

HEALTHCARE BILLING AND MANAGEMENT ASSOCIATION

2007



H B M A

A N N U A L R E P O R T



setting the industry standards

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2007

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



2007

MISSION OF THE HEALTHCARE BILLING AND MANAGEMENT ASSOCIATION

- Hold members to the highest ethical standards as established by the National HBMA Code of Ethics.
- Promote the professional image of the healthcare billing industry.
- Educate members.
- Foster cooperation and networking among HBMA members.
- Cultivate working relationships with CMS and local Medicare, Medicaid, Blue Cross/Blue Shield and other insurance carriers, as well as state and other relevant government agencies.
- Work with Congress and the Administration to achieve "billing friendly" policies on behalf of the billing industry.

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.

SETTING THE INDUSTRY STANDARDS

LETTER FROM THE president



As **President of HBMA**, it is my honor to present to you HBMA's first Annual Report. The pages of the report represent the culmination of hundreds of volunteer hours that have produced an organization of excellence.

Indulge me as I quote a little Latin here: respice, adspice, prospice. Translated it reads: examine the past, examine the present, examine the future. The Board of Directors of HBMA is charged with exactly that; scanning the past, assessing where we are presently, and anticipating where we need to be in the future, while always keeping the commitment to our purpose in mind.

Out of the strategic planning process in 2006, six goals emerged. They will serve as the roadmap for our organization in the coming years. Our journey included commitment to education, proactive government relations initiatives, public relations initiatives for branding and visibility, membership retention and strength, data collection that will make HBMA a leading source of information, and finally, organizational effectiveness.

One challenge for us, like any organization, is to not only provide the right products and services of value to our members, but to do so at the right time, in the right way, and at the right cost. The leadership of HBMA has worked diligently over the years to fine tune the offerings that provide the greatest value and timely content to our membership. With over 20 educational programs this year, there truly is something for everyone.

Government relations has been an area where our organization has grown in depth and breadth in the last several years. With the help of Capitol Associates, our organization is now recognized as the "go to" source for information regarding our piece of the healthcare reimbursement process. As healthcare billing organizations, we face challenges not only at the federal or national level, but at the state and local level as well. HBMA is committed to providing state resources to our membership, both on our website and through our state knowledge-based email service, and providing members with timely information regarding regulatory and legislative initiatives within their individual states.

Being a member of HBMA allows you the opportunity to gain a wealth of knowledge by taking advantage of all the resources and networking opportunities made available to you. As you read through the pages of this annual report, we hope to bring to you a bit of the past and present of HBMA and share our anticipation for the future.

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Sherri

– Sherri Dumford, CHBME

THE HISTORY OF HBMA



Founded in 1993, the Healthcare Billing and Management Association (HBMA) is the premiere trade association representing third-party medical billers. HBMA members process physician and other provider claims integral to the health care delivery system. They not only bill for medical services, but frequently perform all of the physician's administrative functions. Three out of four HBMA members are expanding their business to include accounts receivable management consulting and practice management services.

Constant changes in Medicare, Medicaid, private health insurance legislation, and regulations make it essential for third-party billers to maintain a presence in Washington, D.C. The HBMA was created to work with and educate Congress and the Administration on issues affecting third-party billers.

HBMA members typically provide services to specialty physician groups and primary care practices and process Medicare, Medicaid, and private health insurance claims. A typical HBMA member processes approximately 20,000 claims per month, totaling \$20 million per year; some do much more. The association is deeply involved in legislative and regulatory issues affecting physicians, Medicare, Medicaid, and the managed care industry, as well as emerging technologies affecting the business of healthcare.

A TYPICAL HBMA MEMBER:

- Accomplishes high levels of claim processing with fewer than 20 employees
- Has been in business for over 10 years
- Serves a client base of more than 20 physician practice groups and more than 50 physicians

THIRD-PARTY BILLING INDUSTRY

The third-party billing industry dates back to the 1950's. However, large billing companies did not emerge until the 1980s when it was required that hospital based physicians' services be billed separately. Healthcare billing companies come in all sizes, ranging from one person to publicly traded companies with revenues of \$300 - \$400 million annually. Third-party medical billing companies employ nearly 30,000 people nationwide, and process more than 17 million claims per month, representing more than \$18 billion per year.

HBMA promotes educational programs tailored to the guidelines from the Office of the Inspector General (OIG) for Third-Party Medical Billing Companies and strongly urges its members to follow these guidelines.



