



educate. advocate. cooperate.

2010

annual report

Healthcare Billing & Management Association

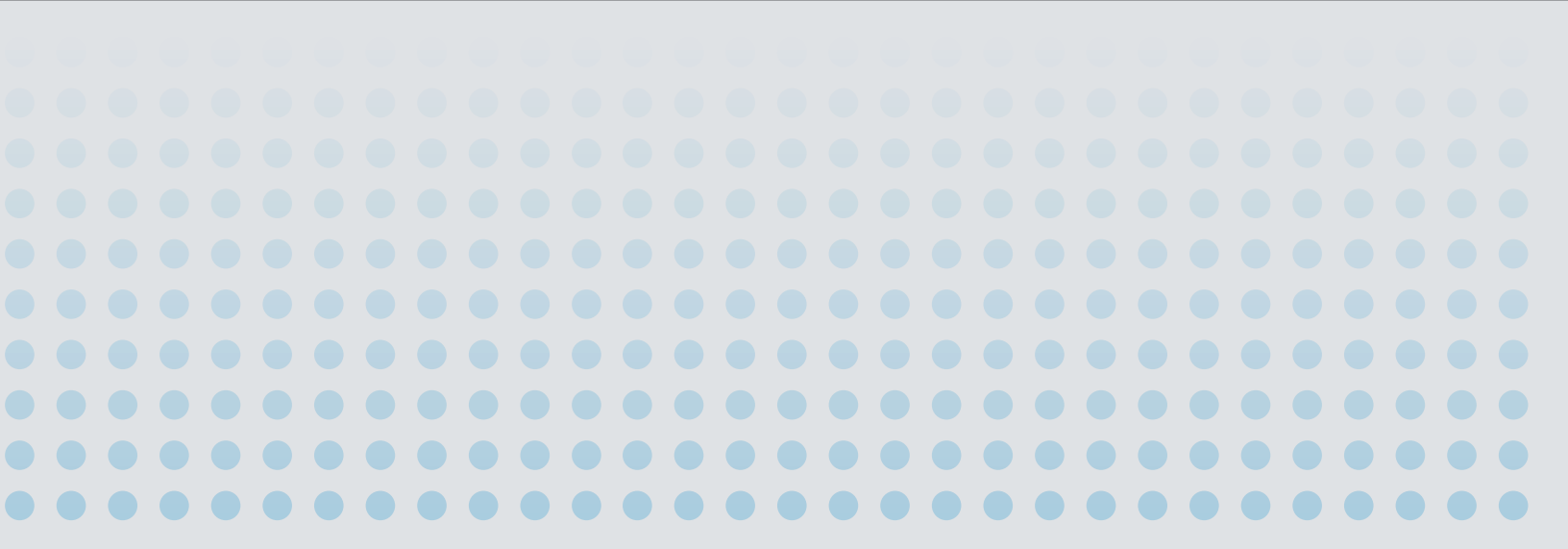


TABLE OF CONTENTS 2010

H
B
M
A
2
0
1
0
A
N
N
U
A
L
R
E
P
O
R
T

- 3 About HBMA
- 4 Letter from the President
- 6 Investing in Our Future: HBMA's Strategic Plan
- 8 HBMA Mission and Ethics Statement
- 9 Membership Demographics
- 10 HBMA Resources and Educational Programs
- 13 Leadership: Past Presidents
- 14 Leadership: 2011 Board of Directors and Executive Committee
- 15 Leadership: Standing Committees
- 27 HBMA Support Staff
- 28 Finances
- 30 Corporate Partners



Healthcare Billing and Management Association
1540 S. Coast Highway, Suite 203 • Laguna Beach, California 92651
Phone: 877/640-4262 • Fax: 949/376-3456 • www.hbma.org
Brad J. Lund, Executive Director



About HBMA



HBMA was created more than 18 years ago by a core group of individuals who had a vision of a forum rich in resources to guide their collective efforts towards developing a highly professional image within the medical community. This proved to be a most difficult task due to the misconceptions between the services of a billing company and that of a collection agency. Since creation of initial claims required a much different skill set than managing distressed accounts receivable, the creation of credible education and information was essential for the industry to survive and grow.

HBMA has responded to these challenges in countless ways over the past decade. This industry no longer exists in a world of superbills and paper claims, but in a world of electronic claims and remittances. Technology now rules the world of medical claims processing. HBMA and its members are central to not only managing the adjudication of claims, but the rules that govern the process.

As was the case in the early 1990's, there still are a small number of large companies – some with thousands of employees and hundreds of millions of dollars in revenue – and a large number of small companies, most with less than fifty employees and less than four million dollars in revenue. While the majority of billing companies eventually specialize in a few medical specialties, some serve a wide array of specialties. Large or small, specialized or diverse, billing companies' clientele is comprised of about 60% hospital-based physicians (radiology, pathology, emergency medicine, anesthesiology, hospitalists), approximately 30% office-based physicians (patients are seen by appointment), and about 10% non-physician providers (ambulance companies, ambulatory surgery centers, imaging centers, rural health centers, durable medical equipment (DME) companies, pharmacies, dentists, and others).

Most HBMA members utilize one of hundreds of commercial billing software products, although less than five percent have a so-called proprietary (in-house) billing program. Today it is estimated that there are approximately

1,700 billing companies (a non-residential address and one or more W-2 employees), with this number decreasing at an increasing rate. There has been a marked increase in industry consolidation over the past two years. Today the average company has 40-50 employees, uses commercial software, has been in operation over five years, has company revenues of \$2.5 to \$3.5 million (although the largest has over \$300 million in revenue), and processes about 350,000 to 400,000 claims per year (the largest companies submit millions of claims – per month). About 30% of billing companies have clients in more than one state. HBMA represents nearly 700 member companies with more than 30,000 employees nationwide and internationally. HBMA members are constantly seeking ways to improve their efficiency, productivity, technical and operating skills, their ability to serve and anticipate their clients' needs, and of course, grow their companies and increase profits.

Despite its modest membership size compared to other healthcare trade associations, HBMA has established itself as a recognized authority by the governmental agencies that regulate or otherwise affect the U.S. healthcare system. With increasing frequency, CMS and other agencies regularly seek HBMA's input and commentary on proposed regulatory and operational changes and proposed legislation. The commitment of HBMA membership to regulatory compliance is now in its 14th year, and includes the association's leadership in co-developing the Model Compliance Guidance for Third Party Billing Companies in 1997 and 1998. As we begin celebrating its 19th anniversary, HBMA continues to dedicate membership dues and other income to improving the quality and diversity of educational offerings, ongoing and expanded advocacy at the federal level, and new and innovative services for its members. HBMA continues to expand its influence through meaningful relationships with other related not-for-profit associations in an effort to promote administrative simplification and efficient claim management.



LETTER FROM THE

➔ President

Reviewing the Year and Engaging the Future

2010 was a year of continuing challenges, not only for the economy, but for our industry. In all the years HBMA has served its membership, the industry environment in 2010 provided our member companies and our clients with extraordinary change. Our reality is that this current state of affairs, which is fluid, offers us both threats and opportunities.

But HBMA and you, the members, are a strong and steady group! Membership continues to grow as companies need the support of our organization for industry knowledge, leadership and resources more than ever. HBMA is fortunate that we continue to provide some of the finest opportunities for education available. We offer a variety of educational venues which range from our National Conferences, popular Owners and Managers Conferences, sold out annual Compliance Conference, EHR Summit as well as our distant learning programs. As proven time and time again, great leaders and managers continue to invest in themselves and their organizations. To cite a few statistics, in 2010, HBMA had more than 740 participants at seven on site meetings and more than 620 registering at our ever popular web-learning series.

