



Date	Time	Location
03/23/2023	10:00 - 11:00am	North Conway Grand Hotel – North Conway, NH

Agenda			
Topic		Presenter	Report
I.	Call to Order	Wade Gallon	
II.	Review & Approve February Minutes (Approval)	Wade Gallon	Attached
III.	February Treasurer’s Report (Approval)	Michelle Smith	Attached
IV.	Committee Reports A. Membership/Volunteer/Certification Committee B. Nominating Committee C. Newsletter Committee D. Sponsorship Committee E. Scholarship Committee F. Education Committee G. Social/ Social Media Committee	R. Gilbert/ W. Gallon E. Cutter T. Jabro/C. Desrosiers T. Monacelli/ J. Walla J. Walla/ A. Murry J. Walla/ D. Kennedy E. Walker/ G. Knight	 Attached Attached Attached
V.	New Business •	Wade Gallon	
VI.	Old Business •	Wade Gallon	
VII.	Meeting Adjournment Next Meeting: Tuesday, April 18, 2023 12 – 1pm via TEAMS	Wade Gallon	

Action Items from Previous Meeting:		
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northern new england chapter

Board Meeting Agenda

Item	Owner	Due Date



Date	Time	Location
02/10/2023	9:00 to 10:00am	Via Teams

Attendees:
Wade Gallon, Zachary Colby, Michelle Smith, Chelsea Desrosiers, Erin Cutter, Mark Bonica, Artem Maksutov, Jeff Walla, Denis Houle, Wendy Dumais, Andrew Murry, Tige Monacelli, Chris Mouradian, Greg Knight, Eric Walker, Rob Gilbert, Thomas Jabro

Documents:

Minutes:		
Topic	Discussion	
I.	Call to Order	W. Gallon called the meeting to order at 9:01am
II.	Review & Approve January 17, 2023 Minutes	Minutes approved as presented.
III.	Treasurer’s Report – January Financials	<p>M. Smith reviewed the attached report.</p> <p>Treasurer’s report approved as presented.</p> <p>M. Smith provided an update regarding three local banks Certificate of Deposit (CD) rates: Bangor Savings, First National Bank and Bar Harbor Bank. Bangor Savings will not match rates and funds are currently at Bar Harbor Bank (BHB). BHB will match rates from First National Bank. The money market for Scholarship will be increased to 1% on the account by BHB, checking account is 0% interest with no fees on the account due to non-profit status; discussion ensued to move \$75K to 6 month CD at 4.05% and \$25K in 12 months at 4.15%.</p> <p>Recommendation was voted on and approved as presented.</p> <p>Next steps will include M. Smith and W. Gallon contacting BHB to initiate the transactions.</p>
IV.	Committee Reports	

Minutes:	
Topic	Discussion
A. Membership/Volunteer/Certification Committee	W. Gallon reported the committee is working on similar initiatives as before; no new information at this time to share.
B. Nominating Committee	<p>E. Cutter reviewed the slate of Board Members and officers included on page 15 of the Board Packet. E. Cutter thanked those that are renewing or stepping up into a new role. E. Cutter reported all Officers and Board Members nominated have agreed.</p> <p>The FY 2024 Officers and Board was voted on and Approved by the Board as presented.</p> <p>The next step will for the slate of Officers and Board to go before our Chapter membership via an online poll later this month for approval with the requirement of 10% or greater in favor.</p>
C. Newsletter Committee	C. Desrosiers reported the upcoming Newsletter is anticipated to be sent out mid-March 2023. Submissions are due by 2/28/2023. One article was received so far on rural hospitals in crisis in addition to updated sponsor listings provided by J. Walla.
D. Sponsorship Committee	J. Walla reviewed the attached information. No New sponsors since the last Board meeting. All sponsor fees have been collected; some did not renew. Discussion ensued regarding engagement with sponsors at the upcoming annual meeting.
E. Scholarship Committee	J. Walla reported there are no updates. A. Maksutov suggested Husson has a Bachelor in Healthcare Finance and MBA in Healthcare Management. A. Muksutov and A. Murry will work on inquiring of additional Maine schools.
F. Education Committee	J. Walla reported the invitation for North Conway Annual Meeting recently launched. Upcoming education invites are planned for this spring. There is opportunity for engagement with those that are participating.
G. Social/ Social Media Committee	E. Walker reported the committee had met just before the call and is planning an event preceding the awards dinner.



Minutes:		
Topic	Discussion	
V.	New Business -	W. Gallon announced the two Medal of Honor nominees. D. Houle inquired of past presidents awaiting plaques. W. Gallon will follow up. Z. Colby suggested the March Board meeting be held in person prior to the upcoming Annual Meeting in March. The Board agreed to March 23 rd at 10am in person at the North Conway Grand Hotel – a change from the March 21 st at 12pm Teams meeting.
VI.	Old Business	CD Rate Discussion – discussed earlier with M. Smith’s update on the January Treasurer’s Report.
VII.	Meeting Adjournment	The meeting adjourned at 9:54am.

