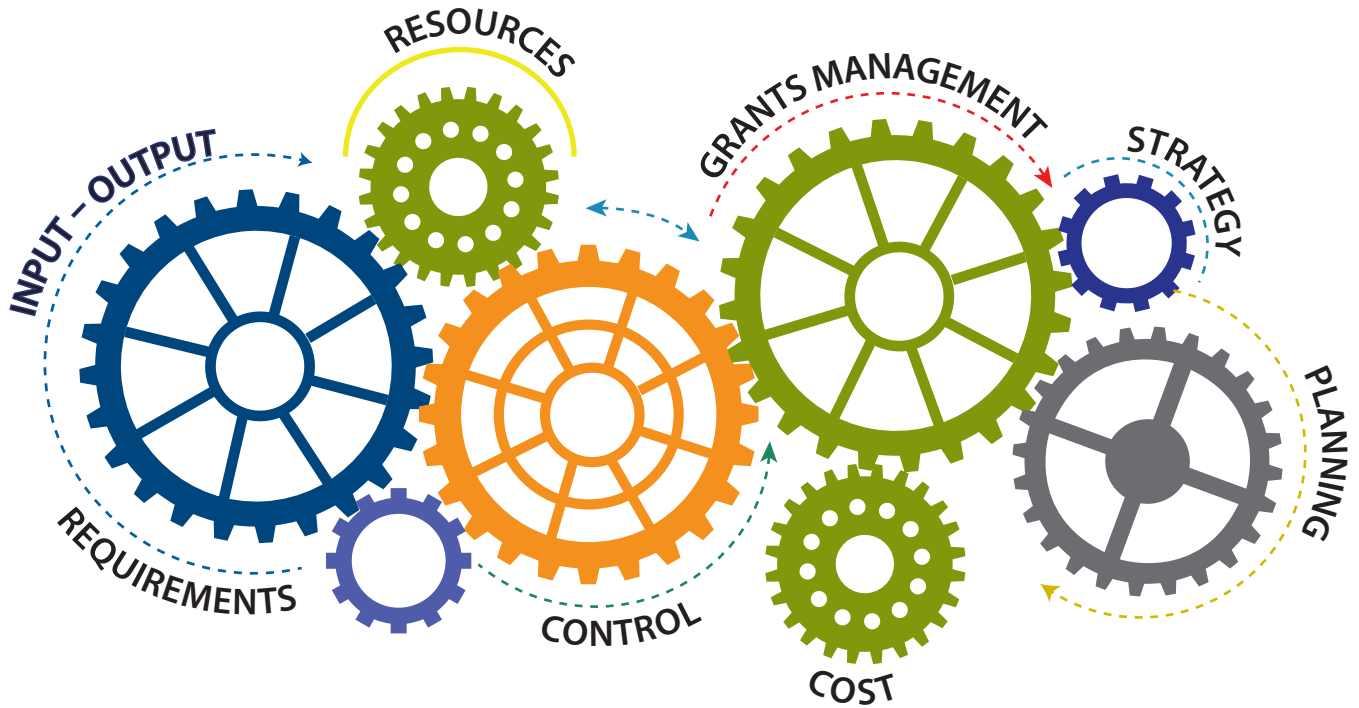


OFFERED BY:



NATIONAL ASSOCIATION OF  
Community Health Centers®



# Financial Operations Management Level 1

## 2023 TRAINING

# Financial Operations Management Level 1 (FOM 1)

January 18 – 19, 2023  
Savannah, GA

Hybrid Event

## Financial Operations Management Level 1 Training Workshop

By the end of this two-day training, participants will be able to:

- Distinguish between approaches to appropriate operational budget development.
- Describe the key drivers of profitability.
- Identify the critical elements to complete an accurate Medicare Cost Report.

To register online for these seminars, visit: [www.nachc.org](http://www.nachc.org) and click Trainings & Events.

For questions, comments or complaints contact [trainings@nachc.org](mailto:trainings@nachc.org) or 301-347-0400.

This program has been recommended for 13.8 CPE and 11.75 CEU in the “Specialized Knowledge” category.

**Delivery Method:** Group Live and Group Internet-Based  
**Prerequisites and or PreWork:** None  
**Program Level:** Basic  
**Duration of Training:** 2 days



NACHC’s Financial Operations Management Training Workshop is an intermediate level exploration of grants management, budgeting, profitability, and Medicare cost reporting designed for health center CEOs, CFOs, COOs, Controllers, Finance Managers, and accountants.

