

THE BOTTOM LINE

Spring Edition

May 2016

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2015-2016 Chapter Leadership

Jennifer Hays - President
Julie Haluska - President-Elect
Fahd Benabdeljalil - Vice President
Christina Datko -Treasurer
Deanna Sandoval- Secretary
Debbie Binczewski - Program
Mindy Scher - Membership
Dan Bannister - Newsletter
Pia Labos - Sponsorship
Shannon Vanderbilt – Immediate Past President
Susan May - Certification
Kathy Cain - CHA Liaison 2013-2014
Bryan Webster - Webmaster
Julie Haluska - Founders Contact
Julie Haluska - Awards & Volunteerism
Diana Gernhart - Region 11 Executive
Rina Patel— DCMS Contact



Message from the President

By: Jennifer Hays, President, San Diego-Imperial Chapter of HFMA

As the year of my presidency comes to a close, I find myself excited and sad all at the same time. I think about all of the people I've met over the last year, all those who've attended events, all those who have volunteered, and I am hopeful that we'll have a chance to meet again. On April 15th we hosted our first annual Women's Event at Orfila Winery, and what a huge success it was. We are already planning for 2017! Julie Haluska will be taking the reigns as your President next year and I wish her all the luck in the world. Please help us to celebrate and introduce our new board to you, on May 19th at Ballast Point (Miramar) for our Member Appreciation and Awards Social. We'd like to see as many of you as possible. Planning for the 19th Annual Region 11 Symposium is well underway, and with a new development... We are now joining forces with Region 10 in support of this wonderful event, which will now support the entire WEST Coast. The Symposium will be held at the Planet Hollywood Hotel in Las Vegas next year, January 14-19, 2017 - Mark your calendars! If you are interested in participating as a volunteer, please let us know. We are always looking for help!

We hope that you are finding your membership valuable. Renewal time is upon us - please login, renew and make sure your information is updated so you can continue to receive the benefits of HFMA.

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Message from the President (Continued)

Keep your eyes out for our weekly e-newsletter with helpful information, links and dates to remember for upcoming events. Please join us for some of our highlighted events including (links for all can be found on our website or in the e-newsletter);

- YEAR End Member Appreciation and Awards Social (Ballast Point, Miramar) - May 19, 2016
- Innovative strategies for successful Population Health Management (AMN Healthcare, Del Mar) - June 16, 2016
- San Diego Southern California Fall Conference (Hyatt Newport Beach) - October 9-11, 2016

I am available anytime to chat. Feel free to reach out with questions, comments or concerns; jhays@turningpointtrcs.com. I'd like to thank you for allowing me to be your leader this year and remind you to be kind, be grateful and to GO BEYOND.

Sincerely,

Jennifer Hays



Members of the 2016-2017 San Diego-Imperial Chapter Board of Directors at this year's Leadership Training Conference in Ft. Lauderdale, FL.

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Education & Events

Upcoming Events

Save the Dates!



Webinar: California Sales Tax Update for Healthcare Organizations

Thursday, May 19th 12:00 - 1:00 PM

[Please visit this link for more information and to register](#)

HFMA San Diego-Imperial Chapter Year-End Event

Thursday, May 19th 4:00 - 7:00 PM

Ballast Point

9045 Carroll Way

San Diego, CA 92121

[Please visit this link for more information and to register](#)

Innovative Strategies for Successful Population Health Management

Thursday, June 16, 2016 4:30 - 8:30 PM

AMN Healthcare Auditorium

12400 High Bluff Dr., Suite 100

San Diego, CA 92130

[Please visit this link for more information and to register](#)

Webinar: Value-Based Contract Management

July 7, 2016 12:00 - 1:00 PM

HFMA Seminars Series in San Diego, CA

August 10-12, 2016

Topics:

Medicare Cost Reporting

Healthcare Financial Management Essentials

Managed Care in a Value-Based World: Contracts, Agreements, Collections, and Discounts

Using Analytics to Improve Your Bottom Line: Turning Data into Dollars

[More information to come](#)

Suggestions for educational sessions are always welcome. Please contact Debbie Binczewski, Program Chair for 2015-2016: dbinczewski@jacobusconsulting.com with suggestions or comments.

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1st Annual HFMA San Diego Women's Conference

HFMA San Diego - Imperial Chapter hosted its first ever Women's Event on April 15 at The Orfila Vineyards and Winery with more than 160 in attendance. The event was co-hosted by Southern California Chapter and Southern California Organization of Healthcare Leaders.

