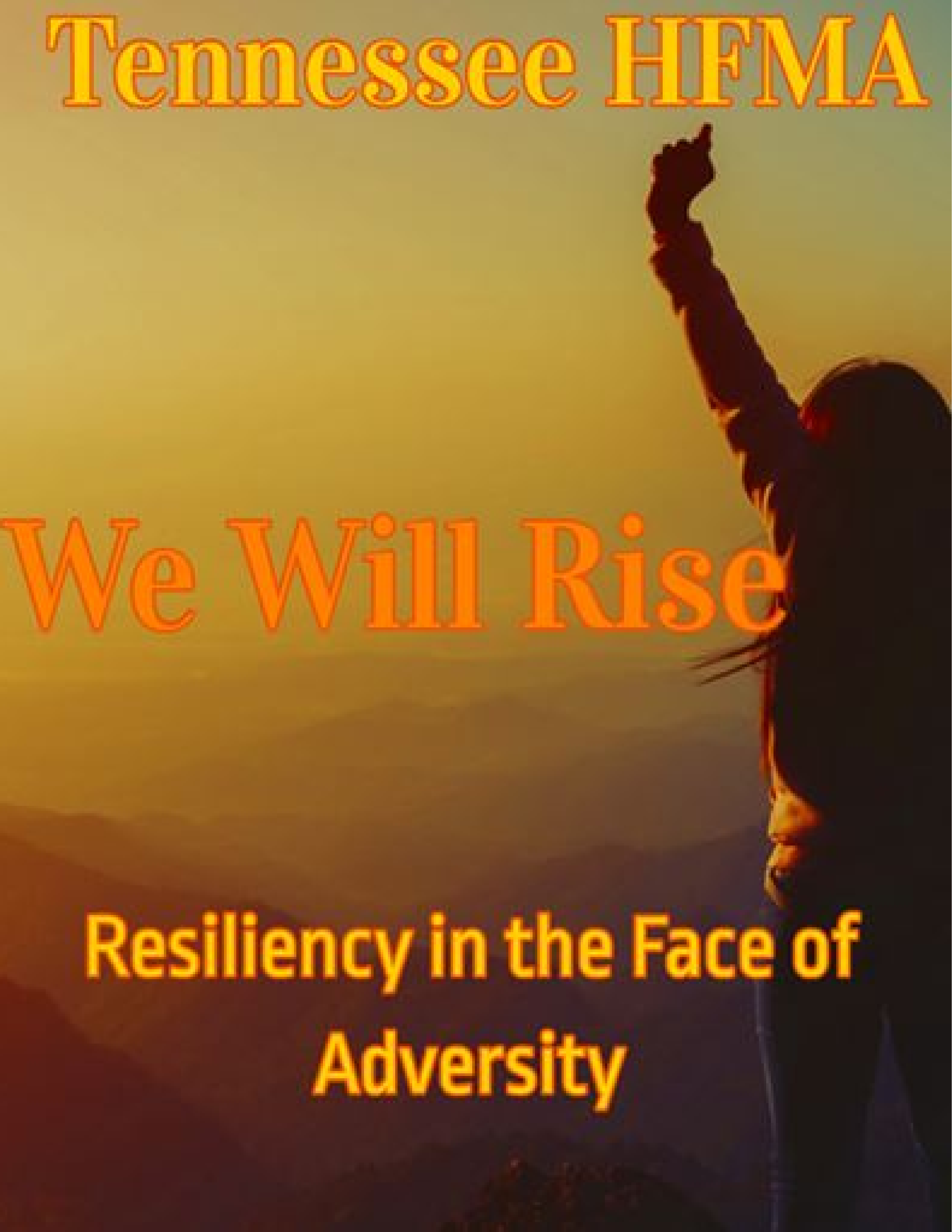
Tennessee HFMA
We Will Rise
Resiliency in the Face of
Adversity

WELCOME FROM THE PRESIDENT

Greetings from Tennessee HFMA and Welcome to our 2017 Fall Institute!

Welcome to our 2017 Fall Institute where our theme is “We Will Rise: Resiliency in the Face of Adversity.” We applaud Gatlinburg’s example of being strong when facing adversity. As usual, we have a strong lineup of speakers with topics covering the many diverse ingredients to healthcare. For starters, you will hear an update from HFMA National and the latest on Regulatory Compliance. We’re sure you’ll find the agenda filled with information you need to know in today’s changing and challenging healthcare environment. Please plan to join us at the Park Vista Inn in Gatlinburg October 18 – 20th.

This year we have designed the schedule to fit your agenda. Our annual golf tournament will kick off our time together on Wednesday. If golf is not your cup of tea, a hike in the Great Smokey Mountains is also available. That evening the annual Swersky Memorial Barbeque and the Past President’s panel and reception will round out the evening. Mark your calendar and plan to join us for a great day of networking with your fellow healthcare professionals before getting started in the many learning opportunities that follow.

