The NH-VT Chapter of the Healthcare Financial Management Association is pleased to present

**Riding the Wave: Navigating the Future of Healthcare Reimbursement**
Thursday and Friday, March 15-16, 2012
The Inn at Mill Falls – Meredith, NH

The United States Healthcare Industry is facing enormous challenges in the reimbursement arena as we see CMS moving ahead with Population Health Management, Accountable Care Organization and Bundled Payment pilot projects. For several years we have heard conceptual discussions about these topics but as the pilot projects are gaining traction we are seeing how many of the inherent challenges are being addressed in practice. Meanwhile, in the State of New Hampshire we are moving towards Medicaid Managed Care and in Vermont towards a Single Payor system. While these programs are gaining ground on the Federal and State levels, we are also seeing a number of new strategies emerging with the Commercial Payors active in the two state region. We have put together a compelling program including speakers who are involved in Population Health Management pilot programs, with providers in the Canadian Healthcare System, with the Massachusetts Universal Health Care program, and in the New Hampshire and Vermont commercial markets.

**Who should attend:** CEOs, CFOs, COOs, Directors of Managed Care/Contracting, Medical Directors, Compliance Officers and other individuals responsible for or involved with revenue cycle and managed care accounting and organization strategic planning.
Program Agenda

Thursday, March 15, 2012

7:30 – 8:45  Breakfast, Registration and Networking  
*Sponsored by Marcam Associates*

8:45 – 10:15  **Keynote:** Population Health Management  
Tim Slater, CPA

10:15 – 10:30  Morning Break  
*Sponsored by Baker Newman Noyes*

10:30 – 11:45  **Session II:** Massachusetts, The Model for Federal Reform: Lessons Learned, Not Learned and the Impact On Providers  
Mark Dietrich, CPA/ABV

11:45 – 12:45  Lunch  
*Sponsored by Winthrop Resources, Whitestone Group, and Hackett, Valine and McDonald*

12:45 – 2:00  **Session III:** The Canadian Experience  
Janet Davidson, CPA

2:00 – 2:15  Afternoon Break  
*Sponsored by Baker Newman Noyes*

2:15 – 3:30  **Session IV:** Are MIP and RAC Audits Changing the Way We Do Business  
Andrew Eills, Esq.

3:30 – 5:00  2012-2013 Education Pre-Planning (Optional)  
Sandra Pinette  
2012-2013 President-Elect

Free Time

5:00 – 6:30  Cocktail Hour and Networking  
*Sponsored by BKD and Benuck & Rainey*

6:30 – 9:00  Chapter Awards Dinner  
Annual Business Meeting

Friday, March 16, 2012

7:30 – 8:30  Breakfast  
New Members Breakfast and Orientation to HFMA

8:30 – 10:00  **Keynote:** Managing Workplace Stress  
Alexandra Barbehenn

10:00 – 10:15  Morning Break  
*Sponsored by Baker Newman Noyes*

10:15 – 11:45  **Session VI:** The Commercial Payor Landscape: Panel Discussion  
Roland Lamy

11:45 – 1:00  Lunch

1:00 – 2:00  **Session VII:** What’s up in Washington?  
TBD
SESSION DESCRIPTIONS

Population Health Management: What Does it Mean?
This session will discuss trends in reimbursement in the U.S. as the healthcare environment moves from a fee-for-service world into one where providers coordinate patients’ care and get paid for doing it. We will review the continuum of reimbursement and discuss the concept of population health management and the broader implications of moving toward payment systems that reward enhancements to quality, cost and access.

Learning objectives include:
- Trends across the industry to new quality and cost based payment models
- Discussion of “accountable care capability” and population health management
- Identification of strategic and operational implications for care delivery systems
- Challenges for providers in continuing successful operations in the current environment

Massachusetts, The Model for Federal Reform: Lessons Learned, Not Learned and the Impact on Providers
To gain an understanding of the federal legislation, it is necessary to first understand its source. Modeled virtually line by line on the 2006 Massachusetts legislation, the experience of Massachusetts with its reform, notably as reflected in Attorney General Coakley’s reports and the “new” 2010 Reform legislation, portends what is likely to happen with the federal legislation. Alternative Quality Contracts (AQC) devised by Massachusetts Blue Cross Blue Shield – and cited in the ACO proposed regulations – are seen as a new way to rein in the growth rate of healthcare spending by incentivizing providers to assume risk for controlling budgets without many of the perceived flaws of 1990s style capitation. But have such measures started to - and will they ever - work?

- Structure of the Massachusetts Plan
- Comparing the Massachusetts and Federal Legislation and a short look at the key components
- Massachusetts post-Reform Results
- Changes in the insurance market
- Consolidation of providers
- Government intervention in health insurance premiums and provider contracting practices
- What next – global budgets?

