



CAH FINANCIAL BEST PRACTICES WORKSHOP

February 18, 2020

**Hilton Garden Inn
Salina, KS**

OVERVIEW

This in-person workshop is part of the Kansas Financial Indicator Project for Kansas Critical Access Hospitals, sponsored by the Kansas FLEX program. We have engaged Eide Bailly to lead this project. Webinars were held in November and December 2019. During these webinars, we share the top financial indicators recommended for monitoring and benchmarks for each indicator. Throughout the presentations, facility-specific performance levels were identified. The graphic presentation of this information highlighted the differences in performance levels amongst providers and the fact that some providers are able to outperform the benchmarks.

During this workshop, best practice strategies in several areas that can assist facilities improve their financial indicator performance for multiple indicators will be shared.

The following topics will be addressed:

- **Revenue cycle best practices** – This section will focus on strategies to improve performance for days in accounts receivable, operating margin, net margin, days cash on hand and current ratio.
 - o Chargemaster strategies
 - o Upfront strategies
 - o Revenue cycle trouble shooting
- **Staffing/productivity best practices** – This section will focus on strategies employed to create a culture of operational improvement improving performance for operating margin, total margin and salaries as a percentage of revenue.
 - o Internal sources
 - o External sources
 - o Setting the culture
- **Revenue stream best practices** – This section will focus on methodologies to improve the top line. While challenging, strategies to increase revenue streams are typically less painful to implement than strategies to control costs. These strategies can assist in improving performance for operating margin, total margin, Medicare percentage, current ratio and salaries as a percentage of revenue.
 - o Population health strategies
 - o Access to care
 - o Robust marketing programs
 - o Service line strategies
- **Provider strategies** – This section will focus on best practice strategies related to physicians, advanced practice providers and clinic practices. These strategies can assist in improving performance for operating margin, total margin, salaries as a percentage of revenue, current ratio and Medicare percentage.
 - o Provider complement
 - o Compensation models and incentive strategies
 - o Reimbursement models

INFORMATION

Tuesday, February 18

- 8:30 a.m. Registration and Continental Breakfast
- 9:00 a.m. Welcome
- 9:15 a.m. Course Instruction
- 10:30 a.m. Break
- 10:45 a.m. Course Instruction
- Noon Lunch
- 1:00 p.m. Course Instruction
- 2:30 p.m. Break
- 2:45 p.m. Course Instruction
- 4:00 p.m. Adjourn

INFORMATION

Who Should Attend

This workshop is designed for Critical Access Hospital CFOs, CEOs, senior-level administrators, revenue cycle managers, business office staff and others interested in hospital finance issues.

Location of and Hotel Accommodations

The workshop will be at the Hilton Garden Inn, 3320 S. Ninth Street, Salina, KS. We have reserved a block of rooms for the night of Feb. 17 at the rate of \$109. You can reserve a room by calling (785) 309-0440 and telling them you are with the the Kansas hospital education research group. The room block will remain open until Feb. 3, 2020.

Attire

Business casual attire is suggested for this seminar. Temperatures in meeting rooms are somewhat difficult to control; therefore, we recommend you dress in layers to allow for these variances.

Acknowledgement

This project was federally funded through KDHE-BCHS-FLEX Program. The FLEX program is managed by the Federal Office of Rural Health Policy, Health Resources and Services Administration, U.S. Department of Health and Human Services.



REGISTRATION

Financial Best Practices Workshop
Tuesday, February 18, 2020

Registration

The registration fees for this program are listed below. These fees include continental breakfast, lunch, refreshments and program materials.

Refund Policy

A full refund will be given for cancellations received in writing by email, fax or mail to KHERF prior to 5 p.m., Feb. 12. Registrations may be transferred to another individual. No refund will be given for cancellations received after 5 p.m., Feb. 12.

Two Easy Ways to Register

Online – <https://registration.kha-net.org> (Visa, American Express or MasterCard required.)

Credit card payment is only available through online registration.

****KHA's third-party credit card company recommends using Google Chrome**

Mail your registration and payment to: Kansas Hospital Association
215 S.E. 8th Ave.
Topeka, Kansas 66603-3906.



First Name: _____ Last Name: _____

Title: _____

Organization: _____

Address: _____ City, State, Zip: _____

Telephone No.: _____

Email Address: _____

Special Services: If you need any of the aids or services identified in the Americans with Disabilities Act, contact Susan Cunningham.

QUESTIONS: Contact KHA Education Department at (785) 233-7436 or email scunningham@kha-net.org.