



President's Message

Happy September! Summer's officially over and it's time to kick off the 2002-03 Eastern Michigan Chapter year. Please join us for our first member meeting on Tuesday, September 17, 2002. Lisa Wille will be speaking on the provider-based ruling and what you can do if you've been asleep at the wheel up to this point!

I'd like to put in a plug right now for the LAST meeting of the year. We are going to have it at the Fairlane Club on Thursday, May 22, 2003 at 5:00 P.M. just like in the 'olden days' (as my son refers to anything pre-1990). Details will be forthcoming, but we're going to try to put on a meeting as close to those that we, lets just say, "more experienced" members remember with a pre-dinner mini education session and a dinner speaker. Please put it on your calendar now. You know how fast time flies - May will be here before you know it!

The Eastern Michigan Chapter is launching a new educational sponsorship program that has been in the works for almost a year now. Traditionally, the Chapter has relied upon corporate support for programs on a meeting-by-meeting basis. This year, we are moving to a system of support where we will request donations on a yearly basis, with some incentives built in for donors. This will allow for improved planning of the education year and improved recognition of our sponsors. Please read the article "*Chapter Champions" Sponsorship Program on page 8* for details. We hope that those of you who are members and are key players in your institutions will support us in our mission to bring first-class finance education to you and your staffs. ***Many thanks to Board members Jim Birchler and Cindi Long for their hard work and dedication in rolling out this program!***

Just a word about the special election. Jeff Ewald was ratified as President-Elect for this Chapter year. Sara McGlynn will be leaving her post on the Board and moving to the Secretary/Treasurer position. Sara's replacement on the Board will be Peter Bauer. Welcome aboard, Pete! Thanks to those of you who participated in the election process.

And, on this, the first anniversary of the most horrific attack on our nation ever, pray for the victims and families of 9/11, pray for those who were spared and still bear the scars, pray for tolerance and peace for us all. Be well. Diane



MEMBER MEETING ANNOUNCEMENT

September 17, 2002

An Update on Provider-Based Status

This presentation will review the changes in the provider-based status regulations and will provide an update of the financial and operational implications of the regulations, including opportunities still available.

Date	Tuesday, September 17, 2002	
Place	MSU Management Education Center 811 West Square Lake Troy 48098	
Agenda	7:30 - 8:30 am	Board Meeting
	8:00 - 8:30 am	Registration / Continental Breakfast
	8:30 - 9:00 am	Member Meeting
	9:00 - 10:30 am	Presentation by Lisa Wille, Senior Manager, Deloitte & Touche
CPEs	1.5 hours	
Cost	Advanced Registration prior to September 10, 2002	\$25 for Members \$35 for Non-Members and Guests
	Registration after September 10, 2002 / At Door	\$35 for Members \$45 for Non-Members and Guests
Contact	Sheila Pierson Providence Hospital 22255 Greenfield Road, Suite 423 Southfield, MI 48075	

Welcome New Members

Gregory P. Beattie
Title: Director Provider Contracting
Company: Care Choices
Address: 34605 Tweleve Mile Rd
Farmington Hills, MI 48331
Work Phone: (248) 489-6010
Fax: (248) 489-5246
E-mail: beattieg@trinity-health.org

Nancy A. Kulman
Title: Financial Analyst II
Company: Crittenton Hospital
Address: 74995 Closs Road
Richmond, MI 48062
Work Phone: (248) 652-5628
E-mail: nkulmanpers@hotmail.com

Avinash Sidhar
Title: Senior Auditor
Company: Trinity Health
Address: 6641 Post Oak Dr
West Bloomfield, MI 48322-3833
Work Phone: (248) 324-8417
Fax: (248) 324-8446
E-mail: sidhara@trinity-health.org

*Please note that sponsorship of new student members and reactivated prior members are encouraged, but promotion credits associated with the Health in Numbers Member-Get-A-Member campaign apply to the recruiting of regular members only. Please visit www.hfma.org/members/strength for more information.

Insurance and Reimbursement Committee Meeting

Thursday, September 12, 2002

8:30 - 10:30 A.M.

Riverside

25925 Telegraph Road, Suite 210

Southfield, MI 48034

The Conference room is located on the 2nd floor of the BCN building on Telegraph Rd. between 10 Mile and 11 mile.

