Table of Contents

Articles 2
Meet Our New Board Members 3
President’s Message— Bill Leachman 4
Regional Exec Message— Tom Henderson 5
Past President Spotlight— David Tate 6
Pictures— Leadership Training Conference, ANI 7
Next KY HFMA Event 8
Upcoming HFMA Events 9
KY Chapter Sponsors 10
KY Chapter Organizational Chart 11
Anniversaries 12
Contact Us 13
Platinum Sponsors 14-16
How to Increase Competition under The Affordable Care Act

A recent analysis by Kaiser Family Foundation shows that more than 650 counties are on pace to have just one insurer on their state exchanges in 2017.

Agency Options for Hospital Finance are Better than Ever

Today is a good day to be an issuer in the bond market. With paltry returns available through government bonds and investment-grade paper, fixed income investors are reaching for yield and aggressively bidding for nearly all non-investment grade municipal bond credits, including hospitals. However, not all hospitals are a good fit for tax-exempt bonds. Restrictive covenants, transaction and borrower size, and cost of the issuance are a few factors that may make a public bond issue unfeasible.

Questions or comments? Email Becca Meredith at rburrus@blueandco.com
Don’t forget to follow us on Twitter @KYHFMA and LinkedIn - Kentucky Chapter HFMA
Meet Our New 2016-2017 Board Members

Okey Silman  
Region IV Executive

Bill Leachman  
President

Chris Graff  
President-Elect

Nick Ficklin  
Education

Dan Rice  
Membership

Jennifer Williams  
Treasurer

Kris Baker  
Chapter Assistant

Mark Kircher  
VP of Communication

Amy Karp  
Secretary
Greetings Kentucky HFMA members! I am truly honored to serve as President for the 2016-2017 chapter year. I would like to first thank our outgoing President, Kourtney Nett, for all her hard work in the past year for the chapter. Kourtney provided outstanding leadership and guided our team of volunteers to achieve great things for the 2015-2016 year. As a result of the countless hours volunteered by our members, the Chapter was honored with four individual Yerger awards and one multi-chapter Yerger award at the Chapter Dinner at ANI in June. If you’ve ever considered volunteering, now is the time. No matter how much time you might have to volunteer we can find something for you to help with for the chapter. Together we can continue to make our chapter one of the most successful Chapters in the country.

We have an incredible year planned this year. You will not want to miss our annual Summer Institute to be held in Lexington on July 28th and 29th. It is an excellent opportunity to network with other healthcare leaders around the state. The keynote speaker will be Cara Siletto who will be speaking on millennials and the generation gap. We also have a panel discussion on the impact of the ACA on employers and Steve Miller, the new Medicaid Commissioner, who will be providing an update on the Kentucky Medicaid Program. As part of the event we are also having a blood drive through the American Red Cross on Thursday afternoon. I value and appreciate any thoughts you may have as to how our chapter can support you as a healthcare leader in Kentucky.

If there is anything I can do to ensure you are receiving the maximum value from your membership in HFMA, please don’t hesitate to reach out to me. I look forward to working with all of our members, volunteers and sponsors this year.

Yours Truly,
Bill Leachman, FHFMA
President 2016-2017 KY HFMA
Hello Region IV HFMA members. I wanted to take a moment and thank you for a great 2015-2016 HFMA year while I served as Regional Executive for Region IV. It was truly an honor to serve the chapters, their members and leaders during my term. I was able to visit each chapter at least one time while serving as Regional Executive and each visit provided an opportunity to observe both the similarities and differences among the five chapters in Region IV. I had a great time meeting many of you along the way and sharing with your chapters. Thank you for the hospitality! The commonalities that come to mind as I look back on my experiences with the different chapters are passion, pride, quality, integrity, excellence, fun, loyalty, dedication and commitment. As I worked closely with the chapter presidents and presidents elect of Region IV, and interacted with leaders from other regions, it was clear to me that Region IV truly stood out from the others and was clearly one of the best HFMA regions in the country.

Well, as they say, the proof is in the pudding. I am proud to say that during the 2015-2016 HFMA year, Region IV was the only region in the country to have all of its chapters achieve a score of 100 on their Chapter Balanced Scorecards. This means that each chapter met or exceeded goals in: 1) Total Education Hours and Education Hours per Member; 2) Membership; 3) Membership Satisfaction; 4) Certification; 5) Days Cash on Hand; 6) Timely Reporting of Chapter Events and Newsletters; and 7) Provider Board Composition of 40% and above. This is a true indicator of the quality leadership and volunteers within Region IV that strive each day to provide the very best in education and networking events for HFMA members. Congratulations on a job well done!

As we begin the 2016-2017 HFMA year I ask that you please welcome my replacement, Okey Silman, as your Regional Executive for Region IV. Okey is a past president of the West Virginia Chapter and he is truly passionate about HFMA. Okey will honorably serve the needs of each chapter and the leaders within Region IV as they strive to meet and exceed their goals for this next year. Okey will also serve as a liaison between the Region IV chapters and the national office of HFMA, providing insight and feedback for both sides of the equation. Okey will do an outstanding job this year and I know that you will all make him feel at home as he visits the chapters.

The Region IV presidents, presidents elect and chapter board members for 2016-2017 are a great group of leaders. Please support their efforts and volunteer within your chapter any way that you can.

