



HBMA Board of Directors
Tuesday, February 17, 2009
2:00pm EST

Present:

Randy Roat, President
Scott Everson, Vice President
Jackie Willett, Treasurer
Patrick Lukacs, Secretary
Ken Goodin, Past President
Bill Carns, Director
Shawn Keough-Hartz
Andy Kokosa, Director
Holly Louie, Director
Jud Neal, Director
Barry Reiter, Director
Brad Lund, Executive Director
Michelle Botana, Membership Services
Paul Myers, Director of Education

Absent:

Julie Demerath, Director
Don Rodden, Director

Agenda:

1. Call to order and Roll Call
Pres Randy Roat called the meeting to order, Michelle Botana took role and a quorum was determined.

2. Consent Agenda

- Approval of January minutes
- Financial Report
- National Office Report
- Committee Reports

Barry Reiter motioned to approve the consent agenda items minus the certification status report, Holly Louie seconded. All approved, motion passed.

Certification status report – Jud Neal had a question regarding HBMA University as a sub-committee within the certification committee. Brad Lund communicated that the Education Committee would be the driver of an HBMA University, though both committees shared the task within their committee reports.

Jud Neal motioned to approve the Certification status report, Jackie Willett seconded. All approved, motion passed.

3. Technology Committee Presentation

Bill Carns answered questions from the Board before making a motion to approve expenditure for inventory assessments for resale through employer pages. Jackie seconded, all approved, motion passed.

Scott Everson asked that Bill forward the contracts to the Executive Committee for review.

4. ASAE Meeting

Randy Roat gave a brief overview of the meeting, explaining that the Executive Committee enjoyed and benefited from it, hoping to bring back and implement the great ideas and lessons they learned.

5. Strategic Plan Discussion / Direction

- ACMCS Update

The Executive Committee met with Gretchen and Melody from ACMCS. ACMCS will be writing their business plan which will be given to the Executive Committee for review.

6. MedAvant Contract

February 28th is the deadline to give notice of termination.

Scott Everson motioned to renew the agreement but amend it to reflect a 90 day termination without cause clause. If MedAvant is nonresponsive or does not agree, the contract will be terminated. Barry Reiter seconded, all approved, motion passed.

7. Committee Spotlight

➤ Public Relations

The committee is in the process of interviewing PR firms, the front runner is Dodge Communications with a bid of \$40-50K. Also, developing a newsletter that members will be able to build and send to their clients; hoping to have a breakout session at the spring conference.

➤ Government Relations

The committee is in the process of finalizing the CA contract, evaluating StateNet which may be replaced with Legicrawler, the CMS survey will be released next week and discussing the Baltimore/Capitol Hill trip in May.

➤ Technology

The key initiatives that the committee is working on are project management, which is being tested now, EMR/EHR, and policy & procedure management tool.

8. Open discussion time

9. ISAM Bonus – Executive Session

Below are the calculations that the Board used to determine the ISAM bonus for 2008. Jackie Willett made a recommendation to provide an \$8,000 performance bonus to ISAM for 2008.

Scott Everson accepted Jackie Willett’s recommendation and made a motion for an \$8,000 performance bonus for ISAM for 2008. Andy Kokosa seconded the motion. All in favor, none opposed. Motion carried.

4110	Dues Renewal Revenue	Performance Fee	
	\$476,925.00	5%	\$23,846.25
4120	New Member Dues	Performance Fee	
	\$78,830.00	20%	\$15,766.00
4200	Conference & Meeting Income		
	\$930,639.00		
6140	Conference & Meeting Expenses		
	\$691,563.00		
6270	SPS Expense		
	\$31,220.00		
6140 - 6270	Conference & Meeting Expenses - SPS Expense		

\$660,343.00			
4200 - 6140 (net)	Conference & Meeting (Income - Expenses)	Performance Fee	
	\$270,296.00	15%	\$40,544.40

	4110	\$23,846.25
Performance Fee Totals:	4120	\$15,766.00
	4200 - 6140 (net)	\$40,544.40
		\$80,156.65
Discretionary Board Bonus-Staff Survey		8,000.00
TOTAL ISAM BONUS PAYMENT FOR 2008		\$88,156.65

The Board went into Executive Session at 3:15pm EST.