The 15 committees of HBMA and their dedicated volunteers are tackling a vast number of issues as we forge through 2011. To help you visualize the significant issues being addressed by our committees, I'll name just a few: RAC audits, 5010 transaction set transition and readiness, ICD-10 transition and readiness, MAC issues and new transitions, electronic health records and meaningful use, regional extension centers, operating rules for the 835, 837, etc., PECOS provider enrollment, fraud and abuse, reimbursement issues and the development of commercial relationships, billing company consolidations, technology advances, SGR, payor reimbursement reductions, certification requirements and Accountable Care Organizations. Whew! And these are just a few of the ongoing challenges of our industry. In addition to addressing these issues, as an organization, we strive to provide membership value through the proactive efforts and work products of all of our committees; for example the data provided by our Survey Committee or the offerings that come from our Technology Committee.

How do we engage the future? We achieve this through strategic planning, collaborative relationships and thoughtful listening. Our Board of Directors and Committee Chairs are an ambitious group. However, they engage the future by leading with a well thought out **strategic plan**. During 2010, under the leadership of our esteemed Past President,

“ Our reality is that this current state of affairs, which is fluid, offers us both **threats and opportunities**. ”

Scott Everson, the strategic plan contained eight major initiatives of which 85% were either initiated or completed. Highlights of those initiatives were:

- Review the Regional Membership structure and consider alternatives
- Increase the credibility of HBMA's certification program
- Enhance a centralized communication method and distribution channel

During 2011 some of the initiatives the Board have adopted are:

- Increase the quality and quantity of information about HBMA member companies in order to describe their footprint in the healthcare delivery system
- Develop an HBMA Lobby Day and provide educational sessions on “How to Lobby” at Spring and Fall conferences
- HBMA served as a change agent for the billing company registration initiative
- HBMA positioned itself as the leading stakeholder in the development of the Medicare Certified Biller program

HBMA engages the future by maintaining a **collaborative relationship** with our major related associations. While our core association specialty and functions may be different, as industry stakeholders, we all possess a common pursuit of meeting the challenges of the industry to the best way possible.

And lastly, we engage the future by listening to our members. We see your questions and responses on the listserv, we hear you at any one of our many meetings, we read your emails, and we receive your calls at the national office. Your experiences, concerns, feedback and participation in the organization are a significant gauge for how we engage the future.

As we move through 2011, we still are faced with economic challenges, the industry still keeps changing on many fronts, but as one of the key leaders in the industry, when you engage the future, you discover opportunities to influence the success of the future. Tom Landry said, “The key to successful leadership today is influence, not authority.” So through strategic planning, collaborative relationships and thoughtful listening, HBMA strives to be a positive influence as we engage the future.



A handwritten signature in black ink that reads 'Jackie Willett'. The signature is stylized and written in a cursive-like font.

– Jackie Willett, CHBME

investing in our

➔ Future

H B M A 2 0 1 0 A N N U A L R E P O R T

HBMA is investing in our future by committing significant resources to ensure the organization is driven with a well thought out plan. With the help of a skilled facilitator, the leadership of HBMA spends dedicated time during the fourth quarter of each year preparing and refining the strategic direction for the upcoming year and the vision for the more distant future. Quite simply, the focus of the strategic planning process lets us take stock of where we are, sets the direction not only for where we want to be within the industry, but also gives us the objectives, strategies and tasks we must consider to meet the needs of our membership.

As our organization continues to grow in membership size and gains recognition among other significant industry organizations, the strategic plan and the strategic planning process continue to be the fundamental map for getting us to our destination.

Membership, education, advocacy, communications, and organizational effectiveness are the cornerstones of the HBMA strategic plan.

MEMBERSHIP

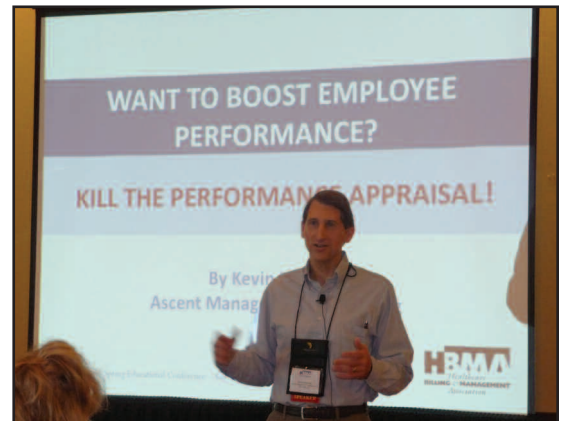
HBMA has grown as a result of adding new members from diversified providers of healthcare revenue and management services. A central focus



of our membership development is to increase our efforts by focusing on delivering value to all entities that perform billing functions. HBMA has a formalized campaign that will continue through 2011 to reach those companies that perform revenue cycle management services.

EDUCATION

HBMA provides a comprehensive variety of educational offerings and delivery methods supporting relevant education and certification. Education



continues to be one of the most valuable aspects of membership in HBMA. The strategic plan calls for enhancing the delivery methods of existing and new educational offerings. The Education Committee brings together more than 26 educational programs annually. This committee is charged with bringing a wide spectrum of rich and timely topics before the membership.

ADVOCACY

HBMA strives to be the most influential healthcare revenue and practice management association by more actively engaging the membership as government relations and payor relations ambassadors.

Currently, our membership sends nearly one-third of all professional claims submitted in the nation. It is important for us to increase the quality and quantity of information about HBMA member companies in order to accurately make the magnitude known in the healthcare delivery system.

Our strategic plan calls for HBMA to be the front runner in regulatory mandates affecting medical billing. Our Government Relations Committee, along with our Washington representation by Capitol Associates, has the responsibility for leading our proactive



involvement in regulatory and legislative issues, as well as medical billing certification.

COMMUNICATIONS

HBMA provides tools and strategies to promote effective dialogue between its members and other strategic constituents. The implementation of an enhanced centralized communication method and distribution channel will continue to support the valuable work conducted by the committees. Improvement in dashboard reporting giving the “state of the

association” to the Board and Committee Chairs will be undertaken by the Technology Committee.

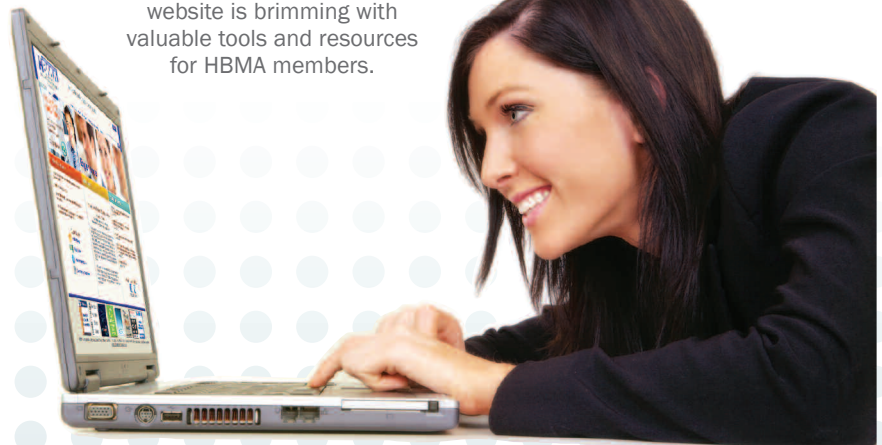


ORGANIZATIONAL EFFECTIVENESS

HBMA works hard to effectively and efficiently achieve its strategic plan. HBMA leadership will strive to enhance the ability of the volunteers to successfully fulfill their fiduciary responsibilities efficiently and with accountability.

To meet the needs of our growing organization, we will look to expand organizational resources and continue to maximize the relationships we have with our contractual vendors.

▼
The newly redesigned HBMA website is brimming with valuable tools and resources for HBMA members.





2010



H
B
M
A
2
0
1
0
A
N
N
U
A
L
R
E
P
O
R
T

HBMA VISION

HBMA shall be the leading authority on healthcare billing and management services for association members and their employees, government decision makers and other industry stakeholders.

