

CT SCANNER

What HFMA, Becoming Certified and Being A Fellow Means To Me

by Kathy Pajor, FHFMA, CHFP, FACHCA

Receiving the CT Chapter's Medal of Honor award at this year's Annual Meeting was a source of great pride and fulfillment for me. Being so involved with HFMA over the past two decades has helped me in my career in so many ways. When I received the award I began to reflect on what HFMA membership, certification and fellowship have meant to me.

I joined HFMA in 1991 at the suggestion of my then CFO, Steve McPherson. Little did I realize then how valuable that guidance would mean to my career growth and development.

I served as a Director of Patient Access Services at that time at the Hospital of Saint Raphael. With my HFMA membership, I started to attend HFMA educational programs, became involved with the Education Committee and decided that I would set a goal to become certified. I took my first exam in 1994 but I did not pass. I told one of my HFMA peers, Bob Haley, about my test results, and he stated he would tutor me for the next exam. Bob did tutor me and on my second



Kathy Pajor, Recipient of the CT HFMA Medal of Honor

attempt, I passed with flying colors. (I still remember learning more than I would ever need to know about the bond market.) Almost immediately after that Bob handed me an application and said "Now it's time for you to be a Fellow."

But becoming certified gave me a confidence in financial affairs that I carry with me even to this day. I currently serve as President of Beechwood Nursing Home and Rehab Center, and I feel part of the reason I have risen to this position is my HFMA involvement, being a Fellow and attaining certification.

After becoming a Fellow, I become deeply involved with HFMA on a state, regional and national level. I have been a Director on the Chapter Board and served as Chapter President from 2001 to 2002. I also served on the HFMA National Advisory Council in 2005-2007 and as a Regional Executive for Region 1 in 2008.

So hopefully I have given back to HFMA what HFMA has given to me and my career.

CT HFMA Wins Awards for 2009-2010 Chapter Year

HFMA has announced that the CT HFMA Chapter, under the leadership of our outgoing President Jim Harris has won the following awards:

C. Henry Hottum Award for Educational Performance Improvement

Gold Award of Excellence for Membership Growth and Retention

Bronze Award of Excellence for Certification

Helen M. Yerger Award – Improving Member Satisfaction through Chapter Education Program

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President's Corner

by Joe Pajor, Chapter President

What HFMA Has Meant to Me

As your new incoming HFMA Chapter President, it is both a huge honor and responsibility to serve in this role. Our Chapter has seen so many significant improvements under my predecessor's leadership, Jim Harris, in terms of program attendance, quality of meetings, and membership satisfaction. Jim has raised the bar, and the challenge will be to sustain and hardwire our new and improving Chapter culture. I am up to the challenge and with everyone's support, our Chapter will continue to excel.

HFMA's national and Chapter's main focus is to develop the healthcare financial leadership and management professional careers. My vision is to have our Chapter become the premier resource



in guiding your career growth. My motivation is to give back what the Chapter has given me in my over 38 HFMA membership years.

When I entered healthcare in the early 70s, Connecticut Chapter HFMA career development revolved solely around monthly Chapter meetings held at the Yankee Silversmith in Wallingford. You had to attend this monthly meeting since it was the only opportunity to network with your peers, and learn what was going on at the state and national level. Hard to believe today, but there was no voice mail, no email, no pcs, and no Internet back then. We had to talk to each other in person.

The term or value of networking did not exist back then either. However, the Chapter provided me with the opportunity to sit and chat with the Connecticut healthcare senior financial leadership in an informal relaxed setting and develop relationships. It was that one-on-one opportunity I relish and remember most.

The opportunities available for career development have changed dramatically with technological changes and time constraints. But I am hoping that we can bring back some of that one-on-one relationship building opportunity. This year's Annual Meeting was not only a great program, but provided for a well attended social networking reception. We plan to provide more of these types of opportunities this coming year whether it be at educational sessions, Rock Cats games, happy hour gatherings, or an UConn football tailgate reception.

Outside of networking, HFMA has helped me immensely through its certification program. I clearly remember the day in 1982, I found out I passed the HFMA certification exam and became a fellow. That feeling of validation and pride gave me a confidence that stays with me to this day. My hope is that we are going to increase dramatically the HFMA fellowship ranks in this state.

