

heartbeat

heart of america

Volume 70 | Issue 3
Winter 2018

Charles Fazzino | Prairiebrooke Arts

HEALTHCARE FINANCIAL MANAGEMENT ASSOCIATION SERVING THE KANSAS CITY CHAPTER

Programming/Webinars 2
New Members 2
President's Corner..... 3

Region 8 Connection 4
Federal Advocacy Issues
for 2018 5

Get to Know a Member6-8
Winter Spotlight 9
Officers/Directors/Sponsors 10

New Online Certification11
Sponsor Spotlight11

Newly Certified Members

Congratulations to the Heart of America Chapter's latest members to successfully pass the Certified Healthcare Financial Professional (CHFP) examination:

- Miccole Bowen, Principal Financial Alignment Executive, Cerner Corporation
- Heather Frazier, Senior Director of Revenue Cycle at Liberty Hospital
- Matthew Hamilton, Financial Alignment Executive, Cerner Corporation
- Todd Kenney, Partner at BKD
- Jeremy Pelski, Sr. Rev Works Client Owner, Cerner Corporation
- Aaron Powell, Senior Treasury Analyst at Mosaic
- Steve Smith, Managing Consultant at BKD

The CHFP program provides the broad range of business and financial skills essential for succeeding in today's high-value healthcare environment:

1. Business acumen
2. Collaboration
3. Financial strategy
4. Understanding future trends

Why become certified?

Steve Smith pursued certification in order to expand his knowledge of healthcare finance, to network with other certified members, and stay up-to-date in regulatory changes and industry shifts toward value-based reimbursement.

"Being in treasury, it's sometimes difficult to understand the nuances in billing and collection that have a great deal of influence on cash flow. Knowing more about other areas allows me to better understand how all departments interact with one another," states Aaron Powell.

Earning the CHFP associates Miccole Bowen with a strong group of leaders that have supported her growth in our field. She enjoys returning the favor by supporting others with similar aspirations.

Looking around at past and current chapter leaders who had already gained this certification, Todd Kenney felt motivated to achieve the same to demonstrate his commitment to healthcare and the mission of HFMA. Healthcare is a dynamic field and he enjoyed the challenge of learning about different transaction cycles outside of the finance cycle where he typically spends the majority of his time.



mark your calendars

Local & National Webinars

HFMA Heart of America Women in Leadership Luncheon
Thursday, February 22, 2018
11:00 am to 2:00 pm
28 Event Space, 1300 W. 28th Street,
Kansas City, MO 64108

National Webinar Schedule

March 8
Lowering Costs While Advancing Care –
Specialty Pharmacy Insights

March 14
Engaging in the Journey of Value-Based
Healthcare

March 15
Healthcare Transparency Defined. Getting it
Right for You and Your Patients

March 20
HIS System Conversion: Can You Avoid the
Drama? Getting It Right from the Start

March 21
Beyond the Hype: A Primer on Blockchain
Technology for Healthcare

April 11
Achieving Significant Savings While Improving
Document Security: What You Need to Know

Register at: www.hfma.org/webinars

If you are interested in presenting a
webinar, please contact Kurt Belisle at
kbelisle@hfma.org.



Welcome

Welcome New Members!

Anthony Briggs
Bolder Healthcare Solutions, LLC
tony.briggs@bolderhealthcare.com

William Reed Jr.
Pinnacle Healthcare Development LLC
wreed@pinnaclehd.com

Bobby Johnson
KFORCE
bobbyjohnson@kforce.com

Ben Schmitz
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Chris Miller
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Philip Williams
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Derek Long
PYA
dlong@pyapc.com



President's Corner

Todd Kenney, President

Greetings Heart of America chapter members! Happy New Year and I hope everyone had a fulfilling holiday season.

In the past couple of months we have had some outstanding webinars and a well-attended Medicare Cost report training session in December. Our next event is the Women's Leadership luncheon on February 22nd with a great line-up of speakers and panelists. We hope to see several of you there, including the men of our chapter! National HFMA has continued down there path to improve the interaction and education with members and our chapter we be changing to a new event management system in the fall - CVENT.

As we wrap up the current HFMA year and my Presidency comes to an end, we are already looking forward and planning for the next year. Part of this preparation is organizing the members who want to experience the most from their HFMA membership by volunteering for one of the several leadership or support roles in the chapter. If you are interested in getting more involved with the chapter and networking with active members on regular basis, please reach out to Damara Harper or myself.

