

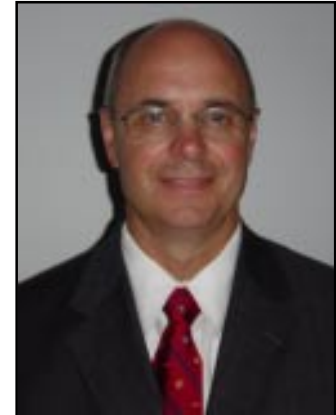


Publication Date: April 24, 2006



President's Message

NOTICE TO ALL CFO's



Wake Up! Help Yourself! Your Employees Need To Know!

Success in your position often times depends on how well those that report to you are able to keep current on issues that have a high degree of influence on the financial position of your operations. This can happen in a variety of ways. The one that most benefits yourself, your employees and your institution is to make the educational programs offered through your local chapter of HFMA available to your employees.

I don't believe any one would argue against the fact that problems may arise when employees are not kept abreast of what is happening in the healthcare world whether in the compliance, regulatory, audit, legal or other areas. However, management is often too short sighted to see when this is happening. Often, it is the educational budget dollars that are sacrificed to make up for the lack of bottom line that was created in part by the lack of education. Often, they believe that their overworked unmotivated employees are out seeking ways to read or otherwise absorb this knowledge on their own outside of the workplace. Often, they are wrong!

Employers need to recognize that money spent on training employees is an investment rather than a cost. A more educated employee is a more productive employee. Productivity is a function of what the employee knows and can do. In 1999, the Bureau of Labor Statistics estimated that in the period 1990-1997, 32 percent of increased productivity was due to increased knowledge and skill. Training can also be seen as a way to attract and retain talented employees. In 2001, 89 of the companies ranked by Fortune Magazine as the as the "100 Best Companies to Work For" paid for more than 21 hours of training per employee per year.

The most efficient and effective way to keep your employees educated is by supporting your local chapter of HFMA. The educational programs offered by the chapter are cost effective because the cost to attend a 4 to 8 hour program is typically less than \$100. The programs are always scheduled in the Toledo metro area making the commute a short and inexpensive one. The programs are effective because the chapter listens to what topics are of interest to you and its members. The Program Committee then searches for experts in those areas to present. You have the ability to influence and take advantage of this. You should communicate with the Program Committee and chapter leadership about the topics that you would like your employees to be more knowledgeable about. Then encourage your employees to attend.

"Genius without education is like silver in the mine" Ben Franklin

Kim McClure
President



Fifer to lead HFMA Board, promote courage in leadership

HFMA has elected Joseph J. Fifer, FHFMA, CPA, to serve as the organization's voluntary Chairman of the Board of Directors for 2006-07. His term will begin June 1, 2006, and will emphasize *courage in leadership*. Fifer's theme will help HFMA members embrace their leadership role within their organizations. "Courage in leadership describes acts of leadership demonstrated when courage is needed," said Fifer. "A courageous leader is a person who goes beyond what is expected, taking a risk for the right reason, making a tough and possibly unpopular decision because it's the right thing to do." Building on the *business of caring* principle, Fifer challenges healthcare financial professionals to rethink the role of finance and understand its potential in providing high-quality care.

Fifer will be inducted at HFMA's Annual National Institute, to be held June 17-21 in Orlando, Fla. HFMA President and CEO, Richard L. Clarke, DHA, FHFMA, said, "As the healthcare finance industry faces growing challenges in the days ahead, organizational leaders will need to demonstrate even greater courage as they are faced with even more complex decisions. Joe's theme is timely in that it focuses us not only on making difficult decisions but on making them because they are the right decisions to make."

In addition to his volunteer duties, Fifer is vice president of hospital finance at Spectrum Health in Grand Rapids, Mich. He has been a member of HFMA since 1983 and has been involved with both his local chapter and the National Association. Fifer served as Chapter Liaison Representative (1992-93), on the National Board of Directors (1993-95 and 2004-06), and on the Executive Committee (1994-95 and 2004-06). He was a member of the Task Force on Organization, Governance & Structure (1995-96), and the Audit & Finance Committee (2004-05). He also served the Central Michigan Chapter as Treasurer, Secretary, President-Elect, and President. Fifer has been awarded the Follmer Bronze, Reeves Silver, Muncie Gold, and Medal of Honor. He is a Fellow of HFMA who received his bachelor's degree in Business Administration from Saginaw Valley State University, University Center, Mich.