The Canadian Experience
The session will provide information on the Canadian healthcare system, describe Canada’s Medicare journey and dispel myths about the Canadian system as being single payer and totally public. Ms. Davidson will outline how Canada compares to the US in relation to healthcare expenditures.

The learning objectives of the session will be:
- To review the different organizational delivery models across Canada
- To explore how the funding and budgeting process affects expenditure management in Canadian hospitals
- To develop an understanding of how physicians are remunerated in Canada
- To explore value-based strategies being implemented in Canada
- Future projections: where is Canada headed and what does our collective future hold?

Are MIP and RAC Audits Changing the Way We Do Business
CMS recently reported that the amount of Medicare fee-for-service improper payments collected by the Recovery Auditors (RAs) continued to rise in FY 2011. Recoveries for overpayments totaled $797.4 million, while RAs returned $141.9 million in underpayments. Clearly, the RAC, ZPIC and MIC process is in full force in various parts of the country. This session will examine what providers have done, and what they are doing, to change the manner in which they do business as they prepare for, and respond to, these different audits.
Managing Workplace Stress
Each one of us, when we enter the workplace, are undoubtedly going to encounter stressful situations whether it is relationships with co-workers, time management, job dissatisfaction or workplace expectations. Each one of these contributes stress to the worker environment. This session will provide us all with either reinforcement of existing skills or perhaps new skills to help manage the stress of our working environment.

The learning objectives will be:
- Identifying how we currently manage stress
- Providing tips on how to help us cope while on the job
- Identify ways to protect ourselves from stress in the workplace

The Commercial Payor Landscape: Panel Discussion
The session will focus on emerging market trends among commercial payors that are designed to reduce overall premium trends and empower consumers with provider choice. This session will discuss the details of various strategies locally and nationally that are challenging providers of healthcare services and provide insight into what may be new strategies set to take place in our local market. The panel will utilize a provider advisor offering an overview of the market strategies used by commercial payors and then a brief overview from payor representatives on specific components. The moderator will provide specific questions to the payor representatives that are key to the provider community in forming their own strategic efforts.

Panel Participants:
Robert Noonan, Anthem New Hampshire
Beth Roberts, Harvard Pilgrim Healthcare
TBD, MVP

What’s up in Washington?
**MEET OUR PRESENTERS**

**Alexandra Barbehenn, LICSW, ACS** is currently the owner of Oak Hill Counseling Center. Prior to opening her private practice in 2004, she worked at Health Education Services as a program coordinator and outpatient mental health provider. Prior to working in mental health, she was a teacher. She has a BA in Psychology and Studio Art from Stony Brook University and a MSW from the University of New Hampshire. She belongs to the National Association of Social Workers and the New Hampshire Art Association. Alexandra is an active member of Toastmasters International and is currently the Area 10 Governor for Toastmasters International and President of her home club. She has earned the Advanced Communicator Silver Award in Toastmasters.

**Janet Davidson, O.C., MHSA, LLD (Hon)** is the Canadian Executive in KPMG’s Global Healthcare Centre of Excellence. She has over 30 years’ experience in healthcare in the government, voluntary and hospital/community sectors in a number of Canadian jurisdictions. She has also worked and volunteered internationally in humanitarian relief and development. Until recently, she was the President and CEO of Trillium Health Centre in Mississauga. Janet has a wealth of experience in all aspects of health care planning, management and operations. Throughout her career, Janet has gained a reputation as an outstanding leader and facilitator and has been called upon to lead and/or support major transformational initiatives including but not limited to hospital turnarounds, mergers, governance reviews, clinical redesign, development and implementation of health manpower labour strategies, and design and implementation of health care funding systems. She has also been heavily involved in community volunteering and served for 10 years in a senior governance capacity with the International Red Cross and Red Crescent Movement in Geneva.

Janet trained as a nurse at Toronto East General Hospital. She has a Bachelor of Nursing from the University of Windsor and a graduate degree in Health Administration from the University of Alberta. She is also a graduate of the Institute of Corporate Director’s program at the Rotman School of Business. She was awarded an honorary Doctorate of Laws from the University of Windsor and alumnae recognition awards from Branksome Hall School and the universities of Windsor and Alberta. She is an Officer of the Order of Canada and has been twice named as one of Canada’s Top 100 Most Powerful Women. In 2011 she was named as one of Canada’s Top 25 Most Influential Women. Janet sits on the boards of the Health Insurance Reciprocal of Canada, the Canadian Institute for Health information, the Ontario Institute for Cancer Research and the Ontario Hospital Association where she currently serves as Board Chair.