The Topic will be "Medicare Outpatient PPS Proposed 2002 Rule & Healthy Michigan Amendment" Vickie Seal from MHA will discuss the highlights of the Proposed Outpatient Rule issued in the August 9, 2002 Federal Register and the Healthy Michigan Amendment which will be on the ballot in November.

Everyone is WELCOME to attend, pass this information to a colleague...they may also be interested.

If anyone has any suggestions for speakers and/or topics which you would like to see addressed at our committee meetings please contact Stephanie and Debbie with your ideas!

Thanks!!

Have a wonderful week and see you at the meeting!!!

Stephanie Bono

William Beaumont Hospital - Troy

<mailto:sbono@beaumont.edu>

248-964-0361 (phone)

Debbie Matson

St. Joseph Mercy Oakland

<mailto:matsond@trinity-health.org>

248-858-6542 (Phone)

GUESS WHO'S BACK???

Yep--you guessed it . . .the HFMA Managed Care Committee! We're back and better than ever. Our first meeting for the 2002-2003 year was held on August 20th at the St. John Corporate Services Building. The main focus of discussion was to create a new strategic direction for the group that focuses on issues not covered by the Insurance and Reimbursement Committee. (No offense guys, but rules and regulations just aren't our thing.)

Debbie Sieradzki shared with us her notes from a brainstorming session that took place at the Managed Care Advisory Council in November, 2001 which developed a new mission: *Building better relationships between payers and providers*. She recommended that we find the holes in our committee such as a lack of health plan representation. We then talked at great length about what topics we might address. Some suggestions included: best payer practices (provider billing, claims processing, denial management, etc.), the "clean claim" mystery—case studies, advantages/disadvantages of electronic systems, universal blueprints for such things as credentialing, referral forms, and standardized contract terms, and Risk-Based Capital for determining the financial solvency of a plan organization.

We are still looking for new members to join our illustrious group. If you're interested, please contact either Bea Skinner (Bea.Skinner@stjohn.org) or Cindi Long (cclong@crittenton.com).

Calendar of Events – HFMA

SEPTEMBER 2002

- 9-12 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 9-17 Member Meeting (MSU Management Center, Troy; 8AM)
- 9-23 Principles of Hospital Reimbursement (Lansing, 9AM)
Register with Michigan Assoc. of CPA's (248-267-3700)
- 9-24 Medicare Hospital Cost Report Workshop (Lansing, 9AM)
Register with Michigan Assoc. of CPA's (248-267-3700)
- 9-26 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

OCTOBER 2002

- 10-6 - 10-8 National HFMA Conference Revenue Cycle Strategies (Caesars Palace, Las Vegas)
- 10-17 - 10-18 HFMA-EMC 49th Annual Fall Conference (Ypsilanti Marriott)
- 10-24 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

NOVEMBER 2002

- TBD Member Meeting
- 11-21 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 11-22 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

JANUARY 2003

- TBD Member Meeting
- 1-16 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 1-23 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

FEBRUARY 2003

- 2-20 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 2-27 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

MARCH 2003

- 3-20 Member meeting - Annual Ins. & Reimb. Update (DoubleTree, Novi; 8:30AM)
- 3-20 Membership Committee Meeting (following Member Meeting at DoubleTree, Novi)
- 3-27 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

APRIL 2003

- 4-17 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 4-24 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

MAY 2003

- 5-15 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 5-22 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)
- 5-22 Membership Committee Meeting (prior to Member Meeting at Fairlane Club)
- 5-22 Member Meeting - (The Fairlane Club, Dearborn; 5PM)

JUNE 2003

- 6-19 Insurance & Reimb. Committee Meeting (BCN Building; 8:30AM)
- 6-26 Financial Analysis/Decision Support Committee (BCN Building; 8:30AM)

2002 FALL CONFERENCE October 17 & 18, 2002 Ypsilanti Marriott

Dinner Speaker: Lila Lazarus, Channel 4 Health Reporter

Keynote Speaker: Kenneth Raske, President of the Greater NY Hospital Association

Brochure with detailed information is forthcoming. For additional information, please contact Kelli Oliver (313)937-3764