In order to stay updated on chapter events and news, please visit, follow and participate with us in the following ways:

- **Twitter** - @HFMA_HOA
- **Facebook** - HFMA Heart of America Chapter
- **LinkedIn** - HFMA-Heart of America Chapter

We look forward to seeing everyone at our upcoming events and feel free to reach out to me if you wish to volunteer or have comments or suggestions to improve our chapter member experiences.

Thank you!

Todd Kenney
Heart of America Chapter President



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Bill Timmons
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Region 8 Connection

Kyle Lee, Region Executive

Region 8 Update

I hope you all have started out 2018 with a bang! As February rolls in, we start to look toward the last quarter of the HFMA education year and planning for the 2018-2019 year. It's an exciting time!

I want to be sure you're up to date on your local chapter happenings. Be sure to check your local chapter's website for live meeting because there are a lot of great ones coming up! Also, be sure to watch for the HFMA Region 8 webinar series. These are the third Tuesday of each month. You'll want to watch, too, for webinars offered by HFMA as these are excellent ways to stay up on industry changes. These are free to HFMA members and can be found at <http://www.hfma.org/webinars>

I want to assure you have marked your calendar for the Region 8 Mid-America Summer Institute which will be in the Kansas City area August 6-8. We have a great agenda planned for everyone and will be hosting our signature baseball outing when the Royals host the Cubs

on Tuesday, August 7. Keep watching for more details!

I want to share with you all the excellent promotion video put together by the HFMA national office entitled "Lead. Solve. Grow." It is a terrific overview of our association and you may even see some of our Region 8 colleagues featured! Take a look at the video by going to <https://youtu.be/7ULSIhf6AZE>

As I began this message, I'll remind you that we are looking forward to the 2018-2019 HFMA year. There is no better time to plug into your local chapter by volunteering on a committee or being involved at the Board level. I can assure you, you will get more out than you put in!

Kyle
Region Executive - Region 8
2017 - 2018

Join HFMA Region 8 in Kansas City!

Save the Date!

Monday, August 6 - Wednesday, August 8, 2018

Stoney Creek Hotel & Conference Center Independence, MO

Conference updates and registration will be available soon at www.hfma-region8.org

Sponsorship opportunities are available now! Email sponsorship@hfma-region8.org for details!



Federal Advocacy Issues for 2018

2018 is shaping up to be a year of many and quickly implemented legislative and regulatory changes. As this article is being drafted, Congress grapples with a government shutdown. Although the House has passed a funding extension that also would reauthorize the Children's Insurance Health Program for another six years, it is unlikely to win Senate approval. Expect Congress to pass another short-term funding extension which will allow more time to negotiate.

If Congress is expected to revisit the budgetary issues in mid-February, now is the time to advocate for an extension of the CHIP program, the Medicare dependent program, the expanded low volume definition and the delay of Medicaid disproportionate share hospital reductions as mandated by the Affordable Care Act.

Legislative advocacy may also be needed to address regulatory issues. Hospitals in Missouri will begin to see the benefits of a change in methodology used to make Medicare disproportionate share uncompensated care payments. CMS is transitioning away from using Medicaid days and SSI data to utilizing cost report worksheet S-10. This transition is estimated to increase Medicare DSH payments to hospitals in Missouri by an estimated \$17 million in 2018. Once fully transitioned to S-10, Medicare DSH eligible hospitals in Missouri are expected to receive an additional \$54 million. These increases are implemented in a budget neutral manner, which is leading some states to lose under this rule. Although finalized in regulation, MHA will be attentive and ready to mitigate pressure from states who work to push Congress to pass laws to nullify the rule.

The most troublesome issue is the recent focus on the 340B drug discount program. The Centers for Medicare & Medicaid Services recently finalized a 28.5 percentage point reduction to certain drugs purchased under the 340B program, amounting to a \$48 million reduction in payments to 18 hospitals in Missouri. As part of this payment offset, CMS provided an increase of 3.19 percent within the outpatient prospective payment system conversion factor, amounting to a \$39 million increase in payments to all Missouri hospitals paid

under the OPPS. CMS has voiced interest in working with Congress to redistribute the payment reduction back to hospitals in a more equitable manner. MHA will continue advocating to eliminate these reductions or find better ways to distribute the savings resulting from this policy. These payment cuts are also being litigated, which will take time to conclude.

Also in litigation is the recent change in the Medicare clinical lab fee schedule rates. It is expected that in Missouri, CLFS rates will decrease 8.7 percent in 2018, with a 30 percent reduction within four years. These reductions are due to CMS basing the fee schedule rates on the average third party payment rate for lab testing.

These are but a few of the topics that are sure to continue to be addressed in 2018. The Missouri Hospital Association will continue to advocate on the behalf of hospitals throughout the state. If you have any thoughts on any of these issues, please send me a note.

