

# CT SCANNER

Connecticut Chapter — Healthcare Financial Management Association  
January 2007

**Courage**  
IN LEADERSHIP

## Medicare Changes for 2007

Welcome to the New Year. As we ring out the old and ring in the new, Medicare is following suit with its changes to the Deductibles, Coinsurances and Premiums effective January 2, 2007.

### Medicare Part A for 2007

#### Deductible

\$992.00 per benefit period

#### Coinsurance

\$248.00 a day for days 61-90 in each period

\$496.00 a day for days 91-150 for each LRD used

\$124.00 a day in a SNF for days 21-100 in each benefit period

#### Premium

\$410.00/month if you must pay a premium

\$451.00/month if you must pay a premium and a 10% increase

\$226.00/month if you have 30-39 quarters of coverage

\$248.60/month if you have 30-39 quarters of coverage and must pay a 10% increase

### Medicare Part B for 2007

#### Deductible

\$131.00 per year

#### Coinsurance

20 percent

#### Part B Premium

Beginning January 1, 2007, will be based on the income of the beneficiary

Premium/ Month	Individual Income	Combined Income (Married)
\$93.50	\$80,000.00 or less	\$160,000.00 or less
\$105.80	\$80,000.01 - \$100,000.00	\$160,000.01 - \$200,000.00
\$124.40	\$100,000.01 - \$150,000.00	\$200,000.01 - \$300,000.00
\$142.90	\$150,000.01 - \$200,000.00	\$300,000.01 - \$400,000.00
\$161.40	\$200,000.01 or more	\$400,000.01 or more

## President's Corner

By Lou D'Auria

Wow, wasn't it just the Fourth of July? Now here we are... winter. The 2006 holidays have ended. I ate too much, ran around like a chicken with its head cut off and loved every minute of it. Family, friends, food, football, fun... what's not to love?

Now for the three-month cold, wet weather sprint. It is dark going into work and dark coming home. But, do not despair; your HFMA Connecticut Chapter leadership is hard at work despite the cold dark weather, planning new and exciting educational programs and special "member only" events, awarding scholarships to healthcare students, designing tactical plans, setting budgets, performing membership drives, helping plan the Region 1 conference and golf tournament and much more. All of which is or will be announced in our newsletter, on our Web site and in our fliers.

Our Nominating Committee headed by Past President Mary Lou Sanders is busy seeking chapter members who want to help us grow by volunteering as directors on our Board. If you are interested please contact Mary Lou. Keep an eye out for our voting ballot form that will be sent shortly. We need your vote to continue to provide you with solid leadership.

I hope you like the improvements in the newsletter as much as I do. We will be sending a short survey to all of our members asking for ways to make it more interesting and valuable. As with the elections, we need your responses to make sure the chapter is meeting your needs.

Have a great winter and drive carefully.

## CT HFMA GOLF TOURNAMENT

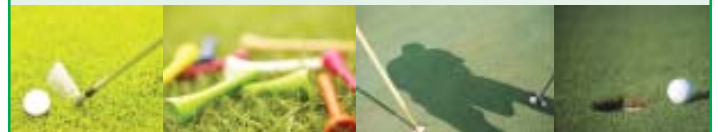
Fox Hopyard Golf Club, East Haddam, CT

May 16, 2007

CT HFMA will again sponsor its annual golf tournament to coincide with the HFMA Region 1 Conference.

The tournament will include lunch, followed by 18 holes of golf with carts provided. After the tournament a reception will be held and prizes awarded.

For more information on registration or sponsoring opportunities, contact Mike Rosadini at (860) 524-3510 or michael.rosadini@ey.com





# CT SCANNER

Connecticut Chapter — Healthcare Financial Management Association

## CT HFMA OFFICERS AND DIRECTORS

### OFFICERS

- Lou D'Auria, *President*
- Steve Beaulieu, *V.P. – Membership*
- Gary Bergenty, *V.P. – Programs*
- Sue Stanley, *Treasurer*
- Jim Harris, *Secretary*
- Mary Lou Sanders, *Past President*