I wish you all the best in the coming year and I know that the Region IV chapters will have a great year!

Sincerely,

Tom

Tom Henderson
2015-2016 Region IV Regional Executive
Past President Spotlight
Catching up with the past presidents of KY HFMA

David Tate

**President during chapter year:** 2007-2008

**Current employer and title:** BKD, LLP ; Managing Partner

**Family:** Leslie (wife), Dillon (16), Ethan (14), Roman (12), Carmen (9)

**Most difficult part about being president of the Ky Chapter of HFMA:**
The time commitment. Most members probably don’t realize how much time and coordination is required of the president. The Fall president’s meeting, ANI and LTC in addition to all of the major Kentucky institutes are a significant time commitment.

**Most rewarding part about being president of the chapter:**
The lasting relationships. The bond created through serving the HFMA is unbreakable. Many of my closest professional relationships are with individuals who I either met through the HFMA or served with in various roles and committees over the years.

**Favorite memory from presidential year:**
The annual Spring Institute in Lexington was always my favorite event. The NCAA tournament games are typically being played throughout the day and the evening event is the perfect time to be away from the office and catching up with old friends and colleagues met through the HFMA.

**Looking back is there anything you would do differently:**
In hindsight, I would have liked to seen the Kentucky chapter move more quickly into the use of online education and collaboration with our members and sponsors. We had some difficulty with education hours and diversity in the types of sessions we delivered to our members. Proving the value of the membership in HFMA to the health care systems and hospital executives is critically important to growing the number of members.

**Any advice you would have for current/future presidents?**
Enjoy the ride! While there is a significant time commitment, the years of going through the officer positions in the HFMA were some of the most fun I had in my career. Be open to trying new things and meeting with as many members as possible. Ask for help frequently. There are more volunteers than you realize who are waiting to be asked to jump in and help grow the Kentucky chapter.

**What has changed since your presidential year?**
Some things never change and some things are never the same. That is the beauty of the HFMA. The value of relationship building is more important than ever. As professionals continue to embrace electronic communication I remind our younger professionals that “anyone can be anybody at anything.com” To me, this means it is extremely difficult to form lasting relationships through electronic communication. It is the face to face time that allows you to develop deep and lasting friendships.
The Kentucky Chapter won Silver for education, Bronze for certification, Bronze for membership, as well as four Yergers.
Next HFMA Event

2016 Summer Institute

Lexington, KY
Embassy Suites
1801 Newtown Pike

July 28 8:00 am– July 29 12:00 pm

Check out the agenda here!
## Upcoming HFMA Events

<table>
<thead>
<tr>
<th>Meeting</th>
<th>Dates</th>
<th>Location</th>
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<tbody>
<tr>
<td>KY Summer Institute</td>
<td>July 28-29</td>
<td>Lexington, KY</td>
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<tr>
<td>KY Fall Institute</td>
<td>October 20-21</td>
<td>Louisville, KY</td>
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<tr>
<td>Region IV Mid Atlantic</td>
<td>November 13-16</td>
<td>Asheville, NC</td>
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<tr>
<td>Conference</td>
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For more information about our upcoming meetings please [visit our website](#).
KY Chapter Sponsors

Platinum Sponsorship:

Blue and Co.  
Credit Solutions  
Dean, Dorton, Allen, Ford, PLLC

Silver Sponsorship:

Credit Bureau Systems  
McBee Associates, Inc.  
MEDS—Medicaid Eligibility and Denial Solutions  
Med Shield

Bronze Sponsorship:

Bottom Line Systems  
Franklin Collection Services  
Frost-Arnett

Interested in becoming a corporate sponsor? Please click here for more information
## Happy Anniversary!

<table>
<thead>
<tr>
<th>Years</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>35</td>
<td>Daniel K. Burtnett, Rebecca George, William M. Whitaker III, Bruce Richmond, Michael Wathen, Joanie C. Duckworth, Jason B. Stodghill</td>
</tr>
<tr>
<td>30</td>
<td>Robert A. Steltenpohl, Janice J. Kelley, Karen Waters Clancy, Bruce L. Fisher, Elaine A. Fraim, David A. Hammond</td>
</tr>
<tr>
<td>25</td>
<td>Karen Waters Clancy, Bruce L. Fisher, Elaine A. Fraim, David A. Hammond</td>
</tr>
<tr>
<td>15</td>
<td>Debra J. Bean, Glenn A. Grigsby, Michelle J. Hagy, Steve Wagner, Janice Redden, David Massengale</td>
</tr>
<tr>
<td>10</td>
<td>Sandra J. Adkins, Peggy Lathery, Jennifer N. Thomas, Gary D Abrams, Adam D. Kempf, Valarie L. Howard</td>
</tr>
</tbody>
</table>
BECOME A MEMBER:
Dan Rice
Phone: 502-992-3505
drice@blueandco.com

RECOMMEND SPEAKERS:
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Phone: 502-992-3490
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tchristian@frost-arnett.com
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Dean Dorton’s next healthcare survey is delving into the revenue cycle — organizational structure and governance, physician integration trends and dynamics, changes in technology, performance indicators, and much more.

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Survey participants are provided with early access to the report and are eligible to receive customized reviews of their organization compared to overall results.

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