HBMA CORE VALUES

HBMA values the highest level of professionalism, integrity, and compliant business practices in every aspect of our industry. We expect transparency and accountability from our leaders while ensuring the continued growth of the association by providing valuable benefits and resources to our members and other industry stakeholders.

HBMA MISSION STATEMENT

HBMA is committed to advancing the healthcare billing and management industry through advocacy and by providing education, information, and other valuable resources to its members while promoting high ethical and professional standards.

HBMA CODE OF ETHICS

HBMA Members Pledge to:

- Exercise sensitive professional and moral judgment in all business activities
- Act in a way that will honor the public interest and demonstrate a commitment to professionalism and competence
- Perform all business activities with the highest sense of integrity
- Maintain objectivity and avoid any conflict of interest
- Strive to improve the quality and competence of services performed through continuing education
- Exercise care and diligence in providing services
- Maintain confidentiality of patient and client information
- Strive to comply with all relevant federal, state, and local laws and regulations
- Refrain from making misleading or false statements about professional qualifications, experience, performance, or results that can be achieved

➔ Who We Are

HBMA Membership Demographics

HBMA MEMBERSHIP BY CATEGORY:

Affiliate Members	9
Associate Members	25
First Party Billers	13
Honorary Members	2
Principal Members	618
Satellite Members	14
Vendor Affiliates	80
Total Membership	761
Total # of Employees of Member Companies	33,116
Average # of Employees Per Company	52

PRINCIPAL MEMBERS BY COMPANY SIZE:

# of Employees	# of Companies	% Total
1 to 15	397	62.9%
16 to 50	134	21.2%
51 +	100	15.9%

TOP TEN SPECIALTIES MEMBERS BILL FOR:

Specialty	# of Members
Internal Medicine	309
Family Medicine	291
General Surgery	239
Radiology	239
OB-GYN	208
Anesthesiology	199
Pediatrics	171
Pathology	137
Emergency Medicine	129
Orthopedic Surgery	129



HBMA REGIONS

	PRINCIPAL MEMBERS BY REGION	MANAGEMENT STAFF REGISTERED TO PRINCIPAL MEMBER COMPANIES BY REGION
J1	CA, NV, GU, AS, MP	109
J2	AK, ID, OR, WA	30
J3	AZ, MT, ND, SD, UT, WY	32
J4	CO, NM, OK, TX	75
J5	IA, KS, MO, NE	36
J6	IL, MN, WI	54
J7	AR, LA, MS	16
J8	IN, MI	47
J9	FL, PR, VI	46
J10	AL, GA, TN	58
J11	NC, SC, VA, WV	42
J12	DE, DC, MD, NJ, PA	81
J13	CT, NY	50
J14	ME, MA, NH, RI, VT	34
J15	KY, OH	49
TOTAL		758
		2,531

➔ Member Resources

HBMA EDUCATIONAL PROGRAMS

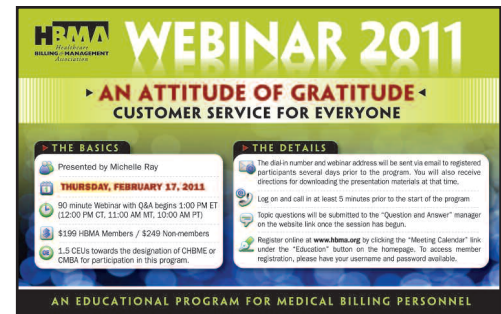
- Spring Educational Conference
- Fall Annual Conference
- Owners & Managers Conferences for HBMA members only, designed for owners and senior management
- Annual Compliance Courses
- Annual CHBME Summit and Annual EHR Summit
- Monthly Distance Learning programs on specific subject matter important to our industry
- Specialty workshops to address our rapidly changing industry

HBMA PUBLICATIONS

- The HBMA official journal, *Billing*, published bi-monthly and disseminated to members, is also available on the HBMA website in the “Members Only” section, with back issues archived
- The HBMA Federal Legislative Update is published monthly on the HBMA website in the “Members Only” section, with back issues archived
- *The Washington Report* is a monthly report on federal laws and legislation from our legislative consultant
- *The Weekly Digest* is emailed to members and updates current changes in the industry

HBMA ONLINE RESOURCES AT www.hbma.org

- Archive of all HBMA publications
- HBMA Message Board covering:
 - Coding
 - Compliance
 - EHR
 - ICD-10
 - State specific billing resources and information
 - General Business Practices
- Online Membership Directory
- HBMA Document Library enables members to upload forms and documents for others to view and download
- Email notification of legislation and government regulations by state
- Online store
- EmployerPages
- Client Newsletter



HBMA's Distance Learning programs bring education directly to the members with webinars and audiocasts. ▲



HBMA *Billing* was redesigned and relaunched in print format. ▲



The HBMA website offers easy access to member resources. ▲

HBMA PARTNERSHIPS

- Over 60 companies have joined HBMA as vendor affiliates and are committed to providing the finest products and services to our membership
- Our quality Errors & Omissions Insurance program was designed to meet the needs of third party medical billing companies
- HBMA members have access to *Coding* and other related publications at a 20-30% discount



▲ Our vendors have a number of opportunities to sponsor off-site events, meals and breaks bags, badges, etc. at conferences.



CHBME

CERTIFICATION PROGRAM

Certified Healthcare Billing & Management Executive

In 2010, the HBMA Board of Directors charged the Certification Committee with the task of improving the Certified Healthcare Billing & Management Executive (CHBME) program. The goal was to develop a path to successfully achieve a high level of professionalism in the key elements of industry knowledge, compliance and business competency. This was achieved by creating three distinct categories of education and information.

The new CHBME Program began January 1, 2011. The HBMA Education Committee responded to the educational and informational requirements of the Program by creating a significant number of opportunities to achieve the required credits in each of the three categories. Currently, over 15% of HBMA Members hold the CHBME designation with a goal to increase this to 25% by the end of 2014.

It is with pride the Certification Committee presents CHBME to the Members of HBMA and with great gratitude to the Certification Committee from the Board of Directors for achieving the outstanding design of the Program.





Member Resources

HBMA MARKETING EFFORTS FOR MEMBERS

HBMA offers a variety of tools to promote member companies, including:

- Working with Dodge Communications, our Public Relations firm
- A website search engine of member companies that can be searched by location and/or specialty
- HBMA markets to the medical community, including exhibiting at a variety of annual conferences of medical and medical management associations, promoting HBMA and the website search engine
- Speakers are made available for national associations of medical and medical management professionals
- HBMA retains strong working relationships with other industry associations, including:
 - AAFP (American Academy of Family Practice)
 - AAHAM (American Association of Healthcare Administrative Management)
 - ACA (American Collectors Association)
 - ACMCS (American College of Medical Coding Specialists)
 - ACR (American College of Radiology)
 - AHIMA (American Health Information Management Association)
 - AHIP (America's Healthcare Insurance Plans)
 - AHRA (American Healthcare Radiology Administrators)
 - AMA (American Medical Association)
 - APF (American Pathology Foundation)
 - BCBS (Blue Cross/Blue Shield) Association
 - Cooperative Exchange
 - EDPMA - Emergency Department Practice Management Association
 - HCCA (Health Care Compliance Association)
 - HFMA (Healthcare Financial Management Association)
 - MGMA (Medical Group Management Association)
 - NSCHBC (National Society of Certified Healthcare Business Consultants)
 - RBMA (Radiology Business Management Association)
- HBMA Online Resources at www.hbma.org:
 - State-specific and national billing resources and information



HBMA Leadership

P A S T P R E S I D E N T S



1993-1995
James Robertson
Cambridge Integrated Services Group, Inc.



2003-2004
Robert B. Burleigh, CHBME
Brandywine Healthcare Services



1995-1997
Douglas C. Jones
Portland Billing Service



2004-2005
Timothy M. Maher
Medical Data Systems, Inc.