Action Items:		
Item	Owner	Due Date

Respectfully submitted by:

Chelsea L Desrosiers, NNE HFMA Secretary

Northern New England HFMA
February 28, 2023
Treasurer's Report
Balance Sheet

Cash:

Operating Checking – Current balance is \$ 197,959.84

- 2 new CD's have been established in March at Bar Harbor Bank & Trust
 - 1 for 6 months \$ 75,000 @ 4.0%
 - 1 for 12 months \$ 25,000 @ 4.15%

Scholarship Fund – Current balance is \$ 6,744.80

- \$ 3.53 in interest was earned for February; YTD \$.58.
 - Interest rate increased to 1.0% from 0.01% in February

Accounts Receivable:

\$ 6,448.40 from CVENT for February 2023 credit card activity.

Deferred Revenue:

\$ 23,304 in corporate sponsorships to be released in June 2023 for June-December 2023.

Income Statement

YTD Operating Gain of \$ 41,601.28 as of February 28, 2023

Income:

Total Revenue recognized YTD \$ 61,877

- Corporate Sponsorships \$ 47,388
- Annual Meeting \$ 7,630
 - \$ 2,400 registration fees
 - \$ 5,230 sponsorships
- Reimbursement Series \$ 6,440
- Social Networking \$ \$ 400
- Webinar Series \$ 15

Expenses:

Total Expenses paid YTD \$ 20,275

- \$ 7,475 related to Reimbursement Conference - overall loss of \$ 1,035 for event
- \$ 632 incurred thru February for Annual Meeting to be held in March 2023
- \$ 307 Social Networking – overall gain \$ 93.13 YTD
- \$ 956 credit card fees related to corporate sponsorships
- \$ 384 Survey Monkey subscription renewal
- \$ 2,548 Board member related travel
- \$ 365 Past President Awards; Flowers for Annual Financial Review
- \$ 1,350 UNH scholarships

82 Northern New England

Balance Sheet

As of February 28, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1010-00 BHBT_5103 checking	197,959.94
1025-00 BHBT_5145 scholarship fund	6,744.80
Total Bank Accounts	\$204,704.74
Accounts Receivable	
1200-00 Accounts Receivable	0.00
1201-00 Other Receivables	6,448.40
Total 1200-00 Accounts Receivable	6,448.40
Total Accounts Receivable	\$6,448.40
Other Current Assets	
1275-00 Prepaid Expenses	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$211,153.14
TOTAL ASSETS	\$211,153.14
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100-00 Deferred Revenue	23,304.00
Total Other Current Liabilities	\$23,304.00
Total Current Liabilities	\$23,304.00
Total Liabilities	\$23,304.00
Equity	
3000-00 Opening Balance Equity	120,582.25
3900-00 Retained Earnings	25,665.61
Net Income	41,601.28
Total Equity	\$187,849.14
TOTAL LIABILITIES AND EQUITY	\$211,153.14

82 Northern New England

A/R Aging Summary
As of February 28, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
ACADIA BENEFITS					0.00	\$0.00
CVENT	6,448.40					\$6,448.40
SYNTELLIS PERFORMANCE SOLUTIONS					0.00	\$0.00
TOTAL	\$6,448.40	\$0.00	\$0.00	\$0.00	\$0.00	\$6,448.40

*clc payments
for Feb. 2023*

82 Northern New England

Profit and Loss

June 2022 - February 2023

	TOTAL
Income	
4100-00 Educational Income Registration fees	6,965.00
4400-00 Interest Income	4.03
4500-00 Sponsorships-General	7,520.00
4501-00 Sponsorships-Annual Corporate	47,387.66
Total Income	\$61,876.69
GROSS PROFIT	\$61,876.69
Expenses	
5100-00 BOD -Travel Region 1	622.54
5100-02 BOD - Travel LTC	1,924.95
5210-00 Education-Facilities & Food	7,973.14
5220-00 Education-Materials	137.97
5300-00 Newsletter Expense	975.00
5400-00 Membership Recognition	364.22
5500-00 Scholarship Grants Distribution	1,350.00
5600-00 Information Technology	1,188.00
5600-02 Website Support & Maintenance	4,400.00
Total 5600-00 Information Technology	5,588.00
6100-00 Bank Charges & Fees	955.59
6500-00 Membership Survey Fees	384.00
Total Expenses	\$20,275.41
NET OPERATING INCOME	\$41,601.28
NET INCOME	\$41,601.28

