

CT SCANNER

Connecticut Chapter — Healthcare Financial Management Association
October 2006

Courage
IN LEADERSHIP

2007 Medicare Beneficiary Amounts

By Steve Vargo

Medicare recently announced the revised beneficiary amounts for Calendar Year 2007.

2007 Deductible and Coinsurance

Inpatient hospital deductible will be \$992, an increase of \$40. Daily coinsurance amounts will be:

- (a) \$248 for the 61st through 90th day of hospitalization in a benefit period;
- (b) \$496 for lifetime reserve days; and
- (c) \$124 for the 21st through 100th day of SNF services per benefit period.

Part B deductible for 2007 is \$131.

The estimated total increase in costs to beneficiaries is about \$640 million.

Type of cost sharing	2006	2007
Inpatient hospital deductible	\$952	\$992
Daily coinsurance for 61st-90th day	\$238	\$248
Daily coinsurance for lifetime reserve days	\$476	\$496
SNF coinsurance	\$119	\$124
Part B Deductible	\$124	\$131

2007 Part A Premiums

The monthly premium for uninsured individuals who enroll in Part A will be \$410. This is a four percent increase from the 2006 calendar year premium of \$393. There is a reduced premium of \$226 for certain disabled individuals who have exhausted other entitlements.

2007 Part B Premiums

The monthly Part B standard premium rate to be paid is \$93.50, up from the 2006 amount of \$ 88.50. A change from 2006, in which the premium rate paid by all beneficiaries was the same, is a sliding scale related to their income level and income tax filing status. Amounts of \$106.00, \$124.70, \$143.40, and \$162.10 will be assessed.

President's Corner

By Lou D'Auria

Now that summer has officially ended, it is time again to put our efforts back into high gear. Several events have just occurred that I want to share with you.

Fall Presidents' Meeting

Kathy Pajor (Region 1 Regional Executive-Elect and a Chapter Board member) and I attended the HFMA Region 1 Presidents' meeting in Maine last month. This meeting is designed for all Chapter presidents, presidents-elect and regional executives to meet with representatives from HFMA National to discuss hot topics, chapter requirements, new initiatives and best practices. This year, all Chapters were represented and during the course of the meeting, both Kathy and I were able to express our concerns, network with other Chapter executives, and communicate our Chapter goals and needs. The national representatives were very open to all our comments and will articulate them back to their senior staff.

It was eye opening to see the similarities in each chapter's struggles, despite our varying membership, location, and sizes.

September Board Meeting

On September 15, the Chapter Board met at CHA. At that meeting we unanimously voted to donate \$100 from our recent educational sessions' net proceeds to the Connecticut Red Cross. It is our intention to donate a small portion of all Chapter (non-

Continued on page 2

Its Here — UB-04

By Steve Vargo

It's official, the National Uniform Billing Committee has approved the UB-04 form as the replacement for the UB-92 form. Health plans and clearinghouses must be ready to receive the new UB-04 by March 1, 2007. Healthcare providers such as hospitals, skilled nursing facilities, hospices and other institutional claim filers can use the UB-04 beginning March 1, 2007; however, there will be a transition period between then and May 22, 2007, during which they can use either form. Beginning May 23, 2007, the UB-92 no longer will be acceptable. Hey, isn't that the same date the new NPIs must be used?

Keep an eye out for additional information from HFMA on educational sessions that will assist you in understanding the impact and how to implement this change.



CT SCANNER

Connecticut Chapter — Healthcare Financial Management Association

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Kathy Pajor is also the 2006-2007 Regional Executive-Elect

The **HFMA CT SCANNER** is published quarterly by: Association Resources, Inc., 342 North Main Street, West Hartford, CT 06117.

Editor: Steve Vargo
Staff: Karen Minogue, Lyn Wyskiel

Submit comments to:
Steve Vargo, (203) 679-5359, svargo@masonicare.org

NPI

All providers must apply for new National Provider Identification numbers (NPI). These numbers may be used now but are mandated for claims submitted on or after May 23, 2007. After this date claims submitted without an NPI number will be rejected.

You can apply online for your new NPI at:
<https://nppes.cms.hhs.gov/NPPES/Welcome.do>

Please copy and paste this into your Web address bar and follow the instructions.

It really is quite painless to obtain the new NPI. Assuring your system is correctly transmitting it may be a different story. Suggestion — don't wait until the deadline; do it now.

***Getting an NPI is free —
Not having one can be costly!***

CT HFMA Scholarship Announcement

By Jacqui Gorin

Spread the word! The Connecticut Chapter of HFMA will be awarding scholarships again in 2007. The Scholarship Committee has already started preparing for the coming year. Detailed information and an application package will be available on the Chapter Web site by early January 2007. Scholarships will be awarded in June 2007. Visit the Web site for information about the 2006 award winners and to read their winning essays.