This training will focus on the following CFO Competencies:

[Grant Compliance \(Level 3\)](#)

[Accounting and Finance Operations \(Level 3\)](#)

[Business Communication \(Level 3\)](#)

*These competencies align with NACHC’s Value Transformation, with detailed descriptions of knowledge and skill levels. NACHC resources are mapped to competencies in the [TTA Catalog](#).*

### \*Pricing Information

- Early Bird Registration Fee: \$875 if registration received by January 4, 2023
- Regular Registration Fee: \$975 if registration received after January 4, 2023

Registration cutoff date (Last day to register online): January 11, 2023



SAVE  
**10%**  
ON EARLY  
REGISTRATION

### Embassy Suites Savannah, GA

605 W Oglethorpe Ave, Savannah, GA 31401

**Group Rate:** \$174

**Hotel Reservation Cutoff Date:** January 2, 2023

*NACHC has negotiated a discounted rate of \$174 a night which will be honored until January 2, 2023 or until the block has sold out, whichever occurs first.*

**Instructions:** Book your room by calling the hotel directly at 912-721-6900 and provide the group code “NAC” or reserve online [here](#).

### Tip:

- We encourage you to register and pay (by credit card) for this training and book your hotel accommodations on the same day. A confirmed hotel reservation does not guarantee a spot in the training. If you have not received confirmation for participation in the training, you will be responsible for any hotel cancellation fees.

# Financial Operations Management Training Workshop Level 1 (FOM 1)–Hybrid Event

## Presenters:

**Curt Degenfelder**, *Curt Degenfelder Consulting, Inc., Los Angeles, CA*

**David Fields**, *CPA, CMA, CFM, Partner, Forvis, Springfield, MO*

**Jeffrey E. Allen**, *CPA, Partner, Forvis, Springfield, MO*

**Catherine Gilpin**, *CPA, Director, Forvis, Springfield, MO*



## Day One: January 18, 2023 hybrid in Eastern Time (ET)

<b>8:00 am–9:00 am</b>	<b>Breakfast</b>	
<b>9:00 am–10:30 am</b>	<p><b>Introduction to Value Based Care</b> Change in anything is often met with trepidation but change often brings opportunities. During this session we will review the fundamentals of value based care and how it compares to the current reimbursement environment for FQHC's. We will also discuss the financial implications of value-based care and share how proposed changes can be a win-win for both patients and your financial statements. A discussion will occur on staffing priorities for value-based care along with financial opportunities and some pitfalls to avoid during the transition..</p>	<i>Curt Degenfelder, Curt Degenfelder Consulting 1.8 CPE/1.5 CEU</i>
<b>10:30 am–10:45 am</b>	<b>Break</b>	
<b>10:45 am–12:00 pm</b>	<p><b>Budgeting and Profitability</b> Health centers need to have positive bottom lines to fund growth and development. This session will show the link between budgeting and profitability and identify key drivers of the health center's bottom line.</p>	<i>Curt Degenfelder, Curt Degenfelder Consulting 1.5 CPE/1.25 CEU</i>
<b>12:00 pm–1:00 pm</b>	<b>Break</b>	
<b>1:00 pm–2:00 pm</b>	<p><b>Budgeting and Profitability (cont.)</b> Learn about health center industry benchmarks and how to use them in your practice to better manage cost, productivity and revenue by establishing goals and objectives for budgeting and realization of better financial performance.</p>	<i>Curt Degenfelder, Curt Degenfelder Consulting 1.2 CPE/1.0 CEU</i>
<b>2:00 pm–2:15 pm</b>	<b>Break</b>	
<b>2:15 pm–3:30 pm</b>	<p><b>Medicare Cost Report</b> There are unique aspects to how health centers must bill and receive payment for the services they provide. Explanations of how reimbursement for Medicare PPS, Medicaid, sliding fee scales, and other revenue streams operate are discussed. This session will also cover Medicare cost reporting including discussion on patient visits, reclassifications and adjustments, and the draft of the new Medicare Cost Report form.</p>	<i>Jeffrey Allen, FORVIS 1.5 CPE/1.25 CEU</i>
<b>3:30 pm–3:45 pm</b>	<b>Break</b>	
<b>3:45 pm–4:30 pm</b>	<b>Medicare Cost Report (cont.)</b>	<i>Jeffrey Allen, FORVIS 0.8 CPE/0.75 CEU</i>

