

Annual Chapter Sponsors

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Vorys, Sater, Seymour and Pease LLP
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Wolfskill & Associates, Inc.

Highlight Presentations



The Culture of Service Excellence

Dennis Snow
Principal
Snow & Associates, Inc.



Update on Healthcare Audits in Ohio

Mary Taylor, CPA
Auditor of the State of Ohio
State of Ohio



Laughter, Medicine for Stress Relief

Kent Rader
Professional Speaker
Kent Rader, Etc.



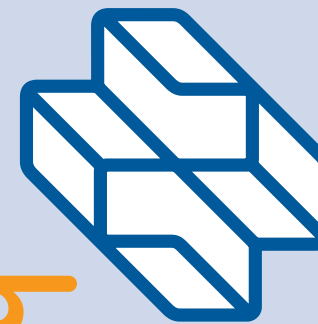
Healthcare Issues Facing Ohio and the Nation

Kevin Coughlin
Senator, Chair - Senate Health Committee
Ohio Senate

The Gerry Haggerty Annual Leadership Institute (GHAI) is a regional HFMA conference co-sponsored by the Northeast Ohio, Northwest Ohio, Central Ohio, and Western Pennsylvania chapters of HFMA, with additional support from other chapters in the region. Attracting healthcare finance and administrative professionals from the Great Lakes region, the GHAI combines educational programming led by nationally and regionally recognized speakers, and provides opportunities to network with others in the industry. This year's theme is "Pathways for the Future" and reflects the various presentations contained in the program covering financial, patient access, wellness, compliance, and physician relations topics.

The conference includes educational sessions led by healthcare industry leaders on a variety of pertinent topics, and provides for opportunities to research products presented in the vendor fair. Networking events include; golf at Thunderbird County Club, Spa Services at the Kalahari, Wine Tasting, Kalahari activities, Casino Night on Wednesday, and Texas Hold'em Tournament on Thursday evening.

- The Accountancy Board of Ohio has approved this conference for up to 20 hours of CPE, and the American College of Healthcare Executives (ACHE) has approved up to 16 hours of CPE.



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27910 Osborn Road
Bay Village, OH 44140-2209



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2008
Regional HFMA
Gerry Haggerty
Annual Leadership Institute

Pathways for the Future

Kalahari Resort
Sandusky, Ohio

May 21-23, 2008

Brochure design provided by DesignGroup.

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**REGIONAL HFMA
GERRY HAGGERTY ANNUAL LEADERSHIP INSTITUTE**

Wednesday May 21, 2008

REGISTRATION
7:00 AM - 8:30 AM

BREAKFAST
7:15 AM - 8:15 AM

OPENING COMMENTS
8:15 AM - 8:30 AM

Pathway 1

**Developments in Rural Ohio
8:30 AM - 9:20 AM**
Heather Reed, Primary Care and Rural Health Program Administrator, Ohio Dept. of Health

**Economic Impact of Rural Hospitals in Communities
9:30 AM - 10:20 AM**
Susan Issac & Vlad Pascal, Voinovich School of Ohio University, Athens, OH

BREAK / VENDOR FAIR
10:30 AM - 11:00 AM

**The Culture of Service Excellence
11:00 AM - 12:15 PM**
Dennis Snow, Principal, Snow & Associates, Inc.

LUNCH
12:15 PM - 1:20 PM

**Structuring an FQHC and Hospital Organization
1:30 PM - 2:20 PM**
Pete Themas, Esq., Director of Compliance, Southern Illinois Healthcare Foundation

BREAK / VENDOR FAIR
2:30 PM - 3:00 PM

**The Primary Care Clinic as an Organization for Healthcare Delivery
3:00 PM - 3:50 PM**
Shawn Frick, Executive Director, Ohio Association of Community Health Centers
Lisa Parker, Vice-President, Marketing Development, HealthSource of Ohio

**Update on Physician Contracting
4:00 PM - 4:50 PM**
Cliff Deveny, MD, VP Physician Alignment, Summa Health System

BBQ Cookout by Africa Bar (On patio adjacent outdoor pool - entertainment provided)
7:00 PM - 8:30 PM

Networking Activities: Casino Night, Music & Dancing
8:30 PM - 10:00 PM

REGISTRATION
7:00 AM - 8:30 AM

BREAKFAST
7:15 AM - 8:15 AM

Pathway 1

**Long-Term Financing - Planning and Preparation
8:15 AM - 9:05 AM**
Tanya Hahn, Managing Dir, Lancaster Pollard

**Lease Financing for High Tech Equipment
9:10 AM - 10:00 AM**
Brad Swenson, Director of Healthcare Financing, Winthrop Resources, Inc.

