

WELCOME!



Fall CFO Council
September 29, 2011
8:45-5:00 p.m.

Held at
The Everett Clinic
September 29-30, 2011
Everett, WA

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Agenda

- 8:30 – 8:45 a.m. - Introduction - *Jack Foster, CFO, Austin Regional Clinic, P.A.; Chair - CFO Council; Andrea Rodewald, Chief Financial Officer and Host, The Everett Clinic*
- 8:45 – 9:30 a.m. - Hot Topics - *Moderator: Randal Langford, CFO/VP Finance Ochsner West Bank; Chair-Elect, CFO Council*
- 9:30 a.m. – 9:45 am – Break
- 9:45 a.m. – 9:55 a.m. - Welcome to The Everett Clinic - *Dr. Al Fisk, Chief Medical Officer, Everett Clinic*
- 9:55 a.m. – 10:40 a.m. - Managing Cost of Care, The Everett Clinic, *Dr. Al Fisk, Chief Medical Officer, The Everett Clinic; Jennifer Wilson-Norton, Associate Administrator, Care Coordination, The Everett Clinic*



Agenda

- 10:40 a.m. - 11:10 a.m. - Lean Design and New Care Model at Smoky Point Facility, The Everett Clinic - Mark Mantei, COO, The Everett Clinic
- 11:10 a.m. - 11:40 a.m. - Tour of Smokey Point Lean Design “Mock Up”, The Everett Clinic - John Sackett, Director TEC Improvement Systems, The Everett Clinic; Colleen Clark, Smokey Point CPM, The Everett Clinic
- 11:40 a.m. - 1:00 p.m. - Lunch and Legislative update (10 minute breaks will be scheduled before and after lunch) Karen Ferguson, Associate Director, Regulatory Affairs, AMGA Office of Public Policy



Agenda

- 1:00 p.m. – 2:15 p.m. - Innovations in Hospital Relationships - *Jim Hodge, MBA, CMPE, Chief Financial Officer, Cornerstone Health Care, P.A.; Brian Davis, CFO, St. Thomas Health System Physician Group*
- 2:15 p.m. – 3:30 p.m. - Changes in the Environment Affecting the Relationship with Physicians Modifying physician compensation to fit the new healthcare environment; MD Scorecards for Incentive Programs - *Jim Dobbyn, Chief Financial Officer, Medical Associates; Donna M. Littlepage, CPA, V.P. Finance, Chief Financial Officer, Carilion Clinic*
- 3:30 p.m. – 3:45 p.m. Break



Agenda

- 3:45 p.m. – 5:00 p.m. Hot Topics
Moderator: *Randal Langford, CFO, VP Finance Ochsner West Bank; Chair-Elect, CFO Council*
- 5:00 p.m. Shuttle Transportation Back to Hotel
- 6:00 p.m. Welcome Reception at Hotel
- 7:00 p.m. Dinner t.b.d.



Agenda – Day Two

- 8:15 – 9:30 a.m. - First Steps Toward Population Management – New Models of Care *Sue Haddad, Chief Financial Officer, Sutter Medical Foundation; Stephen Voss, Chief Financial Officer, Advocate Medical Group*
- 9:30-10:30 a.m. - Hot Topics
Moderator: *Randal Langford, CFO, VP Finance Ochsner West Bank; Chair-Elect, CFO Council*
- 10:30 – 11:00 a.m. - Planning for 2012 Annual Conference Meeting – March 7, 2012 (10:00 a.m. – 4:00 p.m.)
Manchester Grand Hyatt, San Diego, CA; Moderator: *Jack Foster, CFO, Austin Regional Clinic, P.A.; Chair, CFO Council*
- 11:00 a.m. - Conclusion: grab box lunch and checkout of hotel -
Jack Foster, CFO, Austin Regional Clinic, P.A.; Chair, CFO Council



Hot Topics Summary

- Contracting
- Budgeting
- ACO alternatives
- How are you spending your time?
- Organizational awareness
- FQHC's
- GAAP Update
- Burning questions



Hot Topics

- Who has entered into recent contracts involving quality based payments?
 - % at Risk
 - Types of Measurements
- Incentive Based Payments
 - Hospital-Physician call pay
 - Hospital affiliations
 - Co-Management agreements



Hot Topics

- Budgeting techniques or strategies to deal with top line constraints
 - Medicare breakeven – how to bring operating costs down
 - Aligning compensation incentives
 - Reporting/awareness
 - Revenue cycle management



Hot Topics

- ACO alternatives
 - Pioneer ACO's
 - Medicare Office of Innovationre
 - Commercial ACO's
 - Medical Home Models
 - Alternate Care Models



Hot Topics

- What are CFO's spending most of their time on?
 - Strategy
 - Analysis of:
 - New ventures
 - New business models
 - Operational successes
 - Operational problems
 - Cost Control
 - Revenue enhancement



Hot Topics

- Organizational Awareness/Training
 - Use of Business Data/Intelligence
 - Use of Educational Resources
- FQHC's
 - Other state programs



Hot Topics

- GAAP Update
- Your Burning questions

