Value of HFMA Membership

March is an important month for HFMA Membership: the first due invoice for the coming fiscal year will be sent to current members, the final push for member-get-a-member recruitment starts, and those interested in joining HFMA can take advantage of low pro-rated membership dues. As a demonstration of your dedication and commitment to the SD chapter of HFMA, I encourage and challenge each of you to identify potential members in your organizations or communities and encourage them to take advantage of the opportunities March brings. Please share with them the personal benefits you receive the value of being a SD HFMA member. Just a few of these include:

- **HFMA saves its members’ time and money**—One good idea applied to a project can translate into significant resource savings.

- **HFMA provides its members with ready solutions**—Why reinvent the when whey you have access to the best thinking in the field, other SD HFMA members from across the state? The educational programs and networking opportunities within the state provide a low-cost high value means of finding the answers you need. Additionally, access and support at the national level is there if you need it.

- **HFMA enhances its member’s career options**—Gain the leverage needed to move up the corporate ladder—Gain leverage through enhanced knowledge, skill and credentialing opportunities to help you in professional growth and advancement.

- **HFMA is a community**—Affiliation connects each member to a network of local and national professional from across the healthcare finance community.

- **HFMA improves our industry**—HFMA helps members and their organizations better serve their communities, thereby improving overall community health.

To request an application for self, friend or colleague, please contact SDHFMA Membership Chair, Bo Beames at 605/719-1212 or bbeames@rcrh.org

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March 2003
Letter from the President

It is with deep sadness that I announce that Georgia Quill, friend, HFMA member and past Newsletter editor, passed away in January. Georgia served as the newsletter editor from June 2001 to December of 2002 when illness forced her to step down from the position. During her tenure as Newsletter editor, Georgia spent many hours converting the newsletter to an electronic format. At LTC in April 2002, Georgia was asked to serve on a panel of Newsletter editors whose chapters had electronic newsletters. Of the 5 different chapters represented, South Dakota was the only chapter that produced their own electronic newsletter…all of the other states pay to have their newsletter electronically produced. Georgia has served on several other committees in HFMA. We value the time and dedication that she put forth to the SD chapter of HFMA. I personally will miss Georgia - her knowledge, stories, and wit!

I want to thank all of the Platinum, Gold, Silver, and Bronze sponsors for their support. Without our sponsors, we would not be able to send our officers to LTC and the Fall President’s meeting, nor offer the local educational sessions to our membership and others in the healthcare field. Tom Loff, Vice-President of Finance for Sioux Valley Regional Health Services is the current Chairperson of the Sponsorship Committee. Thank you Tom and sponsorship committee members for the time and work you have dedicated to this committee.

There are only three more months of the HFMA fiscal year. During the next month, you will be receiving a letter asking for nominations for board members and officers for the FY 04. Please consider being a board member and/or officer. Looking back at the past five years of being an officer and prior to that serving on the board for a year, I can only expound on the invaluable experience I have gained by serving as an officer and board member for HFMA.

You also will be receiving a sheet to sign-up for committees. I urge you to become actively involved in the chapter and sign up for a committee. When I first became a member of HFMA while employed as a staff accountant at Charles Bailly (currently Eide Bailly LLP), my manager (see if you can figure out who this person is…hint: it is a he) at that time encouraged and stressed that if you are going to be a member in an organization be active in that organization. I value the advice that was given to me and feel that I have benefited ten-fold to the time that I have spent volunteering to HFMA.

Our next meeting is being held April 23-25, 2003 at the Holiday Inn City Centre in Sioux Falls. This is our annual Quad State meeting that for the past several years has been held in Vermillion. We have decided to try and have the meeting in a different location this year. April 23rd will be our golf outing, dinner, and business meeting where we will be electing two new board members and a Treasurer. Then educational meetings will be held April 24-25. An exciting line up of speakers and topics are being offered. A few of the topics are implementing HIPAA in accounts receivable, cost management, and corporate governance. Day Egusquiza will be presenting the HIPAA in the accounts receivable – she is a dynamic and excellent speaker!

Please consider your involvement in HFMA and sign up for a committee or become a board member or officer. The success of our chapter hinges on the volunteers of the chapter. Let’s continue to have our chapter be recognized as a strong and successful organization and continue to meet our chapter’s goals.
SDHFMA SDAHO Business Meeting Minutes

SDHFMA Business Meeting
December 2, 2002
Teleconference Meeting

1. Meeting was brought to order by Allison Bolger. Tom Loff made a motion to approve the May Planning Meeting minutes with revision of the award that Dave Timpe was given to be the Fredrick C. Morgan award. Bryce Pattison seconded and motion was passed.