And the winner is...Alan Ganci

The Founder's Medal of Honor is conferred on the recommendation of the chapter to eligible members who:

- Are currently members in good standing,
- Have a minimum of 3 years of service since earning the Muncie Gold Award,
- Provided significant service in at the Chapter and/or national level in at least two of those years

That description certainly applies to Alan Ganci. Alan, who is the Executive Vice President at Bellevue Hospital, has served our chapter in many capacities. He served as a board member and officer through 96-99, serving as Chapter President for the 98-99 chapter year. Alan has also served as the region's CLR in 2000. He earned the Muncie Gold Award in 2001. Alan has continued to support the chapter by organizing the annual Mud Hen Outing, being the Chapter's photographer at many chapter events, being on program committee in 02-03, and has volunteered his services at various educational events. Alan also has a great sense of humor, which he often displays at our meetings. Some of you will recall his role as Dr. Sage, the neuro-proctologist in our False Claims Mock Trial!



Alan Ganci receiving his Medal of Honor award from Kim McClure

The Founder's Medal of Honor is not based on accumulation of points, but is based on the evaluation and judgment of the Board.

Alan joins a small group of distinguished Medal of Honor recipients: Bill Waters, Don Phillips, and Beth Hickman.

Thank you, Alan, for your time and efforts in helping to improve our chapter and its members. We truly appreciate your service. Congratulations!



HFMA Chapter Leadership 2005-2006

Officers

Officers

Past President: Darrell Topmiller, Fulton County Health Center, Wauseon, 419-335-2015 ext 2106, dtopmiller@fulhealth.org

President: Kim McClure, Promedica Health System, Toledo, 419-291-5750, kim.mcclure@promedica.org

President elect: Samantha Platzke, Mercy Health Partners, Toledo, 419-251-2046, samantha.platzke@mhsnr.org

Secretary: Amy Gill, Fisher Titus Medical Center, Norwalk, 419-668-8101, ext. 6280, agill@ftmc.com

Treasurer: Todd Howell, Seneca Medical Inc, Tiffin, 419-447-0222 ext 304, thowell@senecamedical.com

Board Members

Robert Goshia, Paulding County Hospital, Paulding, 419-399-1106, rgoshia@saa.net

Dawn Balduf, United Collection Bureau, Toledo, 419-866-6227, ext. 6426, debalduf@ucbinc.com

Hayley Studer, Promedica Health System, Toledo, 419-291-0260, hayley.studer@promedica.org

Chairpersons

Diane Walther, Program, Wood County Hospital, Bowling Green, 419-354-8652,

waltherd@woodcountyhospital.org

Christina Rizzo, Membership, Mercy Hospital of Tiffin, Tiffin, 419-448-3644,

christina_rizzo@mhsnr.org

Todd Howell, Certification, Seneca Medical Inc, Tiffin, 419-447-0222 ext 304,

thowell@senecamedical.com

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Char Masters, Sponsorship, Masters Associates, Toledo, 419-534-2852,

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Editorial Policy for THE EXAMINER

THE EXAMINER is published four times per year.

Send all correspondence or materials for publication to:

Our objective is to provide members with information regarding chapter activities as well as ideas to help individuals in the performance of their job duties.

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Your chapter leadership strongly encourages the submission of material for publication. Articles should be typewritten. Letters should be legible and must be signed. The editor reserves the right to edit material and accept or reject contributions whether solicited or not.

Opinions expressed in articles or features are those of the author and do not necessarily reflect the views of the Healthcare Financial Management Association, Northwest Ohio Chapter, or the editor.



SAVE THE DATE

“FORE” the Golf Outing

Attention All Golfers: The Annual Hfma Golf Outing Is Just Around The Corner So Dust Off Your Clubs And Mark Your Calendars For Thursday, July 27th, 2006.

Mudhens picnic

August 4 is the Mudhens game and picnic for chapter members and their families. It's a Friday night game with fireworks scheduled! This is always a great family event and lots of fun.

2006 National Institute

Gaylord Palms Resort & Convention Center, Orlando, Florida, **June 17 – 21, 2006**
Reconnect with old friends and meet new friends at the 2006 ANI. There are many reasons to attend this year's conference; great networking opportunities, visit displays by the leading healthcare vendors, motivational keynote speakers, and a wide range of educational sessions to choose from. Some of the topic areas are Financial Management, Patient Financial Services/Revenue Cycle, Payment/Reimbursement/Managed Care, and Compliance/Legislative.

2005-2006 Corporate Sponsors

A big thank you to the following companies for their continued support of the Northwest Ohio Chapter. Their sponsorship allows our Program Committee to develop excellent quality presentations at very affordable fees for our members.

GOLD

United Collection Bureau, Inc.
Ernst & Young, LLC
SAKAL/CAI, Inc.

SILVER

Masters Associates Receivables Management, Inc.
Key Bank Corporation

BRONZE

ProMedica Corporation
Huntington Bank
General Audit Corporation

If you have any questions or suggestions for the Corporate Sponsorship program or would like to sit on the committee, please contact one of the following committee members. Char Masters, Chris Rizzo, Larry Kuk, Vince Sheahan, Doug Headman or Sandy Annesser.



March Madness on the Big Screen

After a bleak, dreary winter, it's always pleasant to think of March Madness and know that spring is on its way! This year, our chapter's March Madness was the day before St. Paddy's Day, and there was plenty of beer and blarney, as well as basketball!

Diane Blake, our Social chairperson, did an awesome job in coordinating the details; the event was held at the Maumee Theater, which was a great venue with the movie-size screen.

Kim McClure, resplendent in his Irish topper, opened the Annual meeting with an Irish "tribute." He presented the following slate of officers and board members:

Kim McClure, President
Samantha Platzke, President-elect
Amy Gill, Secretary
Todd Howell, Treasurer
Rob Goshia, Board Member
Dawn Balduf, Board Member
Hayley Studer, Board Member

Several members were recognized for their service to the chapter by the presentation of the Founders Merit Awards. Dennis Witherell, Kim McClure, and Dawn Balduf earned their Follmer Bronze awards. Darrell Topmiller and Samantha Platzke earned their Reeves Silver awards, and Char Masters earned the highest Founders Award, the Muncie Gold. Congratulations to these members; we appreciate their time and efforts on behalf of the chapter. (Please see separate article on Alan Ganz's Medal of Honor Award.)



Dawn Balduf and Kim McClure, Bronze Award recipients

Before we got down to the serious side of March Madness, John Fannell, a professional humorist, presented his offbeat view of life. He encouraged us to look for the funny stuff, and not just dwell on the stressors, woven throughout the day.



John Fannell getting into his "schtik"



Samantha Platzke and Darrell Topmiller accepting their Silver Awards from Kim McClure



The Fulton County Gang



Certification News

Time Is Running Out!

As you may all remember, the Northwest Ohio Chapter of HFMA purchased a complete set of study manuals to assist those members seeking to become a certified member. Those study manuals are good for tests taken in calendar year 2005 and 2006. So less than nine months remain in 2006...reserve your study guide today. Great exam seats are still available!

Requests Abound!

With one successful CHFP awarded this year, and five others having reviewed the certification study manuals, word is getting out that the certification process is both worthwhile and in demand. Wouldn't you like a leg up on your competition when interviewing for a new job or moving up in your company? Having the CHFP designation is a recognizable achievement in the world of healthcare. Get the certification process started today!

Become Part of An Elite Group!

Not many of our Northwest Ohio Chapter of HFMA members can say that they are certified...Why? It takes a desire to become a key volunteer of HFMA, a time commitment to your local HFMA chapter, and passing two certification exams. It is not for the faint of heart. It is for those exceptional people who have the dedication to their field and want to better themselves. The Few. The Proud. The Certified!