MEMBERSHIP DEMOGRAPHICS SNAPSHOT

OF HBMA MEMBERSHIP COMPANIES

# of Employees	# of Companies	% Total
1 to 15	342	52.8%
16 to 50	169	26.1%
51+	137	21.1%
Total	648	
Total Employees:	28,466	

BY REGION

Northeast Region	133
Southeast Region	126
Great Lakes Region	124
Southwest Region	94
Midwest Region	52
Pacific Region	119



BEYOND TOMORROW

H B M A ' S S T R A T E G I C P L A N

● ● ● In looking toward the future development of the association, the Board of Directors, regional chairs, and HBMA's legislative consultant have created a Strategic Plan that identifies six goals, with corresponding strategies to serve both the membership of HBMA and the industry.

EDUCATION

HBMA will increase member participation and satisfaction in educational programs.

Strategies: HBMA will continue to expand our education programs to include diversified programs that will appeal to our broad membership base. These will include advanced courses, as well as management and staff-level program tracks and weekend workshops. Programs will continue to be monitored and reviewed for content, format, length, frequency of meetings, and alternate delivery formats. The Education Committee will develop policies and procedures regarding sale of books and materials by speakers, as well as speaker reference checks and a remuneration policy. Online evaluation forms for distance learning programs and development of testing resources for attendees will be implemented. Collaboration with related associations for billing educational programs will be explored. In 2008-2009, HBMA will explore the concept of creating a HBMA University.

GOVERNMENT RELATIONS

HBMA will enhance its proactive national regulatory efforts to benefit the industry and clients.

Strategies: To proactively influence regulatory policy and other decision makers, HBMA retains the services of a qualified advocacy firm, Capitol Associates. The Government Relations Committee will establish advocacy objectives and priorities, communicate activities to the Board of Directors and membership, and respond to inquiries and requests for information. HBMA will maintain a high level of communication with relevant government agencies and policy makers, as well as other professional associations. State information that might have federal implications will be collected and action considered on the most important issues.

PUBLIC RELATIONS

HBMA's branding efforts will increase HBMA's influence, visibility, and credibility in the health-care industry.

Strategies: A public relations initiative will include providing all HBMA members with a media kit to allow members to use the HBMA logo on all their outgoing material, the production of an educational DVD for use with member's clients, and press release distributions. This committee will also produce a new member packet and promote use of HBMA's regular publications (i.e. *Billing, Washington Report*) with member's clients. HBMA articles will be promoted through industry journals and periodicals. This initiative also includes fostering relationships with related associations. HBMA will seek to join the National Association of Certifying Boards.



INFORMATION SOURCE

HBMA will be the leading source of information and data for the medical billing and related management services industry.

Strategies: To broaden our reach, HBMA will identify the three most important recipient groups, collect data from members, and disseminate information on number of providers, number of claims processed, total gross charges, total number of encounters and number of FTEs employed. We will become a source for operational information by putting into place a process to obtain more complete in-depth information and benchmarking data for companies to access.

MEMBERSHIP

HBMA will increase membership numbers and dues revenues annually.

Strategies: A measuring system will be created to better understand our retention and new-member acquisition numbers. We will determine why potential members don't join, why members leave, and develop a targeted marketing plan to reach those companies and individuals. Dues structure will be revisited. To target new members, communications and value-added benefits will be emphasized and successful mailing lists will be implemented.



ORGANIZATIONAL EFFECTIVENESS

HBMA will enhance the professionalism, accountability and fiscal responsibility of its volunteer and staff leadership.

Strategies: HBMA will ensure that the management agreement and staffing levels are in line with the strategic plan and ASAE-recommended standards. Job descriptions, goals, timeframes, and performance evaluations will be established for each position. Policies and procedures will be developed for all committees and committee chairs will submit annual work plans, which will be monitored quarterly and reported to the Board. Committee minutes and documents will be published on the website. The materials and orientation process for new Board members will be improved and Board actions will be better documented. HBMA will develop an investment policy for the association, including maintenance of a cash reserve equal to six months of operating revenue.



HBMA has been successful in its publications and specialty conferences, targeted to meet the needs of the healthcare billing management industry.