BREAK / VENDOR FAIR
10:00 AM - 10:30 AM

**Energy Cost Reduction
10:30 AM - 11:20 AM**
Vince Kemperman, Principal, Dependable Power

**Update on Healthcare Audits in Ohio
11:25 AM - 12:40 PM**
Mary Taylor, CPA, Auditor of State of Ohio, State of Ohio

LUNCH - Kalahari
12:40 PM - 1:30 PM

Networking Activities (Open Time): Golf Outing, Wine Tasting, Spa, Fitness Center, Waterpark, Game Room, Pools
1:30 PM - 6:30 PM

Cocktails
6:30 PM - 7:00 PM

Dinner Banquet (Dinner served at 7:10 PM / Awards & Prize Winners)
7:00 PM - 8:00

**Laughter, Medicine for Stress Relief
8:00 PM - 9:15 PM**
Kent Rader, Professional Speaker, Kent Rader, etc.

Texas Hold'em Tournament
10:00 PM - 12:00 AM

**Kalahari Resort
Sandusky, Ohio**

The 2008 GHALI will be held at the Kalahari Resort, Sandusky, Ohio. The Kalahari is a beautiful resort located in the scenic Northcoast area of Lake Erie, and is about 4 miles from Cedar Point. The Kalahari features a 866-room hotel, Spa, Health and Fitness Center, Conference Center, fine dining with 5 restaurants and 5 sports bars, and is conveniently located near the Thunderbird Country Club with two 18 hole golf courses. HFMA guests will receive a special conference rate of \$124.00 per night. Please be aware that the Kalahari Reservations Dept. will charge your credit card one nights room and tax as a pre-paid deposit when you make your reservation. This is their standard process. For reservations, call 1-877-KALAHARI (1-877-525-2427). More information is available on Kalahari's website at <https://sres.kalahariresort.com/v1/web/>.

Please Note: Program details are subject to change. See www.neohfma.org for updates.

BREAKFAST (Hot Buffet)
7:15 AM - 8:15 AM

Pathway 1

**Stark Law Update
8:15 AM - 9:05 AM**
Patricia Jacobson, Attorney, Stark & Knoll

**Employee Selection as a Risk Management Tool
9:10 AM - 10:00 AM**
Robert Foley, PhD, Professor, Kent State Univ.

**Do Your 403(b) and 401(k) Meet Compliance Standards?
10:05 AM - 10:55 AM**
Richard Hogg, Development Dir. for Healthcare, Harland & Co.
George Mateyo, Sr. Investment Consultant, Harland & Co.

**Healthcare Issues Facing Ohio and the Nation
11:00 AM - 12:00 PM**
Kevin Coughlin, Senator, Chair - Senate Health Committee, Ohio Senate

WRAP & ADJOURN
12:00 PM - 12:05 PM

Pathway 2

**Facilities Design and Wellness
8:15 AM - 9:05 AM**
Scott Doellinger, AIA, ACHA, LEED AP, Healthcare Principal, DesignGroup
Andrew Vennemeyer, LEED AP, Principal, DesignGroup

**Wellness for Improved Financial Performance
9:10 AM - 10:00 AM**
Mark Ridenour, Exec. Dir., Mount Carmel Health & Wellness, Mount Carmel Health Systems

**Employee Wellness and Impact on Financial Performance
10:05 AM - 10:55 AM**
Debbie Stubbs, Dir. - Wellness, Memorial Hospital of Union County
Regina Tipton, Dir. - Wellness, Southern Ohio Regional Medical Center

GHALI 2008 Highlights

Educational workshops are structured with a two-tier system for each day, followed by a Keynote address.