A regular speaker at national conferences on healthcare valuation and other topics, Mark also lectured in the United Kingdom during 2009 and 2011 on Managed Care, Healthcare Valuation and on Valuation of Medical Practices to Her Majesty’s Revenue and Customs and has been invited to Scotland and Northern Island in 2012. He is a member of the Editorial Board of Financial Valuation and Litigation Expert and the AICPA’s National Healthcare Industry Conference Committee and will Chair that Conference in 2012. Mark has also served on the AICPA’s ABV Credential Committee and ABV Exam Review Course Task Force.

**Andrew Eills** health care practice is focused in the areas of compliance, regulation, transactions and non-profit governance. Andrew regularly advises health care providers on a variety of regulatory and transactional issues, including the Patient Protection and Affordable Care Act of 2010 and related regulations, the Anti-Kickback Statute, the Physician Self-Referral (Stark) law, EMTALA, licensing of physicians and of health care facilities, physician recruitment, and HIPAA and state privacy laws. Andrew has particular expertise and experience appearing before the New Hampshire Health Services Planning and Review Board in certificate of need proceedings.
Andrew also has particular expertise with New Hampshire’s Administrative Procedures Act and represents a broad array of entities in matters before New Hampshire state agencies and boards. His practice includes state administrative law proceedings and rule-making before regulatory bodies, including the New Hampshire Bureau of Administrative Services, the New Hampshire Department of Insurance, the New Hampshire Department of Revenue Administration, and the New Hampshire Attorney General’s Division of Charitable Trusts.

**Roland Lamy** has held a variety of leadership positions in the healthcare industry including sales management, underwriting, employee benefit and rate development, hospital and physician negotiations and contracting, and government programs. Prior to joining Helms & Company, Roland served as the Assistant Director of Health Planning and Medicaid for the State of New Hampshire, Department of Health and Human Services. In this capacity, he was responsible for budgeting, forecasting, and deficit reduction strategies for the Medicaid program. Roland has spent much of his career in leadership roles with Blue Cross and Blue Shield of New Hampshire and, subsequently, Anthem Blue Cross and Blue Shield. Most recently, Roland was Executive Director of Provider Network Management for Anthem, with responsibility for a $500 million dollar healthcare budget and a $10 million administrative budget. As a member of the Anthem Executive Team, Roland led several work teams to refine operations, following the Blue Cross and Blue Shield acquisition. With his extensive experience in healthcare operations, Roland was also instrumental in the merger between Blue Cross and Blue Shield of New Hampshire and Matthew Thornton Health Plan. In addition to his work with the hospital and physician community, Roland also has extensive sales and underwriting experience as a licensed NH Producer, he has worked with large employers on the design and negotiation of healthcare benefits, and has assisted manufacturers, unions, and government agencies to achieve optimum use of their healthcare dollar. At Helms & Company, Roland has provided clients with expertise in provider contract negotiations, hospital labor benchmarking and operational assessments, physician practice management, physician practice evaluations, payer strategies on new technology and new clinical programs, and evaluation of commercial insurance options for employers and government agencies. He has also served as Executive Director for a newly formed behavioral health association, providing consultation and management services in organizational development, key communication strategies, and financial management for the association.

Roland has a Bachelor of Science degree in Business Management from Bloomsburg University and a Masters in Business Administration from New Hampshire College. He currently serves on the Board of Directors of New Hampshire Healthy Kids.

**Tim Slater, CPA** has been with KPMG for 25 years, and was admitted to the partnership in 1997. He is currently the Healthcare Partner In-Charge of KPMG’s Financial Management service line. His career has spanned all three divisions within the Firm: Audit, Tax, and Management Consulting. Throughout his career at KPMG he has focused entirely on the healthcare industry, with a particular focus on health plans and health systems. His practice today includes active elements of strategic planning, financial modeling and software development. Tim currently serves on the Firm’s Healthcare Transformation Leadership Team. In that capacity, he participates in the development of products and services designed to assist health systems in transforming their organizations to better meet the needs of rapidly changing landscape. Tim has worked with his health system clients to advance several transformational initiatives, including Medicare’s Bundled Payment Initiative, Meaningful Use of Electronic Health Records, Financial Modeling of Reform Impact Assessments, and ICD.
Hotel Information and Driving Directions

The Inn at Mill Falls
281 Daniel Webster Highway
Meredith, NH 03253
(800) 622-6455

Hotel Information

Step back in time while experiencing the luxuries of today when you discover The Inns and Spa at Mill Falls located along the shores of Lake Winnipesaukee in the quaint town of Meredith, NH. Choose from one off our fine Inns, Bay Point and Church Landing located right on the water, and Mill Falls and Chase House just across the street, all sharing many of the same spectacular views of the lake and surrounding mountains. In addition to boasting the finest hotel accommodations in the Lakes Region the Inns offer the world class Cascade Spa, seven restaurants, numerous shops and eateries along Main Street and twelve boutiques in the Mill Falls Marketplace. Through a perfect blend of historic renovation and preservation Meredith has been transformed into a quintessential New England destination. The common thread that you will find throughout all of the Inns is the superior attention to detail and renowned customer service.

Cut-off date is March 1st and subject to availability. Please Note: Any guestrooms reserved above and beyond the room block, as stated above, are subject to general availability at prevailing rates and minimum night stay restrictions. All guestrooms at the Inns are NON smoking. There are two choices for rooms:

- Single/Double Occupancy at the Inn at Mills Falls is $99 per night.
- Single/Double Occupancy at Church Landing (where the conference will be held) is $159 per night.
- A charge of $20.00 + tax will be collected for each third and/or fourth person sharing a guestroom, per night.

A deposit equivalent to one night's lodging will be required at the time the reservation is made. Room rates are for March 14th and March 15th. Guests are responsible for making their own reservations. Reservations can be made by phone at 1-800-622-6455 or via their website at www.millfalls.com

When making a reservation, attendees must identify themselves as participants of the Health Financial Management Association to ensure they receive the correct rate and group placement. Rates cannot be changed upon arrival for any guests who did not identify themselves when making their reservation.

Attendees booking online will need to enter the special GROUP CODE of 20M9N4 once they enter the reservation screen. Please note: guests will only be able to access those rooms as noted in the block for the specific dates outlines. Any reservations looking for an earlier arrival or later departure date along with any special room requests will need to call the Inns directly at 1-800-622-6455.

Cancellation or shortening of reservation length of stay is required at least 72 hours prior to arrival. If a change is needed within the 72 hour time frame, they will do their best to resell the accommodation. If they are not successful, payment in full will be expected.

Check in time is after 3:00 p.m. Check out time is by 11:00 a.m.

Driving Directions

From the North or South: take I-93 to exit 23. Follow 104 East to Route 3 North. Proceed 1/2 mile down to Church Landing on your right side just before the town docks.
From Montpelier VT: take Route 302 East to Route 93 South, to exit 23. Go East on Route 104 to Route 3 North. Turn left on Route 3 North.
From the Seacoast of New Hampshire: Take the Spaulding Turnpike North. This turns into Route 16. Take the Lake Winnipesaukee (Route 11) exit. Follow to the Alton Bay traffic circle, and remain on Route 11 after going around the circle halfway. Stay on Route 11 to Gilford and go right on 11B, continue straight to the stop sign in Weirs Beach, and go straight onto Route 3 into Meredith. The Inns are at the junction of Routes 3 and 25. Approximately 1.25 hours from Portsmouth.
New Hampshire/Vermont Chapter Sponsors

Because of the generosity of the organizations listed below, we are able to offer quality services, such as this educational program, to our members. To these organizations, we say “thank you”.

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RIDING THE WAVE: NAVIGATING THE FUTURE OF HEALTHCARE REIMBURSEMENT
REGISTRATION FORM
March 15-16, 2012

Registration Fees:
Full Conference – $250 Member/$325 Non-member (registration includes HFMA membership for 2011-12)
Day One – $150 Member/$225 Non-member (registration includes HFMA membership for 2011-12)
Day Two – $100 Member/$175 Non-member (registration includes HFMA membership for 2011-12)
Award Dinner – $25 Member/Non-member

If you will be mailing your registration form, please make checks payable to NH/VT HFMA and send your check and this form to:

NH/VT HFMA
c/o Tyler, Simms & St. Sauveur
19 Morgan Drive
Lebanon, NH 03766
Phone: (603) 653-0044
Fax: (603) 653-0209

If you prefer to register online, please use the following link: http://www.cvent.com/d/8cqlxh/1Q

Questions regarding this program should be referred to:
Evalie Crosby – crosbye@apdmh.org
Kirsten Geoffion – kirsten.geoffrion@hitchcock.org
Sandra Pinette – spinette@finrx.com

Organization:__________________________________________________________
Address:____________________________________________________________
Telephone:___________________________________________________________

Registrrant Name(s)    Member    HFMA Member #    Full Conference    Day 1    Day 2    Dinner

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HFMA member number is necessary for member rate.

Amount enclosed:

**HFMA Members**

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<th>Event</th>
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<tr>
<td>Full Conference</td>
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Total enclosed $_______ $_______

If you would like confirmation of this registration, please provide your email address:__________________________

There are no refunds if you cancel within three days of the program due to the guarantee we are required to make for meal and other preparation costs.

Continuing Education Information: The total hours for this education session are 10.8 (full conference), 6.3 (Day 1) and 4.5 (Day 2). Participants should consult their reporting jurisdictions concerning acceptance of individual courses. All HFMA educational programs earn points towards HFMA Certification and certification maintenance requirements.

Note: Registration form must be received by March 9th to assure seating.