Thursday will get off to a great start with an inspiring and motivating presentation from Dr. Dale Henry. Sessions on Physician Alignment Integrity Strategies and The Four Disciplines of Execution will round out the morning. After time for lunch and spending time with our great sponsors, the afternoon will continue with a choice of sessions to include: Refund Demands, Accounting and Auditing Updates, Workers Comp and Revenue Recognition. The evening will conclude with a great time of fun and networking at our Trivia event. Friday morning will conclude our time together with the HFMA National update and an excellent Executive Panel Discussion. Be sure and stay until the end as we will be closing the day with a barrage of incredible door prizes.

We are looking forward to seeing you in Gatlinburg!

Willie Guice Smith, III
2017-2018 Tennessee HFMA Chapter President

2017 Fall Institute Service Project

You can help give back to the Great Smoky Mountains

Back in 2016 Gatlinburg fires destroyed many family homes and businesses. To help give back to the community, TNHFMA has partnered with Smoky Mountain Area Rescue Ministries (SMARM).

Organization:	Smoky Mountain Area Rescue Ministries (SMARM)
Organization Website:	http://smarm.org/
How you can help:	We will be taking up items to help out SMARM. Please bring items with easy open lid or prepackaged food.
Needed items:	Food and Toiletries items or Monetary donations to purchase items. **Food examples:** Canned or bag tuna, beanie- weenies, fruit cups, pudding, cereal bars, peanut butter, pop tarts, peanut butter crackers, etc.… **Toiletry examples:** toothpaste, toothbrushes, shampoo, soap, razors, washcloths, Hotel items etc...
Where:	Please bring all Donations to Registration table.

Committee Members

Committee Chair:

Lisa Myers *Arx, LLC*

Committee Co-Chair:

Kathryn Topper *HCA*

Committee Members:

Martha Calfee
Matheney Stees & Associates

Guice Smith
Guice Smith & Associates

Joe Johnston
Frost-Arnett

LeeAnn Burney
Williamson Medical Center

Lori Crocker
Horne LLP

Ariel Biggs
Xtend Healthcare

Steven Bauer
CHS

Elizabeth Lindsay
Parallon

Jennifer Bisio
Ardent Health Services

Michael Waite
AMCOL Systems

Paula Claytore
Mountain States Health Alliance

Sheila Hayden
Mountain States Health Alliance

Julie Atchley
Matheney Stees & Associates

Brad Arnold
Frost-Arnett

Chase Wunder
Wakefield & Associates

Mike Phillips
CBC

Pamela Jones
MCOT, Inc.

Amanda Hoffmeister
Cookeville Regional Medical Ctr.

David Lane
Covenant Health

Shannon Gagne
Tennova Healthcare - Clarksville

Marc Carter
CBC

Alexander Nolte
FTI Consulting

John Reese
FTI Consulting

SCHEDULE AT A GLANCE

Wednesday, October 18th

9:00 a.m. – 12:00 p.m.	Hike – Location: Meet in the hotel lobby at 8:45 a.m.
9:00 a.m. – 3:00 p.m.	Golf Tournament – ***Registration Required*** – Location: Gatlinburg Golf Course
12:00 p.m. – 5:30 p.m.	Exhibitor Set-up
4:00 p.m. – 5:30 p.m.	Registration
4:00 p.m. – 5:00 p.m.	Board Meeting
6:00 p.m. – 8:00 p.m.	Kurt Swersky BBQ – Location: Twin Creek Pavilion
8:00 p.m. – 9:00 p.m.	President’s Social

Thursday, October 19th

7:00 a.m. – 5:00 p.m.	Registration
7:30 a.m. – 8:30 a.m.	Breakfast
7:30 a.m. – 8:30 a.m.	Prayer Breakfast with Carol Jordan
8:30 a.m. – 9:30 a.m.	**Keynote**: Sailing the Winds of Change on the Seven C’s
9:30 a.m. – 9:45 a.m.	Break
9:45 a.m. – 10:45 a.m.	**General Session:** Physician Arrangement Integrity: Balancing Process and Expense
10:45 a.m. – 11:00 a.m.	Break
11:00 a.m. – 12:00 p.m.	**General Session**: The Four Disciplines of Execution
12:00 p.m. – 1:15 p.m.	Lunch
1:15 p.m. – 2:30 p.m.	**General Session**: Compliance and Regulatory Guidance
2:30 p.m. – 2:45 p.m.	Break
2:45 p.m. – 4:00 p.m.	**Concurrent Session**: Refund Demands & Recoupments: Providers’ Legal Rights & Obligations
2:45 p.m. – 4:00 p.m.	**Concurrent Session:** Accounting & Auditing Update
4:00 p.m. – 4:15 p.m.	Break
4:15 p.m. – 5:30 p.m.	**Concurrent Session**: Worker’s Compensation: Tennessee Updates and Payor Reimbursement Tactics
4:15 p.m. – 5:30 p.m.	**Concurrent Session**: Revenue Recognition Standards and Application Update
5:30 p.m. – 7:00 p.m.	**Networking Event:** Trivia
7:00 p.m.	Dinner on your own

