chapter
Healthcare Financial Management Association
3708 Brook Place, Suite 1
Sioux Falls, South Dakota 57106

Published by:

Allison Bolger, Chairperson
Mindy Broveak
Lindia Roth
Cindy Thompson

Please submit articles for publication in
The Exchange to:
Allison Bolger (allison.bolger@mckennan.org)

Quote of the Month

Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away for the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover.

Mark Twain