As you look at our Chapter membership, we take great pride in the numerous Connecticut Hospital and Healthcare CEOs and CFOs who are long time HFMA Chapter active members and/or leaders. Hopefully, some of you aspire to join those ranks. But whatever career track you choose or wish to sustain in healthcare financial management, our Chapter is ready to assist you.

So please use your membership. Take the time to make use of all the Web site, educational, certification and networking career building opportunities provided by the Connecticut HFMA Chapter.

I hope to meet many of you and hear first-hand how our Chapter is doing and how it can better serve your professional career. Please feel free to contact me at Joe.Pajor@norwalkhealth.org.

My hope is that someday 30 plus years from now, you too will be writing a similar HFMA Chapter column.

I am up to the challenge and with everyone's support, our Chapter will continue to excel.



CT SCANNER

Connecticut Chapter — Healthcare Financial Management Association

CT HFMA OFFICERS AND DIRECTORS

OFFICERS

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- Stephen W. Vargo, *President-elect*
- Steven D. Beaulieu, *Treasurer*
- Gary D. Bergenty, *Secretary*
- D. Eric Wetherell, CPA, *Vice President, Programs*
- Todd S. Thiesfeldt, *Vice President, Membership*
- James M. Harris, *Past President*

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| Paul Knag – 2012 | Mary G. Sheehy – 2011 |
| Cassandra L. Mitchell, CPC – 2012 | Shannon St. Hilaire – 2012 |

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Highlights of Current Environment — Healthcare Reform from a Compliance Perspective

by Timothy Cleary

The much-anticipated healthcare reform legislation was signed by President Obama on March 23, 2010. The **Patient Protection and Affordable Care Act (PPACA)** legislation includes significant fraud-fighting and program integrity initiatives, including transparency requirements for pharmaceutical and medical device manufacturers, and amendments to federal enforcement tools, such as the federal anti-kickback (AKS), federal False Claims Act (FCA) and the federal physician self-referral law (Stark Law). Importantly, PPACA increases funding to fight fraud and abuse, with an additional \$10 million a year for FY2011 – FY2020 (*H.R. 3590, Sec 6402*) and \$200 million more between FY2011 – FY2016 (*H.R. 3590, Sec 1304*). The following is a brief summary of some of the program integrity provisions enacted in the healthcare reform legislation. The applicable sections of PPACA are provided as a reference.

Mandatory Compliance Programs (Section 6401)

All suppliers and providers enrolled in Medicare and all providers enrolled in Medicaid are required to implement a Compliance Program that contains core elements laid out by the Secretary of Health and Human Services (HHS).

Overpayments and the False Claims Act (Section 6402)

When a provider has “identified” an overpayment, it must be reported and returned within 60 days (or the date a corresponding cost report is due, whichever is later). Any overpayment retained after the 60 day deadline is deemed an “obligation” for purposes of the False Claims Act (FCA).

Anti-Kickback Statute – False Claims Act Liability (Section 6402)

Any claim that includes items or services resulting from a violation of the Anti-Kickback Statute (AKS) will constitute a false or fraudulent claim under the False Claims Act. Also important is the new requirement that to be found liable under the AKS, a person need not have actual knowledge or specific intent to violate the Act.

Stark (Self-Referral Disclosure Protocol “SRDP”) (Section 6409)

Requires HHS, in cooperation with the Office of Inspector General (OIG), to establish a self-referral disclosure protocol within six months of PPACA’s enactment, to allow providers to self-report actual or potential violations of the Federal Physician Self-Referral Law.

Recovery Audit Contractor (RAC) Program Expansion (Section 6411)

Requires the expansion of the RAC Program to Medicaid, Medicare Advantage Plans (Part C) and Prescription Drug Plans (Part D). By the end of the year, all states must enter into contracts with one or more RACs to identify underpayments/overpayments.

Physician Payment Transparency (Section 6002)

Manufacturers of drugs, devices, biologicals or medical supplies are required to submit an annual report to HHS of all payments or other transfers of value made to *only* physicians or teaching hospitals. The first report is due March 31, 2013 (and on the 90th day of each calendar year thereafter) and will be made publically available.