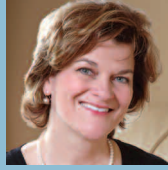
1997-1998
David F. Jakielo, CHBME
Seminars & Consulting



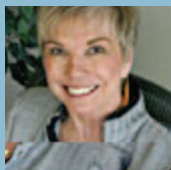
2005-2006
Bing Herald, CHBME
Medical Business Service, Inc.



1998-1999
Charles M. Barker, CHBME
Med Group Billings & Collections



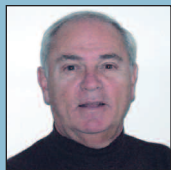
2006-2007
Sherri L. Dumford, CHBME
Three Bridges Consulting, LLC



1999-2000
Jean M. Campbell
Next Gen



2007-2008
Kenneth Goodin, CHBME
Intermedix



2000-2002
Victor S. Glorioso
Professional Management Inc.



2008-2009
Randal J. Roat, CHBME
CBIZ MMP



2002-2003
David C. Purvis
HealthOne

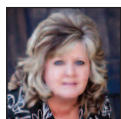


2009-2010
Scott H. Everson, CHBME
PracticeMax, Inc.

HBMA Leadership

EXECUTIVE COMMITTEE 2011

The HBMA Executive Committee is responsible for overseeing the day-to-day activities of the association. It meets, as needed, to take care of any business matters between scheduled Board meetings. Members are the President, President-Elect, Secretary, Treasurer, and Past President.



PRESIDENT

Jackie Willett, CHBME
Intermedix Corp.



TREASURER

Judson S. Neal, CHBME
Physicians Business Network, Inc.



VICE-PRESIDENT and PRESIDENT ELECT

Don Rodden, CHBME
HealthPro Medical Billing, Inc.



PAST PRESIDENT

Scott H. Everson, CHBME
PracticeMax, Inc.



SECRETARY

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

BOARD OF DIRECTORS 2011

The HBMA Board of Directors is elected by the membership of HBMA and is the governing body of the association. The Board is responsible for all the activities of HBMA and meets annually at the HBMA national meetings and monthly via conference call.



DIRECTOR

Cindy Groux, CHBME
Healthcare Practice Management, Inc.



DIRECTOR

Karen L. Olson, CHBME
KLO Professional Billing, Inc.



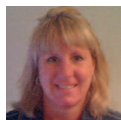
DIRECTOR

Susan Chandler, CHBME
Physician Services, Inc.



DIRECTOR

Joe Schendel, CHBME
Provider Support Services



DIRECTOR

Karen B. Linsteadt, CHBME
Med Group Billings & Collections



DIRECTOR

Bill Carns, CHBME
PracticeMax, Inc.



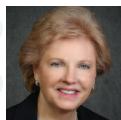
DIRECTOR

Madelon Berger, CHBME
Bill of Health Services, Inc.



DIRECTOR

Sara Nofziger-Drew, CHBME
American Billing Services, Inc.



DIRECTOR

Jeanne Gilreath, CHBME
AdvantEdge Healthcare Solutions, Inc.

HBMA Leadership

S T A N D I N G C O M M I T T E E S

EDUCATION COMMITTEE

The Education Committee has the responsibility of providing pertinent education for the HBMA membership and our medical billing community. The Education Committee is also charged with developing new programs in order to stay on the cutting edge of healthcare requirement changes mandated in the age of healthcare reform.

Our educational opportunities include two Annual Conferences as well as Specialty Conferences & Distance Learning programs throughout the year. HBMA University, an on-line educational brand new offering, will be coming out in 2011. Specialty Conferences include an annual Compliance Conference and as many as three Owners and Managers Conferences. The EHR Summit has been a recent addition and has been held during the past two years.

To support our updated Certification program, we are in the process of populating courses into the HBMA University. We will offer the first CHBME Summit in July of 2011.

We welcome feedback from our membership to help us direct our programs to meet your needs.

Goals for 2011:

- Increase the credibility of HBMA's Certification Program
- Enhance the educational content of existing conference programs
- Upgrade the delivery methods of existing as well as new educational offerings
- Modify our process of record keeping as it pertains to attendance at HBMA educational events to support the goals set by the Certification Committee

CHAIR

Joe Schendel, CHBME
Provider Support Services

COMMITTEE MEMBERS

Susan Chandler, CHBME
Twin Physician Services, Inc.

Darlene Elston, CHBME
Omega Billing Service

Cindy Groux, CHBME
Health Care Practice Management

Dorothy Henslee, CHBME
Millennia Information Systems, LLP

Dave Jakielo, CHBME
Seminars & Consulting

Judson S. Neal, CHBME
Physicians Business Network, Inc.

J. Paul O'Haro, CHBME
AdvantaEdge Healthcare Solutions, Inc.

Rich Papperman, MBA, CHBME
Cape Medical Billing, Inc.

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

Roxanne Smith-Kovac, CHBME
Precision Medical Management, Inc.

Richard Usry, CHBME
Healthcare Management Systems

HBMA Leadership

S T A N D I N G C O M M I T T E E S

ETHICS & COMPLIANCE COMMITTEE

Goals for 2011:

- Compliance FAQs and other compliance-related resources on the HBMA website will be improved on an ongoing basis
- An article regarding compliance will be included in every issue of *Billing* to provide our members with peer ideas and compliance tools
- Compliance educational offerings will include webcasts and sessions at each national meeting
- Tools are being developed to assist members in assessing EHR compliance issues

CHAIR

Holly J. Louie, CHBME
Practice Management, Inc.

COMMITTEE MEMBERS

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

Karen L. Collier, Esq.
Intermedix, Corp.

Rick Conklin, CHBME
Management Services Network, LLC

Shawn Keough-Hartz, CHBME
Provider Resources, Inc.

Lynne W. Kottman, CHBME
Medaphase, Inc.

Missy Lovel
CBIZ MMP

Joseph McCloskey, CHBME
Advanced Data Processing, Inc.

J. Dennis Mock
Medical Business Bureau, LLC

John Outlaw, CHBME
PSA, LLC a MED 3000 company

Cindy Pittmon, CHBME
Specialty Group Services, LLC

Jim Trotter, CHBME
Management Services Network, LLC

Jackie Willett, CHBME
Intermedix Corp.

GOVERNMENT RELATIONS COMMITTEE

The Government Relations Committee represents HBMA membership in all legislative and regulatory issues affecting the first and third party medical billing industry. Tasks include:

- Establish a presence in Washington, DC, to appropriately represent HBMA
- Speak and meet regularly with senior officials from the Centers for Medicare and Medicaid Services (CMS) to address industry issues and serve as a resource
- Structure the committee to differentiate between legislative and regulatory issues
- Coordinate and advise HBMA members on national issues facing our industry
- Identify and maintain a mechanism for keeping HBMA members aware of state regulatory and legislative issues
- Provide feedback to CMS on Medlearn Matters
- Testify as necessary before governing bodies such as the National Committee on Vital and Health Statistics (NCVHS)

Goals for 2011:

- Continue to maintain a Washington, DC, presence for HBMA (utilizing the incredibly competent Bill Finerfrock!)
- Provide written comments to appropriate legislative committees on proposed legislation
- Where appropriate, provide written comments on proposed federal rules affecting our nation's healthcare delivery system and provider reimbursement
- Communicate regularly with Members of Congress on issues of interest to the HBMA membership
- Expand member communication on legislation and regulations that impact our industry
- Increase the flow of information to the HBMA membership on the impact of Healthcare Reform on member companies
- Provide feedback to CMS for Medlearn Matters
- Testify as necessary before governing bodies such as NCVHS

CHAIR

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

COMMITTEE MEMBERS

Bill Finerfrock, Legislative Consultant
Capitol Associates

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

Kathryn J. Canny, CHBME
AdvantEdge Healthcare Solutions, Inc

Sherri L. Dumford, CHBME
HBMA External Affairs

Kenneth Goodin
Intermedix Corp.

Susan J. Gregg, CMPE, RCC, CHBME
Shared Management Services, Inc.

