



Happy Anniversary Western New York HFMA

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President's Message



Dear Fellow WNY HFMA members,

2011 is a special year for the WNY HFMA chapter! October 6th, 2011 marked a momentous event as we celebrated our 50th anniversary of our charter. The event was marked with a wonderful celebration on October 14th at the Mansion on Delaware which included over 85 guests in attendance.

In 1961 when the WNY Chapter was chartered, the chapter was a member of the AAHA (American Association of Hospital Accountants) and a man named Robert Palmer served as the first president. The founding members were employed by local, stand along community based hospitals. The chapter was founded under the principles of collaboration of ideas, education for professionals and networking interest – the same principles which guide us today. 50 years ago, healthcare finance, in relative terms was much simpler. Hospitals were paid based on cost and hospitals made their profits (yes profits) from routine services such as obstetrics (the average length of stay was one week) and general routine surgeries. It was not until 1968 that the organization became what it is today – HFMA – an international leadership organization with over 37,000 members whose purpose is to advance individuals and organizations in financial management of health care.

Over the years the landscape of healthcare finance has changed considerably. The 1980's brought the advent of the alphabet soup of acronyms that only those working in health care finance can understand – take for instance NYPHRM and DRG. The 1990's brought the world of negotiated payment rates with payers and who can forget capitation! Fast forward to 2011 and the future seems to hold an entirely new model for healthcare based on quality and efficiency. I mention all of these changes to demonstrate the complex and changing environment over the past 50 years and to illustrate how important the WNY HFMA chapter has been in the healthcare profession. The healthcare market in WNY has benefitted infinitely as a result of WNY HFMA. In the past 50 years, over 100,000 member education hours have been provided. In addition, countless professional and personal connections have been fostered.

The WNY HFMA chapter has grown and thrived over the past 50 years due to its deep history of providing support and education for healthcare finance professionals over the years. I look forward to the future of the chapter over the next 50 years.

Proudly serving,

Jennifer L. Dunn, President



Chapter Leadership
Officers and Board
2010-2011

President-Jennifer Dunn
President Elect-Kristen
Chapman
Secretary-Jeffrey Jacobs
Treasurer-Rachel Davis

Board of Directors
Class of 2012
E, Paul Hettich
Bruce Liebel
Mary Mahaney
Suzanne Roccisano
Class of 2013
Debbie Cudzilo
Christopher Eckert
Peggy McDonough
Robin Walters

Committee Co-Chairs:
Social Events:
Mary Ann Miccichi
Bruce Liebel

Newsletter:
Loralee Voelker
Suzanne Roccisano

Davis Chapter Management:
Kristin Anderson

Founders
Susan Dybas

Membership:
Christopher Eckert
Mary Mahaney

Patient Access:
Peggy McDonough
Danette Szafranski

Patient Financial Services:
John Galley
Kathy Tomasulo

Educational Programs:
Kristen Chapman
Jill Schaefer

Reimbursement:
Russ Previte
Paul Sweet

Sponsorship:
Debbie Cudzilo
Larry Nowak

Certification:
Robert Levesque
Jeffrey Jacobs

Chargemaster
Robin Walters
Kelva Senuta

New Members

We welcome the following new members to the WNY HFMA Chapter:

- **Jonathan Bandel**
Woman and Children's Hospital of Buffalo
jonathan.bandel@gmail.com
- **Angela Barrett**
Independent Health Association
abarrett@independenthealth.com
- **Ryan Caster**
Manager, Freed Maxick & Bataglia, CPAs, PC
ryan.caster@freedmaxick.com
- **Joseph Cerullo**
Freed Maxick & Bataglia, CPAs, PC
joseph.cerullo@abbott.com
- **Melissa Colangelo**
Independent Health Association
mcolange@independenthealth.com
- **Sean McIntyre**
Independent Health Association
smcintyr@independenthealth.com
- **Melissa Peglowski**
Independent Health Association
mpeglows@independenthealth.com
- **Sherryl Pezzino**
Independent Health Association
spezzion@independenthealth.com
- **Lisa Ressman**
las2090@hotmail.com
- **David Sable**
Independent Health Association
dsable@independenthealth.com
- **William Shurmatz**
Independent Health Association
wshurmat@independenthealth.com
- **Allison M Spara**
spara.2@osu.edu
- **Margaret Steffan**
Independent Health Association
msteffan@independenthealth.com
- **Melissa Wagner**
Healthcare Solutions WNY
wagnerm@hcswny.com
- **Alexandra Wehr**
Vice President, KeyBank
Alexandra_Wehr@keybank.com