Friday, October 20th

7:00 a.m. –10:30 a.m.	Registration
7:30 a.m. – 8:30 a.m.	Breakfast
7:30 a.m. – 8:30 a.m.	STAR Committee Breakfast
8:30 a.m. – 9:45 a.m.	**General Session**: HFMA National Update: The Calling: Authentic Stewardship
9:45 a.m. – 10:15 a.m.	Break
10:15 a.m. – 11:55 a.m.	**Executive Panel Discussion:** Bridging the Gap

*****Schedule is subject to change*****

PRESENTATION DESCRIPTIONS AND BIOGRAPHIES
Thursday, October 19th

8:30 a.m. – 9:30 a.m. Keynote: Sailing the Winds of Change on the Seven C's

Dr. Dale Henry

Centuries ago when cartographers were rendering maps of the explored world, there was always the unknown. These unexplored lands were always areas of mystery. In the margins of their work – where no one had ever gone – the mapmakers would write, "Beyond this lies dragons!" This simple act set into place a negative mindset that was to be duplicated throughout history. Simply put, "Change is bad, known is good." During this program, Dr. Dale Henry will examine the seven obstacles that control our fear of change and the unknown.

This course is designed to aid the participant to more effectively work in an environment of change and transition by:

- Challenging us to explore emerging markets of opportunity.
- Coping with customer diversity.
- Calibrating outdated service delivery systems.
- Creating positive energy in leadership.
- Communicating more effectively.
- Cycling your environment from negative to positive.
- Commissioning and empowering work teams.

Learning Objectives:

- Explain how to commission and empower work teams.
- List ways to create positive energy in leadership.
- Define how to explore emerging markets of opportunity.
- Identify ways of coping with customer diversity.

Users will take away new ideas to move in an environment of change.

CPE Credits: 1.0 Hours

9:45 a.m. – 10:45 a.m. General Session: Physician Arrangement Integrity: Balancing Process & Expense

Gail Peace & Alexandra Higgins

Discussion on the importance of the integrity of physician arrangements from setup to making payments. Summary of regulatory environment and what has led to physician and executive accountability. Pitfalls of today's tracking systems will be outlined with suggested processes that minimize the risk and save direct expenses. Suggestions will be made to incorporate best practices for ensuring payment methodologies are FMV. Key considerations on entering into physician arrangements and tips for avoiding pitfalls when managing the payments.

Learning Objectives:

- Evaluate settlements and regulatory guidance on physician payment structure.
- Recognize fair market valuation and commercial reasonableness.
- Determine the right physician documentation.
- Design process for adjudicating payments.

Take-away: Inventory of best practices for setting up and operationally managing physician arrangements.

CPE Credits: 1.0 Hours

11:00 a.m. – 12:00 p.m. General Session: The Four Disciplines of Execution

Josh Johnson and Mike Wilson

Learn how to apply the principles proposed by The 4 Disciplines of Execution as a means to successfully achieve the strategic goals and objectives of your organization. We will explain and demonstrate how to increase accountability, reduce cost and improve employee engagement from leadership to front line staff.

Learning Objectives:

- Describe what prevents leaders from driving change within their organizations.
- Demonstrate how the Four Disciplines of Execution can be used to drive change.
- Review a case study on how the Four Disciplines of Execution were utilized to improve collections.
- Apply the Four Disciplines of Execution across your organization.

  CPE Credits: 1.0 Hours

1:15 p.m. – 2:30 p.m. General Session: Compliance and Regulatory Guidance

Danielle Tribout

Compliance in the healthcare field today is mandated by Federal regulations regarding fraud and abuse. It is essential to be familiar with these regulations in order to educate, audit and make recommendations within this industry. During this session we will discuss the Federal False Claims Act, the definition of fraud and abuse directly from CMS, and how to be proactive with a compliance plan. The OIG no longer encourages participation in a compliance program, they require it. Fortunately, there is guidance as to what is deemed necessary to include with these plans.

We will dive into how to effectively create and execute a compliance plan all while understanding its importance, through establishing standards and procedures appropriate for a practice or hospital facility. A major part of an effective compliance plan is audits and ongoing monitoring, it is important to know the structure of audits needing to take place as well as the frequency of when those should be completed. Once a problem or error has been identified the next step in the process is to conduct training and education. Knowledge is power and with compliance it's best practice to stay proactive versus reactive.

Learning Objectives:

- List compliance Plans Standards and Procedures
- Explain compliance Risk Areas
- Identify auditing and ongoing monitoring processes
- Define the False Claims Act

Compliance program priorities are on the rise all across the healthcare industry. Auditing is increasing and federal regulations are ever changing. These key points will be the highlights of this session:

- Scope of a compliance plan and their benefits
- Fraud and abuse, False Claims Act
- Auditing and Monitoring
- Establishing Standards and Procedures
- Areas of Risk
- Conducting Appropriate Training and Education

CPE Credits: 1.5 Hours

2:45 p.m. – 4:00 p.m. Concurrent Session: Refund Demands & Recoupments: Providers' Legal Right & Obligations

Tammy Bryant & Jes Demyen

Providers have rights to retain funds voluntarily paid for healthcare services. Often, refund requests and recoupment activities are based on unlawful or incorrect retro-denials. Even when a GHP may have had a legitimate reason to deny treatment prior to services or prior to payment of a claim, a provider is generally entitled to retain voluntary payments already made. Recoupments create accounting nightmares that cost providers time and money to decipher; working to prevent recoupments before they happen by defending refund demands and enforcing providers' rights will help to avoid these expensive consequences.