Compliance Corner will be a recurring article in the *CT Scanner* which will focus on compliance and privacy matters that affect healthcare organizations.

LTC — Step Up and Make It Happen

by Joe Pajor

The theme of incoming HFMA Chair, Debora Kucha-Craig, is “Step Up.” She shared this at LTC (Leadership Training Conference) this past April. Every spring, HFMA Chapters’ leaders from the 68 regional Chapters attend a 2 ½ day conference which focuses on developing Chapters’ leadership, management, and organizational skills. This year’s conference was held in Phoenix, Arizona and had over 300 participants.

Our Connecticut Chapter was represented by Jim Harris, Past President, Steve Vargo, President-elect, Eric Wetherell, Vice President Programs and I. We used this opportunity to network with other chapters’ leadership teams, national HFMA Board members, and HFMA national senior management and support staff.

Our leadership team met often and shared the many practical ideas and success stories we heard from other Chapters during our breakout sessions. Proudly, we also shared some of our recent successes. Our Chapter’s take away from this conference coincided with Debora’s theme, Step Up and Make it Happen.

Our Chapter leadership team agreed to continue to grow programming events, offer more opportunities for social networking, increase the use of technological communication, and stress the importance of membership certification in the upcoming year. Our goal is to make you think of HFMA as your number one resource for your career growth. We are committed to “step up” and make it happen, right here in Connecticut.

HFMA's Connecticut Chapter Announces New President, Officers

The Connecticut Chapter of the Healthcare Financial Management Association (HFMA) recently introduced its officers for the 2011 Fiscal Year.

Officers and Board Members are as follows –

Joseph M. Pajor, FHFMA, President
Stephen W. Vargo, President-elect
Steven D. Beaulieu, Treasurer
Gary D. Bergenty, Secretary
D. Eric Wetherell, CPA, Vice President, Programs
Todd S. Thiesfeldt, Vice President, Membership
James M. Harris, Past President

Lou D'Auria, Board Member
Laura Denninger, Board Member
Jeffrey P. Geoghegan, CPA, Board Member
Paul Knag, Board Member
Cassandra L. Mitchell, CPC, Board Member
Susan Prior, Board Member
Janet F. Roemer, FHFMA, Board Member
Michael Rosadini, CPA, Board Member
Mary G. Sheehy, Board Member
Shannon St. Hilaire, Board Member



Joe Pajor (right) thanks Jim Harris (left), Past President for his years of service

The new Board of Directors is responsible for managing Chapter activities, and for the operation of the Chapter. The new Board will also ensure that the Connecticut Chapter of HFMA continues to be a tremendous resource for its members.

Visit www.cthfma.org for more information regarding the Connecticut Chapter of the Healthcare Financial Management Association.



Lou D'Auria and Mike Rosadini



L to R: Steve Vargo, Mary Sheehy, Shannon St. Hilaire



L to R: Bill Wollman, Sue Prior, Cassandra Mitchell, Jeff Geoghegan, Jim Harris, Joe Pajor and Eric Wetherell

Connecticut Chapter HFMA FY2010/2011 Education Programs

July 29, 2010	August 2010	August 2010	September 2010	September 2010	October 2010
Health Reform	Charge Capture / CDM / Defensive Audits	HIT / EHR	Medicare Changes	Healthcare Finance / Reimbursement 101	Legal Update - CT
November 2010	December 2010	January 2011	March 2011	April 2011	April 2011
Leadership Skills	Medicare Update	Medicare / OHCA 101	Revenue Cycle	Mini Leadership Training Conference	Corporate Compliance

Celebrity Board Member! On June 17, 2010, our very own Board Member, Mike Rosadini, was spotted on NESN watching the Boston Red Sox against Arizona. Mike was sitting in the first row behind home plate! The camera kept going back to the man in the Celtics shirt, our own Mike, watching the game. Hey Mike, you have a lot of HFMA friends — how did you get those tickets?