It was a beautiful day of learning and networking. Key note speaker was Connie Mariano - the first Filipino American and graduate of the Uniformed Services University of Medicine to reach the rank of Rear Admiral in the U.S. Navy as well as the first woman to be the director of the White House Medical Unit.

She talked candidly about her life and journey to the White House, inspired attendees to make the best of the opportunities that come our way.

Kim Ashton inspired self awareness and care, Diane Gage Lofgren & Margaret Bhola thought us about purposeful friendships, value of a strong network.

Healthcare Executives panel was moderated by Kathy Hutchens with participation from industry leaders - Lisa Thakur, Ann Abe, Karen Testman, Stacey Hrountas.

Business owners panel was moderated by Pia Labos, with participation from Ana Gonzalez, Joy Stephenson, Diane Gage Lofgren, Kim Ashton.

Participants enjoyed the sunny day, great company and elegant wines. Event received raving reviews. We look forward to seeing you at next year's event.



Special Thanks to Our Sponsors:

- ✦ **Partner:** Turning Point Revenue Cycle Solutions; Diversified Healthcare Resources; HFS Consultants
- ✦ **Platinum:** Gong, Nashed & Pascoe
- ✦ **Gold:** Getix Health
- ✦ **Silver:** Jacobus Consulting; Stephenson, Acquisto & Colman; MedAssets; Xtend Healthcare
- ✦ **Bronze:** Cirius Group; Otani Consulting; Toyon Associates; Simplee; Avadyne



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Social Media and Chapter Communications



Please “Like” our Chapter’s Facebook page to see updates on chapter events and other chapter information. Click the link below to visit our page:

<https://www.facebook.com/HFMA-San-Diego-Imperial-Chapter-121382643120/?fref=ts>



To receive our electronic newsletter e-mail and receive educational and event updates – text hfmasandiego to 22828

Click the following link below to visit the Chapter’s website:

<http://www.hfmasandiego.org/>



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CMS Backs Off Two-Midnight Cut

Rich Daly, HFMA Senior Writer/Editor

After battling hospitals for years over a cut to fund a supposed surge in admissions from Medicare's new short-stay payment policy, the Centers for Medicare & Medicaid Services (CMS) finally agreed to back off the cut.

Medicare has cut inpatient prospective payment system (IPPS) rates by 0.2 percent each year since FY14 to offset the increase in IPPS expenditures that CMS estimated to result from the start of the two-midnight short-stay payment policy. Specifically, CMS estimated the policy would lead 400,000 patient stays to shift from outpatient to inpatient, while 360,000 inpatient stays would shift to outpatient.

After repeatedly defending the cut, including by mounting an ongoing legal defense against multiple hospital court challenges, CMS agreed to scrap the cut in the FY17 IPPS payment proposed rule issued this week. Additionally, CMS proposed a onetime 0.8 percent pay boost to cover the cost of the payment cut to hospitals over the last three fiscal years.

"Although it took several comment cycles and a lawsuit for the agency to hear reason, members of the Premier healthcare alliance are extremely pleased that CMS finally saw the light and proposed to terminate their flawed Two Midnight payment cut in the Inpatient Prospective Payment System (IPPS) rule," Blair Childs, senior vice president of public affairs for Premier Inc., said in a written statement.

The assumed utilization increases were "reasonable at the time they were made," but scrapping the cut was justified by a "recent review and the unique circumstances surrounding this adjustment," according to a CMS fact sheet. It was unclear what impact the rate decision would have on the ongoing legal challenges to the cut. Given the legal uncertainty, one law firm suggested hospitals include the 0.2 percent payment reduction and related policies as protest items on FY15 and FY16 cost reports.

In September 2015, a federal district court partially agreed with the American Hospital Association's (AHA's) lawsuit that insufficient justification was provided for the rate reduction and required CMS to justify it. After the agency published an initial rationale in December 2015, a federal judge gave CMS until April 27 to publish a final version.

Although the proposed IPPS rule would provide an initial market-basket update of 2.8 percent to providers that are meaningful users of electronic health records (EHRs) and that submit quality measures, after various reductions the overall IPPS rate increase would fall to 0.85 percent in FY17. Cumulative operating and capital payments would provide a net \$539 million increase to IPPS providers.

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CMS Backs Off Two-Midnight Cut (cont.)

Concerns About the Cut

Hospital advocates raised concerns about the impact of a larger-than-expected reduction on the final payment amount.