Lonnie Johnson
Zotec Partners

Holly J. Louie, CHBME
Practice Management, Inc.

J. Dennis Mock
Medical Business Bureau, LLC

Judson S. Neal, CHBME
Physicians Business Network, Inc.

David Nicholson, CHBME
Professional Management, Inc.

Randal J. Roat, CHBME
CBIZ MMP

Don Rodden, CHBME
HealthPro Medical Billing, Inc.

Lou Silverman
Marina Medical Billing Service, Inc.

H B M A S T A N D I N G C O M M I T T E E S

HBMA REGIONAL DEVELOPMENT & MEMBERSHIP COMMITTEE

HBMA has maintained a regional structure for over fifteen years. While this structure served the membership well during these years, it was time to make a change. We reorganized the regional structure to mirror the CMS MAC divisions in 2010, thus providing regional support for HBMA members.

The fifteen regions consist of not only a regional chair, but within each region, we will be adding state representatives and local contacts within each of the major cities within each state. Each region of HBMA will have four primary goals:

1. **Medicare** – to create a network of key stakeholders who will develop and deliver appropriate education and information as created by the region’s MAC, as well as for problem resolution. Key stakeholders include the Regional Chair, State Representatives, Government Relations Committee member, MAC representative and CMS representative.
2. **Medicaid** – this will mirror Medicare, by creating a network of key stakeholders who will develop and deliver appropriate education and information as created by each state’s Medicaid, as well as for problem resolution. Key stakeholders include the Regional Chair, State Representatives, Government Relations Committee member, Medicaid representative and CMS representative.
3. **Commercial Payors** – again, to create a network of key stakeholders who will develop and deliver appropriate information as created by major commercial payors and HBMA. Key stakeholders include the Regional Chair, State Representatives, Commercial Payor Committee representative and AHIP representative.
4. **Membership** – to include state web pages and local educational offerings. This group of key stakeholders will build a network among the Regional Chair, State Representative and Local Contacts responsible for maintaining a list of “state specific” information on the state web pages. Local Contacts will be charged with developing a list of all billing companies, practice managers and coding professionals within their community and surrounding area. Working with the Education Committee, specific education programs will be developed and delivered at the local, regional and state levels.

This new structure will allow HBMA to continue to develop key relationships with the government and commercial payor sector, coding professionals and significant state and medical societies. Not only will this provide additional resources to our existing members, increasing membership retention, it will allow our membership growth to continue to expand in both the third and first party categories. This new structure will allow us to expand our role as a leading resource provider to the industry.

CHAIR: Sara Nofziger-Drew, CHBME; American Billing Services, Inc.

MEMBERS AT LARGE: Todd Gillis, Medical Business Bureau, LLC; Susan Chandler, CHBME, Twin Physician Services, Inc.; Madelon Berger, CHBME, Bill of Health Services, Inc.; Sherri Dumford, CHBME, HBMA External Affairs

J1: AS, CA, GU, HI, NV,

N. MARIANA ISLANDS

Co-Chair: Susan McEntire, CHBME
Financial Data Management, Inc.

Co-Chair: Roxanne Smith-Kovac, CHBME
Precision Medical Management, Inc.

J2: AK, ID, OR, WA

Chair: Ginger Ryder, CHBME
EMEDEX

J3: AZ, MT, ND, SD, UT, WY

Chair: David Gillies
Consulmed, LLC

J4: CO, NM, OK, TX

Chair: Clay Fast
Compass Billing Service Corporation

J5: IA, KS, MO, NE

Chair: Kyle Shupe
Medical Billing, Inc.

J6: IL, MN, WI

Chair: Kathryn J. Canny, CHBME
AdvantEdge Healthcare Solutions, Inc.

J7: AR, LA, MS

Chair: Amy Grissett, CHBME
Medical Practice Solutions

J8: IN, MI

Chair: Mary Ellen Duffy, CHBME
Innovative Practice Concepts, LLC

J9: FL, PR, US VIRGINIA ISLANDS

Chair: Scott Risley
BiAmerica, Inc.

J10: AL, GA, TN

Chair: Jim Trotter, CHBME
Management Services Network, LLC

J11: NC, SC, VA, WV

Chair: Emily Osetek, CHBME
SourceNet Medical Billing Associates, LLC

J12: DE, DC, MD, NJ, PA

Chair: Dena Mallin
Claims Pro, Inc.

J13: CT, NY

Chair: Barry Haitoff, CHBME
Medical Management Corporation of America

J14: ME, MA, NH, RI, VT

Chair: Marc Bolh
AMSpplus

J15: KY, OH

Chair: Mick Polo, CHBME
NCDS Medical Billing

SURVEY COMMITTEE

The Survey Committee promotes the exchange of meaningful industry information among HBMA members through the analysis and dissemination of surveys. Presented throughout the year, data collected from HBMA membership is shared with:

- HBMA members to benefit their businesses and clients
- HBMA Government Relations Committee
- Other HBMA committees and their volunteers
- Other affiliated stakeholders

This exchange of data assists in providing relevant analysis in today’s healthcare environment while striving to improve HBMA’s presence within the industry. Data collected assists members in understanding the challenges facing each organization during our changing market, while providing information that can assist with their internal growth.

The Survey Committee had a productive 2010, executing a total of ten (10) surveys, including the annual HR/Employee Benefits and Days in A/R Surveys. For the fourth consecutive year, the committee responded to CMS’ request to provide HBMA members a parallel survey to its Provider Satisfaction Survey (MCPSS) that CMS sends to providers.

Goals for 2011:

- Continue to provide statistical benchmarks for HBMA’s educational and lobbying efforts
- Increase HBMA membership participation/response to surveys presented
- Obtain additional information from the vendor on utilization of the Qualtrics survey tool

CERTIFICATION COMMITTEE

The Certified Healthcare Billing and Management Executive (CHBME) is the authorized HBMA Certification Program that encourages excellence within its membership through education and awareness of our industry. These goals can be achieved by requiring an appropriate level of attendance and participation in HBMA sponsored programs and creating incentives to utilize all forms of related educational sources, as approved by HBMA.

Goals for 2011:

- HBMA certification program will implement the redesigned CHBME program with the intent of creating a meaningful certification that demonstrates industry competency
- Promote and market CHBME certification to HBMA members
- Work with other HBMA committees to promote areas of education and compliance and to expand the number of members that currently represents this committee
- Research other certification opportunities to further advance recognition of HBMA members to the medical community

CHAIR

Karen L. Olson, CHBME
KLO Professional Billing, Inc.

COMMITTEE MEMBERS

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

Susan Chandler, CHBME
Twin Physician Services, Inc.

Nishan Karassik
MedFocus Revenue Cycle Management

Patrick F. Lukacs, CHBME
PracticeMax, Inc.

Jackie Willett, CHBME
Intermedix Corp.

CHAIR

Susan Chandler, CHBME
Twin Physician Services, Inc.

COMMITTEE MEMBERS

Andrew P. Kokosa, CHBME
Medi-Data Services, Ltd.

Judson S. Neal, CHBME
Physicians Business Network, Inc.

Renae Price, CPA, CMPE, CHFP, CHBME
Price & Associates, LLC

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

H B M A S T A N D I N G C O M M I T T E E S

COMMERCIAL PAYOR RELATIONS COMMITTEE

In 2010, the Commercial Payor Relations (CPR) Committee completed its second year of work with the goal of increasing and enhancing communications with individual commercial third party payors and America's Health Insurance Plans (AHIP).

The Committee, led by Chairperson Sherri Dumford, included Jeanne Gilreath, Mike Polo, Jon Neal and Lou Silverman.

Many worthwhile initiatives were identified; however some did not gain much traction due to the "closed-society" or "working in silos" approach that has been the history of payor organizations. Finding the right individual within each payor organization, who is open to strategic and collaborative relationships, has been the most significant challenge of the committee. In addition, the committee has had limited resources due to its small size.