82 Northern New England
Budget vs. Actuals: FY22-23 - FY23 P&L Classes
 June 2022 - May 2023 (As of February 28, 2023)

	Admin			Annual Mtg			Cost Reporting		
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Income									
4100-00 Educational Income Registration fees			0.00	2,400.00	8,550.00	-6,150.00		150.00	-150.00
4400-00 Interest Income	4.03	10.00	-5.97			0.00			0.00
4500-00 Sponsorships-General			0.00	5,230.00	5,000.00	230.00			0.00
4501-00 Sponsorships-Annual Corporate	47,387.66	50,000.00	-2,612.34			0.00			0.00
Total Income	\$ 47,391.69	\$ 50,010.00	-\$ 2,618.31	\$ 7,630.00	\$ 13,550.00	-\$ 5,920.00	\$ 0.00	\$ 150.00	-\$ 150.00
Gross Profit	\$ 47,391.69	\$ 50,010.00	-\$ 2,618.31	\$ 7,630.00	\$ 13,550.00	-\$ 5,920.00	\$ 0.00	\$ 150.00	-\$ 150.00
Expenses									
5100-00 BOD -Travel Region 1	622.54	3,200.00	-2,577.46			0.00			0.00
5100-01 BOD - Travel FPM		6,600.00	-6,600.00			0.00			0.00
5100-02 BOD - Travel LTC	1,924.95	8,800.00	-6,875.05			0.00			0.00
5100-03 BOD - Travel Annual Conference		9,600.00	-9,600.00			0.00			0.00
5210-00 Education-Facilities & Food			0.00	500.00	11,000.00	-10,500.00			0.00
5220-00 Education-Materials			0.00			0.00			0.00
5300-00 Newsletter Expense	975.00	2,500.00	-1,525.00			0.00			0.00
5400-00 Membership Recognition	364.22	500.00	-135.78			0.00			0.00
5500-00 Scholarship Grants Distribution	1,350.00	6,000.00	-4,650.00			0.00			0.00
5600-00 Information Technology	1,188.00	1,200.00	-12.00			0.00			0.00
5600-02 Website Support & Maintenance			0.00			0.00			0.00
Total 5600-00 Information Technology	\$ 1,188.00	\$ 1,200.00	-\$ 12.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
6100-00 Bank Charges & Fees	653.17	1,500.00	-846.83	131.60	406.00	-274.40		5.00	-5.00
6200-00 Bad Debt Expense		500.00	-500.00			0.00			0.00
6500-00 Membership Survey Fees	384.00	700.00	-316.00			0.00			0.00
Uncategorized Expense		700.00	-700.00			0.00			0.00
Total Expenses	\$ 7,461.88	\$ 41,800.00	-\$ 34,338.12	\$ 631.60	\$ 11,406.00	-\$ 10,774.40	\$ 0.00	\$ 5.00	-\$ 5.00
Net Operating Income	\$ 39,929.81	\$ 8,210.00	\$ 31,719.81	\$ 6,998.40	\$ 2,144.00	\$ 4,854.40	\$ 0.00	\$ 145.00	-\$ 145.00
Net Income	\$ 39,929.81	\$ 8,210.00	\$ 31,719.81	\$ 6,998.40	\$ 2,144.00	\$ 4,854.40	\$ 0.00	\$ 145.00	-\$ 145.00