Financial Analysis/Decision Support Committee

Due to declining membership and participation in the Benchmarking and Decision Support Committee, the Committee has decided to widen its focus. The Committee name has been changed to the Financial Analysis/Decision Support Committee (FADS). The committee will still address issues that it has covered in the past related to Decision Support and Benchmarking. Presentations and discussions will take place on inpatient and outpatient service line reporting, physician profile reporting, benchmarking, and software tools. Other reporting topics will also be covered. We also want to expand into other areas of interest for financial analysts such as, budgeting, economic justifications, pricing of new tests and procedures, financial reporting, performance improvement, business plans, etc. At the monthly meetings, topics on these various areas of finance will be presented and discussed. Not only will current techniques be discussed and shared, but also the tools used to produce the information. This committee will benefit any analyst whose function includes any of the items discussed above. It is very beneficial to see what your peers are doing at other health care organizations and the latest financial techniques used on any of the given topics.

Below is a list of the meeting dates through the end of the HFMA year. All meetings are held at 8:30 AM at the:

BCN-Riverside Building
25925 Telegraph Road
Suite 210
Southfield, MI 48034

This Conference Room is located on the 2nd floor of the BCN Building on Telegraph Road between 10 and 11 mile.

Thursday September 26, 2002 (there will be a presentation on Outpatient Service Line Reporting at the September meeting)

If you have questions or suggestions regarding the Committee please Email Mark Leonard at mleonard@beaumont.edu or Tina Wood at twood@dmc.org. Thank you and we hope to see you at the meetings.



The Certification Committee is looking for a new site for exams. We have lost our current site. This affects the September 27, 2002 exam for which we currently have two registered candidates. So the search is on for an exam site. We don't require tech support. All we need is a site with a computer (preferably 2) with CD drive and internet connection. The test can even be administered from a candidates home computer as desired. We are scrambling to meet the needs for September 27, please call Frank Gless at (616) 391-1632 with questions and options for test administration locations.

Next Issue we will introduce the following monthly columns: Physician Column and the return of the Compliance Corner.

Placement Committee News

Over the last few months the Placement Committee has been making regular use of “broadcast” e-mails to inform you of new postings. This started as a trial at the end of January and, to date, it has been well received. We plan to continue this as it seems a much more efficient way to get important career information to you. I think it is in order to let you know the “ground rules” of this service. Here’s how we plan to proceed.

Every other Friday, assuming we have at least one new position to tell you about, we will send out a broadcast e-mail describing the new jobs along with the contact information supplied by the employer. At this point, we are only allowing employers to use this service. This service is FREE to employers. For a variety of reasons, we have not yet made this available for use by recruiting firms though we are considering some form of access for the future.

Employers, if you have job openings for financial professionals, we encourage you to use this service to notify our members of the opportunities in your organization. Contact me for more information: Bob Lauer, 248-858-6156, or by e-mail: LauerR@trinity-health.org.

RECENT JOB POSTINGS:

Controller/Director of Finance *St. John Detroit Riverview Hospital*

The position will be based at St. John Corporate Services Building in Warren, MI.

Responsibilities: Planning, organizing and directing the Finance Department. This includes directing all accounting/financial reporting functions, reimbursement functions, and reporting and accounting functions for St. John Detroit Riverview Hospital.

Requirements include a Bachelor’s Degree in Business or Accounting with significant reimbursement and management experience and 3-5 years of work related experience. Proficiency in Microsoft Office a must, experience with PeopleSoft and Hyperion preferred.

To apply for the above position, please visit our Web site at www.stjohn.org, click on Careers and search by Requisition Number 2000529. Please apply on-line and attach your resume. EOE

Project Director Consulting Service

Project director to run a cash acceleration for a SE Michigan healthcare organization. This would be on a SUB-Contract basis for one year.

Experience Required:

Previous consulting experience.

Previous experience in leading cash acceleration engagement.

Previous experience working with SMS system.

Live in Metro Detroit area/or within driving distance.

Interested candidates please contact:

Klotz Consulting, LLC

Attn: Greg Klotz

33228 W. 12 Mile Rd. #263

Farmington Hills, MI 48334

248-760-5894 or email: gklotz7843@aol.com

Financial Analyst-Mt. Clemens General

Responsibilities include:

Compilation and analysis of capital, revenue and expense data for business plans including pro formas and financial ratios. Preparation of the system wide financial forecast involving historical information as well as industry benchmark data. Key participant in financial improvement plans involving preparing reports, forecasting results, preparing "what if" scenarios and computing financial ratios. Works in conjunction with the department managers in obtaining information, analyzing results and providing historical financial information along with recommending improvements/changes. Preparation of profitability analyses for system as well as product line.

