



# HBMA

**2023**  
**VIRTUAL**  
**MEMBERSHIP**  
**MEETING**



## Introducing HBMA's 2024 President

Kyle Tucker  
President  
Dexios Corporation

# Introduction of the Finance Committee



## **HBMA's 2024 Treasurer**

Curt Anderson

CEO

Medical Billing Management, Inc.

**HBMA's Executive Director  
Brad Lund Will Now  
Present the 2023 Finances.**



			C74			
A	B	C	A	B	C	D
1		TOTAL	1	ASSETS		
2	Ordinary Income/Expense		2	Checking/Savings		
3	Income		3	1010-30 · Bank Of America #7303		\$458,774.00
4	4100 · Membership Revenue	322,989	4	Total Checking/Savings		\$458,774.00
5	4200 · Meetings & Seminars	534,431	5	1510 · Prepaid Expense		\$33,999.00
6	4310 · Certification	5,550	6	Total Other Current Assets		\$33,999.00
7	4400 · Donation/Advertising/Newsletter	48,933	7	Total Current Assets		\$492,773.00
8	4900 · Other Income	71,944	8	TOTAL ASSETS		\$492,773.00
9	Total Income	983,846	9	LIABILITIES & EQUITY		
10	Gross Profit	983,846	10	Total 2110 · Deferred Membership Renewals		\$202,958.00
11	Expense		11	2200 · Deferred Mtgs. & Seminar		
12	6100 · General & Administrative Exp	418,498	12		2202 · Specialty Meeting	
13	6120 · Board of Directors	2,324	13		2202-01 · Member Registration	\$19,778.00
14	6150 · Committees.	2,681	14		2202-02 · Non Member Registration	\$1,049.00
15	6160 · Government Relations	91,483	15		2202-03 · Exhibit Booth Registration	\$16,000.00
16	6200 · Meetings & Seminars Exp	367,130	16	Total 2202 · Specialty Meeting		\$36,827.00
17	6400 · Publications Expense	30,270	17	Total 2200 · Deferred Mtgs. & Seminar		\$36,827.00
18	Total Expense	912,386	18	2300 · Loan Payable-SBA EIDL		\$151,898.00
19	Net Ordinary Income	71,461	19	Total 2440 · Newsletter		\$3,326.00
20	Net Income	71,461	20	Total 2400 · Def Contributions/Advertising		\$15,886.00
21			21	Total Other Current Liabilities		\$436,584.00
			22	Total Current Liabilities		\$438,977.00
			23	Total Liabilities		\$438,977.00
			24	3900 · General Fund		(\$17,664.00)
			25	Net Income		\$71,461.00
			26	Total Equity		\$53,796.00
			27	TOTAL LIABILITIES & EQUITY		\$492,773.00
			28			



# Committee Reviews





# Certification Committee

- Initiatives Accomplished in 2023
  - Began a redesign of the CHBME program to ensure quality and up to date information that reflects the newest changes in the RCM industry
  - Began a redesign of the CHBME study guide
  - Began a redesign of the CHBME exam
- Current Projects
  - Complete the redesign of the CHBME program, study guide, and exam
  - Once redesign is completed, create a grandfathering program for existing CHBME holders to update to current information

# Commercial Payor Relations Committee

- Initiatives Accomplished in 2023
  - Accomplished all set meetings, webinars, and payer panels with all participating health plan partners, Aetna, Cigna, and UHC
  - Partnered with Aetna to create a workgroup focused entirely on administrative simplification and received a resource guide exclusively for our members (can be found under the Resources tab of the website)
  - Continually worked with representatives from Aetna, Cigna, and United Healthcare to address items brought forward by HBMA members
- Current Projects
  - Continuing to work on administrative simplification with the payors HBMA has partnered with



# Compliance & Ethics Committee

- Initiatives Accomplished in 2023
  - Started an in depth review of HBMA's compliance course to identify opportunities for improvement
  - Began a redesign of HBMA's compliance education to a virtual format
- Current Projects
  - Complete the redesign of the virtual compliance course and education

# Data Science Committee

- Initiatives Accomplished in 2023
  - Launched four mini surveys to the membership: Accounts Receivable 1, Accounts Receivable 2, Staffing Ratios, and Denials.
  - Published results from first three surveys in the January issue of the RCM Advisor
- Current Projects
  - Continue to produce surveys surrounding issues that are important to HBMA members
  - Publish survey results in the RCM Advisor periodically

# Education Committee

- Initiatives Accomplished in 2023
  - Updated the list of topics that are used to identify potential speakers for webinars and in person meetings
  - Organized HBMA's 2023 Fall Conference
  - Organized over 20 educational webinars over 2023
- Current Projects
  - Organizing and planning the 2024 Fall Conference
  - Reviewing abstract submissions for webinars with the goal of 20 webinars minimum in 2024
  - Develop educational programs for the whole revenue cycle management staff