## Day Two: January 19, 2023 hybrid in Eastern Time (ET)

8:00 am–9:00 am	<b>Breakfast</b>	
9:00 am–10:30 am	<b>Grants Management and FFR</b> In addition to step by step instruction on how to fill out and file the Federal Financial Report (FFR Form 425), this session also provides an outline that includes an understanding of its purpose and guidance on the information collected on the FFR form.	<i>David Fields, FORVIS</i> 1.8 CPE/1.5 CEU
10:30 am–10:45 am	<b>Break</b>	
10:45 am–12:00 pm	<b>Grants Management and FFR (cont.)</b>	<i>Catherine Gilpin, FORVIS</i> 1.5 CPE/1.25 CEU
12:00 pm–1:00 pm	<b>Lunch</b>	
1:00 pm–2:30 pm	<b>The Current State of the 340B Program</b> The 340B Drug Pricing Program is administered by the Office of Pharmacy Affairs (OPA) and requires drug manufacturers to provide front-end discounts on covered outpatient drugs purchased by covered entities. During this session we will provide an overall introduction to the 340B program and discuss key compliance and self-audit considerations. We will also address the management of contract pharmacy arrangements, 340B program administrators, and Health Center strategies related to manufacturer restrictions.	<i>Catherine Gilpin, FORVIS</i> 1.8 CPE/1.5 CEU
2:30 pm–2:45 pm	<b>Break</b>	
2:45 pm–4:30 pm	<b>CHC preparing for 2025</b> This session will address the current trends of health care and the issues that the CHC of 2025 may face. Will risk-based contracts be the norm? Will collaboration with hospitals or other health care providers be financially significant to the bottom line? What will compliance look like in 2025? Understanding that some variables are unknown, what financial and operational decisions should be considered to strengthen financial metrics, improve operating performance, and reduce risk? What resources, both financial and human, will be needed to meet the challenges of the future? Special consideration will be given to best practices in the strategic planning process to help CHCs financially prepare for providing primary and preventative health care in the future.	<i>Catherine Gilpin and Jeff Allen, FORVIS</i> 2.0 CPE/1.75 CEU

### ACCOUNTING PROFESSIONALS (CPE)

The National Association of Community Health Centers, Inc. (NACHC) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.nasbaregistry.org](http://www.nasbaregistry.org). (Sponsor #108392)

*This program is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) as part of an award totaling \$6,625,000 with 0 percentage financed with non-governmental sources. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by HRSA, HHS, or the U.S. Government. For more information, please visit [HRSA.gov](http://HRSA.gov).*

## REGISTRATION FORM

# Financial Operations Management Training Workshop Level 1 (FOM 1)

### PARTICIPANT INFORMATION

Name \_\_\_\_\_

Title \_\_\_\_\_

Email \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City, State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

### ATTENDANCE METHOD

**(Check one)**    **ATTEND ON-SITE**                      **ATTEND VIRTUALLY**

### COST INFORMATION

#### Financial Operations Management Training Workshop Level 1 (FOM 1)

**Registration is based on a 100-participant availability each for in-person and virtual options or the indicated online registration cutoff date, whichever occurs first. \***

Early Bird Registration                      \$875 per person  
(if received by January 4, 2023)    \$ \_\_\_\_\_

Regular Registration                      \$975 per person  
(if received after January 4, 2023) \$ \_\_\_\_\_

**\*Registration cutoff date (Last day to register online): January 11, 2023.**

### PAYMENT INFORMATION

Check (payable to NACHC)     MasterCard     Visa     American Express

Total amount enclosed \$ \_\_\_\_\_

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Print name as it appears on credit card \_\_\_\_\_

Cardholder's signature \_\_\_\_\_



## Financial Operations Management Training Workshop Level 1 (FOM 1)

**January 18-19, 2023  
Hybrid**

### Three Ways To Register:



#### ELECTRONICALLY

Online registration is available. Go to [www.nachc.org](http://www.nachc.org) Click Trainings, find the date and name of the training and click "register now."



#### MAIL

Mail Registration to:  
NACHC Meetings/Acct. Dept.  
7501 Wisconsin Avenue  
Suite 1100W  
Bethesda, MD 20814  
**Mail registration by  
January 4, 2023.**



#### FAX

Send registration form with credit card information to (301) 347-0457. **Fax registration by January 4, 2023.**

**NOTE:** Registration forms will not be processed without payment.

**NACHC CANCELLATION POLICY:** All Cancellations must be in writing and must be received at NACHC on/before January 4, 2023.

- Cancellations received on/before January 4, 2023 will be assessed a \$100 processing fee.
- Cancellations received after January 4, 2023 are not refundable.
- Cancellations after the conclusion of the training are non-refundable.
- Substitutions are encouraged.
- "No Shows" are non-refundable.

To cancel your reservation, please send a request in writing to [trainings@nachc.org](mailto:trainings@nachc.org).

**Note: Registration is not final until NACHC confirmation is received. This may take up to two weeks from NACHC's receipt of REGISTRATION FORM. DO NOT mail or fax your forms after January 4, 2023.**