QUALIFICATIONS include:

Bachelor's Degree with a major in accounting or finance. Five years' or more of progressive experience in accounting or finance. Experience must include three or more years in financial analyses or financial planning. Must demonstrate an understanding of the fundamentals of hospital reimbursement. Must have a broad understanding of all aspects of health-care financial management.

Interested candidates please send resume to:

Donna Kopinski

Director, Reimbursement/Financial Analysis

1000 Harrington Blvd.

Mount Clemens, MI 48043

or e-mail: dkopinsk@mcgh.org

PLACEMENT COMMITTEE (continued from Page 6)

Director of Accounting
Trinity Continuing Care Services and Trinity Home Health Services

This position is responsible for:

- Directing and coordinating the activities of the general accounting areas including Accounts Payable, Payroll and Accounting for fifteen Long Term Care facilities, four Assisted Living Facilities, six Homecare operations, three Hospice operations, one multi-site Private Duty nursing operation, eight senior housing facilities, and eight HUD homes.
- Prepares and/or directs preparation of monthly financial statements, annual tax returns, and a variety of reports and statements.
- Directing and coordinating the interim and year end audits.
- Interaction with Administration in a collaborative working environment through the level of CEO as necessary.

This position requires a bachelor's degree in Accounting as a minimum with approximately four to five years progressively more responsible work related experience and at least three years in a supervisory capacity. CPA certification is preferred.

Please contact:

Virginia Chambo
Manager, Human Resources
Trinity Continuing Care Services
P.O. Box 9185
Farmington Hills, MI 48333-9185
248-305-7842
Chambov@trinity-health.org

2002-2003 MEMBERSHIP DIRECTORY CHANGES

The Eastern Michigan Chapter of the Healthcare Financial Management Association is beginning to prepare the membership directory for 2002-2003 and needs your help! The membership directory is an important resource used by our members to contact each other throughout the year. Please help us make the directory as accurate and up-to-date as it can be by verifying your member information on HFMA National's On-line Membership Directory. The information in the on-line directory will be downloaded for use in the Eastern Michigan's Membership Directory. You will find it is very easy to verify your information via the National website. Please enter the following link http://www.hfma.org/dual_login.cfm . Once you log in, simply follow the link and click on your name/profile to review your membership profile and edit any information that is not correct. Please note that your Founders points can be viewed at the same time.

If you cannot access this website for any reason, please review your member information using your paper copy of the 2001-2002 Eastern Michigan HFMA Membership Directory. If any changes are necessary, please email them to me at linda_height@bshsi.com I will then make your changes in the National Directory.

To ensure that the data is accurate in our 2002-2003 Directory, we would appreciate your editing your member information prior to September 23, 2002. Thank you in advance for your assistance!

NEWSLETTER SUBMISSION DEADLINES

October 4, 2002	November 4, 2002	December 2, 2002	January 6, 2002
February 3, 2002	March 7, 2002	April 7, 2002	May 2, 2002

Please note that the Newsletter will be published monthly with your cooperation. Any information for inclusion should be sent to Maryanne VanHaitsma (248)549-2703 mvanhait@dmc.org



“CHAPTER CHAMPIONS” SPONSORSHIP PROGRAM

Developed by Eastern Michigan Chapter Board

Last winter, the Board took a serious look at our eroding sponsor base and determined that the development of a formal sponsorship program is needed. Under the leadership of Past-President, Mike Tomkovich and current President, Diane Justewicz, and using guidelines provided by National HFMA and a review of other chapters’ sponsorship programs, Cindi Long and Jim Birchler presented a program to the Board for implementation in the 2002-2003 fiscal year. Letters have recently been mailed to key individuals of each organization that has one or more members in our local chapter. We are inviting each member organization to increase their support of HFMA by becoming a sponsor of our programs.

The Board identified three reasons for pursuing the Program at this time: to increase and replace historical sponsorship revenue, to increase member participation in educational activities, and to align our sponsorship opportunities with our predominantly electronic means of communication. In particular, the elimination of the printed member directory and the move to an electronic directory eliminates the opportunity to support our activities through an advertisement in the directory. Furthermore, the Board has grown increasingly concerned that organizations have lost their understanding of the role of HFMA. Our sponsorship materials reiterate the important role that HFMA has in ensuring the financial vitality of our healthcare organizations that are provided through our educational programs and networking opportunities.