Accomplishments for 2010 include:

- The committee completed developing web links for state Insurance Commissioners and over 200 payors on the HBMA website, along with corresponding provider news and information links
- The CPR Committee has maintained ongoing communication with the ICD-10 Committee with regard to updates to 5010 and ICD-10
- CPR developed a web-based reporting tool for payor denials and provider enrollment reporting which will be deployed in 2011
- CPR continues to promote the public relation initiative which includes a published article in *Managed Healthcare Executive* addressing administration simplification
- Completion of an article that will be published in *Medical Economics* from a physician's viewpoint
- Enhance the collaborative relationship with United Healthcare. This includes participating in United Healthcare's External Focus Group and Simplification in Medical Process Exchanges Committee
- Communicate payor news updates to HBMA members
- The committee completed the Resuscitate the Claim Survey which was presented to the top ten commercial payors
- CPR is developing a forum for a commercial payor "Think Tank" with AHIP
- A CAQH webinar was presented to HBMA members
- CPR supported and participated in the AMA's Heal the Claims process website collaboration
- A relationship with the National Conference of Insurance Legislators (NCOIL) was established
- Participate in the Blue Cross-Blue Shield of Florida meeting

Goals for 2011:

- Continue to promote open door two-way communications with payors for effective resolution of billing issues, providing feedback and payor goodwill
- Stay current on payor related events and updated news items and inform the membership of this information
- Develop a central repository of information relating to payors and links to payor websites
- Promote CPR activities through various media
- Continue to promote the idea of a commercial payor "Think Tank" and/or Focus Group to develop credibility and perhaps, collaboration with other associations
- Complete and promote the web-based tool for reporting payor denial and provider enrollment reporting
- Continue to develop relationships with leaders of national payor policy boards and physician advisory committees in order to establish representation on these boards and committees and serve as a resource for them

**COMMERCIAL PAYOR
RELATIONS COMMITTEE**

CHAIR

Jeanne Gilreath, CHBME
Advantage Healthcare Solutions

COMMITTEE MEMBERS

Beth Cesta
Premier Health Care Services

John DeStefano
US Medical Support, LLC

Sherri L. Dumford, CHBME
HBMA External Affairs

Chanie Gluck, CHBME
4D Medical

Mick Polo, CHBME
NCDS Medical Billing

Alisa Rivera
Medical Management Corporation
of America

Frank Smith
AMSplus

Kathy Young
Resolutions Billing & Consulting, Inc.

VENDOR AFFILIATE ADVISORY COMMITTEE

The Vendor Affiliate Advisory Committee serves as the vital communications link between HBMA and the vendor community. The committee seeks feedback on all marketing programs HBMA offers to the vendors of HBMA and maintains and enforces all marketing and communications policies of HBMA marketing programs.

Goals for 2011:

- Clearly define the relationship of our vendor supporters
- Create and maintain a strong relationship between our members and our supporting vendors
- Continue to reiterate the value of our vendors to the HBMA membership without favoritism or endorsement
- Design a Policy and Conduct Manual to answer questions and privileges associated with being a Vendor

CHAIR

Judy R. Cardenas, CHBME
HealthMed, Inc.

COMMITTEE MEMBERS

Doug Allem
CPU Medical Management Systems

Michael Andrus
Centron Data Services, Inc.

Jim Bettendorf
Gateway EDI, LLC

Buddy Claborn
Healthpac Computer Systems, Inc.

Marla Harmon
MEGAS, LLC

Barbara T. Lehr
Cergis Billing

Karen Linsteadt, CHBME
Med Group Billings & Collections

Bonnie Shupe
Medical Billing, Inc.

Mark J. Snow
PSC Info Group

Richard B. Usry, CHBME
Healthcare Management Systems

Dan Vastag
Merge Healthcare

H B M A S T A N D I N G C O M M I T T E E S

ORGANIZATIONAL EFFECTIVENESS COMMITTEE

In order to maintain continuity that was established by previous HBMA leadership, on October 15-16, 2009, the HBMA Board of Directors volunteered to meet for a two day strategic thinking and planning session. We engaged the services of Paul D. Meyer of the Tecker Group to lead us in this valuable strategic exercise. The purpose of this meeting was to create a strategic plan for the association that would navigate a future direction. The desired outcome of the planning process was to create clarity and focus on how HBMA should invest its valuable resources in meeting the future needs of its members and other stakeholders it serves.

The resulting strategic plan includes the following:

- A set of “Assumptions About the Future” of the industry the association represents and the professionals that work within it
- A list of relevant factors in the long-range horizon (10+ years into the future) including a core purpose, core values, Big, Hairy, Audacious Goal (BHAG) and a vivid description of future success
- Focused goal areas that identify where the association will direct its energy in the next five years. The goal areas concentrate on outcomes beneficial to the association and its members
- A set of strategic objectives in each goal area, with measurable directions that the association will take in order to achieve its goals
- A set of possible strategies that identify the actions the association could undertake in the next one to three years in order to achieve each goal area

The Board of Directors and ISAM staff view strategic thinking and planning as an ongoing process within the organization. This is not a “strategic planning project” that has been completed, but rather a plan that affirms the general intent and direction articulated by the vision, goals, and objectives. Progress toward achieving the plan’s objectives will be assessed annually and the plan will be updated based on achievement and changes in the needs of the stakeholders served.

CHAIR/PRESIDENT ELECT

Don Rodden, CHBME
HealthPro Medical Billing, Inc.

Scott H. Everson, CHBME
PracticeMax, Inc.

Judson S. Neal, CHBME
Physicians Business Network, Inc.

Barry S. Reiter, CHBME
Faculty Practice Services

Jackie Willett, CHBME
Intermedix Corp.

PUBLIC RELATIONS COMMITTEE

The HBMA Public Relations Committee targets efforts that will increase and influence visibility and credibility within our membership and throughout the healthcare community.

In 2010, the committee continued to work with and develop our relationship with Dodge Communications, the public relations firm retained by HBMA in 2009. Dodge keeps us abreast of any articles they are working on and those that are published. The committee reviews the monthly and yearly plans. Every month, the committee discusses the plan and areas they would like Dodge Communications to concentrate on for the upcoming months.

Dodge has also provided the committee with access to the Dodge Xposure portal, which allows the committee to see the work that has been completed by the firm and the publications where the articles have been placed. We recently rolled out a new quick link on the HBMA website entitled, “In the News.” This allows all members and website visitors to see the corporate media coverage. By reviewing the information here, you can see that the exposure in 2010 was significant with 41 articles published in various media publications and web releases.

We believe that this vendor has been instrumental in moving HBMA to the next level of name recognition within the healthcare community by keeping all of the association’s efforts and work in the news.

In the spring of 2010, we launched the new HBMA website. This has involved the work of the Public Relations Committee, the Website Subcommittee and the programming efforts of Webteam. We have continued to respond to any requests for improvements with our Website Subcommittee. After this significant launch, our current efforts have been mainly focused on keywords, the blog and quick links to keep the website fresh, current and highly visible on internet searches for information relevant to the association.

The *Member Newsletter* is a product that was designed by the Public Relations Committee in 2009 and built by Webteam and added to the list of HBMA member benefits. The newsletter is written and maintained by HBMA but is customized by members for distribution to their clients.

In 2010, committee members staffed the HBMA booth at the Spring and Fall meetings to promote this member benefit and demonstrate how to build the newsletter. We developed a survey to find out what members liked/disliked about the newsletter which resulted in improving the ease of use and making more articles available. We also added an option to renew this benefit as the member renews the HBMA membership to ensure that we maintain the current subscriptions while continuing to promote this benefit to our members.

CHAIR

Karen B. Linsteadt, CHBME
Med Group Billings & Collections

COMMITTEE MEMBERS

Curt L. Cvikota, CHBME
Cvikota Company, Inc.

Kris Cvikota
Webteam Inc.

