



## President's Message

## Courage

IN LEADERSHIP

Happy New Year!

*HFMA National and our local chapter have kicked off another great year of educational and professional development opportunities. Beginning with the installation of new officers and directors on May 2<sup>nd</sup> at the MACPA/HFMA Healthcare Conference, we are well on our way to another successful year. See the new slate of 2006-07 officers and directors on page 10 and 11.*

*Leadership development and orientation is important to every organization, and we are fortunate to have great opportunities to offer our leaders to help them prepare for their roles. The new chapter officers attended the National Leadership Training Conference in Huntington Beach, CA on May 7-9. In addition to me, Mary Whitbread (President-elect), Steve Collard (Secretary) and Steve Loree (Treasurer) also attended. It gave us an opportunity to prepare for the new year by sharing ideas and best practices with the other 69 HFMA chapters. It also helped us prepare for our own chapter's annual Leadership Training Conference. On May 17<sup>th</sup>, we held a strategic planning, orientation and training session for our Board of directors, committee chairs and co-chairs.*

*Our hard work as a chapter has been recognized with several National awards recently. We received five Helen M. Yerger special recognition awards for outstanding performance, as well as the bronze awards for Education Excellence and for Certification Excellence, which are given*

*to recognize increased educational hours and passed certification exams. Finally, we received the C. Henry Hottum Award for Educational Performance Improvement for our 40% increase in educational hours. Our past President, Marina Houghton, deserves many accolades for the guidance and support that helped us achieve these awards. Thanks Marina! See the article on page x for more details.*

*I hope to see you at the first member meeting of the year on September 21<sup>st</sup>. The Program Committee is planning an afternoon/evening program, including a social hour and dinner, and concluding with a CEO panel discussion. See page 2 for details and to register.*

*I encourage all of you to become involved in our chapter in the coming year. There are many committees and task groups that need your help. This can be a first step on the leadership path, or it can be a small role in an area you want to know more about. Call one of the officers or committee chairs if you'd like more information. Make a "New Year's Resolution" to become more involved today - your involvement is key to the success of our chapter!*

*Best of health,  
Kristi*



### The EMC officers attended the HFMA National Leadership Training

Conference in early May. Pictured (l-r) are Steve Loree, Mary Whitbread, Kristi Nagengast and Steve Collard



# Prepare for the Fall! Mark Your Calendars!

## All-Star Cast for the September Membership Meeting

The Chapter Program Committee is pleased to announce that following CEOs have volunteered to participate in a discussion of current healthcare topics:

**Michael Duggan, CEO**  
**Lynn Orfgan, CEO**  
**Nancy Schlichting, CEO**  
**Mike Slubowski, President**

**Detroit Medical Center**  
**Crittenton Hospital**  
**Henry Ford Health System**  
**Hospital & Health Networks**  
**Trinity Health**

**Moderator:**

**Melvin Armbruster, Partner**      **Accenture Consulting**

**Pre-Panel Discussion Educational Session**

**Speaker:** Terence F. Moore,  
President & CEO, MidMichigan Health, Midland  
from 4:30 - 5:30PM

**WHEN: SEPTEMBER 21, 2006 -DINNER  
MEETING**

**WHERE: MSU MGT. EDUCATION  
CENTER, TROY**

Mark your calendar; you won't want to miss this one! Registration Materials will be emailed soon.

**Member Meeting Agenda:**

Board/Officers Meeting	2 - 3:30 P.M.
Registration	3:30 P.M.
Member Meeting/Awards	4:00 P.M.
Educational Session	4:30 - 5:30 P.M.
Cocktails	5:30 - 6 P.M.
Dinner	6 - 7:00 P.M.
CEO Panel Discussion	7 - 8:30 P.M.
Adjournment	8:30 P.M.

# Certification News!!!

The Accounting and Finance Certification Coaching Course and exam held on May 19, 2006 was a huge win for everyone involved! We had fourteen people in attendance for the day and nine of them successfully passed the exam. Congratulations to the following members:

Doug Banks – Eastern Michigan Chapter

Heidi Crosby – Eastern Michigan Chapter

Mick Hagwell – Great Lakes Chapter

Liz Hendren – Western Michigan Chapter

Bob Lauer – Eastern Michigan Chapter

Steven Loree- Eastern Michigan Chapter

Kay Marsyla – Western Michigan Chapter

Kristi Nagengast – Eastern Michigan Chapter

Nancy Rocker – Eastern Michigan Chapter

Due to the great response and successful outcomes of this pilot pro-



## HFMA Certification Process (Certified Healthcare Financial Professional)

From Douglas C. Banks

In today's changing world there is a constant need to stay current with technology and the knowledge of any given profession. The self-study programs at HFMA are great educational opportunities. They provide qualified continuing education for those who need to maintain a level of education each year. The courses by themselves provide valuable learning (and many times re-learning). The courses are even more valuable when you take them with the intent of taking the HFMA certification exam.

