



# Gateway Gatherings

## President's Message

**Thomas Sale**  
Chapter President



Wow, where has the year gone? It has been an honor to serve as your President for the Greater St. Louis Chapter. In reflecting on the year, it has been a wonderful experience. I've been fortunate to have made many new friends, while strengthening existing friendships. I would like to take the opportunity to say thank you to all of our Officers, Board of Directors, Committee Chairs, Co-Chairs, and volunteers. Your contributions to the chapter are recognized as playing a major part in this success. It has been a fantastic year. The Greater St. Louis Chapter has a lot to be proud of.

We have increased our Member Satisfaction Survey scores. We have put new initiatives in place to improve the chapter and put us in a better position for the future, with such things as: the Young Professional Scholarship, Provider Liaison program, and the extension of our Student Outreach program. The chapter has met and exceeded several goals this year, and will be receiving Awards for our accomplishments at ANI. This all takes a team effort, and we could not have been successful without such a fantastic group of dedicated individuals.

Amy Richter and her team are beginning their preparations for the 2014-2015 year with their participation in

HFMA's National Leadership Training Conference in late April. We have several people that will be rejuvenating themselves for another year, while we have some new faces too. They will bring this knowledge back to share at our Chapter's Mini-Leadership Training on June 11. Mark this date now, and plan to get involved to make this next chapter year even better.

I would like to thank our generous sponsors. Without our business partners, we would not be able to provide the level and quality of programs and events that we do. Please thank the sponsors of the Greater St. Louis Chapter and let them know you appreciate their continued support. Please keep our sponsors in mind when making your decisions on new business initiatives.

In closing, I would like to thank you for allowing me to serve you as your Chapter President. I look forward to my new role as Past President and the opportunities to support this great Chapter. If there is anything that I can do for you, please feel free to contact me at [Tom.Sale@passporthealth.com](mailto:Tom.Sale@passporthealth.com) or 636.447.1298. See you at our Spring Conference on May 14-16.

**Tom Sale**  
President, 2013-2014  
Greater St. Louis Chapter of HFMA

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**HFMA Officers 2013-14**

**President  
Tom Sale**

Passport Health Communications  
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**Board Members 2013-14**

**Scott H. Johnson, FHFMA**  
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**Committee Chairs 2013-2014**

**Archives Committee  
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**Awards Committee  
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**Certification Committee  
Jeff R. Morgan, FHFMA**  
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**Founders Contact  
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**Membership Committee Chair  
Karen Barker**  
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**Co-Chair  
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**Member Directory Committee  
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**Networking Committee  
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**Sponsorship Committee Chair  
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**Webmaster Committee Chair  
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[cwerner@anderscpa.com](mailto:cwerner@anderscpa.com)

**Yerger Awards Committee Chair  
Karen Schechter**  
[kschechter@gmail.com](mailto:kschechter@gmail.com)

**Co-Chair  
Joe Salmo**  
SOURCECORP HealthSERVE  
[josephsalmo@gmail.com](mailto:josephsalmo@gmail.com)

**Financial Advisory Board  
Jim Garvin**  
Genpact  
[James.garvin@genpact.com](mailto:James.garvin@genpact.com)

*From the Editor...*

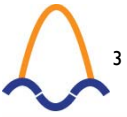
We are in full swing of HFMA events, which you'll be able to tell throughout this newsletter. Thank you to those that submitted articles and pictures recapping the events such as the awards night and the Student Networking event. You'll also see a final letter from our chapter President, Tom Sale and our Region 8 Executive, Randy Hoffman as they'll be turning the reins over to the next set of leaders. We all know we'll be in good hands and look forward to what's to come. Thanks again to those that contributed and please don't forget to contact me at anytime if you have comments or questions or ideas, [lsuelmann@anderscpa.com](mailto:lsuelmann@anderscpa.com). Enjoy!

Publication Dates and Deadlines:

Summer Issue

**July 11**  
Deadline for Articles

**July 31**  
Publication Date



# Thank You to our 2013-2014 Chapter Sponsors

## Diamond



## Platinum



## Gold



## Silver



## Bronze





## Program/Education Committee 2013-2014

Theresa Kipper

As we wind down our 2013-2014 year, I would like to highlight the recent programs we have had, plus share with you the programs coming up.