Please review the website for the previous newsletters with my articles (walkthrough of my exam day, detail of questions covered by the exams, maintaining certification, as well as a link to the certification application) on the certification process. A distinction of which I am very proud.

Sincerely,

Todd R. Howell, CPA, CHFP, Chapter Treasurer, Certification Chair
Chief Financial Officer of Seneca Medical, Inc.



Membership News

It goes without saying that our members make the chapter what it is. The more members that we have, the more members attend chapter events, and the more members volunteer to participate in chapter committees and leadership positions, the better we are as chapter. A better chapter makes the experience of being a member more worthwhile. There are two significant things we each can do to contribute:

1 - Renew your membership

By now all members should have received their membership renewal notice from HFMA. Please renew your membership now so it doesn't get overlooked. It's very easy for it to get lost in those big piles on your desk, so best to take care of it now and not take that chance. If, for some reason, you are thinking of not renewing, please let me or any of the Membership Committee members know what your concerns are and what the chapter can do to better meet your needs.

2 – Encourage others to join

Think about colleagues who are not currently a member, but would benefit from being a part of our organization. Talk to them about the benefits of HFMA and the value you personally receive from participating. HFMA:

- Saves you time
- Provides ready solutions
- Enhances career options
- Offers sense of community
- Improves the financial health of our industry

Some of the benefits of membership:

- Educational programs
- Publications like HFM Magazine and HFMA newsletters
- Certification
- HFMA Resource Center
- Research Studies
- Career Development
- Specialty Forums

Also, as a current member, you can speak directly to the networking opportunities and what they mean to you as a healthcare professional. Of the five new members listed in this edition of the newsletter (see below), four were sponsored by current members. Thanks to all of those who have continued to be members, who have recruited new members, and who have volunteered for chapter activities to keep our chapter strong.

Please welcome the following new members to the Northwest Ohio Chapter of HFMA:

Mary K. Bevier (eff. 1/3/06)

Manager Financial Operations

Mercy Hospital of Tiffin

(419) 448-3138

mary_bevier@mhsnr.org

Thanks to Chris Rizzo who sponsored Mary's membership!

Anthony R. Bullimore (eff. 1/9/06)

Productivity Management Systems Manager

Mercy Health Partners

(419) 251-1806

Anthony_bullimore@mhsnr.org

Thanks to Kathleen Osborne who sponsored Anthony's membership!

Deborah J. Phenicie (eff. 2/9/06)
Compliance Officer
Bellevue Hospital
(419) 483-4040
dphenicie@bellevuehospital.com

Cindy A. Christian (eff. 2/22/06)
Director Patient Services
Akron General Medical Center
(330) 325-7820
cchristian@agmc.org
Thanks to Cathy M. Ceccio who sponsored Cindy's membership!

Joyce Wonders (eff. 3/13/06)
CDM Coordinator/Coder Abstractor
Fulton County Health Center
(419) 330-2678
jwonders@fulhealth.org
Thanks to Sherri Connor who sponsored Joyce's membership!

The following member has reinstated their membership:

Nancy Heckel
Regional Administrative Manager
Heartland Rehabilitation
(419) 537-0764
nheckel@hcr-manorcare.com
Thanks, Nancy!

Please note for your records that the following member has transferred his membership to another chapter: Eric S. Norton

Membership Directory

Chapter member information is available through the chapter website, www.nwohiohfma.org. Click on the link for "Membership", and then click on "Click Here for Membership Directory". This will link you to the national HFMA website log in page. Once you log in, click on "HFMA Directory" on the top banner.

If you have any questions, or need membership application or member-get-a-member forms, you may find them at the registration table during chapter programs, or contact one of the membership committee members:

| | |
|---------------------|--|
| Chris Rizzo, Chair: | Christina_Rizzo@mhsnr.org |
| Scott Fought | Scott.Fought@promedica.org |
| Aimee Thoreson | Aimee.Thoreson@promedica.org |
| Dave Wilson | dwilson@ftmc.com |