These past several months I have pursued becoming a Certified HealthCare Financial Professional. This involved taking two exams and separate courses. I took the Core exam in February, a longer and more general course than the four Specialty exams offered. I chose the Accounting and Finance Specialty course and took the exam this past May.

I found the self-study courses to be very well written and quite informative, covering a huge array of topics. Some folks may find that they need to refer to additional learning materials as the self-study

program conducted by the three Michigan Chapters during the 2005-06 year, we are planning to continue providing these group sessions throughout the new fiscal year. At this point the tentative plan is to conduct another Core coaching course and exam somewhere centrally located in the state (last year's was held in Midland) in October of this year. Also a Patient Financial Services course and exam is being planned by Western Michigan perhaps as early as August/September, with the thought being that our chapter would host another Accounting and Finance session next spring. Stay tuned for further details as they become available and as always, we would be happy to proctor an individual exam at any time during the year.

Please feel free to contact me with any questions you may have regarding certification.

Cindi Long

Certification Co-Chairperson

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courses assume candidates already have a level of knowledge. I was astonished at the broadness of topics covered, including management and psychology theory that I have not seen since my college years. In addition to the self-study courses, the HFMA offers courses to prepare candidates for the exam. These courses were considered pilots this year and were right on target with preparing us for the exam.

The exams are multiple-choice (guess) and take 4 hours for the Core exam and two hours for the Specialty exam. There was just over 50% passing rate with the other candidates that I took the exams with. In the prep course for the exam it was apparent that many of my fellow candidates spent a lot of study time to prepare. Many had index cards (I have not seen used since my college days) and one person typed up his index cards (in the hundreds). I believe that the exams are at an appropriate level of difficulty to demonstrate obtaining a level of knowledge. Even though a candidate may work in Healthcare Finance, most will need to put in some level of study effort to pass.

In all, taking and passing these exams have been very gratifying. I recommend the courses to anyone looking to sharpen their skill-set in Healthcare Finance. I also recommend taking the HFMA Certification exams as they provide a feeling of accomplishment and confidence.

# WELCOME NEW MEMBERS!



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## CONGRATULATIONS!

There are several reasons to celebrate. Our chapter submitted 5 Yerger awards and all 5 submissions won!

The chapter also won the Bronze Award for Education Excellence and the Bronze award for Certification Excellence.

Thank you for a wonderful year!

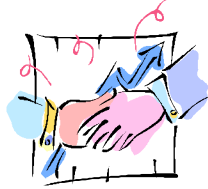
*Marina Houghton*



*New officers and directors were installed at the MACPA/HFMA Healthcare Conference on May 2. Front row (l-r): Mary Whitbread, Steve Loree, Sue Dimic, Marina Houghton, Elyse Berry, and Kristi Nagengast. Back row (l-r): Steve Collard, Brian Brady, Bill Maxbauer, Joe Scallen, and Pete Stewart. Not pictured: Nancy Allcroft, Cheryl Comeau, Bob Lauer, Ken Lipan and Ken Marcus.*

# **SEPTEMBER MEMBERSHIP MEETING. COME JOIN US!**

## **SEE PAGE 2 FOR FURTHER INFORMATION!**



## **CONGRATULATIONS TIM MEIER!**

*We received exciting certification news from HFMA National recently. One of our chapter members, Tim Meier, received the highest score in the country on the Accounting and Finance specialty exam last year. In honor of his achievement, Tim received an all-expenses paid trip to Orlando to receive recognition at the Annual National Institute on June 21<sup>st</sup>. Way to go Tim!*