**Past Programs:** Over the last 3 months, we held the following programs – The Legislative Update, Insurance Payer Panel Conference, Chapter Awards Event, and Compliance Conference. Once again, with the support of our generous Sponsors, we offered **at no charge** to our members the Insurance Payer program, and subsequent networking happy hour that followed. This was well received, and we are glad we were able to give back again this year. The Chapter Awards Event was a nice opportunity to recognize our volunteers for their contributions to the Chapter. See the expanded article elsewhere in the newsletter, so you can reach out and thank the award recipients.

**Future Programs:** The key upcoming programs are – The Spring Conference (May 14-16), Mini-Leadership Training (LTC) Conference (June 11), and Region 8 Conference (August 18-20). At the Spring Conference, we have key Provider presentations by Ascension, BJC, Mercy, and SSM, along with a presentation by MHA. In addition, we have included a Provider Panel discussion, including representation from Univ of MO, Phelps, SSM, and Ascension. For the Mini-LTC, a Chapter Advancement Team member from national will be with us to give us cross-chapter, regional, and national input. It is a great opportunity to learn more about the chapter. You will not want to miss it. Finally, the Region 8 Conference this year will build on it's success from it's inaugural year in 2013.

**Coding Class:** We have our Coding Classes every year in the Fall and then Winter/Spring. This year's class concludes in May, but we will be starting up again in the Fall. We were going to offer a special ICD-10 class as well, but will postpone that one now, since the implementation date has been postponed. Please watch for the new coding class brochure on our website in a couple of months. Please watch for the new coding class brochure on our website. For a full calendar listing of our educational events, please visit the Greater St. Louis Chapter website at: [www.hfmastlouis.org](http://www.hfmastlouis.org).

**Webinars:** National had 1 of their annual 4 Virtual Conferences on April 24. We have had positive feedback with our webinar partnering with BKD and First Illinois HFMA with their series. First Illinois has concluded for the year, but BKD continues. The Region 8 Webinars have concluded for the year, but will pick back up in the Fall. There are also numerous "On Demand" webinars through national that are free to HFMA members. Also, please remember to register for HFMA National's Virtual conferences on September 18 and December 16. These are wonderful opportunities for our members to gain free education hours. Please visit National's website for more information.

Our chapter receives education hours for all of our members who access these learning opportunities. For a full listing of our educational events, visit the Greater St. Louis Chapter website: [www.hfmastlouis.org](http://www.hfmastlouis.org) and click on the Education & Events tab. Our website has been redesigned and we are proud of the many changes that will make it easier for our members to access information learning opportunities.

We have a had a successful education year for 2013-2014. We hope to continue the momentum with our Spring Conference in a couple of weeks, Mini-LTC in June, and the Region 8 Conference in August. My year as Program Chair ends on May 31. As I transition to my new role as Vice President, I will be turning the Program Chair responsibilities over to Jeff Morgan. We look forward to increasing the quality of our programs in the coming year, along with the number in attendance with your participation. Thank you for your support this past year. We look forward to seeing you at a future event.

Theresa Kipper FHFMA, CPA  
Program Committee Chair 2013-2014  
Greater St. Louis Chapter Board Director



Legislative Update



## Chapter Updates

### Chapter Awards Recognition Night: April 17, 2014

Theresa Kipper

The fifth annual awards event was held at Granite City Brewery on Thursday, April 17<sup>th</sup>. It was an enjoyable evening that included dinner and drinks. Good times were had as folks caught up with friends. Tom Sale handed out the various awards with the help of John McGuire and the Awards committee as he spoke to why each person was being honored. This year we had the pleasure of presenting 4 Medal of Honor awards. They went to Teri Reger, Sheila Kuenzle, Lisa Haug, and Karen Schechter. This award is only given to someone who has already received the Muncie Gold Founder's award which is awarded once a member has received 75 volunteer points. The member must have provided significant service at the chapter and/or national level, and currently be a member in good standing.

Teri Reger was also honored with the John P McGuire Gateway award for her continued service to the Greater St. Louis chapter, and Tracy Packerham received a Region 8 award for Outstanding Contributions as she moved into her role as Regional Executive elect.