2. Financial Report through October 31, 2002 was presented by Bryce Pattison. Phyllis Birk made a motion to accept the financial report. Tom Loff seconded and motion was passed.

3. Old Business
   A. Strategic Plan – Marlene reviewed the plan and where we are with the goals and objectives.
      1. Goal 1 – There was a luncheon meeting held in Rapid City. We need to expand to other markets such as Nursing Home, Clinics, Dental Offices, etc. Need to concentrate on education program attendance and what needs to be done to improve the attendance. Program Committee was designated to work on this goal.
      2. Goal 2 – Recruitment and Retention – Need to work on this goal. Marlene to follow-up with Bo. Membership is currently at 130 which is way down from the 155 goal. Directory changes to be in the Newsletter.

3. Something needs to be written up for the newsletter on progress with the strategic plan. Marlene will write this.

   B. Check Signature – Changing from the requirement of 2 signatures to one signature with a balance limitation. This would make the process of paying expenses more efficient and save mailing time. Al Berreth made a motion to change the requirement to one signature with an e-mail approval from the President or other officer. Marlene seconded the motion and it was passed. This change will be added to the Policy Manual.

   C. Policy Manual – This continues to be worked on and if anyone has any changes, they are to get them to Maureen Cadwell. This will be discussed again at Quad State in April.

4. Committee Reports
   a. Sponsorship – Tom Loff – One Platinum sponsor dropped to the Bronze level. Received 3 renewals to date. Five new inquiries were sent out and with all of the letters the definition of sponsor versus advertising was disclosed. The policy Manual needs to clarify the dates that the sponsorship program covers and the benefits of each level.

5. Quad State – There was discussion on special agenda items and if there were any 400 club members. This will be further discussed during the Program Committee Meeting.

6. There was one new dues relief granted.

7. Need to get application to the new CFO at Canton.

8. Meeting adjourned at 12:00 noon.

Submitted by:

Maureen Cadwell, SD Chapter Secretary
CERTIFICATION STUDY GUIDE AVAILABLE

By Ken Trammell, FHFMA, CPA

The South Dakota Chapter Healthcare Financial Management Association has purchased a Core Study Guide for Certification testing. The study guide covers the 2003 – 2004 testing period. If you are interested in using the Chapter’s study guide you may contact:

Ken Trammell
Avera Queen of Peace Hospital
Telephone: 605-995-5771
Email: ken.trammell@averaqueenofpeace.org

Certification tests may be taken at the following locations:

Avera St. Luke’s Hospital, Aberdeen, SD – Tim Renelt, Proctor
Avera Queen of Peace Hospital, Mitchell, SD – Ken Trammell, Proctor
Eide Bailly LLP, Sioux Falls, SD – Dave Timpe, Proctor
Black Hill Rehabilitation Hospital, Rapid City, SD – Bo Beames, Proctor

Quote of the Month

“If your problems were any easier, someone with less skill demanding less compensation would have your job.”

Bo Knows Quiz

HFMA Certification Preparation Questions

Topic: Strategic Planning

Market-based forces are causing:
A. An increasing number of alliances
B. Runaway inflation in the healthcare industry
C. Healthcare costs to increase
D. A decreasing number of alliances

Answer A. An increasing number of alliances (Page 5-4 in the 2001-2002 Core Self Study Course.)

Topic: Strategic Planning

External environmental analysis typically includes:
A. Operating margins and debt capacity
B. Demographic and socioeconomic characteristics of the service area
C. Efficiency and staffing rations
D. Quality Indicators

Answer: B. Demographic and socioeconomic characteristics of the service area (Page 5-10 in the 2001-2002 Core Self Study Course.)
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.

2003 SDHFMA SPONSORS

Platinum

AAA Collections, Inc.
First National Bank of Sioux Falls
Quality Reimbursement Services
Rapid City Regional Hospital

Gold

Eide Bailly, LLP

Silver

Avera McKennan
Avera Saint Luke’s
Deloitte & Touche
Von Briesen, Purtell & Roper, SC
Ernst & Young, LLP

Bronze

Accounts Management, Inc.
Advance Receivable Strategies
Avera Sacred Heart Health Services
Black Hills Collection Service
First American Administrators, Inc.
Hauge Associates, Inc.
Howalt-McDowell Insurance, Inc.
Rapid City Regional – Western Health
Wohlnerg Ritzman & Co., LLC

Chapter Events

1. Leadership Training Conference April 6-8
   Chicago, IL

2. Quad State Meeting) - April 23-25th
   Sioux Falls, Holiday Inn City Centre

3. Annual Chapter Planning meeting - May 5-6
   Mid-Dakota Hospital, Chamberlain, SD