Wednesday, the two tiers involve presentations that focus on patient access with presentations on Federally Qualified Health Centers (FQHC) and physician operations, and a second tier that address financial and reimbursement issues. The Keynote speaker is Dennis Snow, who will address customer service incorporating ideas developed and put into practice by the Disney organization.

Thursday, the tiered presentations are directed toward financing, data management, and Form 990 reporting. Mary Taylor, CPA, Auditor of State of Ohio, will give the Keynote address. The evening awards and recognition banquet will include the humorist Kent Rader addressing how humor can be used for stress relief.

Friday's program is directed toward issues of compliance with an update on the stark law, and present how wellness programs can enhance the operating performance and profitability of healthcare, or any, organizations.

Regardless of experience level, attendees are sure to increase their understanding of the critical healthcare issues affecting the finance and administrative functions, and the business environment for healthcare.

Please direct any questions regarding the conference to:
Registration: Kathy Much, 440-835-1186
All Others: Dave Lang, 740-922-2800

Name: _____

Title: _____

Institution: _____

Address: _____

Phone: _____ Email: _____

HFMA Chapter: _____

Payment Via: Check Visa Mastercard
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Conference registration includes attendance at all educational sessions; Wednesday evening dinner and casino night, your choice of a Thursday afternoon networking activity; Thursday evening banquet and entertainment; and all breakfasts and lunches through Friday afternoon.

Member Registration Fee

| | | |
|--|----------|--------------------------|
| Early Registration | \$345.00 | <input type="checkbox"/> |
| <i>After May 2nd</i> | \$395.00 | <input type="checkbox"/> |
| Wednesday Only | \$175.00 | <input type="checkbox"/> |
| Thursday Only | \$175.00 | <input type="checkbox"/> |
| Friday Only | \$125.00 | <input type="checkbox"/> |
| Non-Member Early Registration Fee | \$445.00 | <input type="checkbox"/> |
| <i>After May 2nd</i> | \$495.00 | <input type="checkbox"/> |
| Wednesday Only | \$195.00 | <input type="checkbox"/> |
| Thursday Only | \$195.00 | <input type="checkbox"/> |
| Friday Only | \$145.00 | <input type="checkbox"/> |
| University Faculty (Full-Time) | \$125.00 | <input type="checkbox"/> |
| University Student (Full-Time, 8+ Credit Hrs/Semester) | \$125.00 | <input type="checkbox"/> |
| Guest (Covers all meals and social activities for one guest) | \$200.00 | <input type="checkbox"/> |
| Name of Guest: _____ | | |

TOTAL AMOUNT DUE: \$ _____

I wish to receive a CPE certificate for my attendance at this conference:
 HFMA ACHE

Meals
In order to help us better prepare and minimize costly waste, please indicate which of the following you will be attending:

| | Yourself | Guest |
|---|--------------------------|--------------------------|
| Wednesday | | |
| Evening Reception Dinner and Casino Night | <input type="checkbox"/> | <input type="checkbox"/> |
| Thursday | | |
| Recognition Banquet | <input type="checkbox"/> | <input type="checkbox"/> |
| <i>(Choose One)</i> | <input type="checkbox"/> | <input type="checkbox"/> |
| Chicken Marsala | <input type="checkbox"/> | <input type="checkbox"/> |
| New York Strip Madagascar | <input type="checkbox"/> | <input type="checkbox"/> |
| Pasta Primavera | <input type="checkbox"/> | <input type="checkbox"/> |

Thursday Afternoon Networking Activities: (please select one event per person)

Spa (\$75 credit to Spa Services)
Thunderbird Golf Course: 18-Hole Scramble
Requested Foursome*: _____

Wine Tasting at the Kalahari
Kalahari Activities: Original artworks tour of Kalahari, Volleyball, Cornhole Toss

*While every effort will be made to place your requested foursome together, modifications cannot be made after 5/7/08.

Mail your registration form with check payable to:
Northeast Ohio HFMA, c/o Kathy Much, 27910 Osborn Rd., Bay Village, OH 44140-2209
Phone: 440-835-1186 Email: muchness1@att.net