President's Corner

Continued from page 1

collaborating) education session net revenues to local not-for-profit charities.

The Special Events Committee

The Special Events Committee will soon begin to plan events for members (and possibly their families). If anyone has any ideas for having a special event (bus trips, group rate concerts, sporting events, etc.) please forward them to Mike Rosadini, Special Events Committee Chair, at michael.rosadini@ey.com. Mike's committee, I am sure, can use help with these endeavors. If you can volunteer to assist, even with just one event, we would appreciate it.

Save the Dates...

Just in — some new event dates:

- Our HFMA CT Chapter golf tournament will be held on May 16, 2007 (details to follow).
- The next Region 1 Annual Conference will be held at the Mohegan Sun Resort on May 17 and 18, 2007.

See all the upcoming events in the Event Calendar later in this newsletter.

Remember... any CT Chapter HFMA member is invited to attend a CT Chapter HFMA Board meeting. If interested please email me at ldauria@chnct.org.

Have a great day.

Save the Date

"Medicare Update"

Date: Thursday, December 7, 2006

Time: 8:30 a.m. - 12:00 p.m.

Location: CHA

Join your colleagues and listen to what CMS has planned for the coming year. Representatives from Empire Medicare Services will discuss items such as Cost Report Changes, Medicare PPS updates, UPIN and Provider Enrollment issues.

Please join us!

2007 CMS Final Rule

By Gary Bergenty

On Tuesday, September 12, 2006, approximately 50 individuals participated in the CT Chapter HFMA and Connecticut Hospital Association co-sponsored program Preparing for the 2007 CMS Final Rule: Inpatient Prospective Payment System. Representatives from 3M Health Systems Division and PricewaterhouseCoopers presented and covered all aspects of preparing for the myriad changes that will accompany the most notable revision of Medicare's inpatient hospital rates since 1983.

The staff from 3M began the session with a discussion of how providers should prepare for the changes and the impact of the APR DRG classification system. This included:

- How accurate is your coding?
- How do you compare to other providers?
- How aware are you of the impending regulations?
- Do you have the appropriate and necessary technology?

Brad Bowman and Aaron Green of PricewaterhouseCoopers discussed how healthcare organizations are facing today's issues. They discussed the new technology add-on payments, reporting of hospital quality data and its impact on payments,

Value Based Purchasing, IME and GME issues, status and implementation of the Wage Index and Occupational Mix Adjustment and some current OIG activities.

3M finished the session with a discussion of the ten steps to prepare for effective implementation and provided a short-term action checklist.

As with any new federal regulation, the point was made to keep in mind that, just like the weather in New England, everything could change in 15 minutes. Stay tuned, stay focused and prepare to the best of your ability.



3M Presenters Cheryl Wadyka, Anne Boucher, Caroline Piselli, and Brenda Zebelman.

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Brad Bowman and Aaron Green discuss issues with one of the participants.



CT HFMA New and Transferred Members

Sharon A. Blanchette

Assistant Director of Internal Audit
UConn Health Center
43 Harvest Lane
Windsor, CT 06095
Work: (860) 679-4735
Email: sblanchettecpa@aol.com

Misty M. Carroll

104 Cypress Road
Newington, CT 06111
Work: (860) 346-3103
Email: carroll@hartford.edu

Kelly K. Goodyear

Hospital Liason
Community Health Network
of Connecticut
11 Fairfield Blvd.
Wallingford, CT 06492
Work: (203) 949-4050
Email: kellyg8@yahoo.com

Peter G. Moore

Senior Vice President and Director
The Hartford
200 Hopmeadow Street
Weatogue, CT 06089
Work: (860) 843-1790
Email: peter.moore@hartfordlife.com

Sarah E. Peterson

Jason Robinson

Yale School of Management/School of
Public Health
60 College Street
New Haven, CT 06511
Work: (401) 263-9218
Email: jason.robinson@yale.edu

Transferred from Chapter 44 – Central New York

Eric S. Fishbein

Consultant
Presscott Associates, Ltd.
44 Avonwood Road, Apt. 111
Avon, CT 06001
Work: (860) 677-7888
Email: efishbein@presscott.com

Transferred from Chapter 25 – Northwest Ohio

Kent M. Holdcroft

National Director of
Operations
Aim Health Services, Inc.
West Hartford, CT
Work: (419) 215-6968
Email: kholdcroft@aimhealth.com

Update Your Membership Online!