Medicare pay for performance free on-demand webinars:

- Hospital acquired conditions
- Hospital readmission reduction
- Value based purchasing programs

Recently published issue briefs:

- Correction notices to 2018 Medicare IPPS, LTCH, SNF payment and policy updates
- Final 2018 payment and policy updates for home health, PFS and other Part B services, OPPS, ASC, and ESRD
- Final rule to change CJR and eliminate EPM payment models
- New voluntary bundled payment models

Andrew B. Wheeler
Vice President of Federal Finance
Missouri Hospital Association

Get to Know a Member



Bobby Johnson

KFORCE Staffing
Talent Senior Manager

Why did you join HOA-HFMA?

To learn and keep up with what is going on in the Healthcare Industry. Another reason was to grow my network. Love meeting new people in the industry.

How long and why do you work in healthcare?

I've been in the industry for a little over 2 years. I work in Healthcare because it's challenging and always evolving. Healthcare will always be here and love being a part of it.

What do you like most about your job?

Being able to help people find new jobs/careers. I know how hard of a struggle it can be searching for new opportunities. When I'm able to make offers to candidates makes all the hard work worth it.

Marital status? Children? Pets?

Married I have son who is 12, daughter is 7 and a new baby on the way.

What is your personal or professional motto?

You miss 100% of the shots you don't take.

Please describe some of your favorite accomplishments or biggest challenges met.

In my 2nd year I finished in the top 10% company wide. I've been tasked running and growing our revenue cycle vertical. It's been challenging at times, but I'm up for it.

What advice would you give to someone entering the healthcare field?

You're never going to be an expert or know everything. The healthcare industry continues to change and evolve. It can seem overwhelming at times, but just stick with it.



Derek Long

PYA
Consulting Manager

Why did you join HOA-HFMA?

To connect with other local healthcare business professionals

How long and why do you work in healthcare?

About 8 years. I have always had an interest in healthcare since I was a kid. It's satisfying to think critically and help clients solve their toughest problems.

What do you like most about your job?

It truly never is the same from one day to the next.

Do you have a funny/embarassing event that has happened on the job you can share?

While on a site visit, my boss got pulled over and mistaken for a felon on the run due to our rental car description. We had clients in the car with us so it wound up being a pretty memorable experience.

Marital status? Children? Pets?

Married but no children... yet

What is your personal or professional motto?

Anything worth doing is worth doing well.

Please describe some of your favorite accomplishments or biggest challenges met.

Personally, probably obtaining my Accredited Senior Appraiser certification. Professionally, I feel like we meet big challenges often as that is what we are engaged to do.

What advice would you give to someone entering the healthcare field?

Be a sponge. Never stop learning because, as we all know, healthcare changes so rapidly.

Get to Know a Member



Sarah Meyer

Cerner
Solution Strategist

Why did you join HOA-HFMA?

Working now on the other side of healthcare, not as a provider but as one who serves the provider, I believe it is most advantageous to have joined HFMA

to ensure all vantage points are taken into consideration and education opportunities are utilized.

How long and why do you work in healthcare?

I have worked in healthcare for 20 years in various roles and departments. I continue to feel called to help improve the quality of life for both the recipient of care and the caregiver.

What do you like most about your job?

The ability to be part of the ongoing improvement to healthcare.

Marital status? Children? Pets?

Married, one adult step-daughter.

What is your personal or professional motto?

Life begins outside your comfort zone.

Please describe some of your favorite accomplishments or biggest challenges met.

Obtaining my CRCR.

What advice would you give to someone entering the healthcare field?

Ask questions of everyone including yourself, there are no dumb questions.



Chris Miller

IMA Healthcare
Senior Consultant

Why did you join HOA-HFMA?

I was a member many years ago and appreciated the education and networking opportunities provided by HFMA.

How long and why do you work in healthcare?

I have been focused on healthcare risk management and financing for over 25 years.

What do you like most about your job?

Healthcare employees are highly educated, committed and see the industry as a calling. I enjoy mentoring them to make a difference.

Marital status? Children? Pets?

Elatedly married with four terrific children.

What is your personal or professional motto?

Say what you will do and do what you say. Communication and stewardship.

Please describe some of your favorite accomplishments or biggest challenges met.

Mentoring facilities to elevate cultures of safety and reducing workers' comp claims by over 50% in numerous facilities as well as reducing other claims and the overall cost of risk dramatically.

What advice would you give to someone entering the healthcare field?

Work hard, be a team player and be open to constant change!

Get to Know a Member



Ben Schmitz

BKD, LLP
Senior Associate

Why did you join HOA-HFMA?