HBMA MEMBER RESOURCES

HBMA EDUCATIONAL PROGRAMS

- Spring National Annual Conference
- Fall National Annual Conference
- Three to six Regional Meetings throughout the country designed for middle management and appropriate staff
- Two to three Owners & Managers Conferences for HBMA members only, designed for owners and senior management
- Annual Compliance Courses for Third Party Medical Billing Companies
- Twelve “Distance Learning” programs on specific subject matter important to our industry
- Specialty workshops to address our rapidly changing industry



HBMA MARKETING EFFORTS FOR MEMBERS

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

- A website search engine of member companies that can be searched by location and/or specialty. HBMA markets this service to the medical community
- Exhibition at a variety of annual conferences of medical and medical management associations, promoting HBMA and the website search engine
- Speakers made available for national associations of medical and medical management professionals
- 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)
 - ACR (American College of Radiology)
 - AHRA (American Healthcare Radiology Administrators)
 - AMA (American Medical Association)
 - APF (American Pathology Foundation)
 - HCCA (Health Care Compliance Association)
 - HFMA (Healthcare Financial Management Association)
 - MGMA (Medical Group Management Association)
 - RBMA (Radiology Business Management Association)

HBMA PUBLICATIONS

- The HBMA official journal *Billing* published bi-monthly on the HBMA website in the “Members Only” section, with back issues archived
- The HBMA Federal Legislative Update published monthly on the HBMA website in the “Members Only” section, with back issues archived
- A “Best Practices Book” for third party medical billing companies
- A monthly report on federal laws and legislation from our legislative consultant



HBMA ONLINE RESOURCES AT www.hbma.org

- Archive of all HBMA publications
- HBMA Message Board covering subjects of:
 - Coding
 - Compliance
 - General Business Practices
- Online Membership Directory
- HBMA Document Library that enables members to upload forms and documents for others to view and download
- E-mail notification of legislation and government regulations by state
- Online store

HBMA PARTNERSHIPS

- Over 60 companies have joined HBMA as vendor affiliates and are committed to providing the finest products and services to our membership
- Quality Errors & Omissions Insurance program designed for the needs of third party medical billing companies
- Access to coding and other related publications at a 20-30% discount
- A clearinghouse program designed to provide the best quality and pricing in the industry

CERTIFICATION PROGRAMS

HBMA also offers two certification programs that distinguish members as having proven knowledge of the industry and competency in the field:

- Certified Healthcare Billing and Management Executive (CHBME) for owners and senior managers
- Certified Medical Billing Associate (CMBA) for department heads and other key middle management

HBMA LEADERSHIP

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



1993-1995

James Robertson, CHBME
Cambridge Integrated Services Group, Inc.



2000-2002

Victor S. Glorioso, CHBME
Professional Management Inc.



1995-1996

Douglas C. Jones, CHBME
Portland Billing Service



2002-2003

David C. Purvis, CHBME
HealthOne



1997-1998

David F. Jakielo, CHBME
Seminars & Consulting



2003-2004

Robert B. Burleigh, CHBME
Brandywine Healthcare Services



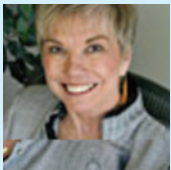
1998-1999

Charles M. Barker, CHBME
Med Group Billings & Collections



2004-2005

Timothy M. Maher, CHBME
Medical Data Systems, Inc.



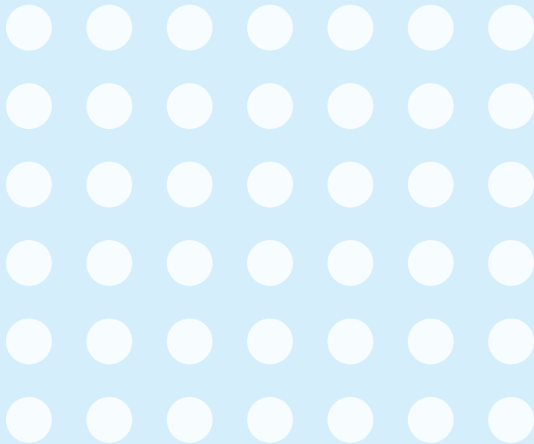
1999-2000

Jean M. Campbell, CHBME
Next Gen



2005-2006

Bing Herald, CHBME
Medical Business Service, Inc.



setting the industry standard

HBMA LEADERSHIP

EXECUTIVE COMMITTEE

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



PRESIDENT

Sherri L. Dumford, CHBME
Three Bridges Consulting, LLC



TREASURER

Scott H. Everson, CHBME
ArborMed Corporation



VICE PRESIDENT AND PRESIDENT ELECT

Kenneth Goodin, CHBME
Emergency Physicians Billing Services



PAST PRESIDENT

Bing Herald, CHBME
Medical Business Service, Inc.



