

# NORTHEAST

## NOTES

2003/2004 ISSUE TWO

### Will Doctors Kill Off Community Hospitals

By James Unland, President, The Health Capital Group, and Editor, The Journal of Health Care Finance

A debate is taking place in Congress and several state legislatures over potentially restricting the proliferation of so-called ‘physician specialty hospitals.’ These are inpatient hospitals owned wholly or partially by physicians and built solely to provide medical care in specialties such as cardiology, orthopedics, neurology, etc. These facilities are proliferating due to permissive federal regulations. Highstakes public policy issues are involved, including the continued viability of what most people think of and rely on as ‘community hospitals.’

#### From Washington To Wall Street

By Steve Rybka

The October 24th meeting at the Bertram Inn turned out to be one of the most informative of the year. The facilities at Bertram were all first class, tied perfectly to the agenda of first class speakers. Mr. Daniel Nickelson, Director of Government Affairs at The Cleveland Clinic Foundation, brought his personal and professional insights from Washington, D.C., regarding the healthcare industry. Many of the Bush administration policies and strategies were discussed, and Mr. Nickelson’s 19 years of federal government experience shed a new light on some of these topics. If you missed these predictions and comments about our President and Congress, watch for a return visit next year to our meeting. (cont’d on page 2)

To see the article in its entirety, go to <http://www.capitalexerts.com/SpecialtyHospis.htm>.

### By Ghali, It Was A Great Time!

By Steve Rybka

The 2003 Gerry Haggerty Annual Leadership Institute was held last month at beautiful Sawmill Creek Resort. With over 100 people in attendance and a dynamic list of speakers, the conference turned out to be an exceptional learning and social experience. (cont’d on page 5)

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hfma:  
it's personal



## President's Message

from David T. Kilmer

### How I Spent My Summer Vacation....

If you've grown tired of the same old vacation plans every year, I have a suggestion. Instead of The Outer Banks, Las Vegas or Vail, have you ever thought of..... completing the requirements for the Certification and Fellowship Programs in the Healthcare Financial Management Association???? You haven't?!? Well then, let me tell you more.

Certainly one of the primary objectives of our Chapter is enabling members to increase their value to their membership-dues-paying-employer through continuing education. Whether you're new to the healthcare industry, assuming new areas of responsibility, or would just like to broaden your overall understanding of healthcare finance, the Certification Program offers an excellent opportunity to demonstrate your commitment to professional development.

### From Washington... (cont'd from front cover)

The focus then switched to Wall Street where Mr. Charles Kadlec, Managing Director of J.W. Seligman & Co. Inc., spends his time. Mr. Kadlec's topic was "Decidedly Bullish - Investment Strategies in the Long Term Economy." This very upbeat and positive look at the market gave attendees some very good reasons to look at our economy in a whole different light from the nightly news.

The next speaker, Mr. John Caldwell, Chief Investment Strategist for McDonald Investments, brought

The requirements for the designation of Certified Healthcare Financial Professional (CHFP) include:

- Passing the certification Core exam
- Passing one of four specialty exams:
- Accounting and Finance
- Physician Practice Management
- Managed Care
- Patient Financial Services
- Membership in HFMA
- Relevant education and professional experience
- References

If you would like more information on the Certification Program, our Certification Committee can provide you with self-study materials and schedule an internet-based exam session.

"Success is like anything worthwhile. It has a price. You have to pay the price to win and you have to pay the price to get to the point where success is possible. Most important, you must pay the price to stay there." - Vincent T. Lombardi

#### On Another Note:

All of us who attended the Gerry Haggerty Annual Leadership Institute at Sawmill Creek Resort in September know what a quality event that was. Special thanks go to Committee co-Chairs Neil Freer and Chris Milligan for their months of hard work in planning and coordinating the event.

*Dave Kilmer, President*

some hard numbers to his topic of 2004 Economics and Capital Market Outlook. Many graphs and charts showing positive news from the financial arena both in the US and around the world confirmed the previous speaker's strong economic forecast.

An extremely informative morning was concluded with a great lunch at a great location. Thanks to Richard Fox and The Center for Health Affairs for sponsoring this meeting.

## Northeast Ohio HFMA Welcomes Its New Members

by Jennifer Hahn

New members are the life blood of our organization. In the spirit of “making it personal,” please welcome our newest members to HFMA. Look for them at our next meeting and welcome them to our organization.

**Julie M. Day**  
Staff Accountant  
Ernst & Young, LLP

**Lisa Scalet-Longworth**  
Division Finance Manager  
Cleveland Clinic Foundation

**Eleanore Galinac**  
Cleveland Clinic Health System

**Diane L. Paige**  
Student

**Susan J. Gregor**  
Home Care Accountant  
Alliance Visiting Nurse Association

**Debora V. Russo**  
Accountant  
Ernst & Young, LLP

**Brian S. Harbert**  
Reimbursement Analyst,  
Aultman Health Foundation

**Joseph J. Toula**  
Staff Auditor  
Ernst & Young, LLP

## New Member Happy Hour

by Steve F. Thome

Hors d'oeuvres and refreshments were served to several new members at Pickwick and Frolic on August 3. The NEO chapter's newest members met with Dave Kilmer, Kathy Much and other long-time members, with live music providing entertainment in the background.



