

As a senior leader of a nonprofit/FQHC community health center organization, are you so preoccupied with the social mission that you miss opportunities relative to operational efficiencies and cost controls? In a time when routine revenue from government agencies is at risk, informed resource management is vital. The Advanced Study in Health Care Finance (ASHCF) is a case-based course for employees at every managerial level of your organization.

Eligibility

- Current graduates of the League and Suffolk University Certificate Program
- Past graduates of the League and Suffolk University Certificate Program
- Health center senior managers

Program Schedule

ASHCF classes will be held on four Saturdays, September 19, 26, October 3 & 17 from 9:00 am to 5:00 pm at the Suffolk University, Sawyer Business School, 8 Ashburton Place, Boston, MA

Program Credits

- Certificate, *Advanced Study in Health Care Finance*
- Three graduate credits with completion of extra credit assignments

Application Process

To apply to the ASHCF Course, please complete the attached application and recommendation forms and send them with a non-refundable \$50 application fee to: MLCHC Admissions Committee, Advanced Study in Health Care Finance Course, 40 Court Street, 10th Floor, Boston, MA 02108. Recent graduates of the 2015 League and Suffolk University Management Certificate Program will have their application fees waived.

If the application is not complete, it will be returned causing a delay in the review process.

The ASHCF application is due on August 3, 2015. Students will be notified of their acceptance by August 6. The course begins on September 19.

NOTE: If there is insufficient interest in the ASHCF Course, it will be cancelled on August 3.

Cost

With help from sponsors, the League is able to offer the ASHCF Course at a substantial discount. The actual cost of the finance course exceeds \$2,700 per student. The tuition rate for League members is \$950 per student and the rate for non-League members is \$1,800 per student.

Participant Selection

Applicants for the program must meet the following criteria:

Have management responsibilities, or be in line to assume them in the near future.

Have a written recommendation and approval to participate by their direct supervisor and health center executive director. In the case of a community health agency, the applicant's director/supervisor and the agency CEO must make the recommendation.

Since attendance, class participation and completion of all extra credit work are required for obtaining graduate credits, the student must commit to complete the entire four-week program. Since this is an intensive class, please be aware of the class schedule when planning vacations/conferences and other activities during the four-week period.

Agree to invest at least \$100 for educational materials, if required.

Program Overview – Discussion Topics

Industry-wide evolution and changing reimbursement paradigms

- Demonstration projects and the Center for Medicare and Medicaid Innovation (CMMI)
- The impact of shared savings payment models
- The impact of bundled payment models
- Learning to change our position in the clinical care continuum to drive a value proposition to other providers
- How relationship management will impact our future patient flow and overall revenue
- Understanding how we have been impacted by the Obama health care law
- Understanding how Medicaid will move forward

Specific FQHC-based topics

- Defining FQHC organizational focus and strategy and establishing a clear financial road map to improve decision-making and stability
- Building a financially sustainable not-for-profit organization by creating a plan to establish reliable streams of operational and philanthropic support, as well as earned income
- Establishing rigorous methods of measuring and controlling various elements of financial impact for the organization
- Making vital data-driven decisions that lead to improvements to the organization and its activities
- Building partnerships with multiple stakeholders in all three sectors: public, private and nonprofit

Critical-thinking — practical applications to improve financial management and logistics

- Understanding and performing break-even analysis
- Understanding Cost-Value-Profit (CVP) methodology
- Using financial ratio analysis for better management decisions
- Comparing/contrasting operational differences between nonprofit and for-profit corporations
- Examining accounting practices commonly used by community health centers
- Identifying ways to recognize and avoid financial problems
- Maximizing short and long-term financing
- Improving managerial and departmental financial performance

- Examining current trends for banking and cash flow
- Exploring investment management and strategies for managing excess cash, endowment, and long-term (planned) gifts
- Examining financial management strategies that impact borrowing, risk management, benchmarking, and long-term planning
- Understanding the dynamics of insurance relationships and managed care
- Exploring current trends for executive information systems and the use of technology
- Promoting a multidisciplinary approach to the construction and use of effective financial planning models