### BOARD OF DIRECTORS

- |                      |               |
|----------------------|---------------|
| Melinda Agsten, Esq. | Kathy Pajor   |
| Andy Czerniewski     | Doug Payne    |
| Barbara Durdy        | Mike Rosadini |
| Jacqui Gorin         | Steve Vargo   |
| Joe Pajor            | Bill Wollman  |

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

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## Save the Date:

Pre-conference Golf Tournament May 16, 2007

Conference May 17-18, 2007

Mohegan Sun, Uncasville, CT

Three Tracks:

Revenue Cycle

Reimbursement

Senior Executive Track - **New this Year!**

Opening Remarks with  
Richard Clarke, DHA, FHFMA



Keynote Speaker,  
Jeff Goldsmith, PhD



All information will be posted on our website at [www.hfma.org/events](http://www.hfma.org/events)

# Leadership Training Conference

By Lou D'Auria and Steve Vargo

Many HFMA members have said they would like to get more involved but are afraid that they would be overwhelmed. The fact is all of us on the Board and various committees also have said that same thing. So what made us decide to volunteer and see what it's all about?

Members who have volunteered would say it's not that bad. You won't be thrown to the wolves. There is a support mechanism in place. HFMA National wants you to succeed and helps you with the role you will perform.

There are a number of special resources for each of the major roles that HFMA has developed over the years. The best of these is the Leadership Training Conference or "LTC." When asked his thoughts about LTC, Lou D'Auria said, "In my numerous years on the Board of the Connecticut Chapter of HFMA, I have had the distinct honor and pleasure to have attended three Leadership Training Conferences. The main reasons I have been active in this organization are two-fold...education and networking. The LTC is the ultimate culmination of both of these needs."

The LTC is an annual conference where various chapter members in leadership roles get together to learn how to succeed in the role that they have chosen. This happens in a number of ways.

The primary way is the networking. There are numerous concurrent events that allow you to meet your counterparts from the other chapters. You not only get to meet the people from the area and regional chapters in which you participate but all of the chapters. The members from Alaska are really great people.

Many of these networking times will be tied to educational sessions where experts in that area discuss best practices and ways to improve chapter performance. I'm sure you'll meet someone from South Carolina because they always have a large contingent and are a very vibrant chapter. The experts may be from outside of HFMA but many times they are long-time members who have been through it all and want to share survival techniques.

During LTC there are numerous scheduled break periods and social events where you can interact with your counterparts or even others in roles that you might want to do. HFMA National has a very big presence at each LTC because they want the entire group of chapter volunteers to feel part of the team, that they are not out there by themselves. Part of the LTC is devoted to chapter time where members of each chapter are provided an opportunity to update each other and offer plans to improve the chapter based upon material to which they were just exposed. This is a special time to bond with other Board members and leaders from your own chapter. A plus to the entire experience is that "they are always held at great locations."

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# HFMA Region 1 Sixth Annual Healthcare Conference

## May 16-18, 2007

Mohegan Sun, 1 Mohegan Sun Boulevard, Uncasville, Connecticut

Presented by HFMA Region 1: Connecticut, Maine, Massachusetts, New Hampshire/Vermont and Rhode Island Chapters

**For additional information, call CAMI at (781) 647-7004 or email [hfmareg1@camihq.com](mailto:hfmareg1@camihq.com)**

May 16

**Pre-Conference Golf Tournament – Hosted by the Connecticut Chapter**

May 17  
8:30-  
10:15

**Opening Remarks: Consumerism and the Revenue Cycle**  
Richard L. Clarke, DHA, FHFMA, President and CEO, HFMA

**Keynote Address: Healthcare's Future: The Next Ten Years**  
Jeff Goldsmith, Ph.D., President, Health Futures, Inc.

### Revenue Cycle Track

### CFO/Senior Executive Track

### Reimbursement Track

May 17  
10:30-  
12:00

**Charge Masters Are Easy: It's Charge Capture That's Tough: Get the Charges on the Bill**  
Day Egusquiza  
AR Systems, Inc.

