Finance 101 & 201
Presented by the Education Committee
Michael P. McKeever, Chair, Stacey Bigos, Co-Chair, Mary Cronin, Co-Chair

Monday, July 28, 2014   8:00am – 4:30pm
New Jersey Hospital Association
760 Alexander Road, Princeton, NJ 08543

Registration and Breakfast                 8:00 am – 8:30 am
Finance 101                                8:30 am – 12:00 pm
Networking Luncheon                        12:00 pm – 1:00 pm
Finance 201                                1:00 pm – 4:30 pm

Morning Session 8:30 am – 12:00 pm

•  Finance 101

  Healthcare Finance 101  8:30 am – 9:30 am
  This session is for professionals starting out in the Healthcare Finance industry. It will cover Healthcare basic terms, gross patient service revenue and contractual allowances from a financial statement perspective, estimated third party payer settlements from open cost report years, Charity Care, and other healthcare GAAP specific risk and audit and accounting issues.

  Speakers:  Heather L. Weber, Partner, ParenteBeard

  Managed Care 101 9:30 am – 10:40 am
  This session is to introduce professionals to the history of managed care, architecture of a managed care contract, contract language, contract payment structures, state regulatory issues.

  Speaker:  Jeanne Guldager, Director, Managed Care, JFK Health System

  Break  10:40 am – 10:50 am

  Revenue Cycle 101 10:50 am – 12:00 pm
  This session is an introduction into the revenue cycle of a hospital from patient registration through billing and collection. Different service levels will be discussed as well as how documentation in a medical chart impacts reimbursement. Rate setting for hospital inpatient and outpatient services will be reviewed.

  Speaker:  Maria Facciponti, FHFMA, Vice President of Operations, Adreima
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Afternoon Session 1:00 pm – 4:30 pm

- Finance 201

**Accounting and Compliance Issues Unique to Health Care Entities  1:00 pm – 2:00 pm**

This session will provide attendees with an in-depth review of accounting considerations that are pervasive and unique to health care entities. Among the topics to be discussed will be revenue recognition and related receivables, third-party payor settlements and loss contingencies. Also covered will be an overview of health care revenue cycle audits and a discussion of compliance program elements essential to minimizing an organization’s exposure to liability. The session will also highlight proposed changes to the not-for-profit health care financial reporting model.

*Speaker: Michael Serluco, CPA, Partner with WithumSmith+Brown, CPAs*

**Not-for-Profit Hospital Tax Update      2:00 pm – 3:10 pm**

This session will provide insight on recent developments for and emerging issues facing not-for-profit organizations, with a specialized focus on the health care/hospital industry. Covering topics ranging from unrelated business income tax to the tax implications of the Affordable Care Act, this session will provide attendees with guidance and ideas for dealing with the tax issues faced on a daily basis.

*Speaker: Brian Lovett, CPA, JD, Partner with WithumSmith+Brown, CPAs*

**Break            3:10 pm – 3:20 pm**

**Valuing a Physician Group Practice for Acquisition   3:20 pm – 4:30 pm**

This session will provide hospital CFOs a brief review of the basics of valuing a physician group practice for acquisition, then will focus on key aspects including the optimum level of forensic accounting, the acceptable methodologies and how and when they are used, including the appropriate use of discounts, capitalization rate, reasonable compensation and the most frequently encountered normalizing adjustments. Also covered will be the various standards of value and when they should be used, cash flow and tax considerations.

*Speaker: Randy Paulikens, CPA/ABV/CFF/CITP, DABFA, Partner with WithumSmith+Brown, CPAs*
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REGISTRATION INFORMATION
To register, please visit our web site at www.hfmanj.org, where online payment is also available but not required. You may also mail a check, but we ask that you still register online if at all possible.

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FEE (Please check box next to registration requested):

- [ ] ADVANCE REGISTRATION – FINANCE 101 ONLY ........................................................... $50.00
- [ ] ADVANCE REGISTRATION – FINANCE 201 ONLY ........................................................... $50.00
- [ ] SPECIAL: GET FINANCE 101 AND 201 AND SAVE $10 ........................................................... $90.00
- [ ] STUDENT REGISTRATION – BOTH SESSIONS ................................................................. $35.00
- [ ] ON-SITE REGISTRATION – ON “SPACE AVAILABLE” BASIS................. $10 ADDITIONAL CHARGE

Registrants of either Finance 101 or Finance 201 are welcome to attend the networking luncheon.

REGISTRATION INFORMATION:
- Make checks payable to HFMA - NJ CHAPTER, and please mail at least 10 days prior to the event.
- Registration must be received three working days prior to the event.
- REFUNDS WILL BE GRANTED ONLY IF CANCELLATION IS RECEIVED 48 HOURS PRIOR TO THE MEETING.
- Dress is Business Casual
- Mail payment to: HFMA – NJ Chapter
  Laura Hess
  PO Box 6422
  Bridgewater, NJ 08807
- Phone number for questions is (888) NJC-HFMA

NEW JERSEY BOARD OF ACCOUNTANCY CONTINUING PROFESSIONAL EDUCATION CREDITS
Based on our understanding of the New Jersey State Board of Accountancy’s continuing professional education (CPE) requirements, Sponsor No. 185, Finance 101 and Finance 201 will each qualify for 3.5 Accounting CPE credits. Attendees of both sessions will be eligible for 7.0 Accounting CPE credits.

AMERICAN COLLEGE OF HEALTHCARE EXECUTIVES CATEGORY II CONTINUING EDUCATION CREDIT
The New Jersey Chapter of the Healthcare Financial Management Association is authorized to award 3.0 hours of pre-approved Category II (non-ACHE) continuing education credit for either Finance 101 or Finance 201 toward advancement, or recertification in the American College of Healthcare Executives. Attendees of both sessions will be eligible for 6.0 hours of pre-approved Category II (non-ACHE) continuing education credits.