



hfma sunflower (kansas) chapter
healthcare financial management association

September 18 – 19, 2016

Sunflower Chapter of HFMA

Successful Program Rotation

Josh Honn, President

Laraine Gengler, President Elect

5 year historical avg. hrs/member

| HFMA Chapter Education Hours per Member | | | | Education Hours per Member | | | | | |
|---|----------------------------|--------|-----------------|----------------------------|---------|---------|---------|---------|---------|
| Chap # | Chapter Name | Region | Type | Size Level | '11-'12 | '12-'13 | '13-'14 | '14-'15 | '15-'16 |
| 051 | Sunflower (Kansas) Chapter | 08 | Statewide/Rural | 3 | 36.7 | 29.3 | 29.4 | 31.7 | 26.1 |
| | All Chapter Average | | | | | | | | |
| | All Chapter Average | | | | 17.2 | 18.1 | 18.5 | 18.0 | 18.6 |
| | 90th Percentile | | | | 24.9 | 24.8 | 25.7 | 23.9 | 24.4 |
| | 75th Percentile | | | | 19.9 | 20.6 | 20.4 | 19.3 | 20.6 |
| | Median | | | | 16.3 | 17.1 | 17.5 | 17.4 | 17.9 |
| | 25th Percentile | | | | 13.8 | 15.0 | 16.0 | 15.7 | 16.1 |
| | 10th Percentile | | | | 11.3 | 13.7 | 13.8 | 12.6 | 13.0 |

5 year historical Total hrs/member

| HFMA Chapter Education Hours per Member | | | | | Education Hours per Member | | | | |
|---|----------------------------|--------|-----------------|------------|----------------------------|----------|----------|----------|----------|
| Chap # | Chapter Name | Region | Type | Size Level | '11-'12 | '12-'13 | '13-'14 | '14-'15 | '15-'16 |
| 051 | Sunflower (Kansas) Chapter | 08 | Statewide/Rural | 3 | 10,743.9 | 8,664.4 | 8,720.0 | 9,468.4 | 7,822.0 |
| | All Chapter Average | | | | | | | | |
| | <i>All Chapter Average</i> | | | | 8,163.9 | 8,929.5 | 9,250.6 | 8,857.9 | 9,191.7 |
| | <i>90th Percentile</i> | | | | 15,609.6 | 16,879.4 | 17,394.1 | 17,291.6 | 17,158.9 |
| | <i>75th Percentile</i> | | | | 10,258.1 | 11,630.3 | 12,513.1 | 12,031.8 | 11,968.7 |
| | <i>Median</i> | | | | 7,085.4 | 7,485.0 | 7,526.3 | 7,536.2 | 7,213.9 |
| | <i>25th Percentile</i> | | | | 3,949.2 | 4,253.5 | 4,374.5 | 4,271.3 | 4,590.1 |
| | <i>10th Percentile</i> | | | | 2,514.1 | 2,995.9 | 3,108.2 | 3,053.7 | 3,029.5 |

Sunflower Program Tradition “The Fab Three”

- July- Cost Report Workshop- 22nd Annual
- October- Charge Data Master Workshop- 18th Annual
- December- All Payers Workshop- 10th Annual
- Challenge: How do we not become stagnate? Boring and Predictable...or relevant and innovative.....
 “Without tradition, art is a flock of sheep without a shephard.Without innovation, it is a corpse”- Winston churchill

Event Registration- Cost Report

| Event | Total Registered | Breakout/Session | Breakout/Session | Participants Attended |
|----------------------|------------------|------------------|------------------|-----------------------|
| Cost Report Workshop | | CAH | PPS | |
| July 2016 | 108 | 66 | 20 | 86 |
| July 2015 | 94 | | | 83 |
| July 2014 | 102 | 49 | 38 | 87 |
| July 2013 | 100 | 52 | 42 | 94 |
| July 2012 | 87 | 48 | 36 | 84 |

Event Registration- Charge Data Master

| Event | Total Registered | Breakout/Session | Breakout/Session | Participants Attended |
|----------------------|------------------|------------------|------------------|-----------------------|
| Cost Report Workshop | | CAH | PPS | |
| October 2016 | | | | |
| October 2015 | 247 | 151 | 70 | 221 |
| October 2014 | 245 | 154 | 77 | 231 |
| October 2013 | 277 | 177 | 80 | 257 |
| October 2012 | 260 | 180 | 80 | 260 |

Event Registration- All Payers Workshop

| Event | Total Registered | Breakout/Session | Breakout/Session | Participants Attended |
|----------------------|------------------|------------------|------------------|-----------------------|
| Cost Report Workshop | | CAH | PPS | |
| December 2016 | | | | |
| December 2015 | 297 | | | 251 |
| December 2014 | 311 | | | 281 |
| December 2013 | 308 | | | 268 |
| December 2012 | 324 | | | 294 |

Chapter Innovation- All Payers & Quarterly Meeting

- Objective- Move Quarterly Meeting from January to December (and location)....merge with All Payers Workshop
- WHY?- Declining attendance and poor feedback on location
- 2008-2012- QM Attendance Avg = 75
- 2013-2015- QM attendance Avg = 120
- 2016 Educational Road Show with KS MGMA Partnership- Drive physician practice management to "All Payers" (New Demographic)

Next Steps- Goals

- “Fab Three”- Continue to monitor the success of these programs but look for ways to be innovative.
- 30% of attendees are not HFMA members. How do we engage them at these programs and get them to join?
- C.A.T 2017 Strategic Planning- review programming needs for the next 5 years
- Leverage new social media platform to promote “Strong educational tradition of Sunflower HFMA”.