**Strengthening Hospital-Physician Relationships**  
Robert McGowan,  
McGowan & Associates, and  
Amy MacNulty, Mitretek Healthcare

**Price Transparency and Defensible Pricing Strategies**  
William O. Cleverley, Ph.D.  
Cleverley & Associates

May 17  
1:00-  
2:30

**HIM, the Hub of Your Revenue Cycle**  
Karen Lawler  
Hospital of St. Raphael

**An Emerging Market for Value-Based Payments: Briefing for the Board and Senior Health Systems Executives**  
Raghu Bukkapatnam, M.B.A., M.P.H.  
The Advisory Board

**Beyond the Medicare Cost Report: How It Is Used**  
Dayton Benway  
Baker | Newman | Noyes

May 17  
3:00-  
4:30

**Eliminating the Business Office: Shifting Resources to Prevention**  
Tim Kilpatrick  
Perot Systems

**Surpassing the Common Expectation: Ensuring Defensible Community Benefit Standards**  
Raghu Bukkapatnam, M.B.A., M.P.H.  
The Advisory Board

**Washington Update**  
Larry A. Oday  
Vinson & Elkins, LLP

May 18  
8:30-  
10:00

**Patient Friendly Billing Project: Achieve a Consumer-Oriented Revenue Cycle, Improve Financial Results and Improve Patient Satisfaction**  
Patrick F. Gilligan  
Partners Healthcare System, Inc.

**Practical Realities of Financing a Capital Project**  
**Panel of Experts:**  
David H. Barnes, Esq.,  
Steven D. Bittel,  
Barlow T. Savidge and  
Martin J. Stallone,  
Max Von Hollweg, Esq.

**Benchmarking Payer Performance**  
Maria K. Todd, MHA, Ph.D.  
HealthPro Consulting, Inc.

**Moderated By:**  
Jeffrey D. Walla, CPA, FHFMA  
Berry, Dunn, McNeil & Parker

May 18  
10:30-  
12:00

**Managing Denials with Technology and Physician Advisors**  
Bryan Patrick, M.D. and  
Jeff Noonan  
MD-X Solutions, Inc.

**Open, Closed or Frozen Defined Benefit Pension Plan: A Burden or an Opportunity?**  
Stewart D. Lawrence, FSA,  
Ann D. Gineo, FSA and  
Irwin Tepper, Ph.D.  
SEGAL | SIBSON

**Billing Medicare Preventive Services**  
Robert Masters, A.B., M.Div., M.B.A.  
Medical Bureau Receivables  
Outsourcing, Inc.

# CMS and EMS Update

By Chuck Rondinone

On Thursday December 7, 2006, the Connecticut Chapter of the Healthcare Financial Management Association presented the educational session “Medicare Updates by Connecticut’s Medicare Fiscal Intermediary — Empire Medicare Services Audit and Reimbursement Department” at the Connecticut Hospital Association in Wallingford.

It’s that time of year again — everyone (at least those in attendance) was eager to hear the Connecticut Medicare Fiscal Intermediary, Empire Medicare Services, expound on new procedures, clarify the mysteries of CMS and answer pertinent questions from the 65 people in attendance.



Al Pinard, Assistant VP, Finance, of the Connecticut Hospital Association launched the morning session. He welcomed the attendees and provided an overview of what would be covered during the three-hour program.

Attendees represented the areas of reimbursement, regulatory, internal audit, compliance, contract administration and finance for the provider organizations. Several vendors and consultants attended as well.



Steve Hartmann, Director of Provider Reimbursement for Empire, opened the presentation with an update on the WellPoint, WellChoice and Empire merger — the new entity will be called National Government Services.

By December 3, 2006 CMS will issue an RFP for CMS contracts for Jurisdiction 13 — NY and CT. Empire will be responding to the RFP and is very confident that they will remain Connecticut’s Medicare fiscal intermediary.

Christine Chamberlain provided an insightful overview of changes to the filing requirements, as well as the process for

overpayment checks, cost report filing (send to Tari Robinson – Syracuse office), reporting DSH days, reporting to GME/IME and IRIS (Intern and Resident Information System). Christine also discussed new rules and important dates for the Transitional Outpatient Payments (TOPS) and three-year transitions for small rural hospitals (DRA Section 5105). Also reviewed were the changes to the worksheets, DHS Medicaid ratio, rolling averages for teaching providers, Section 422 (interns and residents) and the change by CMS from MSA to CBSA (Core Based Statistical Area) designation, also providing effective dates for the above-mentioned switch. The FY 2006 SNF update (effective January 1, 2006) was presented to the group, along with the FY 2006 IRF PPS update. Thanks, Christine.