SECRETARY

Randal Roat, CHBME
CBIZ MMP TriMed

BOARD OF DIRECTORS

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 bi-annually at the HBMA National Meetings and monthly via conference call.



DIRECTOR

Jackie Davis-Willett, CHBME
TERM Billing, Inc.



DIRECTOR

Patrick Lukacs, CHBME
Medinomics, Inc.



DIRECTOR

Julie Demerath, CHBME
Badger Billing Services, Inc.



DIRECTOR

Richard C. Papperman, CHBME
Cape Professional Billing, Inc.



DIRECTOR

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



DIRECTOR

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



DIRECTOR

Holly J. Louie, CHBME
Practice Management, Inc.

COMMITTEES

STANDING COMMITTEES

EDUCATION COMMITTEE

The Education Committee provides appropriate educational programs for the membership of HBMA and the third party medical billing community. This committee is charged with the development of educational program curriculum, engaging knowledgeable faculty, and finding appropriate venues for all HBMA educational programs.

Goals for 2007: Perform a complete ongoing review of the overall educational program offerings to determine effectiveness. Implement a new program format for conducting a Compliance Workshop. Develop a standard glossary of medical billing terms. Meet goal of booking conferences 18 months in advance. Develop policies on speaker selection and reference checks as well as material for sale by speakers and on remuneration for speakers. Develop Basic Billing Courses - Medicare 101, CPT 101, ICD9-101. Replace the New Member Breakfast with a New Member Curriculum Packet. Encourage the use of HBMA resources with the development of an audiocast called "HBMA 101." Finalize the Call For Speaker tool and organize the HBMA Library. Continue developing ways to collect effective evaluations from educational programs.

Chair

Richard C. Papperman, CHBME
Cape Professional Billing, Inc.

Vice Chair

Julie Demerath, CHBME
Badger Billing Services, Inc.

Kathryn J. Canny
Physicians' Service Center, Inc.

Judy R. Cardenas, CHBME
HealthMed, Inc.

Carrie Clements, CPC, CHBME
SVA Healthcare Services, LLC

Keri Jennings, CHBME
Tenzing

Sherri L. Dumford, CHBME
Three Bridges Consulting, LLC

Lyle Evans, CHBME
Professional Office Management
Service

Kenneth Goodin, CHBME
Emergency Physicians Billing Services

David F. Jakielo, CHBME
Seminars & Consulting

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

Viggo Madsen
AdvancedMD Software, Inc

Joe Schendel, CHBME
Provider Support Services

Richard B. Usry, CHBME
Healthcare Management Systems

Joe Wurzer
Kareo, Inc.

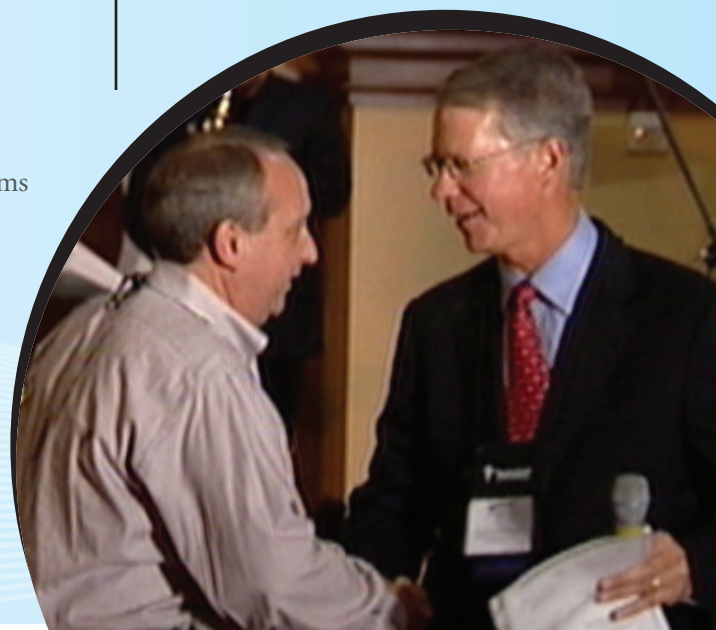
CERTIFICATION COMMITTEE

The Certification Committee provides an educational-based certification program for the HBMA membership and the third party medical billing industry community. This committee is charged with maintaining the eligibility to earn and maintain certification status with HBMA.

Goals for 2007: Promote and market CHBME and CMBA Certification to HBMA members and their employees. Consider development of a written test needed to obtain certifications.