Other awardees include: Dawn Crump, Theresa Kipper, Roseann Mabry, Brian McCook, Barbara Potts, and Amy Richter - Follmer Bronze, Thomas Sale, Barbara Smallwood, Constance Stimpson, and Chastity Werner - Reeve's Silver, Tami Knobbe - Muncie Gold, Jill Amos - New Member of the Year, Theresa Kipper and Tracy Packerham - Recruiter of the Year, Teri Reger - Committee Member of the Year, and Jeff Morgan - Committee Chair of the Year, Martin Sorenson - Outstanding Retiree, Chastity Werner, Kevin Bohnert, and Kevin Ward - Outstanding Contributions, and Anders Health Care Services - Outstanding Sponsor of the Year. The following received President's awards: Craig Kalman, Theresa Kipper, and Constance Stimpson. Thank you to everyone for making this a great year!



**Outstanding Contributions  
Kevin Bohnert and Kevin Ward**



**Outstanding Retiree  
Martin Sorenson**



**Medal of Honor  
Karen Schechter**



**Medal of Honor  
Lisa Haug**



**Outstanding Sponsor of the Year  
Anders Health Care Services**

## Chapter Updates

### HFMA Student Networking Event - April 3

Karen Barker

On Thursday, April 3<sup>rd</sup> the Greater St Louis and Show Me HFMA chapters co hosted a happy hour at The Shack for health-care graduate students from St Louis University. We had an incredible turnout with 27 students and several members from both chapters. We also had a couple of the professors from the healthcare program at the university attend the event as well. Tracy Packingham gave a great presentation to the students outlining the benefits of student membership. Many students who were not currently members have already signed up since the event. St Louis University has one of the largest health-care graduate programs in the country and a major supporter of HFMA. There is another event being planned for May 13<sup>th</sup> before school lets out for the summer. The event exceeded all of our expectations and we look forward to continue to build on the momentum and replicate with other universities in the area.

A special thanks to Jill Amos from Robert Half and Kyle Lee-President of the Show Me chapter for sponsoring the event. Also, a big thank you to Chastity Werner, Tracy Packingham, Kevin Bohnert and Kevin Ward for all of your efforts in revitalizing a very important initiative in our chapter. The time and investment today will pay huge dividends as we are building our membership for the future.



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### Raymond James Highfill - Obituary



Highfill, Raymond James 95, of Overland, Wed., April 2, 2014. Beloved husband for 64 years of Clara Ann Highfill (nee Wegert); dear father of Janet Dunlap, Thomas and Steven (Tracey) Highfill; dear grandfather of 3; dear brother of Gordon (Carla) Highfill and 4 additional late siblings; dear brother-in-law, uncle, cousin and friend. Ray graduated from William Jewel College with a degree in accounting after serving five years in the Army during [WWII](#). He worked as an accountant for Jewish Hospital and later Controller. He is past-president of the Hospital Financial Management Association. Ray was also a champion racquetball player, enjoyed golf and bridge. He coached the children's little league baseball teams. This was an important family activity during the summers. Family vacations often involved road trips and camping. Ray and Ann

took national and international trips after the children were grown. Ray was a member of Westminster Presbyterian Church and later of New Horizons Presbyterian Church. During his last years, he received loving care as a resident of Missouri Veterans Home É St. Louis. Services: Memorial Service at New Horizons Presbyterian Church, 9424 Everman Ave., Overland, Saturday, April 19, 1 p.m. Memorials may be made to his church or the St. Louis Veterans' Home Committee, 3905 Germania, St. Louis, MO 63116. [www.shepardfuneralchapel.com](http://www.shepardfuneralchapel.com)

**Ray was chapter president in the 1960's.**



## Certification Central

Jeff Morgan

The Healthcare Finance Core Curriculum serves as the comprehensive body of knowledge for the healthcare financial management profession. It was developed following extensive research into the skill set needed currently by management-level professionals in healthcare finance. The curriculum helps individuals prepare for the examination leading to the Certified Healthcare Financial Professional (CHFP) designation. It also serves as a program of study that offers a thorough overview of knowledge and skills needed by management and aspiring executive level healthcare financial professionals.