CT HFMA New Members

We extend a sincere welcome to the following individuals who have chosen to join the Connecticut Chapter of HFMA. We hope our new members will contact one of the Chapter Officers or Directors with any questions they may have and also let us know if they have an interest in becoming involved or participating on one of our committees.

Richard Almada
Sr. Network Manager
Aetna

Steven Boucino
IVANS, Inc.

Sabrina Bruce
Patient Accounts Supervisor
Lawrence and Memorial Hospital

Candace Carlson
Director
Charlotte Hungerford Hospital

Sean Dickerson

Kevin O'Connor
Vice President
GE Capital – HFS

Maggie O'Hara
GVP, Marketing
IVANS, Inc.

Joanne P. Sherman
Sr. Financial Analyst
Danbury Hospital

John Solecitto
Vice President, Marketing and Sales
Standing Stone, Inc.

Joann Sullivan
Patient Accounts Manager
Day Kimball Hospital

Wanita Thorpe
Manager Cost Reporting Accounting
UConn Health Ctr./John Dempsey Hospital

Robert D. Tobin
Tobin, Carberry, O'Malley, Riley &
Selinger, P.C.

Members Transferred In from Other Chapters

Timothy F. Cleary
Compliance & Privacy Officer
Greenwich Hospital
*Transferred From Hudson Valley NY
Chapter*

James G. McGovern, CPA
Senior Analyst
*Transferred From Hudson Valley NY
Chapter*

Lugene A. Inzana, CPA
Chief Finance Officer
Lawrence & Memorial Hospital
*Transferred From Western New York
Chapter*

Members Transferred Out to Other Chapters

John M. Bancroft
Account Executive
Emdeon Business Services
Transferred to Central New York Chapter



New Britain Rock Cats vs. the Portland Sea Dogs

(AA affiliate of the Boston Red Sox)

Sunday, July 18, 2010, 12:30 p.m.

New Britain Stadium

New Britain, CT



Join your fellow CT HFMA members, their family and friends at the ballpark.
There will be an all-you-can-eat pre-game picnic.

For more information go to:

www.cthfma.org

Or contact Joe Pajor at (203) 988-6952 or JPajor9553@aol.com.

Economic Outlook for the Connecticut Healthcare Industry

by Cassandra L. Mitchell

The 2010 HFMA CT Chapter Annual Meeting was a successful event this year with approximately 128 attendees, sponsors and vendors attending the meeting and reception held at the Marriott Hotel in Rocky Hill on June 2, 2010.

The event began with annual recognition activity and the installation of Officers and Directors for 2010-2011 Chapter years. Recognizing that strength lies in the volunteers who contribute their time, efforts, ideas and energy, the Founders Awards Presentations were made to those members who have made significant contributions for the CT Chapter as follows:

FOLLMER BRONZE AWARD

Mary Sheehy
Todd Thiesfeldt

MUNCIE GOLD AWARD

Janet Roemer

MEDAL OF HONOR

Kathy Pajor

Randy Fuller, Director of Thought Leadership for HFMA spoke about leading healthcare economic indicators, benchmarks, and dashboard-like measurements for both the National and Connecticut industries with a focus on how the payment reform initiatives impact both. Problems such as Medicare insolvency, unaffordable premium costs, and the growing uninsured population were factors in the recession for hospitals and their struggle with obtaining access to capital.

Randy's discussion was followed by the panel discussion led by moderator Larry Tanner, CEO, Central Connecticut Health Alliance, which focused on the Connecticut industry specifically. With speakers such as Cristine Vogel from DPH, Stephen Frayne from CHA, Robert Kiely from Middlesex Hospital and Jess Kupec from St.

Francis Healthcare Partners, the discussion was interactive and dynamic. Issues such as the financial implications of healthcare reform, economic outlook for physicians, healthcare reform's impact in Connecticut and a revised CON process were discussed with enthusiasm while questions were entertained from the audience. The well-attended event ended with a vendor sponsored cocktail reception to allow additional information exchange and networking.



Mary Sheehy receiving the Follmer Bronze Award from Steve Vargo and Jim Harris. Todd Thiesfeldt was unable to attend the awards presentation.