Learning Objectives:

- Determine the difference between proper and improper refund requests.
- Formulate a plan to fight improper refund demands and retain more of their hard-earned money.
- List tactics to encourage repayment of already recouped funds.

Contrary to popular belief, Insurers are entitled to significantly less money back than what is requested by them via refund demands daily.

CPE Credits: 1.5 Hours

2:45 p.m. – 4:00 p.m. Concurrent Session: Accounting and Auditing Update

Bill Matheney & Meredith Cate

This session will provide the attendee with an update related to pending and upcoming changes to accounting and financial reporting standards. It should provide enough information to assist the attendee with which standards will apply to them and give them an overview of those standards.

Learning Objectives:

- To identify upcoming changes in accounting and auditing standards.
- To identify how the changes in standards will affect reporting and operations in healthcare entities.

Attendees will take away ideas for implementation of the new standards.

CPE Credits: 1.5 Hours; Field of Study: Accounting & Auditing

4:15 p.m. – 5:30 p.m. Concurrent Session: Worker's Compensation – Tennessee Updates and Payor Reimbursement Tactics

Don Kilgore

The worker's compensation payor system is extremely unique. Normal healthcare billing patterns cannot be applied to the worker's compensation financial class because the nature of processing claims and the payor system are fundamentally different. This presentation includes an overview of key Tennessee worker's compensation rules/regulations and information on the payor system, including bill review processes and PPO networks, and their combined impact on claims processing.

Learning Objectives:

- Provide information and updates on Tennessee worker's compensation rules/regulations.
- Discuss relationship between employers, payors, TPAs, PPO networks, and bill review companies.
- Discuss common bill review and re-pricing activities performed by the worker's compensation payor community designed to lower reimbursements.

CPE Credits: 1.5 Hours

4:15 p.m. – 5:30 p.m. Concurrent Session: Revenue Recognition and Application Update

JT Blalock

This presentation will cover the latest updates to the revenue recognition standard and the AICPA's Healthcare Revenue Recognition Task Force. Healthcare revenue recognition is complex and it will take time to implement the new standards. Providers need to start now to avoid surprises and know how their financials will be affected.

Learning Objectives:

- Latest standards update.
- Action steps to be taken to facilitate implementation.

Providers need to start now to avoid surprises and know how their financials will be affected.

CPE Credits: 1.5 Hours; Field of Study: Accounting & Auditing

Friday, October 20th

8:30 a.m. – 9:45 a.m. General Session: HFMA National Update – The Calling: Authentic Stewardship

Michael M. Allen

Finance professionals are comfortable with their traditional role as resource stewards. Today's healthcare industry, however, calls us to become stewards of lives and relationships as well. Whether seeding innovation, experimenting with new payment models, or forging new collaborative partnerships, we are met each day with the challenge to reimagine and transform what we know into what our patients and communities need and deserve. Success requires a commitment to being difference makers and to leveraging the Power of One to impact many. This presentation will explore these issues and encourage you to shoot for the "sweet spot"—that place where passion meets purpose.

Learning Objectives: After this session, attendees will be able to:

- Articulate the experiences that have shaped them into the person or professional they are today.
- Explore the top challenges facing our industry and how that translates to their role and organization.
- Discuss healthcare finance professionals' unique contribution to advancing the health of their communities through stewardship.
- Consider the opportunities within the organizations to collaborate with physicians, health plans, and/or community resources.
- Explain how the Power of One can be leveraged to influence and inspire others.
- Describe current HFMA initiatives designed to help finance professionals succeed in their efforts to make a difference in today's healthcare industry.

CPE Credits: 1.5 Hours

10:15 a.m. – 11:55 a.m. Executive Panel Discussion: Bridging the Gap

Ray Snead, Nancy Borkowski, LeeAnn Burney, and Mark Browne

In this time of changing reimbursement, regulations, and technology, it is critical to continue bridging the gap across departments in order to achieve success. Moderated by Rodney Adams, this panel brings together Healthcare Executives from different organizations to discuss their observations, thoughts and methods on how to reach these goals along with urgent and complex issues leaders are facing in our industry.

Learning Objectives:

- Explain why different hospital functions must stop operating in silos and start aligning initiatives.
- Identify the methods that have been prosperous in organization already doing this
- Compare thoughts on processes and procedures that may no longer work in a new payment model system.