Ken Shusterman of Empire’s Connecticut office discussed statistical audit sampling and the sampling and extrapolation process. This is used in conjunction with Medicare bad debts, GME/IME rotation and credentialing and disproportionate share. The fact that a sampling size of 29 is used whether the actual total is 30 or 1,000 stirred a lively debate.

Warren Willis, also of Empire’s Connecticut office, presented information regarding Medicare dual eligible bad debts — two types: dual eligible bad debts and crossover bad debts. Whether bad debts should be shown as a contractual allowance or as a bad debt expense is being considered by CMS. Empire has approached CMS and asked for this judgment. There are at least 10 “reopenings” on hold pending this judgment.

Patricia “Trish” Leonard provided a presentation on utilization of EDS data for Medicare DSH payments and the recent changes to this topic.



*Christine Chamberlain addressed all of the updates to the Medicare system that the providers will have to deal with in this year’s filing.*



*Steve Hartman discussing the new National Government Services consolidation.*

Trish also discussed managed care days for Medicare DSH data.

Simultaneous match was discussed and defined, especially as it impacts specialty physicians such as anesthesiologists and radiologists.

The session ended with questions and answers and an informative overview on how to

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## CMS and EMS Update

*Continued from page 4*

navigate the CMS Web site (www.cms.hhs.gov) and the "new and improved" Empire Web site (www.empiremedicare.com).

Al Pinard was able to have Steve Hartmann agree to provide the PowerPoint slide presentation in electronic format. Attendees will be provided a copy via email.

For those who attended — thanks for your active participation. It was a great meeting.



*Ken Schusterman reviewed the sampling process EMS uses in its audits.*

# Election of Board of Directors

*By Mary Lou Sanders*

Membership on the Connecticut Chapter Board of Directors is staggered in order to facilitate continuity of leadership. Each year, chapter members have the opportunity to elect five members to the Board of Directors.

Members whose terms are about to expire have the opportunity to indicate their willingness to run for reelection, much like our political candidates. Other members who express interest in serving on the board must be members in good standing and have Advanced Member status.

The nominating committee receives the names of the current expiring term members who wish to be reelected and any other members who ask to be included or accept another member's request for them to serve. The nominating committee then reviews all nominees and prepares a ballot of those nominees for approval of the full board. When that is completed, the ballot is mailed to all chapter members for their vote.

I hope that members have noticed that the ballots have been enhanced to include a short biography of each candidate. Hopefully that will facilitate the members taking an active part in the voting process. The number of members taking the time to cast their votes has been relatively small, under 100, for our organization of over 300 members. Hopefully the percentage of members voting will increase this year.

The current Board of Directors hope that you, the members, will take an active role in the election this year.

If you wish to serve on the board please forward a short bio on yourself to my attention. If you know of a member who would do a great job as a board member, forward their name to me and I will contact them to be sure they are willing to serve. Make sure you get those names to me by February 10, 2007.

You will receive ballots shortly. Please take two minutes to review the candidates and cast your ballot. **YOU HAVE A CHOICE.**

*Voting is a privilege. Please use it!*

## CT HFMA Scholarship Update

*By Jacqui Gorin*

Spread the word! The Connecticut Chapter of HFMA will be awarding scholarships again in 2007. Detailed information and an application package will be available on the Chapter Web site in mid-January 2007. Cash scholarships of \$2,000 each, plus additional benefits such as membership in HFMA, will be awarded to a graduate and undergraduate student studying healthcare or financial management in June 2007. Visit the Web site for information about the 2006 award winners and to read their winning essays.