Chair

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



COMMITTEES

STANDING COMMITTEES

ETHICS & COMPLIANCE COMMITTEE

The Ethics & Compliance Committee provides the Membership of HBMA with the highest quality compliance program for third party medical billing companies in the industry. This committee is also responsible for enforcing the HBMA Code of Ethics and deals with any violation of the Code of Ethics as set forth in HBMA Policy.

Goals for 2007: Further develop the process to evaluate and resolve alleged ethical violation complaints received. Expand access to compliance educational programs and processes.

Chair

Holly J. Louie, CHBME
Practice Management, Inc.

Walter Wright, CHBME
MBS, C/O HD Company

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

J. Dennis Mock
Medical Business Bureau, Inc.

Richard E. Conklin, CHBME
Health Care Billing Consultants, Inc.

Cindy Pittmon, CHBME
Specialty Group Services, LLC

Karen L. Collier
Emergency Physicians Billing Services

Jackie Davis-Willett, CHBME
TERM Billing, Inc.

Lynne W. Kottman, CHBME
Alamo Physicians' Services, Inc.

Jim Trotter, CHBME
Management Services Network, LLC.

Shawn Keough-Hartz, CHBME
Provider Resources, Inc.

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 performance against budget and, when appropriate, recommending specific corrective action to assure financial stability.
- Preparing other accounting and book-keeping instruments as appropriate.

Goals in 2007: Further refine finance policies and procedures. Invest HBMA funds to obtain safe, yet maximum return on investments. Further refine the budget process to properly fund the work of HBMA.

Chair

Scott H. Everson, CHBME
ArborMed Corporation

Sherri L. Dumford, CHBME
Three Bridges Consulting, LLC

Kenneth Goodin, CHBME
Emergency Physicians Billing Services

Bing Herald, CHBME
Medical Business Service, Inc.

Brad J. Lund
Healthcare Billing and Management
Association

GOVERNMENT RELATIONS COMMITTEE

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

- Establishing a presence in Washington D.C. to appropriately represent HBMA.
- Structure the committee to differentiate between legislative and regulatory issues.
- Coordinate and advise HBMA members of national issues facing our industry.
- Identify and maintain a mechanism for keeping HBMA members aware of state regulatory and legislative issues.

Goals for 2007: Maintain a Washington, D.C., presence for HBMA. Provide written comments to appropriate legislative committee on proposed legislation. Expand member communication on legislation and regulations that impact our industry.

Chair

Randal J. Roat, CHBME
CBIZ MMP

Bing Herald, CHBME
Medical Business Service, Inc.

Vice Chair

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

Brad J. Lund
Healthcare Billing and Management
Association

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

Lonnie Johnson
CBIZ MMP

Bill Finerfrock
Capitol Associates

Tim Karhu, CHBME
Adds Up, Inc.

Paul Gleis
Per-Se Technologies

Holly J. Louie, CHBME
Practice Management, Inc.

Kenneth Goodin, CHBME
Emergency Physicians Billing Services

J. Dennis Mock
Medical Business Bureau, Inc.

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

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

David Nicholson
Professional Management, Inc.

Shawn Keough-Hartz, CHBME
Provider Resources, Inc.

Don Rodden, CHBME
HealthPro Medical Billing, 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 2007: Clearly define the relationship of our vendor supporters. Create and maintain a strong relationship between our members and our supporting vendors.

Chair

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

Doug Allem
CPU Medical Management Systems

Judy R. Cardenas, CHBME
HealthMed, Inc.

Michael Andrus
Centron Data Services, Inc

Bing Herald, CHBME
Medical Business Service, Inc.

Bonnie Shupe, CHBME
Medical Billing, Inc.

Richard B. Usry, CHBME
Healthcare Management Systems

HBMA STANDING COMMITTEES

PUBLIC RELATIONS COMMITTEE

The Public Relations committee develops programs designed to promote HBMA within the healthcare community. In addition to providing information for HBMA members to use in their own company's marketing efforts, the committee will promote the excellence of HBMA through media kits, press releases and sponsorship of authored articles for publication.

Goals for 2007: Create a media kit for HBMA members. Begin publishing articles in healthcare-related periodicals. Promote HBMA members through the development of a sample press release for various accomplishments within HBMA. Develop a DVD for use by billing companies to educate their clients and staff on information required in order to bill correctly.

Chair

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

Curtis L. Cvikota, CHBME
Cvikota Company, Inc.

Bing Herald, CHBME
Medical Business Service, Inc.