CPE Credits: 2.0 Hours

SPEAKER BIOGRAPHIES

Carol Jordan

As a native of Gatlinburg, I loved growing up in our small, mountain community. As a child, my parents started Mountain Laurel Chalets, a vacation rental company, from our home. It was truly a family business where my siblings and I helped my parents with many of the responsibilities of the business including taking reservations, cleaning cabins and washing linens. Although I have lived throughout the Southeast working with Cru, a Christian Campus Ministry, the mountains and Gatlinburg have always been home.

Our family business was drastically affected by the November 28, 2016 fires. Half of our business's rental homes burned. Seven monthly renters lost their homes. Many of our employees had frightening experiences trying to find safety during the fires. All were concerned for family and friends who did loose homes and businesses because of the fires. As a family and as a local business, our heart has been to cling to the Lord and to look for opportunities to care for the local community and the guests who consider Gatlinburg a home away from home.

Carol and her husband, Brent, live in Farragut, Tennessee and work with Cru at the University of Tennessee. They have 3 children.

Dr. Dale Henry

Dr. Dale Henry grew up in the foothills of the Smoky Mountains, an area that is bountiful in two things—hospitality and story-telling. Dr. Henry has been a teacher, principal, Dean of the oldest college in Tennessee, a businessman, author, a speaker and trainer. Dale has been in customer service over half his life. His story-telling ability propelled him as a teacher. This, combined with his customer service and unique ability to captivate audiences, has sky-rocketed Dale in his speaking career.

Since he began speaking just a few short years ago, corporate, government, and educational agencies call on Dr. Henry regularly to have him train their professionals. His client list is a virtual who's who of the top businesses and agencies in the nation. Dr. Henry is a master teacher in every aspect of the term, and he is what motivational speakers aspire to become.

In keeping with Dr. Dale Henry's book title, <u>The Proverbial Cracker Jack: How to Get Out of The Box And Become The Prize</u>, Dale is definitely the prize!

Gail Peace

Gail Peace is a health care executive with 20 years of health care experience. She has spent the past five years helping hospitals thrive in the evolving environment through physician alignment. She is President and CEO of Ludi, Inc., a company that helps hospitals and health systems actively manage physician activity and payments through automation. DocTime Log is a financial management system that makes it easy to pay physicians appropriately, drive accountability and improve arrangement tracking.

Prior to founding Ludi, Inc., she was Vice President for Business Development at Vanguard Health Chicago, today part of Tenet. Gail was responsible for development efforts for the market, including the creation of multiple co-management agreements for the four-hospital system. The structure of these arrangements and the attention to delivering outcomes by the physicians kept the system in compliance. She was also responsible for the physician alignment strategy, strategic planning, and local growth initiatives.

Gail holds an MHA and MBA in Finance from the University of Missouri, Columbia. She publishes and speaks frequently on the topic of physician hospital alignment. Her articles appear in Becker's Hospital Review, the Health Care Compliance Association's Compliance Today, and in Trustee Magazine.

Alexandra Higgins

Alexandra Higgins is a director in the Professional Services Agreement Division of VMG Health. She specializes in the valuation of a wide variety of agreements and agreement structures, including: administrative fees (related to management and billing and collection services), physician executive compensation, co-management compensation, shared savings arrangements, and other pay-for-performance incentive compensation.

Ms. Higgins dedicates a large portion of her practice to consulting and valuation service related to co-management, pay-for-performance models, and shared savings distributions for clinical integration networks. She has valued hundreds of arrangements with pay-for-performance components. Other recent experience includes the valuation of post-transaction joint venture management, billing and collection, and managed care contracting fees for a variety of medical facilities, including free-standing emergency departments, urgent care centers, ambulatory surgery centers, imaging centers, and cancer centers.

Alex graduated Magna Cum Laude from Texas Christian University with a Bachelor of Science in International Economics. She has recently been published in HFM Magazine, American Bar Association, Compliance Today, Becker's Hospital Review, and others. She has also presented numerous times at national health conferences such as HFMA National Payment Summit, Becker's Hospital Review Annual Meeting, AICPA Health Care Industry Conference, and Becker's Annual ASC Conference.

Josh Johnson

Josh is a driven leader who is committed to providing exceptional service to clients by consistently exceeding project objectives. He uses data-driven analyses to drive high performance and innovative design techniques to create sustainable solutions and outcomes. Throughout his career, Josh has been a catalyst for healthcare transformation, making him an inspirational colleague, team member and client partner.

Prior to joining GE Healthcare, Joshua was the Manager of Benchmarking and Operations Improvement for Stanford Children's Health. There, he developed and implemented the methodology to identify appropriate peer hospitals for staffing comparisons based on patient volume and acuity. Josh also partnered with physician leaders to link clinical resource utilization with downstream financial impact, resulting in $1.5 million in financial savings over a 3-year period. Preceding Stanford Children's Health, Josh held a position in financial analytics at John Muir Health where he was responsible for the monthly financial reporting process for a 425-bed Walnut Creek campus and standalone laboratory business in Concord, CA.

Josh earned his Bachelors of Science in Business Administration at the University of Nebraska. Joshua also volunteers his time with the Ronald McDonald House and Every 15 Minutes programs for children/teens, and has served on the Board of Trustees with the Pinole United Methodist Church.