# Finance Committee

- Initiatives Accomplished in 2023
  - Improved budgeting and financial oversight procedures
  - Expanded revenue offerings through online learning, webinars and in-person education opportunities
  - Continue to make progress in expanding the membership revenue through increasing the membership roster of the organization
- Current Projects
  - Continuing modifications to budgeting and financial oversight to ensure maximum effect
  - Continued monitoring of educational offerings and membership benefits to maximize value for members

# Government Relations Committee

- Initiatives Accomplished in 2023

- Hosted in-person CMS/Hill Day, which featured meetings with six CMS offices and eight Congressional offices and Committees.
- Served as a resource to several Congressional Committees and Offices to provide the RCM industry's perspective on proposed legislation regarding the life cycle of a healthcare claim, changes to hospital billing practices, and ideas to reform how Medicare makes changes to the Physician Fee Schedule.
- Supported legislation that would provide annual inflationary updates to the Medicare Physician Fee Schedule.

- Current Projects

- Continuing to support legislation that mitigates recent Medicare payment reductions and long-term sustainable reforms to how Medicare adjusts payments to physicians.
- Increasing our legislative advocacy on Medicare Advantage.
- Supporting legislation that extends Medicare telehealth coverage flexibilities beyond 2024.

# Innovation Committee

The Innovation Committee is HBMA's newest committee formed in August of 2023!

- Initiatives Accomplished in 2023
  - Created curriculum for the 2024 Innovation Conference
- Current Projects
  - Producing education surrounding the evolution of innovation in RCM
  - Identify emerging trends in RCM and creating supporting resources for HBMA members



# Membership Committee

- Initiatives Accomplished in 2023
  - Launched Quarterly networking opportunities with focused topics impacting member companies
  - Revised and reduced Membership annual dues
  - Member Survey completed to understand the value of HBMA for each member
- Current Projects
  - Evaluating current member benefits and potential for new opportunities to benefit members
  - Review yearly membership survey to discovery opportunities to support members

# Publications Committee

- Initiatives Accomplished in 2023
  - One full year of RCM Advisor (four issues) addressing multiple topics affecting RCM companies of all sizes
  - Every issue contains an article addressing: HBMA, government relations, compliance, coding issues
  - Journal is now a profit center for HBMA with advertisers in every issue
  - Addition of "The Tech Guy" Department with advice impacting members personally and professionally
- Current Projects
  - Continue producing quarterly issues with new and relevant information

# Vendor Affiliate Advisory Committee

- Initiatives Accomplished in 2023
  - Created the GROW program and partnered with three vendors to contribute to the increase in HBMA's membership
  - Created an exit survey for non renewing vendor members
  - Contributed to vendor relations at HBMA's live events
- Current Projects
  - Continue to improve vendor participation with HBMA
  - Review and improve vendor experiences at in person meetings



# WE NEED VOLUNTEERS





**NEW**

**Items Coming in 2024**



## Learning Management System (LMS)



# New Virtual Compliance Course

- HBMA is currently designing a virtual compliance program that will offer multiple levels of education fit for your entire company!
- Pilot is estimated to be launched late in the second quarter.
- Completion of this compliance course will come with a certificate of completion for individual attendees.
- Curriculum is currently being built by our Compliance & Ethics Committee in partnership with Healthcare Compliance Pros (our partners who run our Company Accreditation program).

# CHBME Certification Redesign

- HBMA's Certification Committee has committed to a complete redesign of the CHBME program to better reflect the latest in industry standards and current information. This redesign includes the program itself, the study guide, and the exam.
- This new program is estimated to be launched during the second quarter, with the first opportunity to take the initial redesigned exam being offered at our 2024 Fall Conference.



# Upcoming Education

- In Person Meetings
  - Innovation Conference
    - March 5<sup>th</sup>-7<sup>th</sup>, 2024
    - Westward Look Wyndham Resort & Spa
    - Tucson, AZ
  - Owners & Managers Meeting (O&M)
    - June 18<sup>th</sup>-20<sup>th</sup>, 2024
    - The Hotel Ivy
    - Minneapolis, MN
  - **SAVE THE DATE:** Annual Fall Revenue Cycle Management Conference
    - September 17<sup>th</sup>-19<sup>th</sup>, 2024
    - The Renaissance Austin Hotel
    - Austin, TX

# Upcoming Education

- Webinars

- Ensuring Compliant Billing for Non-Physician Practitioner (NPP) Services  
*Presented by Melody W. Mulaik, MSHS, CRA, CPC, COC, RCC, RCC-IR*
  - Tuesday February 6th, 2024
  - Member Price: \$49
- RCM Essentials: Critical Success Factors for Automation in the Rev Cycle  
*Presented by Christine Fontaine*
  - Wednesday February 28th, 2024
  - Member Price: Free

# Upcoming HBMA Live

- HBMA Live
  - Innovation Conference Spotlight: How we Built our own RPA
    - Friday, February 2<sup>nd</sup>, 2024
    - 10am PT/ 11am MT/ 12pm CT/ 1pm ET
      - Jon Gerber
      - Kunal Jain – Moderator

**Tune in on Facebook, LinkedIn, or YouTube!**

# Any Questions?

Be sure to give your feedback regarding  
HBMA membership here:

