



Great Lakes & Western Michigan HFMA
Chapters present:

January 24, 2007
MidMichigan Health Park
4851 E. Pickard,
Mt. Pleasant, MI
989-775-1600

COST REPORT WORKSHOP

Schedule

9:00 a.m. – 9:30 a.m. **Registration**

9:30 a.m. – 10:30 a.m.

10:30 a.m. – 10:45 a.m. **Break**

10:45 a.m. – 12:00 p.m.

12:00 p.m. – 1:00 p.m. **Lunch**

1:00 p.m. – 3:00 p.m.

RONALD K. RYBAR, FHFMA, CMPA

Ron has over 22 years of experience in healthcare financial management including 16 years as a consultant. He formed The Rybar Group in 1989. Ron has held numerous positions in the Great Lakes Chapter of HFMA, including President and National Chapter Liaison Representative for Region VI.

Ron's achievements and activities include the following:

- Supervised multiple clinically-based hospital revenue studies
- Completion of numerous health care reimbursement and CPT coding engagements
- Successful outcomes on numerous PRRB hearings
- Engagements related to data integrity and Medicare compliance
- Completion of various successful Sole Community Hospital and Medicare Dependent Hospital low volume adjustment, exception requests, and TEFRA appeals
- Cost report preparation, along with reimbursement and revenue accuracy studies for hospitals, home health agencies, hospices, and SNFs
- Completion of numerous strategic pricing analyses
- Successful negotiations with Blue Cross Blue Shield on payment and appeal issues
- Feasibility studies for health-related facilities
- Negotiated PPO and managed care arrangements on behalf of hospitals
- Negotiations in joint-venture situations
- Successful litigation support for a variety of providers
- Corporate reorganization, establishment and set up of new corporate entities
- Financial training for corporation board members
- Numerous successful interim Chief Financial Officer engagements



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LISA BALLARD, CPA

Lisa has over 21 years of experience in healthcare financial management. She worked in the finance area of a large teaching hospital for 11 years and has been a consultant with The Rybar Group since 1995.

Lisa's accomplishments and activities include:

- Cost report preparation for hospitals, SNFs, and home health agencies
- Completion of numerous successful Sole Community Hospital and Medicare Dependent Hospital exception requests and TEFRA appeals
- Completion of numerous successful reimbursement appeals, including such issues as disproportionate share, indirect medical education and bad debts
- Interim on-site reimbursement assistance
- Interim reimbursement manager for a large teaching hospital
- Interim and year end financial and third-party audit assistance
- Budget preparation and review
- Assisted with the development of and now coordinates the Rybar Group DSH Trak service

Lisa has held numerous positions in the Great Lakes Chapter of HFMA, including President.

SUBJECT MATTER TO BE COVERED

IME / GME

DSH

Bad Debts

Cost Report Projects

Blue Cross



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ADVANCED COST REPORTING WORKSHOP

Over the past few years, our chapters have provided basic cost report preparation and education sessions. This year's course will take the basic information which our cost report preparers know and expand on it with the following primary objectives:

- ◆ Review the more difficult to understand issues which can negatively affect most hospitals
- ◆ Develop skills to practically apply the cost report information to accurately report Medicare revenues in a compliant manner
- ◆ Answer other revenue related questions which arise within the organization
- ◆ Perform analysis related to other payment issues

In order to meet these objectives, we are asking that you bring the following information with you to the session:

- 1) A laptop computer
- 2) Your latest Medicare filed cost report and all workpapers from it. If you bring hard copies of A, B and C Workpapers, you could mark them up as an educational tool. Also bring IME/GME and DSH work papers if applicable. Please bring them all in electronic form if possible.
- 3) Your cost report software if you have it to run different scenarios
- 4) The P S & R used to prepare the Medicare filed cost report (item #2)
- 5) A copy of your hospital's markup policy for supplies and pharmacy
- 6) Your latest Blue Cross profitability analysis from Blue Cross



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COST REPORT WORKSHOP

Registration Form

Please return this form and your check to:

By Mail: Pam Allen
 1495 Dauner Road
 Fenton, MI 48430-1561

By Fax: Pam Allen
 The Rybar Group, Inc
 (810) 750-6733

By Phone: (810) 750-6822
By Email:
costrpt@theybargroup.com

The deadline for registration is Friday, January 19, 2007.

No refunds will be given for cancellations after January 19, 2007.

Program Fees: \$75 per attendee, \$65 for 3 or more attendees from the same organization.
Please make check payable to: The Great Lakes Chapter of HFMA.

NAME	CHAPTER & MEMBERSHIP NUMBER	ORGANIZATION	PHONE



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Driving Directions:

From Midland

Traveling west on Isabella Rd. or M-20, continue into Mt. Pleasant. As you approach Mt. Pleasant the Soaring Eagle Casino will be to your left. M-20 turns into Pickard. You will pass under the US 127 expressway overpass. One-quarter mile past the overpass there will be a light at Isabella. MidMichigan Health Park-Mt. Pleasant is the fourth business on the right after that intersection. It is located on the north (right) side of the road next to Applebee's Restaurant.

From Clare or Houghton Lake

Take US 127 South toward Mt. Pleasant. From 1-27 take the second Mt. Pleasant Exit. Turn right onto Pickard. MidMichigan Health Park-Mt. Pleasant is located on the right hand side of the road next to Applebee's Restaurant. The nearest crossroad prior to Health Park is Isabella.

From Lansing and Alma

Take US 127 north to first Mt. Pleasant exit (M-20). Turn left (west) on M-20 which is also Pickard Street. Go one-quarter mile to Isabella Road. Continue west on Pickard Street. Health Park is the fourth business on the right (north) side of the street next to Applebee's Restaurant.

From Remus and Western Isabella County

Take M-20 east into Mt. Pleasant. Turn north (left) on Business Route 1-27 (Mission Street). Proceed to Pickard Street (intersection where Meijers is located). Turn east (right) on Pickard Street. Go one mile. Health Park is located on the left (north) side of Pickard Street just west of Applebee's Restaurant



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