Randal Roat, CHBME
CBIZ MMP

PUBLICATIONS & COMMUNICATIONS COMMITTEE

The Publications Committee is responsible for providing relevant and timely articles in the HBMA newsletter, *Billing*, that provide value to HBMA members. Committee members brainstorm topic ideas, recruit potential authors, and proofread each issue. The committee also provides assistance with the publication of the Annual Report and any other publications as requested by the Board.

Goals for 2007: Continue to provide relevant topics in *Billing* that bring value to members. Measure the value and relevance of *Billing* by conducting an annual survey. Recruit additional writers within HBMA and outside of HBMA for articles.

Chair

Julie Demerath, CHBME
Badger Billing Services, Inc.

Mark Lieberthal
Medical Billing Professionals, Inc.

James E. Monroe
CPSstatements.com, Inc.

Manish Jain
Vision Health Source, Inc.

Nitin Thakor
GeBBS Healthcare Solutions, Inc.

Keri Jennings, CHBME
Tenzing

Jon C. Trezona, CHBME
Premier Medical Consultants, Inc.

EDITOR

KT Anders

REGIONAL MEMBERSHIP AND DEVELOPMENT COMMITTEE

The Regional Development and Membership Committee oversees the educational and informational needs of the six HBMA regions and promotes programs that will attract new members to HBMA. The chairs of the six regions are member of this committee. In addition, each regional chair is charged with contacting members who have not renewed their membership in HBMA National.

Goals for 2007: Increase HBMA membership at the rate of 10% per year. Generate an 80% renewal rate for existing members. Sponsor at least one meeting, conference, or workshop within each Region each year. Assist with the development and maintenance of meaningful state and local information on the HBMA website.

Chair

Patrick F. Lukacs, CHBME
Medinomics

GREAT LAKES REGION

Kathryn J. Canny
Physicians' Service Center, Inc.

PACIFIC REGION

Bill Carns, CHBME
PracticeMax

NORTHEAST REGIONAL

Diane C. Kennedy, CHBME
e-Practice Solutions, Ltd.

SOUTHEAST REGION

Emily M. Osetek, CHBME
Medical Intercept Systems,
A Division of PhyServ, LLC

MIDWEST REGION

Kyle Shupe, CHBME
Medical Billing, Inc.

SOUTHWEST REGION

Patrick F. Lukacs, CHBME
Medinomics



STRATEGIC OVERSIGHT COMMITTEE

The Strategic Oversight Committee maintains the HBMA “Strategic Plan.” The Committee reviews and updates the Strategic Plan annually.

Chair

Bing Herald, CHBME
Medical Business Service, Inc.

Sherri L. Dumford, CHBME
Three Bridges Consulting, LLC

David C. Purvis, CHBME
HealthOne

Tim Maher, CHBME

SURVEY COMMITTEE

The Survey Committee promotes the exchange of meaningful industry information among HBMA members through the development of surveys.

Goals for 2007: Provide a means to record valuable data from our members to enhance: benchmarking data, education, lobbying, the vendor community product and service development.

Chair

Jackie Davis-Willett, CHBME
TERM Billing, Inc.

Robert B. Burleigh, CHBME
Brandywine Healthcare Services

Amy Grissett, CHBME
Medical Practice Solutions

Patrick F. Lukacs, CHBME
Medinomics

Karen L. Olson
KLO Professional Billing, Inc.

Daniel Patrick Stech
Pinnacle Medical Billing

WEBSITE AND INFORMATION SERVICES COMMITTEE

The Website and Information Services Committee is responsible for the HBMA website. This committee is to continually review the functionality of the website and to develop an annual plan of upgrades to the website. This plan, with its related costs, are to be presented to the Board of Directors for review and approval.

Chair

Curtis L. Cvikota, CHBME
Cvikota Company, Inc.

David C. Purvis, CHBME
HealthOne

WEBTEAM

Kris Cvikota
Webteam, Inc.