Mike Wilson

Michael G. Wilson began his medical career in 1985 working for Humana Inc in the Corporate Accounting Division. From 1987 through 1999 he held Director of Business Office positions with both Winter Park Memorial Hospital and Lucerne Medical Center in Orlando, Florida.

In October of 1999 he accepted the position of Director of Business Services for DCH Health System where he continues to this day. DCH is a 3 hospital health care system in west central Alabama that consist of 875 licensed acute care beds along with an additional 122 nursing home beds with annual gross revenues exceeding 2 billion dollars.

His current position includes administrative control for the health care system following departments pre-registration, registration, billing, collection, posting, revenue integrity, CDM, denial management and revenue cycle management. His annual budgetary control exceeds 12 million dollars and includes over 150 FTE's.

Danielle Tribout

Danielle Tribout is a coding and compliance consultant with Kraft Healthcare Consulting, LLC (KHC), an affiliate of KraftCPAs PLLC. In this role, she consults with healthcare providers regarding billing and coding compliance and performs coding and documentation audits.

Prior to joining KHC, Danielle founded a healthcare consulting company in Illinois; she served as the CEO and an auditor for six years. Additionally, Danielle has five years of experience in various healthcare positions, including roles in clinical patient care, billing and coding.

Tammy Bryant

Tammy Bryant is Legal Administrator & VP of Client Services for The Gibson Firm LLC, a healthcare reimbursement law firm in Georgia. She began with the firm at its inception in 2004 when it was created for the sole purpose of advocating for healthcare providers' and patients' rights in the state of Georgia. The firm quickly grew to include providers and patients in the Southeast, and later, throughout the U.S. Prior to joining the firm, Tammy obtained her BS in PoliSci with a concentration in Alternative Dispute Resolution, later graduating from the University of San Diego's post-baccalaureate program for Legal Studies. After a decade of working in insurance defense litigation and later as Legal Administrator for another Atlanta area healthcare law firm, she brought to The Gibson Firm years of experience and insight regarding what motivates insurers to honor medical claims. Tammy has been a member of the Georgia Chapter of HFMA since 1998, attaining her HFMA Certified Financial Counselor certification in May 2006. She has chaired many HFMA committees throughout the years and taught multiple healthcare law sessions, as well as CPAR coaching sessions.

Jes Demyen

Jes Demyen is the Director of Case Management and has been with The Gibson Firm since 2011. She obtained her Registered Nursing degree (RN) in 1999 from Chattanooga State, and worked for 10 years as a staff nurse and charge nurse in both the Emergency Department (ER) and Post-Anesthesia Care Units (PACU). She obtained her Legal Nurse Consulting certificate through the University of Georgia in 2006 and immediately began working in litigation for the defense. When the opportunity arose with The Gibson Firm for Jes to instead represent patients and providers, she whole-heartedly accepted. Her skill-set, expertise, and experience make her the ideal candidate to lead our amazing team of case managers and legal analysts to victory on behalf of our clients.

William (Bill) Matheney

Bill has approximately 34 years of extensive experience in the healthcare industry. This includes approximately 2 years with the State of Tennessee Medicaid Program as a fiscal agent, 2 years as a large SNF/ICF nursing home controller, and over 30 years in public accounting serving the healthcare industry. Bill has managed and served as in-charge auditor for audits ranging from small rural hospitals to the largest tertiary facility in Southeast Tennessee. He has served as reimbursement consultant to many healthcare providers with primary responsibility for cost report preparation, reimbursement maximization, and intermediary representation. He continues to have excellent relationships with several MACs. Bill entered public accounting in 1984 with KMG Main Hurdman. He remained with the firm through the merger with Peat Marwick Main & Co. and attained the level of manager at KPMG.

Bill maintains membership in: the American Institute of Certified Public Accountants, the Tennessee Society of Certified Public Accountants, and the Tennessee Chapter of the Healthcare Financial Management Association, having been President of the Tennessee chapter in 2001- 2002. He has served on the Board of Directors of various healthcare related organizations. He is the recipient of the HFMA William G. Follmer, Robert H. Reeves and Fredrick T. Muncie Merit Awards, the Medal of Honor and has twice won the President's award from the Tennessee chapter. Bill is certified as a Fellow in HFMA with a specialty in accounting and finance. Bill served on the HFMA National Advisory Council from 2008- 2010 where responses to various issues and positions on healthcare as it relates to HFMA members are discussed. The Council provides input to the National HFMA on how they should respond to issues of importance to HFMA's members. Bill served from 2012-2015 on the National HFMA Board of Examiners that develops the proficiency testing and study material for National certification examinations serving as area expert in accounting/finance. He was also the 2015-16 Regional Executive for Region V of HFMA which includes Alabama, Florida, Georgia, South Carolina and Tennessee.

Bill has been a presenter at the Tennessee Society of CPAs Healthcare Conference and has spoken frequently in other venues on healthcare topics.