### Benefits:

- Authoritative content developed by HFMA healthcare finance experts
- A complete body of knowledge in healthcare financial management
- Includes the latest developments in healthcare finance, including impact of healthcare reform
- New design and many interactive elements
- Printable resources to keep for later reference
- Comprehensive glossary

The Healthcare Finance Core Curriculum e-learning courses present the following topics and subtopics:

### Module 1 a and b: Revenue Cycle

- Data collection (demographic, financial, clinical, authorization, verification)
- Charge capture and recording of clinical events
- Clinical documentation and coding
- Bill generation
- Accounts receivable posting
- Collections/reimbursement (coordination of benefits, charity care/bad debt policy, credit balances)

### Module 2: The Disbursement Function

- Payroll
- Cash flow
- Materials management
- Accounts payable

### Module 3: Budgeting and Forecasting

- Budgetary control
- Strategic planning
- Medical practice budgeting
- Components of a budget

- Budgeting methods
- Cost behaviors
- Ratio analysis and financial analysis techniques

### Module 4: Internal Control

- Administrative controls
- Accounting and financial controls
- Internal auditing
- Regulatory compliance (HIPAA, EMTALA, Stark, Sarbanes-Oxley)
- Billing compliance
- Information technology system validation

### Module 5 a and b: Financial Reporting

- Accounting methods
- Statements of operations / income statements
- Balance sheet
- Financial statement presentation
- Ratio analysis
- Variance analysis
- Responsibility accounting
- Cost patterns
- Break-even analysis
- Costing approaches

### Module 6: Contract Management

- Contract types
- Contract execution
- Assessing the contract
- Contract negotiation
- Reimbursement provisions
- Evaluation models
- Provider / payer contracts
- Medicare risk contracts
- Operationalizing and monitoring contracts

For more information on HFMA Certification, visit <http://www.hfma.org/certification/>.



## Platinum Sponsor Spotlight



**Contact name:** Tom Sale

**Company/how long with current employer:** I have been with Passport, A part of Experian, for 2½ years. Passport was acquired by Experian in November 2013.

**Position/responsibilities:** I am the Regional Sales Director, Central Region. I am responsible for sales for both hospitals and physician groups. In addition, I am the President of the Greater St. Louis Chapter of HFMA.

**Any certifications/awards:** Passport has received numerous KLAS awards for several solutions. I have received recognition for the last 2 years as part of the \$ Million plus club. Plus, I have received numerous awards through HFMA, including Committee Chair of the Year, and several President's Awards to name a few.

**Education/schools attend/degrees earned:** I attended Illinois State University, and received 2 Bachelor Degrees in Business Management and Business Administration.

**Where I live:** Saint Charles, Missouri.

**Where I was born/raised:** I was born in Spring Valley, Illinois. I spent most of my elementary school years in Manlius, IL which is a town of 400 people. It is near Princeton which is 1 hour north of Peoria and 2 hours southwest of Chicago. My high school graduating class was 26 people.

**Family/pets:** Our family always had dogs when I was growing up. However, I don't have any pets now, but I love animals, in particular dogs and horses.

**1 fun fact:** I have 2 convertibles.

**What do I do outside the office?** I am close with my family, so I enjoy getting together for birthdays, holidays, and vacations with them. Plus, I enjoy the wineries, barbecues, picnics, beach vacations, sporting events, and most anything with friends.

**If I could do something else besides my current job, I would/why:** I would start my own photography business. I enjoyed it through high school and college, but have gotten away from it since then. It provides such a creative outlet, and the opportunity to be close to nature. There are many beautiful things in the world that can be captured through the lens of a camera.

**If I could travel anywhere in the world, I would travel to/why:** I would love to travel to some remote island like Fiji. It is "remote" for starters, and just so beautiful. It would be great to go somewhere off the grid as they say, and just be at peace for a few short days before the craziness of life comes back to the forefront. Plus, it would give me an opportunity to read a few books that are on my list.

**Last book I read was:** Who Are You When No One Is Looking?

**If I could be a superhero, I would be/why:** If I could have a Superhero power, it would be to be invisible. There could be a lot of advantages in being able to help people without the pressures of expectations on you.



**Contact name:** Brian McCook

**Company/how long with current employer:** Anders - 11 Years

**Position/responsibilities:** Partner, lead the healthcare practice at the firm (traditional CPA services and consulting)  
**Any certifications/awards:** CPA, alumni of 40 under 40 from the St. Louis Business Journal, multiple awards within MGMA and HFMA organizations.