## Calendar of Upcoming Events in 2007

### CT HFMA Events

<b>February 2007</b>	Joint Meeting with the Connecticut Healthcare Lawyers Association (CHLA)
<b>April 19, 2007</b>	Compliance Program
<b>May 16, 2007</b>	CT HFMA Annual Golf Tournament at Fox Hopyard, East Haddam, CT
<b>May 17-18, 2007</b>	HFMA Region 1 Annual Conference at Mohegan Sun
<b>June 2007</b>	Annual Meeting and Program

### National HFMA Events

<b>March 7-9, 2007</b>	Tackling Challenges of Payment, Denials, Quality Measures and Pricing: A Peer-to-Peer Exchange for Revenue Cycle and Managed Care Leaders, Baltimore, MD
<b>April 18-20, 2007</b>	Managing Change in an Era of Medicare and Public Policy Reforms: A Conference for Accounting and Finance, Nashville, TN
<b>June 24-27, 2007</b>	HFMA ANI, San Diego, CA



## Newsletter Committee

By Steve Vargo

The Newsletter Committee is responsible for the coordination and publication of a minimum of four member newsletters per chapter year as defined by HFMA National. The committee establishes and publishes a listing of newsletter publication dates and submission deadlines for articles for the year. The publication of the newsletter must meet all applicable Davis Chapter Management System requirements and is one of the key components of chapter eligibility for receiving certain national awards.

The committee is responsible for collecting and editing the identified articles. CT HFMA uses Association Resources to lay out the articles, but the committee is responsible for content, flow and overall readability. We currently have four members on the committee: Lyn Wyskiel, Reimbursement Analyst with 3M; Jim Moylan, CFO of Griffin Health Services; Kathy O'Shaughnessy, Manager of Accounting for the Hospital of St. Raphael and myself, Director of Reimbursement for Masonicare.

The focus of the newsletter is to inform members about changes in the industry, both from a federal as well as a state perspective. The newsletter also informs members of upcoming educational opportunities and recaps recent educational sessions. The newsletter is also a vehicle for keeping members informed about chapter events, other members' achievements and enhancing the personal and social aspects of the membership.

Each newsletter is distributed to all CT HFMA members as well as other HFMA chapter members who request copies. The newsletter will primarily be distributed via e-mail as an Adobe (.pdf) attachment. The Connecticut Hospital Association (CHA) performs this role. Members without e-mail capability will have a hard copy mailed to them at the official HFMA mailing address.

The committee is responsible for contacting all committee chairs to gather data on possible articles based upon changes in the healthcare environment for which each committee is responsible.

Over the last two years we have tried to enhance the quality of the newsletter. As we proceed we are developing a short questionnaire, to be sent to all members, on their expectations and areas of importance they would like to see in the newsletter. We hope this effort can make the *CT SCANNER* a more useful publication for all of our members.

## CMS Mandates Compliance Education

By Steve Vargo

Congress, in passing the Deficit Reduction Act of 2005, incorporated numerous provisions that impact the healthcare community. One of these is Section 6032 — "Employee Education About False Claims Recovery."

This section requires all covered entities to institute a compliance program with certain specific provisions. An "entity" includes a governmental agency, organization, unit, corporation, partnership or other business arrangement (including any Medicaid managed care organization, irrespective of the form of business structure or arrangement by which it exists) whether for-profit or not-for-profit, which receives or makes payments under a State Plan approved under title XIX or under any waiver of such plan, totaling at least \$5,000,000 annually.

Each entity must establish and disseminate written policies to its employees. Policies also must be adopted by its contractors or agents who, on behalf of the entity, furnish, or otherwise authorize the furnishing of Medicaid healthcare items or services, perform billing or coding functions, or are involved in the monitoring of healthcare provided by the entity.

These policies must include detailed information about the False Claims Act and the other provisions named in section 1902(a)(68)(A). The entity shall include in those written policies detailed information about the entity's policies and procedures for detecting and preventing waste, fraud and abuse. The entity shall also include in any employee handbook (although not required to create one if one does not exist) a specific discussion of the laws described in the written policies, the rights of employees to be protected as whistleblowers and a specific discussion of the entity's policies and procedures for detecting and preventing fraud, waste and abuse.

It also mandated that each state will be responsible to assure that all appropriate facilities have such a program in place. The state of Connecticut has assigned this responsibility to the Department of Social Services, Quality Assurance Division. David S. Parrella has indicated that Connecticut has submitted a State Plan Amendment to CMS with an effective date of January 1, 2007. Mr. Parrella has also said that new amendments to the provider agreements are being drafted and these will be required as part of the enrollment and re-enrollment process after January 1, 2007.