Brad J. Lund
Healthcare Billing and Management Association



FINANCIALS

BALANCE SHEET

AS OF NOVEMBER 30, 2006



ASSETS

Current Assets

Checking/Savings

1001 · Cash

1010 · Current Bank Accounts \$432,336

Total 1001 · Cash \$432,336

Total Checking/Savings \$432,336

Accounts Receivable

1200 · Accounts Receivable \$13,148

Total Accounts Receivable \$13,148

Other Current Assets

1510 · Prepaid Expense \$52,821

Total Other Current Assets \$52,821

Total Current Assets \$498,305

TOTAL ASSETS \$498,305

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · Accounts Payable \$32,428

Total Accounts Payable \$32,428

Other Current Liabilities

2050 · Accrued Expenses \$39,734

2100 · Deferred Membership Revenue \$14,850

Total Other Current Liabilities \$54,584

Total Current Liabilities \$87,012

Total Liabilities \$87,012

Equity

Prior Period Adjustment -\$27,419

3900 · General Fund \$259,372

Net Income \$179,340

Total Equity \$411,293

TOTAL LIABILITIES & EQUITY \$498,305

H B M A 2 0 0 7 A N N U A L R E P O R T

STATEMENT OF REVENUE AND EXPENSE



DECEMBER 2005 – NOVEMBER 2006

Ordinary Income/Expense	<u>TOTAL</u>
INCOME	
4100 · Membership Revenue	\$465,122
4200 · Meetings & Seminars.....	\$803,125
4310 · Certification	\$28,329
4400 · Contributions/Advertising.....	\$74,865
4500 · Publications	\$1,603
4700 · Products.....	\$230
4900 · Other Income	\$81,225
Total Income	\$1,454,499
EXPENSE	
6100 · General & Administrative Exp	\$528,397
6140 · Meetings & Seminars Exp	\$617,128
6270 · SPS Meeting	\$33,626
6300 · Certification Expense	\$3,312
6400 · Publications Expense	\$17,502
6440 · Collective Wisdom	\$889
6500 · Committees	\$26,753
6600 · Annual Auctions	\$34,709
6610-42 · Advertising	\$2,943
6700 · Products Expense.....	\$403
6800 · User Group Marketing.....	\$9,497
Total Expense	\$1,275,159
Net Ordinary Income	\$179,340
NET INCOME	\$179,340

SUPPORT STAFF

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LEGISLATIVE COUNSEL

Jim Wieland, Esq.

Jim Wieland is a partner in the healthcare practice of Ober, Kaler, Grimes & Shriver, based in Baltimore Maryland. In addition to representing the HBMA, Jim represents other national trade associations. His practice includes a number of third party billing companies as well as a number of physician groups. Jim has a special interest in health care information privacy and related issues. In 2006, he was appointed to a governmental task force to advise the Maryland state legislature on Electronic Medical Records and Regional Health Information Systems.



LEGISLATIVE CONSULTANT

Bill Finerfrock

Bill Finerfrock, of Capitol Associates in Washington D.C., serves on the HBMA Government Relations Committee and is responsible for developing relationships with both governmental agencies and key legislative committees in order to monitor and advise HBMA on all legislation that comes before Congress that affects the billing industry. In addition to publishing a monthly government relations report to HBMA members, he monitors the regulatory agencies' implementation of regulations and is a regular speaker at each HBMA national conference.



ADMINISTRATIVE SUPPORT

INTERNATIONAL SOCIETY OF ASSOCIATION MANAGEMENT, INC.



Brad J. Lund | EXECUTIVE DIRECTOR

Brad is the chief executive officer of the International Society of Association Management, Inc. and is responsible for and oversees all the management and administrative functions of HBMA. He works directly with the HBMA Board of Directors and Standing Committees, as well as the leadership of other associations related to HBMA and to all other public and private relationship HBMA maintains. He is also responsible for overseeing all relationships HBMA has with outside professionals that serve HBMA under contract.



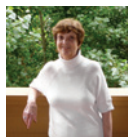
Paul Myers | DIRECTOR OF EDUCATION

Paul provides support for HBMA that includes assistance with identifying speakers and topics that are pertinent to the industry on an on-going basis, maintaining a database of speakers, and assisting with on-site meeting management functions. Paul works closely with the chair of the Education Committee to establish committee meeting dates as well as compiling and distributing committee meeting agendas and minutes. This position reports to executive director and to the conference director.



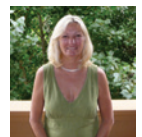
Gail Sunshine | CONFERENCE DIRECTOR/ MEETING MANAGER

Gail oversees the planning, execution, and evaluation of HBMA conferences for local, regional, and national or international attendees. She also manages the logistical elements (strategy and planning) of meetings and special events, coordinating all amenities and accommodations, monitoring and overseeing event budgets and contract negotiation. This position reports to the executive director.



Cindy Rounds | ASSOCIATE DIRECTOR

Cindy provides overall administrative support for HBMA that includes both membership and meeting-management functions. She manages the certification programs and the communication of StateNet information to the members. She also supports the Government Relations Committee. This position reports to the executive director and to the conference director.