Believe to Achieve

New Member Profiles



Name: Jonathan M. Bandel
 Position: Physician Practice Manager, Women's Services
 Company: Women and Children's Hospital of Buffalo
 Start date at current company: August 2009
 Major Responsibilities: Manage OB/GYN Hospitalist group
 Employment History: Kurt Salmon Associates (November 2003 to August 2006, Consultant, Health Services Division); US Dept of Health and Human Services Office of Inspector General (September 2007 to June 2008, Program Analyst); PricewaterhouseCoopers (July 2008 to August 2009, Senior Associate, Public Sector Practice)
 Where do you live?: Williamsville, NY
 Hometown: Queens, NY
 School: University of Pennsylvania (undergrad); New York University (grad)
 Family: Girlfriend Ariel, 2 dogs Neenah and Kaelyn
 What made you decide to join HFMA?: Given my background in consulting, while at both KSA and PwC there were numerous colleagues who belonged to HFMA. I was able to leverage their memberships to access benchmarking information and HFM magazine. Throughout my career I have been active in ACHE and decided it was time to also join HFMA. Lastly, I plan on sitting for the CHFP exam within the next 6 to 9 months.
 Hobbies: Golf, running, working out, agility class/playing with my dogs, watching the NY Mets
 Favorite Restaurant: Betty's on Virginia (off of Elmwood) in downtown Buffalo

Name: Melissa Peglowski
 Position: Research Analyst
 Company: Independent Health
 Major Responsibility: Employer Group reporting
 Start date at current company: October 2011
 Employment history: Niagara Falls Memorial Medical Center, 2011, Kaleida Health 2007-2011
 Where do you live? Cheektowaga/Amherst
 Hometown: Gowanda
 School: Canisius College
 Family: Parents (Bob & Cindy), 2 Older Brothers (Brian & Brett)
 What made you decide to join HFMA? Was advised by Larry Nowak during my internship at Kaleida Health
 Hobbies? Spending time with family, friends, and dog (Niko)
 Favorite Restaurant? Canyon Creek Chophouse

Oh What a Night!!



The 50th Anniversary of the Western New New York HFMA Chapter was held at the Buffalo Mansion on Friday, October 14th. We were very fortunate to have quite a few former presidents of the organization in attendance. The food was great, the facility was beautiful and it was a wonderful opportunity to socialize with friends old and new. Following dinner, presentations were made by Jenn Dunn, Bruce Liebel and Kristen Chapman.

In addition, a special achievement award was given to Paul Sweet, for his many years of service to HFMA. Paul has been the backbone of our group for many years and a friend to all. We applaud his many contributions to our chapter and for his continued advocacy to health-care in Western New York.

After dinner we enjoyed the musical talents of the Billy Baroo Band. Several awards were given to current members. The following awards were received:

Medal of Honor

Susan Dybas
Bruce Liebel
Mary Ann Miccichi
Larry Nowak
Suzanne Roccisano

Bronze

Kristen Chapman

Silver

Christine Blidy
Rachel Davis
Loralee Voelker

Gold

Jennifer Dunn
Jill Schaefer

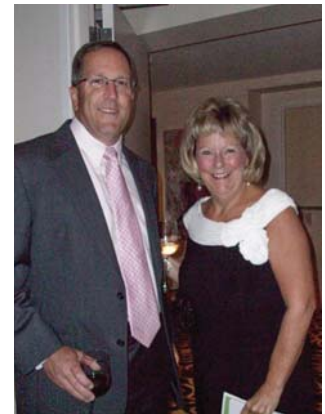
A special thank you to Bruce Liebel, and Maryann Miccichi for chairing this lovely event.

By Suzanne Roccisano, FHFMA





Fourteen Past Presidents were on hand at the 50th celebration!
 Top Row: Mel Dyster, Mike Sammarco, Murray Marsh, Larry Nowak , Russ Previte, Bruce Liebel, John Eichner, Lloyd Arakelian & Paul Sweet.
 Seated; Christine Bliidy, Jennifer Dunn (Current President), Carol Cassell & Barb Losi. Missing—Jill Schaefer and Debbie Cudzilo



50TH ANNIVERSARY





Our Proclamation from Dick Clarke!



hfma
healthcare financial management association

Proclamation

Commending and Congratulating the Western New York Chapter of HFMA for 50 Years of Achievement

WHEREAS, the Western New York Chapter has nearly 200 members from healthcare organizations of all types and sizes throughout the region; and

WHEREAS, the Western New York Chapter has a long and distinguished record of achievement in advancing the mission of HFMA; and

WHEREAS, the Chapter's achievements include numerous chapter and multi-chapter awards for collaboration, education, improvement, membership growth and retention, and other areas, earning 25 awards in the past five years alone; and

WHEREAS, over the past 50 years, generations of healthcare finance professionals have taken part in and benefited from the Chapter's educational, professional development, and industry advancement activities

NOW, THEREFORE, BE IT PROCLAIMED that we hereby commend the Western New York Chapter for its record of achievement, congratulate the organization for its 50 years of service, and extend best wishes for its future success.

Dated this 11th day of October, 2011.