Marla Harmon
MEGAS - Alpha II

Keri Jennings, CHBME
Physicians Accounting, LTD

Andrew P. Kokosa, CHBME
Medi-Data Services, Ltd.

David C. Purvis
Cvikota Company, Inc.

Peggy Martin
Coderyte, Inc.

Dave Anderson
Dodge Communications

Jennifer Norman
Dodge Communications

H B M A S T A N D I N G C O M M I T T E E S

PUBLICATIONS COMMITTEE

The Publications Committee has several initiatives, but one of its core responsibilities is to oversee the content and quality of *Billing*, the Journal of the Healthcare Billing & Management Association (HBMA).

The committee is working closely with our new editor, Madelon Berger, CHBME, through monthly conference calls and daily/weekly communications. The activities leading up to publication include: article content selection, reaching out to qualified authors, recognizing industry trends, ensuring that the content is interesting and variable, and most importantly, focusing on content that is pertinent to the HBMA membership. This aligns with our primary goal, “to develop meaningful and relevant content to help billing companies prosper and succeed.”

In addition to the concurrent work activity, the committee edits the content and layout of HBMA’s Annual Report.

Since 2009, the committee has been responsible for providing content for one of HBMA’s newest services to members, the HBMA Quarterly Newsletter tool. This tool allows HBMA members to seamlessly create their own customized company newsletters.

Following the trend that we set in January/February 2010, we will continue to produce the *Billing* publication in a print version with bold graphics.

Our most recent initiative has been to add a new column to every edition of *Billing*, entitled “Sound Off” which allows our membership to share their opinions on a specifically assigned subject.

Goals for 2011:

- Develop meaningful and relevant content in *Billing* to educate billing companies and enable them to prosper and succeed
- Elevate the appearance and professionalism of HBMA’s publications
- Increase the exposure and readership of HBMA’s journal, *Billing*
- Establish a method for membership to obtain additional CHBME credits via quizzes taken from articles published in *Billing*
- Encourage member companies to utilize the HBMA Quarterly Newsletter

CHAIR

Cindy Groux, CHBME
Health Care Practice Management

COMMITTEE MEMBERS

Rene K. DePuy
Medical Management, LLC

Manish Jain
Dell Services

Keri Jennings, CHBME
Physicians Accounting, LTD

Jon Neal
InstaMed

Karen L. Olson, CHBME
KLO Professional Billing, Inc

Don Rodden, CHBME
HealthPro Medical Billing, Inc.

Ginger Ryder, CHBME
EMEDEX

Bob Svendsen
CHMB

Lorraine Terrero
Perioperative Services, LLC

Nitin Thakor
GeBBS Healthcare Solutions, Inc.

Randy Wall
GeBBS Healthcare Solutions, Inc.

Stephanie Walters, CHBME
Tenzing, Inc.

EDITOR

Madelon Berger, CHBME
Bill of Health Services, Inc.

HBMA ICD-10 – 5010 COMMITTEE

The ICD-10 Committee joined the family of standing committees in 2009. This committee is very unique in that it is made up of HBMA member and non-member representatives from all other industries that are affected by the implementation of ICD-10. This committee will remain active until such time ICD-10 is fully integrated into our health-care system. The ICD-10 Committee members meet frequently to further develop and refine an industry position on ICD-10 implementation:

Goals for 2011:

- Develop and submit comments on our position and concerns to both CMS and Congress
- Provide committee representatives to testify before congressional committees and CMS
- Work closely with other not-for-profit associations to further our collective position on ICD-10
- Study and report the readiness of the industries required to participate in ICD-10 implementation
- Develop and present information and education to HBMA members regarding ICD-10 implementation

CHAIR

Holly Louie, CHBME
Practice Management, Inc.

COMMITTEE MEMBERS

Doug Bilbrey
The SSI Group, Inc.

Randy Brittingham
CPU Medical Management Systems

Anthony Brown
CBIZ MMP

Melissa Brown
A-Life Medical

Robert Burleigh, CHBME
Brandywine Healthcare Services

Bill Carns, CHBME
PracticeMax, Inc.

Sherri L. Dumford, CHBME
HBMA External Affairs

Bill Finerfrock, Legislative Consultant
Capitol Associates

Jerry Killough
Clinix Medical Information Services, LLC

Melody W. Mulaik
Coding Strategies, Inc.

Judson S. Neal, CHBME
Physicians Business Network, Inc.

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

Randal J. Roat, CHBME
CBIZ MMP

Tammi Schaefer
Physicians Business Network, Inc

Rex Stanley
MEGAS – Alpha II

Dan Tankersley
Clinix Medical Information Services, LLC

Suzanne Taylor
Account Management Services, Inc

Mary Thompson
CPU Medical Management Systems

HBMA STANDING COMMITTEES

TECHNOLOGY COMMITTEE

The Technology Committee's goal is to provide tools or services that improve operational efficiencies of HBMA member organization volunteers who serve on the Board and committees. Since the inception of the Technology Committee in 2008, several initiatives have been evaluated for implementation:

- Accounting systems for discreet consolidation to create industry benchmarks
- Project Management systems to facilitate company projects and tasks
- Employee Online Application and Assessment Tools
- In 2009, the committee implemented the HBMA EmployerPages. Currently over 170 member companies use this time and money saving system to source and manage applicants – at no cost
- Employee Training/Policy and Procedure Compliance and Certification Tools
- EHR/EMR Technologies (helped evaluate and develop initial documents and reports on this trend for member companies and supported the development of the new HBMA EHR Committee)
- CMS Demonstration Project support
- Customer Relationship Management (CRM) systems

Goals for 2011:

- Development of dashboard components in the HBMA KAVI tool
- Refine the HBMA Board and Committee news page

FINANCE COMMITTEE

The Finance Committee manages the financial affairs of HBMA by coordinating all financial activities with the accounting office and the Executive Director. This includes:

- Preparing the annual budget for approval by the Board of Directors
- Reviewing monthly financial statements to monitor HBMA's performance against budget and, when appropriate, recommending specific corrective action to assure financial stability
- Overseeing the responsible management and investment of HBMA funds to insure safe, yet maximum return on investments
- Preparing other accounting and bookkeeping instruments as appropriate

Goals for 2011:

- Continue to refine HBMA's finance policies and procedures
- Seek ways to reduce accounting and bookkeeping expenses by using technology to maximize efficiencies
- Further refine the budget process to properly fund the work of HBMA

CHAIR

Bill Carns, CHBME
PracticeMax, Inc.

COMMITTEE MEMBERS

Curt L. Cvikota, CHBME
Cvikota Company, Inc.

Sherry Drew
Net MD Business

Patrick F. Lukacs, CHBME
PracticeMax, Inc.

Setu Patel
Technosoft Corporation

Joe Schendel, CHBME
Provider Support Services

Brad Serkin
Medical Billing Solutions Inc

CHAIR

Judson S. Neal, CHBME
Physicians Business Network, Inc.

COMMITTEE MEMBERS

Scott H. Everson, CHBME
PracticeMax, Inc.

Jackie Willett, CHBME
Intermedix Corp.

Andrew P. Kokosa, CHBME
Medi-Data Services, Ltd.

Barry S. Reiter, CHBME
Faculty Practice Services, Inc.

Don Rodden, CHBME
HealthPro Medical Billing, Inc.