## Board Meeting Highlights - August 25, 2003

By James E. Hutchinson

The Northeast Ohio HFMA Board of Directors' meeting on August 25, 2003, covered these important items:

- Bob Schultze and Frank Klaus reported plans to celebrate the Chapter's 50th anniversary next year. An event and a publication are being planned.
- Last fiscal year's audit was completed and the chapter received a clean audit opinion. The Board thanked Susan Flaherty for her contributions as Treasurer.

- The membership committee, chaired by Mary Beth Shamrock and Dave Pletcher, held a New Member Happy Hour after the board meeting.
- The networking committee is in the process of selecting the location for the Annual Awards Banquet.

If you have any questions about the board meeting or would like more information about HFMA, contact Jim Hutchinson, Board Chairman.

## Board Meeting Highlights - October 24, 2003

By Suzi Tschetter

Some interesting topics were presented and discussed at the October Board of Directors' meeting held at the Bertram Inn and Conference Center in Aurora.

- The Michigan HFMA chapter president approached Dave Kilmer at the annual HFMA Presidents' Meeting about possibilities for a joint annual institute. The Michigan chapter averages 300 attendees at its annual meeting.
- Cleveland will host the 2004 HFMA Presidents' Meeting.
- The GHALI committee is contemplating a change back to May for the annual meeting date and possi-

bly holding a joint meeting with the Western Pennsylvania and Central Ohio chapters. To encourage attendance from those chapters, their members would be involved in planning the meeting. West Virginia may also be involved in the event.

- Dave Kilmer suggested that our chapter should participate in the HFMA on-line chapter survey to be distributed to a sample population of our members. The gathered information is accumulated in a large database that provides helpful information to chapter leaders.

## Save the Date.....For These Upcoming Events

Listed below are some of the dates and events for the 2003/2004 program year.

<u>Date</u>	<u>Event</u>
December 11, 2003	HFMA Awards Banquet & Holiday Party
February 26, 2004	Meeting: Patient Financial Services & New Member Breakfast
March, 2004	Meeting: Legislative Update
April 29, 2004	Meeting: Post Acute Care
May 27, 2004	Meeting: Managed Care Program
June, 2004	Meeting: TBD

## Kudos...

By Laurie Hammer-Rausser

The Northeast Chapter Of Hfma Would Like To Extend “Kudos” To The Following Members:

**Dan Karchmer** - In August, Dan was promoted to Manager of Business Operations in the Department of Cardiothoracic Surgery at the Cleveland Clinic Foundation.

**Lisa Geiger** - Lisa was promoted to Director of Accounting at Alliance Community Hospital.

**Jacki Borocki** - Jacki has accepted a promotion as an Oracle Project Manager at STERIS Corporation.

**David Cook** - David was promoted to Vice President, Finance, and Chief Financial Officer at EMH Regional Healthcare System.

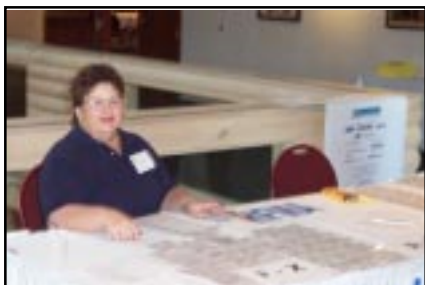
**Rhonda Ridenour** has passed the certification core exam for the Certified Health Care Financial Professional designation.

**Dave Kilmer** has passed the certification core and managed care exams for the Certified Health Care Financial Professional designation.

Congratulations!!

## Annual Leadership Institute

(cont'd from front cover)



*Kathy Much welcomes our members and guests.*

As the afternoon sessions came to a close, our members and guests were able to relax on their own, golf with their friends or travel to a local winery for a wine tasting experience. All three turned out to be great adventures and many new friends were made.

Following the afternoon activities, members were invited to a vendor fair and a cocktail hour before the buffet dinner. Our after-dinner headline act of “The Raven” and an endless hospitality suite assured that the first day could not have been better. Friday morning featured two more sessions of great speakers, and, by noon, all attendees were on their way home. Your GHALI Committee is already working on next year’s event, so watch for news soon on location and timing.

Friday morning featured two more sessions of great speakers, and, by noon, all attendees were on their way home. Your GHALI Committee is already working on next year’s event, so watch for news soon on location and timing.

The food and friends were great at lunch.



*The food and friends were great at lunch.*



*The vendor show was a busy place.*

## HFMA Northeast Ohio and Healthspace Cleveland

By Steve Rybka

That's the combination for this year's Awards and Dinner Meeting for December. Cleveland's newest museum is opening in November, and HFMA is one of its first events! Read more about Healthspace in the November Cleveland Magazine.