Janet Roemer receiving the Muncie Gold Award



Kathy Pajor receives the Medal of Honor from outgoing President Jim Harris

The June 2 CT HFMA Annual Meeting in Pictures



Randy Fuller Director of Thought Leadership, HFMA National



Larry Tanner, CEO Central CT Health Alliance, Moderator of the panel discussion on the economic outlook for CT



Joe Pajor, incoming Chapter President presents Jim Harris, out-going president with a plaque for his service as Chapter President



Panel, L to R - Randy Fuller, Jess Kupec, Robert Kiely, Stephen Frayne and Cristine Vogel



Installation of Officers and Directors, Mike Rosadini officiating



Cocktail hour



Kevin Kolb



John Solecitto



Pamela Nole



Marko Pavela and Joe Pajor networking



Heather Zimmerman, Megan Budd and Frank Miceli

Interested in HFMA Certification?

Gerry Boisvert, sat for the exam on April 9, 2010. He took the core exam and specialty exam for Accounting & Finance. He passed both exams. Congratulations.

Janet Roemer has been added to the proctor list for the Connecticut Chapter.

There are currently 13 certified Connecticut members as follows:

John M. Ahle, FHFMA, CPA
Carolyn B. Allen, CHFP
Douglas P. Glazier, FHFMA, CPA
Robert J. Haley, FHFMA
Rosemary C. Johnson, FHFMA
Bernard W. Lane, Jr., CHFP, CPAM
Kevin Murphy, FHFMA
Joseph M. Pajor, FHFMA
John R. Pakutka, FHFMA
Janet F. Roemer, FHFMA
John A. Roemer, FHFMA
William A. Wollman, Jr., FHFMA
David Wurcel, CHFP, CPAM

As an enticement to peak your interest here are three sample questions. The answers can be found on the Editor's Page.

Which of the following prohibits referrals to clinical laboratories with which the referring physician has a financial relationship?

- A. EMTALA
- B. Stark I
- C. Stark II
- D. Anti-fraud and Abuse legislation

In order to discount cash flow, you need to know _____:

- A. Payment flow and interest rate
- B. The discounted dollar value of the asset
- C. Expense stream and current dollar value
- D. The current dollar value of comparable assets

Which one of the following is not a characteristic of administrative controls?

- A. A plan of organization leading to managements authorization
- B. Timely and accurate financial statements
- C. Responsibility for achieving organization goals
- D. Address the integrity of the organization

Please go to the HFMA Web site for additional information. Bill Wollman is Chairperson and would be happy to answer any questions. Contact Bill at: BWollman@evergreenendoscopy.com.

We hope to see your name added to the list soon!

Founders Points Updated

by Steve Vargo

Founders Points are awarded to members who provide volunteer services to the Chapter, regional or national events. We have just completed the process of updating all Founders Points earned by our members for the 2009-2010 Chapter year. Many of the points will be posted automatically based upon your involvement in various Chapter, regional or national events. To assure all of our members have received all of their Founders Points that they earned we rely on each member to verify their points and notify us if there is a discrepancy.

In April 2004, HFMA had changed the way in which Founders Points are earned, returning to its core purpose of "*Recognizing the Volunteer in You.*" In addition, the level of points needed to achieve the various levels of recognition was revised.

William G. Follmer Bronze Award	- 25 points
Robert H. Reeves Silver Award	- 50 points
Frederick T. Muncie Gold Award	- 75 points

Some of the ways everyone can earn Founders Points are:

- Be a Chapter or Regional Event Volunteer
- Serve on a Chapter Committee
- Write an article for the newsletter or the *hfm* magazine
- Volunteer or write an article for another HFMA Chapter

In order to assure that you have been credited with all of the Founders Points you earned you must check your personal profile on the HFMA Web site.

How do I locate my Founders point details?

- Go to the HFMA Web site: www.hfma.org
- Log in with your HFMA username and password (don't have one or can't remember – follow the notations) If you have not been here in a while the screen format has changed.
- Click on: **Founders Points** (menu on right side of the home page)
- A listing of all of your earned points will come up on the screen.

Any discrepancy of the information on the Web site with your records should be reported immediately. It is ultimately the responsibility of the individual member to report points earned to the Chapter's Founders Award Chairperson, who serves as a liaison to HFMA National.