### **“Fallout” From *Clark Regional Medical Center* Decision May Negatively Impact IME and DSH Adjustments**

**Kenneth R. Marcus, Esq. ([kmarcus@honigman.com](mailto:kmarcus@honigman.com))**

In *Clark Regional Medical Center v. U.S. Department of Health and Human Services*, 314 F.3d 241 (6<sup>th</sup> Circuit 2002) (Medicare and Medicaid Guide (CCH) ¶ 301,232.), the United States Court of Appeals for the Sixth Circuit, in whose jurisdiction Michigan is located, ruled that swing beds and observation beds must be included among “available beds” for purposes of determining whether a hospital is eligible for the disproportionate share (“DSH”) adjustment. Inclusion of swing and observation beds was beneficial to the two hospitals in that appeal, because it increased the number of beds to 100 or greater, and thus facilitated their ability to qualify for the disproportionate share (“DSH”) adjustment. *Clark Regional Medical Center* may be beneficial to a relatively small number of hospitals with fewer than 100 beds that otherwise might not qualify for DSH. The Centers for Medicare and Medicaid Services (“CMS”) has broadly interpreted *Clark Regional Medical Center*. Unfortunately, and as discussed below, the broad interpretation of this seemingly favorable decision has a negative impact on the IME and/or DSH adjustment for many hospitals.

**Continued on next page**

Mr. Marcus is a senior partner at the law firm of Honigman Miller Schwartz and Cohn LLP and a member of the Board of Directors of the Eastern Michigan Chapter of HFMA. This article is not intended to furnish legal advice. Readers wishing to discuss this article may contact Mr. Marcus at 313 465 7470 or [kmarcus@honigman.com](mailto:kmarcus@honigman.com).

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### **Indirect Medical Education Adjustment (“IME”)**

On the explicit written instructions of the Centers for Medicare and Medicaid services ("CMS"), the Intermediary applies the *Clark Regional Medical Center* decision to the disadvantage of hospitals by requiring that swing and observation beds be included in the computation of the indirect medical education (“IME”) adjustment. Because “available beds” are included in the denominator of the fraction of interns and residents/available beds, the effect of including swing and observation beds in the denominator is to reduce the IME adjustment.

### **DSH Adjustment**

Also based on the instructions of CMS, the Intermediary requires inclusion of patient days in swing and observation beds in the numerator and the denominator of the DSH Medicaid proxy fraction. For many hospitals, the effect of this requirement is to increase the denominator in greater proportion than the increase in the numerator. Accordingly, for many hospitals this policy reduces the DSH adjustment.

### **Appeal**

For many hospitals, audits of the 2002 cost report has been or shortly will be concluded. Hospitals would we well advised to review their adjustment report to determine whether the Intermediary has applied *Clark Regional Medical Center*, as described in this article, with a resulting adverse impact on the IME and/or DSH Adjustments. There are a number of legal arguments that it is inappropriate for *Clark Regional Medical Center* to be applied. Thus, hospitals negatively impacted would be well advised to assert their appeal rights in a timely manner,.

53rd Annual HFMA Fall Conference

## ***The Road Ahead - Driving for Results***

October 12 & 13, 2006

New Location!

**The Inn at St. John's in Plymouth**

**This luxury hotel offers a championship golf course, beautiful ballroom and breakout rooms, all in an exquisite setting.**

Check out their web site at: [theinnatstjohns.com](http://theinnatstjohns.com)

Contact Kelli Oliver with any questions

313-937-3764 or [fallconference@aol.com](mailto:fallconference@aol.com)