Since FY14, CMS has included a 0.8 percent cut in the final IPPS rate as a way to slowly recoup \$11 billion in disputed overpayments, as required by the American Taxpayer Relief Act of 2012. But the agency estimated that to finish recouping the total amount by the end of FY17, it would require a 1.5 percent cut in the coming fiscal year.

The bigger cut in FY17 was needed, according to CMS, because the previous cuts have provided only \$5.9 billion in savings due to inpatient spending that came in below previous estimates.

“Congress was clear in its passage of physician payment reform last year that this cut should be 0.8 percent, but CMS ignored this directive and almost doubled the reduction,” Rick Pollack, president and CEO of AHA, said in a written statement. “This cut poses another challenge to hospitals’ ability to care for their communities.”

Other rate cuts included a 0.5 percent productivity cut and an additional market-basket cut of 0.75 percent, which was required by the Affordable Care Act (ACA).

Other Changes

Also included in the proposed rule was implementation of an ACA-mandated Medicare Disproportionate Share Hospital (DSH) pay cut. The latest in a series of Medicare DSH cuts would reduce FY17 DSH payments by \$134 million compared to FY16.

The rule also proposed creating a three-year transition to using Worksheet S-10 data to determine the amounts and distribution of uncompensated care payments. The transition would start in FY18.

Also for FY18, a new scoring methodology was proposed for the Hospital-Acquired Condition Reduction program. CMS proposed scoring hospitals based on how their measure performance compares to the national mean, rather than on their decile of performance.

The proposed rule also implements the Notice of Observation Treatment and Implication for Care Eligibility Act, which requires hospitals and critical access hospitals to notify patients when they receive observation services as outpatients for more than 24 hours. Among the requirements is that hospitals provide patients with a new CMS-developed standardized notice no later than 36 hours after observation services are initiated.

The only change planned for the Hospital Readmissions Reduction Program is the addition of readmission rates to the Hospital Compare website, following a preview period for hospitals.

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CMS Backs Off Two-Midnight Cut (cont.)

Changes to the EHR incentive program included modifications to some of the clinical quality measure (CQM) reporting and submission requirements, including removal of some CQMs to align with the hospital inpatient quality reporting (IQR) program.

In the IQR program, CMS proposed adding four new claims-based measures and removing 15 measures beginning with the FY19 payment determination.

Proposed changes to the hospital value-based purchasing program included expanding the number of measures. Additionally, the rule would cut FY17 payments for long-term care hospitals by 6.9 percent, or \$355 million. CMS will accept comments on the proposed rule through June 17.

Rich Daly is a senior writer/editor in HFMA's Washington, D.C., office. Follow Rich on Twitter: @rdalyhealthcare.

Publication Date: Tuesday, April 19, 2016

This article originally appeared on the *hfma* News, www.hfma.org/news/. Used with permission.

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Certification Corner

CERTIFICATION SPOTLIGHT

Congratulations to San Diego HFMA Chapter member Mary Grossman-Scudder! Mary recently obtained her CHFP certification!

Mary is our first San Diego Chapter member to undertake the CHFP under the new formatted learning modules.

Mary currently works at Sharp Healthcare-Metro as a Senior Financial Analyst. Although Mary is fairly new to the healthcare industry she has many years of experience in the financial field. Mary stated that the learning modules provided the needed information to successfully pass the examination and were not too difficult. Mary encourages all HFMA members to broaden their healthcare finance knowledge by enrolling in the CHFP learning module and becoming a Certified Healthcare Financial Professional.

If you are interested in joining Mary and many of your HFMA colleagues as a Certified Healthcare Finance Professional, please contact John Garcia at jgarcia@avadynehealth.com or 858-583-2066.

To find more information on HFMA Certification the HFMA National Website, click this [link](#).



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Awards & Volunteerism



By Julie Haluska- Awards & Volunteerism Committee Chair

Call to action!!

We need your skills and knowledge for volunteering. It is what makes our chapter strong.

If you can spare ½ day you can volunteer for one of our educational sessions, we need your support!!

We need volunteers on our committee's!!

Please contact one of the Chairs if you are interested in volunteering for your chapter.

Committee Chairs:

Membership - Mindy Scher - mscher@xtendhealthcare.net

Programs - Deb Binczewski - dbinczewski@jacobusconsulting.com

Newsletter Director - Dan Bannister - dan.bannister@sharp.com

Sponsorship - Aaron McDaniel - damcdaniel28@gmail.com

Chair Founders, Chapter Awards and Volunteerism – jhaluska@me.com

If you have any questions regarding awards, please contact me at jhaluska@me.com or call me at 847-800-2613.