Support Staff



James Wieland, Esq.
Legal Counsel



Bill Finerfrock
Legislative Consultant

Administrative Support

HBMA NATIONAL OFFICE



Bradley J. Lund
Executive Director



Fran Cashen
Public Relations



Gail Sunshine, CMP
Conference Director/
Meeting Manager



Kris Cvikota
Website and Database Management



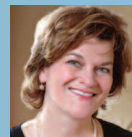
Paul Myers
Director of Education



Madelon Berger, CHBME
Billing Editor



Cindy Rounds
Associate Director for Finance,
Certification and Membership



Sherri Dumford, CHBME
Director of External Affairs



Michelle Botana
Associate Director for Administration
and Governance



John Davidson
Graphic Design



Financials

B A L A N C E S H E E T AS OF DECEMBER 31, 2010



ASSETS

Current Assets

Bank Accounts

Wells Fargo Bank - Checking.....	\$177,715
Smith Barney Money Market.....	\$123,634
Wells Fargo Bank - Money Market Funds.....	\$5,233
Time Certificates of Deposit.....	\$787,341
Total Bank Accounts.....	\$1,093,923
Accounts Receivable.....	\$15,157
Prepaid Expense.....	\$79,661
Total Current Assets.....	\$1,188,741

TOTAL ASSETS \$1,188,741

LIABILITIES

Current Liabilities

Accounts Payable.....	\$43,519
Accrued Expenses.....	\$121,274
Deferred Revenue	
Membership Renewals.....	\$35,960
Meetings and Seminars.....	\$134,032
Website Advertising.....	\$12,500
Total Deferred Revenue.....	\$182,492
Total Current Liabilities.....	\$347,285
Total Liabilities.....	\$347,285

NET ASSETS

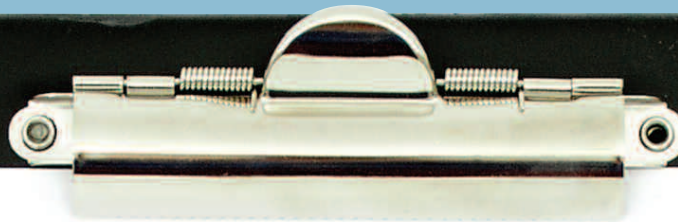
Unrestricted.....	\$698,303
Net Income.....	\$143,153
Total Net Assets	\$841,456

TOTAL LIABILITIES & NET ASSETS..... \$1,188,741

STATEMENT OF REVENUE AND EXPENSE



CHANGES IN UNRESTRICTED NET ASSETS	TOTAL
Unrestricted Revenue	
Membership Revenue.....	\$578,491
Meetings & Seminars	\$1,096,985
Certification	\$27,600
Contributions/Advertising/Newsletters.....	\$150,548
Publications	\$2,070
Products.....	\$3,567
Other Income	\$30,889
Total Unrestricted Revenue	\$1,890,150
Unrestricted Expenses	
General & Administrative Expense	\$872,333
Meetings & Seminars Expense	\$633,489
Certification Expense.....	\$14,141
Publications Expense	\$58,985
Committees.....	\$140,964
Related Association Expense	\$18,144
Total Unrestricted Expenses	\$1,738,055
Increase in Unrestricted Net Assets Before Income Tax Provision	\$152,094
Provision for Unrelated Business Income Taxes.....	\$8,941
INCREASE IN NET ASSETS	\$143,153



HBMA Partners



AFFILIATE MEMBERS provide special services to the company of a principal HBMA member, such as, but not limited to, attorneys, accountants, and billing and business consultants who possess particular knowledge and experience in areas of third party billing and healthcare management.

Alternative Pediatric Services, Inc.

Brandywine Healthcare Services

Brenda Jackson Consulting

Falcon Capital Partners

www.falconllc.com

Global Equity Partners

www.globeequitypartners.com

Haverford Health Advisors

www.haverfordhealthcare.com

McDonald Hopkins, LLC

www.mcdonaldhopkins.com

Provider Resources, Inc.

www.provider-resources.com

Seminars & Consulting

www.DaveSpeaks.com

Solutions Healthcare Management

www.solutionshealthcare.com

VENDOR AFFILIATES are companies that supply products and services to the principal HBMA members that are, or could be, used in the normal course of business. They also include companies that have developed advanced products and services to enhance the productivity and efficiency of third party medical billing companies.

Access Healthcare Services

www.accesshealthcare.co

Acurus Solutions Inc.

www.acurussolutions.com

Advanced Data Systems Corporation

www.adsc.com

AdvancedMD Software, Inc

www.advancedmd.com

A-Life Medical

www.alifemedical.com

AllZone Management Solutions

www.allzonems.com

American Business Systems, LLC

www.ABSystems.com

Aquarius Imaging, LLC

www.aquariusimaging.net

AZZLY

www.azzly.com

BV Investment Partners

www.bvlp.com

Caliber Point Business Solutions LTD

www.caliberpoint.com

Capario

www.capario.com

Centron Data Services, Inc

www.centrondata.com

Clinix Medical Information Services, LLC

www.clinixmis.com

Coderyte, Inc.

www.coderyte.com

Coding Network, The

www.codingnetwork.com

Coding Strategies, Inc.

www.codingstrategies.com

CollaborateMD

www.collaborateMD.com

CPSstatements.com, Inc

www.cpsstatements.com

CPU Medical Management Systems

www.cpumms.com

Dell Systems

www.dell.com/services

DigiDMS Inc.

www.DigiDMS.com

e4e Healthcare Business Services

www.e4ehealthcare.com

eBridge Solutions, Inc.

www.ebridge-solutions.com

Elico Ltd

www.elicobpo.com

Emdeon

www.emdeon.com

FlagShipMD LLC

www.flagshipmd.com

Freedom Imaging Systems

www.freeimage.com

HBMA Partners

VENDOR AFFILIATES (continued)

Gateway EDI, Inc.
www.gatewayedi.com

GeBBS Healthcare Solutions, Inc.
www.gebbs.com

Global Healthcare Resource
www.globalhealthcareresource.com

Grant & Weber
www.grantweber.com

Health-e-Web, Inc
www.hewedi.com

Healthpac Computer Systems, Inc.
www.healthpac.net

Infor-Med Medical Information Systems, Inc.
www.infor-med.com

Inga Ellzey Practice Group, Inc.
www.iepg.com

InstaMed
www.instamed.com

IntelliSoft Group
www.intellisoftgroup.com

iTech BPO, Inc.
www.itechbpo.com

JPI Data Resource
www.jpidr.com

Kareo, Inc.
www.kareo.com

Lister Technologies Private Limited
www.listertechnologies.com

MD On-Line
www.mdon-line.com

MD Synergy Solutions, LLC
www.mdsynergy.com

Med DataCare Pro
www.meddatacarepro.com

MedEnEx, LLC
www.medenex.com

Medical Business Bureau, LLC
www.mbb.net

Medical Electronic Attachment
www.mea-fast.com

Medusind Solutions, Inc.
www.medusind.com

MEGAS - Alpha II
www.megas.net

Merge Healthcare
www.merge.com

Moneris Solutions
www.monerisusa.com

NAPLIA
www.naplia.com

Nuesoft Technologies
www.nuemd.com

Office Ally
www.officeally.com

Omega Healthcare Management Services
www.omegahms.com

PDM Productive Data Management
www.pdmsoftware.com

PPM Information Solutions
www.ppminfo.com

PracticeAdmin, LLC
www.practiceadmin.com

Practice Insight
www.practiceinsight.com

PSC Info Group
www.pscinfogroup.com

RealMed Corporation
www.realmed.com

Sequel Systems, Inc.
www.sequelmed.com

Sevocity Division of Conceptual MindWorks, Inc.
www.Sevocity.com

SlashSupport Inc dba CSS Corp
www.csscorp.com

SNB Bank
www.banksnb.com

Sy.Med Development, Inc.
www.symed.com

SysInformation, Inc.
www.sysinformation.com

Talisman Solutions
www.talismansolutions.com

Technosoft Corporation
www.technosoftcorp.com/hbma

TekHealth Services, Inc.
www.tekhealthservices.com

The SSI Group, Inc.
www.thessigroup.com

TSYS, Inc.
www.tsysoutputservices.com

United Education Institute
www.uei.edu

Webteam Inc.
www.webteam.net

ZirMed, Inc.
www.zirmed.com



Healthcare Billing and Management Association
1540 S. Coast Highway, Suite 203
Laguna Beach, California 92651
Phone: 877/640-4262 • Fax: 949/376-3456

 www.hbma.org