**Education/schools attend/degrees earned:** Earned Bachelors degree from Westminster College

**Where I live:** Fenton, around 141 and 44 area

**Where I was born/raised:** Enid, OK

**Family/pets:** Dog - Lily, Cat - Kit Kat

**1 fun fact:** I was basketball homecoming king in high school

**What do I do outside the office?** Sports, hang with kiddos

**If I could do something else besides my current job, I would/why:** Surgeon, I love the blood and guts.

**If I could travel anywhere in the world, I would travel to/why:** Sail around the world, we took a catamaran vacation and sailed from St. Maarten, St. Barths, and Antigua and it was amazing...it helped we had a captain and chef on board as well!!

**Last book I read was:** Good to Great

**If I could be a superhero, I would be/why:** Superman, he is the King of all superheroes and he can fly!!





# the virtual conference 2014

Sign up for our Virtual Conference Series Starting FEBRUARY 5 [hfma.org/virtualconference](http://hfma.org/virtualconference)

Dear HFMA Chapter Member,

As your Chapter President, I would like to share with you a unique HFMA educational opportunity that has been brought back by popular demand. [HFMA's Virtual Conference](#) includes live sessions, offers all new content, and is **FREE to Members**. Earn up to 12 CPEs for attending the live presentations. Remaining live dates include September 18, and December 16.

**When?** September 18, and December 16

**What?** Access your choice of 6 CPE-eligible live education programs presented by industry leaders—3 on each day—from the convenience of your home or office. [View the live conference agenda.](#)

**Why?** If you attend the live event presentations, you can earn up to 6 NASBA-certified CPE credits over the course of the two remaining days (1 CPE credit awarded for each live presentation attended). Each date offers new education content including a keynote session, a session that presents the latest findings from HFMA's Value Project, and a real-world case study that provides solutions to improve the quality of care and reduce costs.

**How Much?** It's **FREE** for HFMA members!

**Free online content** and **no associated travel expenses** are a great combination when all organizational budgets are tight.

Non-member registration is only \$155, which also includes membership for those new to HFMA. Help them take advantage of this educational opportunity.

**Where?** Visit [hfma.org/virtualconference](http://hfma.org/virtualconference) for more information – and to **REGISTER** for this FREE educational event.

Please forward this email to colleagues and/or staff in your organization today! For more information, visit [hfma.org/virtualconference](http://hfma.org/virtualconference).

If you have questions, HFMA's Member Services Center will be happy to assist you at (800) 252-4362, ext. 2 or email [memberservices@hfma.org](mailto:memberservices@hfma.org).

Sincerely,

*Tom Sale*  
President, Greater St Louis HFMA



## Region 8 Connection



### Randy Hoffman

*Editors note:*

When the Region 8 Executive prepared his letter for publication, it was in the height of the basketball season. Since each chapter varies on the month their newsletter is distributed, this was perfect timing for some chapters.

#### **March Madness!**

If you are a sports fan you have to love this time of year. It is the second day of the NCAA basketball tournament and my hopes of winning the billion dollar bracket are officially over. I will spend the next two weeks watching my bracket fall to pieces. So, with no billion dollars coming my way it means I must continue with my commitment to write my forth and final Region 8 Connection newsletter article.

It is also March Madness time for your chapter leaders as the end of the 2013-2014 HFMA year is approaching. It is that time of year when each chapter is evaluating their chapter balance scorecard and determining how to meet those goals. Throughout the year your chapter leaders have worked diligently to provide you with educational and networking opportunities. They have encouraged many of you to advance your carriers through HFMA certification. Many of you have been encouraged to volunteer at the chapter level throughout the year. Your chapter leaders have given much time and effort to help your chapter succeed. Please take time this month and thank your leaders for all that they have done. I also encourage you ask those leaders how you can assist the chapter with continued success in the future.

Our chapter volunteers are so important. Without volunteers HFMA would not exist. I encourage each of you to volunteer. Time and talent are always needed! Contact one of your chapter leaders today to volunteer for next year.

As my term as Regional Executive comes to an end I would like to thank all the 2013-2014 Region 8 Chapter Presidents – Tom, Kyle, Devon, Andrea, Mandy, Geoff, Mandy, Shawn and Greg. I have been blessed with the opportunity to get to know all of you and wish you all continued success.

I have also been blessed to have Tracy Packingham as my successor. Tracy thank you for all your help this year, just saying! Region 8 is in great hands.

Lastly, I would like to thank all of the chapter leaders who have made the Region 8 MidAmerica Summer Institute a success. Don't miss the conference this year, August 18-20 in St. Louis.

Thank you again for the opportunity to serve Region 8. It is truly the best Region in HFMA. My telephone number is 402-330-2660 and my email address is [rhoffman@seimjohnson.com](mailto:rhoffman@seimjohnson.com). I welcome your questions and comments at any time!



**Join Us on LinkedIn!**

**Search St. Louis HFMA in the Groups search bar and join the conversation!**



## MHA Update

### Sustainable Growth Rate 'Fix', RAC Reform, State Medicaid Expansion

Andrew B. Wheeler, MBA, CHFP, Missouri Hospital Association

The federal government enacted a two-year budget agreement in late 2013 that, among other things, included a short-term physician payment fix to avert the 24 percent payment reduction through March 31. This action extended the current level of payments to physicians to allow Congress time to focus on a permanent fix for the sustainable growth rate formula. As the end of March approached, it became clear that a permanent fix would not be signed into law. At the last hour, congress passed and the president signed into law H.R. 4302, which [postponed](#) the SGR cuts until April 1, 2015. The bill also placed a one-year delay of ICD-10 implementation, reauthorized the Medicare therapy cap exception process for one year, extended the "probe and educate" process in enforcing the "two-midnight" rule and eliminated the Medicaid DSH cuts for federal fiscal year 2016. The Missouri Hospital Association continues to encourage Congress to not pay for the SGR fix by reducing hospital reimbursement.

Traction also is being gained in support of Recovery Audit Contractor reform. The Office of Medicare Hearings and Appeals sent a letter that served to notify many hospitals of a temporary suspension of assigning new cases for an Administrative Law Judge hearing. The letter further explained that the suspension allows time for the ALJ to adjudicate a backlog of 357,000 appealed claims. In response, the Missouri Hospital Association sent a [letter](#) to the Missouri congressional delegation expression concerns about the suspension and RAC process in general. In response, all eight of Missouri's representatives, along with 103 additional members of the U.S. House of Representatives, wrote a joint letter to the U.S. Department of Health and Human Services Secretary Kathleen Sebelius calling for RAC reform. The recommendations included dedicating additional resources to help with the backlog, calling for the Centers for Medicare & Medicaid Services to implement reforms to ensure auditors are charged with identifying real claim errors and provide additional transparency, and recommending an alternative payment arrangement with auditors so the RACs are not improperly incentivized to deny claims for profit. The Missouri Hospital Association continues to encourage Congress to take action and improve the RAC process.

The Missouri General Assembly is in high gear and once again, Medicaid reform is center stage. Several bills have been drafted that would lead to Medicaid reform and expansion. The bills include provisions to expand the use of Medicaid managed care, apply new accountability standards, encourage coordination of care through medical homes or accountable care organizations, add a health savings account option, expand Medicaid coverage up to 100 percent of federal poverty level through the purchase of coverage through the marketplace and much more. The Missouri Hospital Association continues to work diligently with community leaders and state officials to decrease Missouri's uninsured rate. Support continues to build at hospital boards, local and state chamber of Commerce's and other coalitions. Once again, MHA is calling on hospital leaders throughout the state to provide support in this effort. To contact Missouri lawmakers on Medicaid reform, visit [MissouriHealthMatters.com](http://MissouriHealthMatters.com).

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### Save the Date - MidAmerica Summer Institute

## August 18-20, 2014

**Convention Center:**  
St. Charles Convention Center  
1 Convention Center Plaza  
St. Charles, MO 63303

Hotel: (attached to the Convention Center)  
Embassy Suites  
St. Louis—St. Charles/Hotel & Spa  
2 Convention Center Plaza  
St. Charles, MO 63303

More information:  
<http://www.hfmaregion8.org/>



## Legal Lines

### CMS' Recent Actions Affecting RAC Appeals for Providers

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CMS has recently updated the Medicare Benefit Policy Manual as it relates to the Medicare coverage for skilled care for a patient in the Skilled Nursing Facility, Home Health, and Outpatient Therapy settings. This Manual update is in response to last year's January 24, 2013 settlement agreement in the case of *Jimmo v. Sebelius*. In that case, the plaintiffs alleged that the Medicare contractors were inappropriately applying an "Improvement Standard" in making claim determinations for Medicare coverage involving skilled care. While CMS denied ever establishing an improper rule of thumb of an "Improvement Standard," it has provided further clarification in its Medicare policies for these facilities as it relates to covered maintenance services. The Manual now specifically indicates that Medicare will pay for skilled services if the skilled services are "reasonable and necessary to prevent or slow further deterioration." Medicare coverage "cannot be denied based on the absence of potential for improvement or restoration." Therefore, Medicare contractors are not supposed to deny coverage for a patient if the services are necessary to either improve the patient or maintain the patient. The Manual does indicate that documentation in the medical record must fully establish that the medical condition as described supports the goals for the patient and the need for such skilled nursing or therapy services. These services must be consistent with the nature and severity of the illness or injury, the patient's particular needs, and the accepted standards of medical practice, as well as the services themselves being reasonable and necessary for treatment of the illness or injury. In addition, CMS has provided additional examples of permissible coverage for maintenance services. For further information, click here: [Jimmo v. Sebelius Settlement Agreement Fact Sheet ( <http://www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/SNFPPS/Downloads/Jimmo-FactSheet.pdf>)] and [Medicare Provider Benefits Manual. (<http://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/Internet-Only-Manuals-IOMs-Items/CMS012673.html>)].

Further, CMS has recently announced that it will again delay the implementation of the "two midnights rule" ("Rule") that was established in the new rule (CMS-1599-F) to be effective October 1, 2013 for inpatient admissions at hospitals. The Rule provides that an admission will qualify for Part A reimbursement where the physician admits the patient with the expectation that the treatment will require a two night inpatient stay. CMS claimed to have clarified their policy regarding inpatient hospitalization from the 24 hour benchmark in a response to the hospitals' calls for more guidance about when a beneficiary is appropriately treated as an inpatient rather than as an observation patient or other outpatient status. However, as a result of the outcry of such implementation of this new Rule, CMS established that it would perform a series of "Probe and Educate" reviews prior to the implementation of Rule. The Rule's previous effective date of

October 1, 2013 was delayed until December 31, 2013 and then again delayed to March 31, 2014 so that such "Probe and Educate" period could continue for the hospitals. On January 31, 2014, CMS again delayed implementation for another six months, up to September 30, 2014. However on April 1, 2014 the President signed a law that extends the enforcement delay of the Rule even further. Now, the Medicare Recovery Audit Contractors (RACs) will not be able to audit inpatient hospital claims from October 1, 2013 through March 31, 2015. As such, hospitals may only be audited for purposes of the "Probe and Educate" reviews, which are supposed to educate the hospital on appropriate inpatient admissions and documentation necessary for appropriate billing under the Rule, until the spring of next year.

For more information regarding these delays and the Rule, click here: <http://cms.gov/Research-Statistics-Data-and-Systems/Monitoring-Programs/Medicare-FFS-Compliance-Programs/Medical-Review/InpatientHospitalReviews.html>

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*This article is for informational and educational purposes only. Hospitals, individual physicians, and other providers should contact their advisors for assistance.*



# Greater St. Louis HFMA Events



May 14-16	Annual Spring Conference - Greater St. Louis & ShowMe Chapters Starts 1:00 p.m. on May 14, Ends 12:00 p.m. on May 16
May 22	Region 8 Webinar - Compliance and Internal Audit 12:00 - 1:30 p.m.
June 11	Mini-LTC (Leadership Training Conference) 8:00 a.m. - 3:00 p.m.
June 24	Networking Event at Bar Louie Central West End 4:30 - 6:30 p.m.
July 23	Networking Event at Cooper's Hawk Winery and Restaurant 4:30 - 6:30 p.m.
August 18-20	Region 8 Mid-America Institute
August 21	Networking Event at Helen Fitzgerald's 4:30 - 6:30 p.m.
September 18	Virtual Conference 2014
December 16	Virtual Conference 2014

Visit the [HFMA Calendar](#) for more information!

## Board Meeting Date

May 16 12:00-2:00 pm  
Hollywood Hotel and Casino  
Rotunda Room  
777 Casino Center Dr  
Maryland Heights MO 63043

All members are welcome to attend, but RSVP is required.  
Please RSVP to Tom Sale, [ThomasSale1@aol.com](mailto:ThomasSale1@aol.com)