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SPONSOR HIGHLIGHTS

We thank our ongoing sponsors, as they are part of our own "Revenue Cycle."

With the Sponsors ongoing financial support, the Chapter can in turn continue providing local economical education, and our members benefit from the education and meeting the Sponsors.

For Sponsorship Opportunities please contact Jennifer Hays - jhays@turningpointrcs.com



Turning Point Revenue Cycle Solutions identifies highly qualified healthcare personnel to assist you in your hiring needs, matching skill sets to your opportunity and culture. We ensure the candidates are the best fit for your organization and offer the flexibility of short, medium, long term, and permanent placements in positions ranging from management to staff in numerous areas in the healthcare field.

At Turning Point Revenue Cycle Solutions, we recognize the need for specialized yet diversified experience and have high standards for our employees. Candidates work history, skills, and references are reviewed distinguishing those with the utmost credibility. Our flexibility allows us to provide staff on site to aid in the day to day management and control of the processes or provide remote workers as applicable.

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SPONSOR HIGHLIGHTS

- Gold -



- Silver -

- Bronze -

THE CIRIUS GROUP

Avadyne Health

RelayHealth

Xtend Healthcare

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CORPORATE SPONSORSHIP RATES and BENEFITS AS OF JUNE 1, 2015

DIAMOND- \$3,500

- Signage at all chapter events
- C-Vent/Save the Date Recognition
- Logo recognition and description of services in chapter newsletter
- Chapter website front page logo recognition with Link to description of services
- Plaque of Appreciation presented at Year End event
- 2 complimentary registrations at each chapter education event (can be used by company or invited provider guest)
- 2 complimentary registrations at one social event (can be used by company or invited provider guest)
- Meal sponsor at each education event where meals are served
- 5 minutes at each HFMA exclusive chapter event to represent company
- Table made available at each chapter event for company literature
- Pre/Post Attendee Lists for all events, for HFMA attendees only

GOLD- \$2,500

- Signage at all chapter events
- Logo recognition in each chapter newsletter
- Chapter website recognition
- Plaque of Appreciation presented at Year End event

GOLD-continued

- 1 complimentary registration at each chapter education event (can be used by company or invited provider guest)
- 1 complimentary registration at one social event (can be used by company or invited provider guest)
- Meal sponsor at 3 chapter education events of your choice
- 5 minutes at one HFMA exclusive chapter event to represent company
- Pre/Post Attendee Lists for all events, for HFMA attendees only

SILVER- \$1,500

- Signage at all chapter events
- Logo recognition in each chapter newsletter
- Chapter website recognition
- Certificate of Appreciation presented at Year End event
- 1 complimentary registration at each chapter education event (can be used by company or invited provider guest)
- Pre/Post Attendee Lists for all events, for HFMA attendees only

BRONZE- \$500

- Signage at all chapter events
- Certificate of Appreciation presented at Year End event
- Chapter website recognition
- Newsletter recognition

EVENT SPONSORSHIP RATES and BENEFITS AS OF JUNE 1, 2015

GOLD- \$750

- Table top Booth Space
- Meal Sponsor (Lunch)
- Option to introduce Speaker
- 5 minutes to represent company
- Pre/Post attendee list
- Recognition through Prize Giveaways (cost of prize is not included and is at vendor discretion)

SILVER- \$500

- Table top Booth Space
- Meal Sponsor (Breakfast)
- Pre/Post attendee list
- Recognition through Prize Giveaways (cost of prize is not included and is at vendor discretion)

BRONZE- \$250

- Table for literature
- Recognition through Prize Giveaways (cost of prize is not included and is at vendor discretion)

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FINANCE UPDATE

HFMA - San Diego Imperial Chapter Financial Performance Eleven Months Ending April 2016



Balance Sheet		April 30, 2016	May 31, 2015	
Assets		\$152,842	\$151,913	
Liabilities and Fund Balances		\$152,842	\$151,913	
Income Statement		YTD 4/30/16 Act	YTD 4/30/16 Bud	Variance
Revenue		\$63,454	\$33,980	\$29,474
Expenses		<u>\$63,665</u>	<u>\$39,264</u>	<u>\$23,401</u>
Net Income		\$788	(\$5,254)	\$6,072

For more information go to our website at www.hfmasandiego.org

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For any questions or comments, regarding this newsletter, please contact Dan Bannister at dan.bannister@sharp.com

For more information visit our website at
www.hfmasandiego.org