The Founders Points contact for CTHFMA is Shannon St. Hilaire who can be reached at (860) 344-6890 or by email at Shannon_st_hilaire@midhosp.org.

Check out those Founders Points today to be sure you are on your way to earning the award levels that you should be.

Spotlight on CTHFMA Web Site Committee

by Marko Pavela

First, I'd like to thank Sue Stanley for her help and support over the past few months. Sue is leaving behind a very well run operation, and this transition would have been difficult if Sue did not work so hard to keep the Web site in good order during her time as Committee Chair.

I'd also like to introduce the balance of the committee. Like myself they are new volunteers to the Chapter. I'm thankful that Co-Chair Kevin Wall of Kreg Systems and Jack Ferraro of the UConn Health Center have volunteered to join the committee, and I look forward to working with them.

The new committee's first order of business is a site-wide update to coincide with the new fiscal year and our Annual Meeting. The Board of Directors, committee lists, and other information must all be updated to keep the site timely and current. The committee will then set to work on developing a more robust Web site, primarily by seeking to integrate the existing Web site with other internet media, like our existing Linked In group page and message board.

Finally, the committee has been tasked with exploring ways to add job postings to the Web site. Of course, there will also be routine updating and maintenance, and suggestions are always welcome for further projects.

I look forward to serving you as Chair of the Web site Committee.



Answers for the Certification Questions

The answers are: B, A, B

Notes from the Co-Editor

This newsletter is highlighting the accomplishments of the Chapter this past year and welcoming the new officers, directors and new committee members. I wish to extend my welcome to all and look forward to working with you in our continuous effort to improve this newsletter for our members.



I recently started a new assignment working in our nation's capital in a nursing home that has been in existence since 1888.

This nursing home also has five community hospice programs and a nine bed hospice inpatient unit. I think I can now say I have worked in every facet of the healthcare industry during my career. This home has a garden dedicated to Barbara Bush and a picture of Princess Diana when she visited the home.

My stay here in Washington allowed Janet to come and spend the Memorial Day weekend with me. We walked all over the city during the three days seeing many sites. It was really the best Memorial Day weekend I have ever spent. A weekend in Washington D.C. helps you remember what Memorial Day is all about. We spent 6½ hours on Saturday walking through Arlington National Cemetery, visiting the Kennedys' gravesites, the Tomb of the Unknown Soldier, watching the changing of the guard and walked about 80% of the entire cemetery by foot. We remembered the military personnel who served their country for our freedom.

We then took the subway to the Pentagon and saw the memorial for those who lost their lives on the plane and in the building on 9-11. It was very simple but really a beautiful and moving site to see.

On Sunday after attending church at St. Mathews Cathedral, where John F. Kennedy was buried from, we proceeded to walk past the White House to the National Mall and took in the World War II Memorial, Korean Memorial, World War I Memorial and the Vietnam Memorial. Then we thought we had it planned so we would get out of the area before the Rolling Thunder came roaring in on their bikes but our timing was wrong. Over 250,000 bikers were in town for the weekend as they are every Memorial Day weekend here in D.C. and they had their big parade. Many streets were blocked off making it very hard to get to the subways. Regardless, it was very memorable.

If you ever have the opportunity to go to Washington D.C. just for a visit, try to plan it around one of our special holidays, such as Memorial Day or July 4. You will have a new perspective of how lucky we all are to be Americans. Have a great summer.

John A. Roemer, FHFMA

Editorial Policy

The statements and opinions appearing in articles are those of the authors and not necessarily those of the CT HFMA Chapter, or the editor. The editor reserves the right to edit material and accept or reject contributions, whether solicited or not. All correspondence is assumed to be a release for publication unless otherwise indicated.

Article Submission

CT Scanner encourages submission of material for publication. Articles should be typewritten and submitted electronically to the editor by the deadline listed below. The editor reserves the right to edit, accept or reject materials, whether solicited or not. HFMA Founders Points are granted for any articles published in the *CT Scanner*.

October Newsletter

Deadline for Submission: September 3, 2010

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

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