Melissa Lord-Toof | SURVEY MANAGEMENT DIRECTOR/MEMBERSHIP SERVICES

Melissa provides support services for the Survey Committee and develops, deploys, and reports HBMA surveys to the Survey Committee. She also supports HBMA administration and membership services. This position reports to the executive director.



HBMA PARTNERS



AFFILIATE MEMBERS are companies that currently and actively 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.

Advanced Healthcare Resources
www.sonixmr.com

Baird Capital Partners
www.bairdprivateequity.com

ChartWare, Inc.
www.chartware.com

Elico Ltd
www.elicobpo.com

Falcon Capital Partners
www.falconllc.com

Health Care Consolidation Partners
www.hccpcorp.com

McLure-Moynihan, Inc.
www.mmic.com

MedAmerica Billing Services, Inc.
www.medamericabilling.com

PAR Advocates

Premier BPO
www.premierbpo.com

Wallingford Capital Corporation
www.wallingfordcapital.com

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

AdvancedMD Software, Inc.
www.advancedmd.com

Ajuba international
www.ajubanet.net

A-Life Medical
www.alifemedical.com

AllZone Management Solutions
www.allzonems.com

AMICAS, Inc.
www.amicas.com

Aquarius Imaging, LLC
www.aquariusimaging.net

Brandywine Medical Management Services, Inc.
www.bmmsi.com

Centron Data Services, Inc.
www.centrondata.com

Claimsnet.com, Inc.
www.claimsnet.com

Clinix Medical Information Services, LLC
www.ClinixMIS.com

CNT Infotech
www.cntit.com

Coderyte, Inc.
www.coderyte.com

Coding Network, The
www.codingnetwork.com

Coding Strategies, Inc.
www.codingstrategies.com

Connectyx Technologies Corp-MRN Manager
www.mrnmanager.com

CPSstatements.com, Inc.
www.cpsstatements.com

CPU Medical Management Systems
www.cpumms.com

DocEnroll
www.docenroll.com

Donnell Systems, Inc.
www.ocie.net

eBridge Solutions, Inc.
www.ebridge-solutions.com

Electronic Healthcare Systems, Inc.
www.ehsmed.com

Empire Medical Review Services, Inc.
www.electronicclaim.com

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HBMA PARTNERS

VENDOR AFFILIATES (continued)



Gateway EDI, Inc.
www.gatewayedi.com

GE Healthcare Information Technology
www.gehealthcare.com

GeBBS Healthcare Solutions, Inc.
www.gebbs.com

Globerian, Inc.
www.globerian.com

Grant & Weber
www.grantweber.com

Health Data Services
www.healthdataservices.com

Healthpac Computer Systems, Inc.
www.healthpac.net

HERAE, LLC
www.herae.com

Hooper Cornell, PLLC
www.hoopercornell.com

iDashboards
www.idashboards.com

Infinite Computer Solutions, Inc.
www.infics.com

InfoImage, Inc.
www.infoimageinc.com

Ingenix
www.ingenix.com

InstaMed
www.instamed.com

IntelliSoft Group Inc.
www.IntelliSoftGroup.com

JPI Data Resource
www.JPIDR.com

Kareo, Inc.
www.kareo.com

KeyMark, Inc.
www.keymarkinc.com

Kietra Corporation
www.kietra.com

Laserfiche Document Imaging &
Document Management
www.laserfiche.com

McKesson Corporation
www.mckesson.com

MedAvant Healthcare Solutions
medavanthealth.com

MEDCLR, Inc.
www.medclr.com

MedicWare Electronic Medical Record Systems
www.medicware.com

Medusind Solutions, Inc.
www.medusind.com

MEGAS, LLC
www.megas.net

Moneris Solutions
www.monerisusa.com

National Asset Recovery, Inc.
www.narincorporated.com

Physicianservices.Com
www.physicianservices.com

PPM Information Solutions
www.pppinfo.com

Pradot Technologies, Inc.
www.pradot.com

Pro Practica, Inc.
www.streamlinemd.com

PSC Info Group
www.pscinfogroup.com

Sequel Systems, Inc.
www.sequelmed.com

SNB Bank
www.banksnb.com

Technosoft Corporation
www.technosoftcorp.com/hbma

TekHealth Services, Inc.
www.tekhealthservices.com

The SSI Group, Inc.
www.thessigroup.com

Vision Health Source, Inc.
www.vision-healthsource.com

Wipro Technologies
www.wipro.com