Meredith Cate

Meredith has approximately 19 years of experience in the healthcare industry. Meredith joined Matheney Stees & Associates ("MSA") in November, 2011 bringing a wealth of financial and cost reporting expertise. Prior to joining MSA, she worked as a Cost Report Specialist with Crown Medical Management Group, LLC. Additionally, her work experience includes 9 years with Riverbend Government Benefits Administrator (a Medicare Contractor) and 2 years with National Healthcare Corporation ("NHC"), a large skilled nursing facility chain. While at Crown and since joining MSA, Meredith has enhanced her knowledge of Medicare and Medicaid cost reporting. She has assisted many Rural Health Clinics and Federally Qualified Health Centers with filing their Medicare and Medicaid, if applicable, cost reports. Meredith is an active member of the Tennessee Chapter of the Healthcare Financial Management Association, where she assists various committees when needed.

Meredith graduated magna cum laude from Middle Tennessee State University ("MTSU") with her Bachelor of Business Administration with a major in accounting.

Don Kilgore

Don obtained a BBA and MBA and spent the next eight years with pharmaceutical company Bristol-Myers Squibb in a variety of sales, market research, and business development positions. In 1994, he joined Smith & Nephew, one of the world's largest diversified healthcare companies, to develop a national accounts department and later to oversee the company wide implementation of new enterprise software. In 1999 Don joined Unified Health Services (UHS). UHS provides a suite of end to end work comp RCM solutions for healthcare systems to help them realize processing automation and efficiencies and to improve cash flow and collections for these complex claims. The company has managed over $2.1 billion in work comp receivables for healthcare providers across the U.S. Don was a founding member and board member of the Urgent Care Association of America.

JT Blalock

JT provides assurance services to the healthcare industry at HORNE. JT joined the firm in 2006 and has experience in the manufacturing and distribution, healthcare, not-for-profit, government contractor industries, internal audit and Sarbanes-Oxley consulting. He graduated from The University of Southern Mississippi with a Bachelor of Science in Business Administration and a Master of Professional Accountancy.

Michael M. Allen

Mr. Allen is the voluntary Secretary/Treasurer of HFMA during the 2017-18 term, beginning June 1, 2017. Mr. Allen is CFO at OSF Healthcare in Peoria, Ill., and served as a Director on HFMA's National Board of Directors from 2012-15.

A member of HFMA since 1993, Mr. Allen has served the Association as chair of the Board of Examiners and as a member of the National Advisory Council and HFMA task forces for the Value Project, Healthcare Reform, and MAP App. Mr. Allen has served the McMahon-Illini Chapter as program chair, president elect, and president. He has received the Follmer Bronze, Reeves Silver, and Muncie Gold merit awards. Mr. Allen holds an accounting degree from Illinois State University and a master's degree in healthcare administration from the University of Minnesota.

Rodney Adams

Rodney Adams is the Director of Patient Access for Williamson Medical Center in Franklin, TN. In this role he has responsibility for scheduling, insurance verification, prior authorizations, pre-registration and registration. Adams has been with Williamson Medical Center since October 2016. Prior to joining WMC he was with Maury Regional Medical Center for almost 12 years, holding various roles during his tenure there, including Pre Service Manager, Patient Access Director, and Revenue Cycle Director. Adams holds a Bachelor's Degree in Business Administration from Warren National University and a Masters of Management in Healthcare (MMHC) from the Owen Graduate School of Management at Vanderbilt University.

Ray Snead

Dr. Ray Snead holds a Doctorate degree in Health Administration from the University of Alabama at Birmingham. His dissertation topic is, "The Contribution of Interim Executives to the Healthcare Industry." He is currently the nation's leading authority on interim executive services in the US. He is the author of a popular blog on executive transitions, interim executive services and leadership in healthcare organizations.

Dr. Snead has broad financial expertise in banking, healthcare, allied healthcare and consulting related to healthcare in addition to ownership and participation in a variety of healthcare related entrepreneurial ventures. Few CFOs have this breadth of experience. Dr. Snead was recently appointed to the adjunct faculty of Texas Tech University to teach healthcare finance at the graduate level. He holds an adjunct faculty appointment at the University of Alabama at Birmingham where he taught graduate level healthcare finance. Dr. Snead is currently serving as the Vice Chairman of the Practical Governance Group, an organization devoted to helping hospital trustees better serve their organizations and communities. One of the things that makes Dr. Snead's background relevant is the wide variety of experiences he has had from owning start-up companies to executive leadership of large multi-site healthcare organizations.

Nancy Borkowski

Nancy Borkowski, DBA, CPA, FACHE, FHFMA is Professor in the Department of Health Services Administration at the University of Alabama at Birmingham. She received her DBA with specializations in health services administration and accounting from Nova Southeastern University. Dr. Borkowski has over 20 years of experience in the healthcare industry and is a two-time past recipient of the American College of Healthcare Executive's (ACHE) Southern Florida Senior Career Healthcare Executive Award, which recognizes individuals who have made significant contributions to the advancement of health management excellence.