By Steven Beaulieu

The Connecticut Chapter of the Healthcare Financial Management Association is beginning to prepare the membership directory for 2006-2007 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 on HFMA National's On-line Membership Directory will be downloaded for use in the Connecticut



Chapter Membership Directory. You will find it is very easy to verify your information via HFMA National's Web site.

Please use the following link to update <http://www.hfma.org/membership/account/>.

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.

To ensure that the data is accurate in the 2006-2007 directory, please edit your member information prior to **October 22, 2006**.

Thank you!

Sponsorship: What Does It Mean?

By Mary Lou Sanders

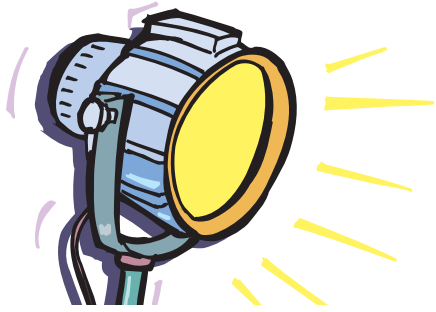
Have you taken a good look at the last page of the *CT SCANNER* recently? If you haven't, please make it a point to do so as you browse the newsletter. You will see the last page is filled with the names and logos of those businesses that support CT HFMA at various levels.

Through their support our Chapter is able to provide reasonable cost educational programs and scholarships to deserving graduate and undergraduate students, as well as offset some of the costs of the annual golf tournament.

What do the sponsors get in return? Their names are announced at Chapter events and placed in our publications,

which increases brand awareness and visibility with healthcare leaders and decision makers in Connecticut. Many sponsors also have employees who are HFMA members. Being a sponsor and having employees as members allows sponsors to interact with people in healthcare financial management that affords them the opportunity to show what they have to offer.

If you know of any group involved in healthcare that is interested in becoming a sponsor, please have the contact person get in touch with me at mljesanders@snet.net.



CT HFMA Officer *Spotlight*

By Lyn Wyskiel

The Spotlight features details on the Connecticut Chapter's current Chapter officers. We hope it offers insight to some personal and professional information about these healthcare leaders. We also hope it inspires many of you to consider becoming more involved with HFMA, and perhaps join a committee or even run for office!

This month's focus is on Steven D. Beaulieu, CPA, an HFMA member since 1991. In addition to being CFO of Mercy Community Health, Steve has served the Connecticut Chapter in a variety of volunteer capacities, including membership directory chairman for the past three years, and currently as Vice President, Membership. He is also a member of the Association for Long Term Care Financial Managers.

Steve received a B.S. degree in Accounting from Bryant College. He has also for many years coached baseball and football in the Southington Youth Athletic Association and Southington Valley Midget Football League. He participated on both Association Boards during that time.

Spotlight on: Steven D. Beaulieu

Job/Department:

Chief Financial Officer, Mercy Community Health

Responsibilities:

Oversight of the financial operations of an Integrated Long Term Care continuum that includes Skilled Nursing, Residential Care, Hospice, Sub-Acute Care, Dementia Care, Adult Day Care, a Continuing Care Retirement Center and Homecare Services.

I've worked here since: October 2004

My very first job was: Internal Revenue Agent

The best part of my job is: My interaction with our senior leadership team and the planning/visioning sessions in which we participate.

My family includes: My wife of 22 years, Nancy, my sons Brett, who is currently studying at Providence College, and Ryan who is attending Southington High School.

If I'm not at work, you'll find me: Doing projects around the house, wanting to be on the golf course or in my boat.

My proudest moments: My wedding day, the birth of my children, and being the first person in my family to graduate from college.

The most difficult goal I ever achieved was: Becoming a CPA

The best advice I ever received was: Always know the difference between right and wrong. Make sure that at the end of the day you are able to look yourself in the mirror and know that you did everything possible to make things fall into the right column.

Favorite quote: Don't let perfection get in the way of progress (thanks to Steve McPherson).

I joined HFMA because: Ralph Becker made me, and I wanted to increase my knowledge about healthcare.

A book that I would recommend is: Any of the Sharpe series of historical fiction

A movie that I would recommend is: *The Lord of the Rings*

My hero is: Actually there are two. Both my older brothers pointed me in the right direction through high school and college. Without their support and guidance, I would not be where I am today.

How I first became involved as a volunteer with HFMA:

After a number of years away from volunteering I was asked to be a member of the Board and it rekindled my interest and desire to give back to the profession that has been very good to me.

Personal and/or professional benefits realized from my HFMA involvement: The ability to just pick up the phone and talk to a number of colleagues who are experiencing the same challenges makes a world of difference. It is what helps you sleep at night, knowing that you are part of that team.