Gregory M. Adams, FHFMA
2011-2012 Chair
Healthcare Financial Management Association

Richard L. Clarke, DHA, FHFMA
President and Chief Executive Officer
Healthcare Financial Management Association

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“Call to Retirees or Future Retirees”

Mary Mahaney, Membership Committee Chair

For those who are retired or counting the days to retirement, please don't forget that you can still be involved in HFMA!

HFMA has a special deal for those members who are retired to keep them connected. The annual membership dues are only \$35.00!

Now we all know that these days retirement does not mean going home to sit in your rocking chair. Most will probably continue to work part-time in a specific organization or become a “consultant”.

What better way to stay connected with what's happening in the health care world than to continue your membership to HFMA?

Please also consider volunteering your time and talent to the HFMA Chapter. The time you have to offer would be much appreciated when working on an educational session or a social event. We are also looking for members who can work on our many committees.

For those retirees, or soon to be...congratulations and please stay involved!

For information regarding membership and/or volunteer opportunities please contact:

Mary Mahaney MMahaney@Kaleidahealth.org

Christopher Eckert Christopher.Eckert@Freedmaxick.com

Thank you

2011 REGION 2 CONFERENCE

By Suzanne Roccisano, FHFMA

I had the good fortune to attend the HFMA Region 2 Conference, held at the Turning Stone Resort & Casino on October 5th-7th. There were over 250 conference attendees registered, including over 50 exhibitors/sponsors. Thirty-four people attended from the Western New York Chapter.

Keynote speaker was Tommy Thompson, who gave us insight into his experiences as the Secretary of Health & Human Services and the future of Healthcare. There were many other fine speakers who took us from topics such as "Making Excellence Stick", by Bob Murphy of the Studer Group, to "State Reform Initiatives", by John Gahan, Jr. Suzanne Lestina, from HFMA gave us an all-too-short overview of the new HFMAP Revenue Cycle program. I could have listened to her for hours.

There were several networking events, including a wonderful Pre-Conference Reception Wednesday evening. The food was terrific and it was so great to see so many familiar faces. There was also a dessert and dance event the second night, while the Yankee game played in the background. On the last day, the WNY Chapter was recognized for the 50th Anniversary of its Charter.

Bruce Liebel, a past-president of WNY HFMA, was the coordinator from our chapter and handled registration. Bruce, along with the other volunteer coordinators from the 7 Chapters of Region 2, did a great job, under the direction of Regional Executive, Liz Carnevale. We thank them all for their efforts in planning the conference this past year, in order to allow the rest of us a truly enjoyable experience.

With great food, a terrific facility, and the opportunities to learn and network, it will be tough to top this year's conference. Work will begin soon; however, for the next committee to begin their planning for the 2012 Region 2 Institute, planned for Oct 15th-17th, in Saratoga Springs. Hope to see you there!



More Region2 Pictures



ANNUAL GOLF TOURNAMENT

By Bruce K. Liebel, FHFMA

Over 60 golfers took to the greens at WNY HFMA's Annual Golf Tournament, held August 11th at Glen Oak Golf Course in East Amherst. With brilliant Buffalo weather cast upon us, the tournament started with lunch first, then it was on to the greens, which were in excellent condition. The day ended with dinner and the awarding of prizes. This year's winners included the following:

Overall Winners:

Chris Eckert / Joe Volpe / Gerry Wohlleber / John Hobel

Winners – Mixed Group:

Dan Kutchel / Tony Grech / Alicia Moseley / Chris Etsler

Skill Prizes:

Closest to the line – Women, Daria Shanchuk (see photo!)

Closest to the hole – Women, Daria Shanchuk

Closest to the line – Men, Jeffrey Jacobs

Closest to the hole – Men, Mike Price

Our thanks to Chris Eckert, Tournament Chair, and his staff for setting up the event, Mary Mahaney for signing in players at the registration table, the "Debbie's" (Cudzilo & Shelvay), for driving the beverage cart, and of course, our Sponsors, for their financial assistance and providing prizes, to make this an affordable and fun event for our members.

The Overall Winning Team



Winners—Mixed Group





AN EVENING ABOARD THE MISS BUFFALO CRUISE

On a warm Friday August evening in Buffalo, HFMA members and their guests took to the waterways to enjoy the TGIF Happy Hour Cruise aboard the Miss Buffalo. The cruise included prize giveaways and snacks, as well as a variety of D.J.-provided music. Going out into the lake offered a beautiful view of the Buffalo waterfront, as captured in the pictures that follow.

Our thanks to HFMA Member, Tamara Dickey, who organized the event, and to her employer, Firstsource, who provided for a prize giveaway for our attendees. Tamara is looking at the possibility of organizing a dinner cruise for next year's event. Stay tuned!

Mary & the Buffalo Skyline



Jeffrey Wins A Prize!



The Western New York Chapter of HFMA is pleased to recognize, and wishes to express its sincere appreciation to those who support our educational programs throughout the year— our valued **Sponsors!**

PLATINUM



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