Dr. Borkowski is a certified public accountant, board certified in health management, and a Fellow of both the American College of Healthcare Executives and the Healthcare Financial Management Association.

Mark Browne, MD, MMM, CPE, FACPE

Dr. Mark Browne has been Senior Vice President and Chief Medical Officer at Covenant Health since October 2012. In that role, he is responsible for Covenant Health system initiatives regarding quality improvement, physician performance and patient safety. He leads and directs system activities and initiatives surrounding clinical informatics, and service line development, while driving physician performance and patient experience through the utilization of a variety of outcomes data and metrics and maintaining focus on quality improvement, service delivery, and cost containment.

LeeAnn Burney

Lee Ann has been in healthcare for over 30 years. She received her undergraduate degree from Lipscomb University and her graduate degree from the Owen Graduate School of Management at Vanderbilt University. She is recognized as an experienced reimbursement professional with 15 years of demonstrated experience specific to reimbursement - with current knowledge at the expert level regarding current rules & regulations. Her previous experience includes consulting, multi-hospital system reimbursement, and hospital Comptroller while working for both for-profit and not-for-profit health systems and corporate offices. Currently, she is the Director of Finance at Williamson Medical Center. She has the designations of CPA, MMHC, CSBI and FHFMA.

An active member of the Healthcare Financial Management Association (HFMA), she has served as Treasurer, Vice-President, President-elect, President, Parliamentarian and Chairman of the Board for the Tennessee Chapter. She has received the Follmer Bronze, Reeves Silver, Muncie Gold Merit Awards, the Medal of Honor and the Ira M. Lane Award for sustained service to the Chapter. She has also served as the Region V Regional Executive for HFMA National, and most recently on HFMA's National Board of Examiners.
Lee Ann is a member of the AICPA and has served on several community boards including the Credit Union at Nashville General Hospital, Life Credit Union (St. Thomas Midtown) and Cheekwood Child Development Center.

REGISTRATION, FEES, AND CONTINUING EDUCATION CREDITS

Early Bird Discount

Expires on October 2nd, 2017

Registration is available exclusively through our website at
http://www.tnhfma.org/event-2455610/Registration

	By October 2nd, 2017		After October 2nd, 2017	
	FULL INSTITUTE	**ONE DAY**	**FULL INSTITUTE**	**ONE DAY**
Provider/Student HFMA Member	$95	$60	$145	$110
Provider/Student Non-Member	$145	$85	$195	$135
Other HFMA Member	$175	$90	$225	$140
Other Non-Member	$225	$115	$275	$165

Guest Tickets	Thursday Lunch	Thursday Night – Trivia
	$30	$35

Cancellation Policy

If cancellations are received after October 13th, 2017, there will be a $50 administrative fee. **Registrants who do not cancel, cancel the first day of the Institute (October 18th, 2017), or fail to attend will not be eligible for a refund.** Substitutions, however, are permitted. Registration forms and cancellations must be emailed. Phone and voicemail are **not** valid forms of communication. For more information regarding administrative policies such as complaints and refund, please contact registration@thefallinstitute.org.

CPE Credits

TNHFMA recommends a maximum of 11.0 hours CPE for the 2017 Fall Institute. The Tennessee Chapter of the Healthcare Financial Management Association (HFMA) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

NATIONAL REGISTRY OF CPE SPONSORS

If you have questions or concerns regarding educational programs provided by TNHFMA please contact our Programs and Education Chair, Pam Jones, at programs-education@tnhfma.org. Please direct questions about CPE, including certificates, to our CPE Coordinator, LeeAnn Burney, at cpe@tnhfma.org.

Program Level: Basic, Intermediate or Advanced
Prerequisites: None
Advanced Preparation: None
Delivery Method: Group Live
Field of Study: Specialized Knowledge unless otherwise specified

Handouts

In an effort to be **green,** printed handouts will not be provided. However, handouts will be posted to the institute website. Attendees will be e-mailed when handouts are available.

CONFERENCE INFORMATION

Hotel

Reservation Deadline: October 9th, 2017

The 2017 Fall Institute will be held at The Park Vista (a Hilton property) in Gatlinburg, TN. Please make your reservations no later than October 9th, 2017 to take advantage of our group rate of $130/night (plus taxes and fees). To reserve a room, please call Hilton at (800) 421-7275 and ask for reservations. Please indicate you are part of the TN Healthcare Financial Management block of rooms, reservation code: HFM**.** You may also book your reservation online by visiting http://www.theparkvista.com.

Smoking and Dress Policy

A “No Smoking Policy” has been adopted for all meetings. “Business Casual” attire is appropriate for all educational meetings and activities.

Special Dietary Needs

Please indicate any special dietary needs on your registration, so we can try to accommodate your request. If you are not planning to attend any of the meal functions, please indicate this as well. This information will be useful in planning the number of meals to be served. Thank you for your cooperation.

Door prizes

There will be prize drawings held on Friday, October 20th, at the close of the meeting. You must be present to win!!

Chapter Sponsors

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