National's Treasurers

By Steve Vargo

There is no section of the HFMA Web site that is as powerful as the **Resource Library**. There is so much information in this section it's probably safe to say if the information is not there, it probably doesn't exist.

This section contains various types of content such as articles, reports, fact sheets, Internet links, presentations and tools and measures on various topics. The areas, or topics addressed, include accounting and finance, compliance, information services, management, professional development, reimbursement and the revenue cycle.

You can select from pull down menus on the left or use my favorite, the search function. The search function allows you to choose both a topic and the type of content you want. This allows you to select from a much more refined list of items, making your selection easier.

Have you misplaced a specific issue of HFM? We know you would never throw them out because of the wealth of information they contain. The current year's issues along with the last three years are available at the click of the mouse. Now you can access that article at anytime and from anyplace.

Do you have an issue or concern with a request from the OIG, or do you want to avoid having contact with them? Use one of the OIG checklists to review your operations and assure your facility and compliance program are focused where they should be.

Need to find that article on the expansion of the SNF RUG categories? Use the links to find the Medicare Reimbursement links that categorize specific issues by topic. Scroll down to find the SNF PPS Internet Guide and click on "Learn More," which will take you to all the topics from which you can choose.

Need to create that comparison of financial ratios for management or the board? Use Tool and Measures to see industry standards to which you can compare your facility. Now you have authoritative data to show just how good an operation you are running.

Thinking about outsourcing the A/R collection function? Access the Collections Outsourcing Checklist from the Fact Sheet section. Now you have the specific issues you need to address to determine whether this move is the right one for your facility.

Hundreds of items are available in this section of the Web site, just waiting for you. From the HFMA home page click on "**Resource Library**" in the left column, and you are there.

Mark Your Calendars!

Upcoming Educational Opportunities

CTHFMA Presents

- | | |
|------------------|--|
| December 7, 2006 | Medicare Update at CHA with Empire Medicare Services |
| May 16, 2007 | CTHFMA Golf Tournament |
| May 17-18, 2007 | Region 1 Educational Conference at the Mohegan Sun |

HFMA National Presents

- | | |
|----------------------|--|
| October 25-27, 2006 | Revenue Cycle Strategies Conference, Las Vegas, NV |
| November 13-16, 2006 | HFMA's Fall Seminar, St. Petersburg Beach, FL |



**Gary Bergenty, Director
Marketing/Client Services
23 Maiden Lane, North Haven, CT
06473-2351**

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Chapter – www.cthfma.org

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Submit comments to:

Andy Czerniewski • (860) 528-0007
aczerniewski@marathonhealthcare.com

Certification

By Bill Wollman

HFMA's Certification programs lead to the designations of Certified Healthcare Financial Professional (CHFP) and Fellow of the Healthcare Financial Management Association (FHFMA). Meeting the Certification requirements helps prepare you for increasingly responsible positions in the healthcare industry and demonstrates your dedication to professional development.

to earn higher annual salaries and are more likely to be hired or promoted to upper level positions in healthcare finance. They are respected members of the healthcare leadership team.

If you are contemplating becoming certified, please review the chart below that outlines the requirements and steps necessary.

For more information on certification please contact Bill Wollman at (860) 852-0008 or email bwollman@choiceonemail.com.

Certification Has Its Advantages

Survey results indicate a strong relationship between certification and career advancement. Certified members of HFMA tend

HFMA Certification Requirements

Revised May 2004

- Two years total as a regular HFMA member
- Two years of professional experience in either the healthcare or finance industries
- Sixty semester hours of college coursework or 60 professional development contact hours
- Successful completion of the HFMA core certification exam
- Successful completion of one HFMA specialty certification exam*
- References from a current elected chapter officer or director, and your CEO or supervisor
- Submit certification application with one-time fee

**Note: Exams may be taken at any time after you become an HFMA member and include Accounting and Finance, Financial Management of Physician Practices, Managed Care, and Patient Financial Services.*



Become a Certified Healthcare Financial Professional (CHFP)

Status must be maintained by earning 90 contact hours every three years



- Five years total as a regular or advanced HFMA member
- Bachelor's degree or 120 semester hours from an accredited college or university
- Reference from an HFMA Fellow or current elected chapter officer or director
- Volunteer activity in healthcare finance, including one of the following:
 - Earn the Follmer Bronze Award
 - Volunteer in the chapter and earn two Founder's points (under the new system) for two consecutive years
 - Volunteer service for two years in a healthcare industry organization
- Submit application with one-time fee



Achieve Fellow Status (FHFMA)

Status must be maintained by earning 90 contact hours every three years

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