The Board chose a sports theme with a whimsical bent. The “*Chapter Champions*” Sponsorship Program offers sponsors the option of being a “Superstar”, a “Winner”, or a “Player” for \$1,500, \$1,000, and \$500, respectively. Each sponsor will receive a package of benefits consistent with their level of sponsorship. These benefits include recognition at educational meetings, a website link from our site to theirs, newsletter ads, and coupons for attendance at educational sessions. For organizations that want to participate, but “aren’t in that league” we are offering the option to sponsor just our website, an educational program, or our newsletter. (Hopefully, once we have the sponsors signed up, they won’t threaten to strike!) Certain Chapter activities will still have separate sponsorship including the Fall Conference, our Annual Golf Outing, and our annual Bowling Outing.

Sponsorship opportunities are limited so if you haven’t received an invitation or if you have any questions about the “*Chapter Champions*” Sponsorship Program, please call Jim Birchler, 734-477-9270 or Cindi Long, 248-652-5634.

“If you want to play, you’ve got to get in the game! We hope to see you on the field.”

HFMA Eastern Michigan Chapter Board & Committee Chairs

FY 2002-2003

2002-2003 Officers

	Phone#	E-Mail Addresses
Diane S. Justewicz, FHFMA	(810) 753-0307	Diane.Justewicz@stjohn.org
Jeff B. Ewald, CPA	(810) 753-0323	jeffrey.ewald@stjohn.org
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Michael A. Tomkovich, CPA	(248) 489-6058	tomkovim@trinity-health.org
Board of Directors		
Peter S. Bauer (2003)	(248) 568-3950	baden@voyager.net
James J. Birchler, CPA (2003)	(734) 827-2538	jbirchler@rc.com
Tammy M. Chinavare, (2004)	(248) 305-7857	chinavat@trinity-health.org
Frank Gless (2004)	(616) 391-1632	frank.gless@spectrum-health.org
Linda Height (2004)	(810) 498-4958	linda.height@bshsi.com
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Mary A. Whitbread, CPA (2003)	(313) 874-9533	mwhitbr1@hfhs.org

Committee

	Chairperson (s)	Phone#	E-Mail Addresses
Awards/Founders Merit	Bill Lubaway	(248) 347-1416	bill_lubaway@voyager.net
Awards/Founders Merit	Barbara Kootsillas	(248) 489-6706	KootsilB@trinity-health.org
Certification/Financial Mgt. Course	Frank Gless	(616) 391-1632	frank.gless@spectrum-health.org
Compliance/HealthLaw	Ken Marcus	(248) 865-9955	krmarcus@krmarcuslaw.com
Chapter Audit	Tina Wheeler, D&T	(248) 348-4428	twheeler@deloitte.com
Education Council	Susan Stokes	(586) 786-9532	susan-stokes@hfma-emc.org
Elections	Michael Tomkovich	(248) 489-6058	tomkovim@trinity-health.org
Fall Conference	Robert Dery	(248) 223-3223	deryb@plante-moran.com
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MACPA/HFMA Liason	Jeff Ewald	(810) 753-0323	jeffrey.ewald@stjohn.org
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Managed Care	Bea Skinner	(586) 753-0960	bea.skinner@st.john.org
Member Meetings	Marge Korczyk	(616) 336-7831	mkorczyk@deloitte.com
Membership/Member Involvement	Kristi Nagengast	(248) 489-6601	nagengak@trinity-health.org
Membership/Member Involvement	Darlene Mitchell	(313) 874-9526	dmitchel1@hfhs.org
Membership Service Plan	Linda Height	(313) 640-2408	linda_height@bshsi.com
Membership Survey	Jeffrey Ewald	(586) 753-0323	jeffrey.ewald@stjohn.org
Newsletter	Maryanne Van Haitisma	(248) 549-2703	mvanhait@dmc.org
Nominations	Michael Tomkovich	(248) 489-6058	tomkovim@trinity-health.org
Patient Accounting	Mike Marulli	(810) 762-4065	mmarulli@genesys.org
Patient Accounting	Dave Cavell	(248) 338-5683	dcavell@tc3net.com
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Sponsorship	Cindi Long	(248) 652-5634	cllong@crittenton.com