To further enhance my knowledge base as it relates to the wide world of Healthcare.

How long and why do you work in healthcare?

I've worked in Healthcare since starting at BKD three years ago. I think the reason why I like HC is that it's constantly changing and that the industry's mission is always to help the greater good, so I like being a small part of that. Also, my wife is a nurse so I think I was maybe predisposed to liking HC.

What do you like most about your job?

Meeting and getting to know new people and diving into each of my client's and their successes/issues. I can't lie; I also love the flexibility.

Do you have a funny/embarrassing event that has happened on the job you can share?

Nothing too embarrassing luckily... There is a client of mine that's in a smaller town and I was raving about the local diner to client personnel... None of them seemed too fond of this place, though (who doesn't love a greasy breakfast?)!

Marital status? Children? Pets?

I am married with a 1-year old daughter.

What is your personal or professional motto?

Not sure I have one, but I do like this quote from Teddy Roosevelt and think about it from time to time: "It is not the critic that counts; the credit belongs to the man who is actually in the arena, who if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory nor defeat."

Please describe some of your favorite accomplishments or biggest challenges met.

Not sure if this is supposed to be work-related but maybe my proudest accomplishment is that I've run with the bulls in Pamplona, Spain twice... and am still here to tell the tale!

What advice would you give to someone entering the healthcare field?

Have fun! Life's too short to get stressed about accounting.

Incredible is parents no longer having to choose between paying medical bills and a better life for their children.

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Sincere appreciation is extended to our corporate sponsors for 2017-18. Your support of our Chapter significantly improves our ability to offer quality programs to our members. Please consider joining our fantastic group of sponsoring organizations.

If you are a service provider, please contact:

Paul Knudtson 816-502-0648

Mary Knollmeyer maryknollmeyer@gmail.com

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Come join us!

HFMA volunteers receive opportunities for professional development, information, networking, and advocacy and earn Founders points when they participate in a chapter committee. The 2017-2018 committee chairs and co-chairs are as follows:

Audit Committee

Keeley Roach
(816) 221-6300 x21507

By-Laws Committee

Mary Knollmeyer, Chair
maryknollmeyer@gmail.com

Certification

Mary Jonscher, Chair
(816) 305-2297

Link

Frankie Forbes, Chair
(913) 341-8600

Membership Committee

Sue Brammer, Co-Chair
(816) 701-0222
Michelle Decker, Co-Chair
(913) 515-2655

Networking Committee

Erica Derks, Chair
(913) 213-0860

Programs Committee

Todd Goforth, Chair
(816) 691-5269

Publications Committee & Social Media

Tammy Shepherd, Co-Chair
(913) 945-5596
Pablo Marquez, Co-Chair
(816) 218-1699

Sponsorship Committee

Mary Knollmeyer, Co-Chair
maryknollmeyer@gmail.com
Paul Knudtson, Co-Chair
(816) 502-0648

Website

Kelli Schroeder, Chair
(816) 691-1333

New Online Certification: HFMA's Certified Inpatient Coding Auditor (CICA)

The brand new HFMA Certified Inpatient Coding Auditor (CICA) certification validates and acknowledges the expertise of the inpatient coding auditor professional. Certified inpatient coding auditors can help organizations ensure coding accuracy, increase reimbursements, and improve overall revenue cycle performance. The CICA certification is the only certification currently available to inpatient coding auditors and it tests across all coding auditor responsibilities.

CICA recommended experience: The certification assessment is intended for coding professionals with at least 3 years of acute care inpatient coding experience. Participants should have a working knowledge of DRG assignment, case mix index, quality initiatives, MAC's, RAC's, and the importance of accurate clinical documentation. For more details on the new CICA certification program, visit <http://www.hfma.org/cica/>

Newly Certified Members continued from page 1 ...

How to get started?

Miccole encourages others to set a deadline, plan for studying, and stick to it. HFMA members probably know more of the material already than they expect.

Aaron found that networking with those familiar with Revenue Cycle and Reimbursement to be incredibly helpful.

Todd suggests "Don't put it off, challenge yourself and just jump into it. We all have hectic schedules but make it a priority and a personal goal to achieve. It feels great when you step outside of your comfort zone, scared that you might fail, but commit yourself and succeed. Also, talk to others who have become certified and get their advice and support."

"Don't be overwhelmed or scared by the process. Yes, there is a lot of information to consume, but at the end of the day you'll be much better equipped to succeed in our changing environment," recommends Steve.

The CHFP is geared toward financial professionals, clinical and nonclinical leaders, and payers. The CHFP program includes two modules: *Business of Health Care* and *Operational Excellence*.

For more information: www.hfma.org/chfp

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