Come join your colleagues as we enter this sparkling new building by first walking along a relaxing stream and waterfall. The entrance to this 81,000-square-foot building is a magnificent glass atrium that allows the hustle and bustle of Euclid Avenue within reach but outside the quiet of this beautiful environment.

After cocktails, join us as we walk among the polished concrete floors and green slate / metal walls to see the large amount of interactive exhibits. Discover ways to lead and implement a healthier lifestyle. Come see the "magic" of good health right before your eyes.

Follow that with a wonderful dinner provided by Gusman Catering and we're ready for our meeting. This year we have the awards presentation followed by speaker/author Mr. Gary J. Borgstede.

This should be one of the most dazzling meetings we've had in a while, and we urge you to make room on your calendar. Invitations will be going out the first week in November, or you can e-mail your reservation today to Kathy Much at [muchness1@earthlink.net](mailto:muchness1@earthlink.net).

<b>When:</b>	Thursday December 11th.
<b>Time:</b>	Cocktails & Walk-Through 6:00 PM
<b>Where:</b>	The New Healthspace Cleveland 89th And Euclid Ave. Cleveland, OH
<b>Cost:</b>	\$40.00 Per Person
<b>CPE Credit:</b>	1 Credit

## Find the Number Contest

by Jennifer Hahn

One lucky entrant will receive a \$25.00 gift certificate to Chelsea Premium Outlets in Aurora. All correct entries will be included in a drawing. Good luck!!!!

**Object:** The number that meets the following criteria:

- The first and third digit are the same, all others are different.
- The highest digit is 7 and the lowest is 1.
- The third digit is twice as much as the fourth.
- The second digit is higher than the fifth.
- The sum of the five digits is 23.

**What is the number?** (Remember: It has 5 digits)

### *Congratulations...*

Bob Galasso, winner of the "Making 24" newsletter contest.

Solution to the last puzzle:

- |    |    |   |    |    |                                       |
|----|----|---|----|----|---------------------------------------|
| A. | 2  | 4 | 3  | 9  | $2 \times 9 \times 4 / 3 = 24$        |
| B. | 5  | 1 | 3  | 2  | $(5 - 1) \times 3 \times 2 = 24$      |
| C. | 4  | 5 | 6  | 2  | $(4 \times 5) + 6 - 2 = 24$           |
| D. | 2  | 5 | 2  | 1  | $2 \times 2 \times (5 + 1) = 24$      |
| E. | 8  | 4 | 8  | 7  | $(8 \times 7) - (8 \times 4) = 24$    |
| F. | -3 | 6 | -2 | -4 | $(-3 - -2) \times (6 \times -4) = 24$ |

Source: [www.braingle.com](http://www.braingle.com)

Email or fax your answer to Jennifer Hahn at Robinson Memorial Hospital:

[neohfmacalendar@yahoo.com](mailto:neohfmacalendar@yahoo.com)

or Fax: (330) 297-8689

## All Work and KNOW Play???

By Steve Rybka

NE Ohio HFMA committees have been hard at work for some time now. From networking to newsletter to GHALI, your peers have been working, planning and meeting to make our organization the best it can be. The membership and program

committees have been organizing, recruiting and working on our seminars for the year. Various other committees have been meeting for breakfast or dinner to get their work done. As you can see by the pictures below, it hasn't been all hard work!



*The network committee plans an event.*



*Newsletter committee shares a laugh.*



*GHALI committee men hard at work.*

## The Certification Review Committee

By Robert Matitia

The Northeast Ohio Chapter of HFMA will hold an overview session for the Accounting and Finance Specialty Exam, presented by Robert S. Matitia, CPA, MBA, MAFIS. The topics covered will be Capital Planning and Financing, Cost Analysis and Management, Employee Benefits, Insurance and Risk Management, Internal Control, Financial

Reporting, Accounting Principles and Auditing, and Corporate Compliance. If interested, please e-mail [robert.matitia@uhhs.com](mailto:robert.matitia@uhhs.com) by November 30, 2003. A mutually convenient date and time will be determined for the review session for interested parties. Please contact Eric Pohjala or Robert Matitia at <mailto:robert.matitia@uhhs.com>.

**HFMA  
Northeast Ohio**

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**PUBLICATION SCHEDULE 2003-2004**

<u>Issue</u>	<u>Deadline for Articles</u>	<u>Publication Date</u>
One	August 4, 2003	September 7, 2003
Two	October 27, 2003	November 18, 2003
Three	January 12, 2004	January 26, 2004
Four	March 29, 2003	April 12, 2004
Five	April 30, 2004	May 21, 2004

*Northeast Notes* strongly encourages submission of material for publication. Articles should be composed in single-space format as a MS Word or rich-text document, and emailed to the committee at the address listed above. The editor reserves the right to edit materials and accept or reject contributions whether solicited or not. HFMA Founders points are granted for any articles published in *Northeast Notes*.



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