It is important to realize that this will also be an additional revenue stream for the state to increase its cash inflows. Therefore we should expect this to be another short-term avenue to allow the legislature to help balance the budget. It is imperative that we all actively incorporate this requirement into our policies and procedures, not only for the potential financial impact of noncompliance but because it is the right thing to do.



### Web Site Information

Chapter – [www.cthfma.org](http://www.cthfma.org)

National – [www.hfma.org](http://www.hfma.org)

Submit comments to:

Andy Czerniewski

(203)777-5521, x1700

[aczerniewski@vnascc.org](mailto:aczerniewski@vnascc.org)

## CT HFMA New and Transferred Members

We extend a sincere welcome to the following individuals who have chosen to join the Connecticut Chapter of HFMA.

**Christina M. Tracy**  
Senior Accountant  
CHNCT, Inc.  
11 Fairfield Blvd.  
Wallingford, CT 06492  
Home: (860) 558-3200  
Work: (203) 949-4415  
Email: ctracy@chnct.org

**Elizabeth M. Lavelle**  
Accountant  
51 Exchange St.  
New Haven, CT 06513-3922  
Home: (203) 773-3433  
Email: elizabethlavelle@sbcglobal.net

**Barbara Hannon**  
Vice President  
Windham Hospital  
112 Mansfield Ave.  
Willimantic, CT 06226  
Work: (860) 456-6897  
Email: aarpin@wcmh.org

**William F. Presti**  
Finance Manager  
Danbury Office of Physician Services  
95 Locust Ave.  
Danbury, CT 06810-6148  
Home: (860) 354-4314  
Work: (203) 797-7294  
Email: william.presti@danhosp.org

**John H. Ebel, III**  
Director, Strategic Services  
KREG Information Systems  
11 Centerwood Rd.  
Simsbury, CT 06070-1308  
Home: (860) 463-1256  
Work: (203) 762-2268  
Email: jebel@kreg.com

**Jeanna M. Doherty**  
Senior Manager  
Ernst & Young  
225 Asylum St.  
Hartford, CT 06103  
Home: (203) 407-0206  
Work: (860) 524-3135  
Email: jeanna729@msn.com

**I. T. D. Ross**  
Student  
Washington University  
28 Old Hill Farms Rd.  
Westport, CT 06880  
Work: (203) 221-1873  
Email: itdross@dsgcorp.com

### Transferred from Chapter 67 – Maryland

**Kathleen D. O'Shaughnessy**  
Accounting Services Manager  
Hospital of St. Raphael  
48 Westfort Dr.  
Meriden, CT 06451  
Work: (203) 789-3519  
Email: koshaughnessy@srhs.org

### Transferred from Chapter 37 – Florida

**Patricia B. Dray**  
Medical Necessity & Compliance Specialist  
3-M Health Information Systems  
615 Broadview Rd.  
Orange, CT 06477-2170  
Work: (203) 874-1905  
Email: pbdray@mmm.com

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## Leadership Training Conference

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HFMA National provides updates by the current and the incoming chairs as well as the national president. There is always a top-notch motivational speaker to help you remember that success is up to you and what you put into it.

Everyone who attends an LTC always leaves with the excitement that they can do whatever the chapter needs because they have earned many of the secrets of how to succeed. It might be a call to Tom in California (now which of the 4 Chapters in California is he with again) because you met him and he's been through it.

It is important to remember that your volunteer services at the chapter level are always welcome and when you assume a more responsible leadership role the resources such as the LTC become available to assist you in succeeding. Many times attendance at an LTC will occur just before you take on a new role or responsibility. This year's LTC is April 22-24, 2007 in San Diego, California.

Nominations are right around the corner. If you would like to become more active contact Mary Lou Sanders and throw your hat into the ring. You will find out that it's much easier and a lot more fun to succeed that you used to think.

## N P I

Time is getting short! Implementation is just around the corner! And we all know that nothing the government does is without some level of error.

New identification numbers called an NPI (National Provider Identification) will be effective 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!***

The Connecticut Healthcare Financial Management Association proudly thanks the sponsors below for their contributions to our Chapter

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