# Eastern Michigan Chapter 2006 - 2007



Date	Committee / Topic	Time	Location
<b>July</b>			
07/14/2006	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
07/18/2006	Board Meeting Conference Call	7:30 - 9AM	
<b>August</b>			
08/17/2006	Officers' Meeting Conference Call	7:30 - 9AM	
08/18/2006	Newsletter		Submission Deadline for HealthCents
08/24/2006	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnsn Hwy., Troy, 1st Floor. Park @ 530 Bldg.
<b>September</b>			
09/06/2006	Managed Care Committee Meeting		St John Corp Offices; 27800 Dequindre Rd ; Room TBD
09/08/2006	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
09/21/2006	Board Meeting	2PM	MSU Management Center Troy
09/21/2006	Member Meeting	3 - 8:30PM	MSU Management Center Troy
09/27/2006	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
09/28/2006	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnsn Hwy., Troy, 1st Floor. Park @ 530 Bldg.
<b>October</b>			
10/12 - 10/13/2006	Fall Conference	1 day & 1/2 day	The Inn at St. John, 44045 Five Mile Rd., Plymouth MI
10/13/2006	Officers' Meeting	Following Fall Conference	The Inn at St. John, 44045 Five Mile Rd., Plymouth MI
10/20/2006	Newsletter		Submission Deadline for HealthCents
10/24/2006	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
<b>November</b>			
11/01/2006	Managed Care Committee Meeting		St John Corp Offices; 27800 Dequindre Rd ; Room TBD
11/10/2006	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
11/22/2006	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
11/14/2006	Member Meeting		TBD
11/14/2006	Board Meeting	Following meeting	TBD
11/30/2006	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnsn Hwy., Troy, 1st Floor. Park @ 530 Bldg.
<b>December</b>			
12/07/2006	Advisory Committee Meeting - Nominations	8:30AM	Wolinski & Company, 300 River Place, Suite 1400
12/15/2006	Newsletter		Submission Deadline for HealthCents
12/15/2006	Nom Com -Election Slate determ		
<b>January</b>			
01/12/2007	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
01/18/2007	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnsn Hwy., Troy, 1st Floor. Park @ 530 Bldg.
01/23/2007	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
01/25/2007	Member Meeting		TBD
01/25/2007	Board Meeting	Following meeting	TBD
TBD	Managed Care Committee Meeting		St John Corp Offices; 27800 Dequindre Rd ; Room TBD



# Eastern Michigan Chapter 2006 - 2007

## Continued

Date	Committee / Topic	Time	Location
<b>February</b>			
02/1/2007	Ballots to be sent out		
02/15/2007	Ballots are due and election ends		
02/15/2007	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnson Hwy., Troy, 1st Floor. Park @ 530 Bldg.
02/16/2007	Newsletter		Submission Deadline for HealthCents
02/21/2007	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
02/22/2007	Certification of Ballots		
<b>March</b>			
03/07/2007	Managed Care Committee Meeting		St John Corp Offices; 27800 Dequindre Rd ; Room TBD
03/09/2007	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
03/21/2007	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
03/22/2007	I & R Committee Annual Udate/Member Meeting	8:30 - 12:30AM	Holiday Inn - Livonia
03/22/2007	Board Meeting	Following meet- ing	Holiday Inn -Livonia
<b>April</b>			
04/19/2007	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnson Hwy., Troy, 1st Floor. Park @ 530 Bldg.
04/20/2007	Newsletter		Submission Deadline for HealthCents
4/22- 4/24/2007	HFMA Leadership Training Conference		San Diego, CA
04/24/2007	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
TBD	HFMA/MACPA Conference		TBD
TBD	Board Meeting and Installation of officers following HFMA/MACPA Conference	Following meet- ing	TBD
TBD	Volunteer Appreciation Event		TBD
<b>May</b>			
05/02/2007	Managed Care Committee Meeting		St John Corp Offices; 27800 Dequindre Rd ; Room TBD
05/11/2007	Revenue Cycle	2PM	Beaumont Business Center, 500 Stephenson Hwy., Troy
05/16/2007	Mini Leadership Training		TBD
05/17/2007	I & R Committee Meeting	8:30 - 10:30AM	500 Stepehnson Hwy., Troy, 1st Floor. Park @ 530 Bldg.
05/22/2007	Financial Analysis Decision Support	8:30 – 10:30 a.m.	St John Corp Offices; 27800 Dequindre Rd ; Roon S-102
<b>June</b>			
06/15/2007	Newsletter		Submission Deadline for HealthCents
06/19/2007	Member Meeting		TBD
06/19/2007	Board Meeting	Following	TBD
TBD	Annual Golf Outing		TBD - New Location
6/24 - 6/27/07	HFMA Annual National Institute		San Diego, CA

\*\*\*Dates and locations are subject to change when necessary.

**HFMA Eastern MI Chapter**  
**Officers, Board and Committee Members**  
**2006-2007**

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Stephen Collard, Secretary			(248) 457-7630	scollard@beaumont-hospitals.com
Stephen W. Loree, CPS, Treasurer			(313) 966-2333	slore@dmcc.org
Marina Houghton, CPA, Immediate Past-President			(313) 566-9000	marinahoughton@wolinski.com
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<b>2005-2007</b>				
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**SEE NEXT PAGE FOR COMMITTEE CHAIRS**



**HFMA Eastern MI Chapter**  
**Officers, Board and Committee Members**  
**2006-2007**

<b>Committee Chairs</b>					
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