82 Northern New England
Budget vs. Actuals: Fy22-23 - FY23 P&L Classes
 June 2022 - May 2023 (As of February 28, 2023)

	Reimbursement Series			Social Networking			Webinars-Other		
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Income									
4100-00 Educational Income Registration fees	4,550.00	7,875.00	-3,325.00			0.00	15.00	225.00	-210.00
4400-00 Interest Income			0.00			0.00			0.00
4500-00 Sponsorships-General	1,890.00	5,000.00	-3,110.00	400.00	2,500.00	-2,100.00			0.00
4501-00 Sponsorships-Annual Corporate			0.00			0.00			0.00
Total Income	\$ 6,440.00	\$ 12,875.00	-\$ 6,435.00	\$ 400.00	\$ 2,500.00	-\$ 2,100.00	\$ 15.00	\$ 225.00	-\$ 210.00
Gross Profit	\$ 6,440.00	\$ 12,875.00	-\$ 6,435.00	\$ 400.00	\$ 2,500.00	-\$ 2,100.00	\$ 15.00	\$ 225.00	-\$ 210.00
Expenses									
5100-00 BOD -Travel Region 1			0.00			0.00			0.00
5100-01 BOD - Travel FPM			0.00			0.00			0.00
5100-02 BOD - Travel LTC			0.00			0.00			0.00
5100-03 BOD - Travel Annual Conference			0.00			0.00			0.00
5210-00 Education-Facilities & Food	7,304.24	11,000.00	-3,695.76	168.90	2,500.00	-2,331.10			0.00
5220-00 Education-Materials			0.00	137.97		137.97			0.00
5300-00 Newsletter Expense			0.00			0.00			0.00
5400-00 Membership Recognition			0.00			0.00			0.00
5500-00 Scholarship Grants Distribution			0.00			0.00			0.00
5600-00 Information Technology			0.00			0.00		2,000.00	-2,000.00
5600-02 Website Support & Maintenance			0.00			0.00	4,400.00		4,400.00
Total 5600-00 Information Technology	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,400.00	\$ 2,000.00	\$ 2,400.00
6100-00 Bank Charges & Fees	170.38	386.00	-215.62		75.00	-75.00	0.44	7.00	-6.56
6200-00 Bad Debt Expense			0.00			0.00			0.00
6500-00 Membership Survey Fees			0.00			0.00			0.00
Uncategorized Expense			0.00			0.00			0.00
Total Expenses	\$ 7,474.62	\$ 11,386.00	-\$ 3,911.38	\$ 306.87	\$ 2,575.00	-\$ 2,268.13	\$ 4,400.44	\$ 2,007.00	\$ 2,393.44
Net Operating Income	-\$ 1,034.62	\$ 1,489.00	-\$ 2,523.62	\$ 93.13	-\$ 75.00	\$ 168.13	-\$ 4,385.44	-\$ 1,782.00	-\$ 2,603.44
Net Income	-\$ 1,034.62	\$ 1,489.00	-\$ 2,523.62	\$ 93.13	-\$ 75.00	\$ 168.13	-\$ 4,385.44	-\$ 1,782.00	-\$ 2,603.44

82 Northern New England
Budget vs. Actuals: FY22-23 - FY23 P&L Classes
 June 2022 - May 2023 (As of February 28, 2023)

	TOTAL			% of Budget
	Actual	Budget	over Budget	
Income				
4100-00 Educational Income Registration fees	6,965.00	16,800.00	-9,835.00	41.46%
4400-00 Interest Income	4.03	10.00	-5.97	40.30%
4500-00 Sponsorships-General	7,520.00	12,500.00	-4,980.00	60.16%
4501-00 Sponsorships-Annual Corporate	47,387.66	50,000.00	-2,612.34	94.78%
Total Income	\$ 61,876.69	\$ 79,310.00	-\$ 17,433.31	78.02%
Gross Profit	\$ 61,876.69	\$ 79,310.00	-\$ 17,433.31	78.02%
Expenses				
5100-00 BOD -Travel Region 1	622.54	3,200.00	-2,577.46	19.45%
5100-01 BOD - Travel FPM	0.00	6,600.00	-6,600.00	0.00%
5100-02 BOD - Travel LTC	1,924.95	8,800.00	-6,875.05	21.87%
5100-03 BOD - Travel Annual Conference	0.00	9,600.00	-9,600.00	0.00%
5210-00 Education-Facilities & Food	7,973.14	24,500.00	-16,526.86	32.54%
5220-00 Education-Materials	137.97	0.00	137.97	
5300-00 Newsletter Expense	975.00	2,500.00	-1,525.00	39.00%
5400-00 Membership Recognition	364.22	500.00	-135.78	72.84%
5500-00 Scholarship Grants Distribution	1,350.00	6,000.00	-4,650.00	22.50%
5600-00 Information Technology	1,188.00	3,200.00	-2,012.00	37.13%
5600-02 Website Support & Maintenance	4,400.00	0.00	4,400.00	
Total 5600-00 Information Technology	\$ 5,588.00	\$ 3,200.00	\$ 2,388.00	174.63%
6100-00 Bank Charges & Fees	955.59	2,379.00	-1,423.41	40.17%
6200-00 Bad Debt Expense	0.00	500.00	-500.00	0.00%
6500-00 Membership Survey Fees	384.00	700.00	-316.00	54.86%
Uncategorized Expense	0.00	700.00	-700.00	0.00%
Total Expenses	\$ 20,275.41	\$ 69,179.00	-\$ 48,903.59	29.31%
Net Operating Income	\$ 41,601.28	\$ 10,131.00	\$ 31,470.28	410.63%
Net Income	\$ 41,601.28	\$ 10,131.00	\$ 31,470.28	410.63%

82 Northern New England

1010-00 BHBT_5103 checking, Period Ending 02/28/2023

RECONCILIATION REPORT

Reconciled on: 03/21/2023

Reconciled by: Michelle Smith_FY22 Treasurer

MS
3/21/23

Any changes made to transactions after this date aren't included in this report.

Summary

USD

Statement beginning balance	196,210.64
Checks and payments cleared (2)	-300.70
Deposits and other credits cleared (2)	2,050.00
Statement ending balance	<u>197,959.94</u>
Register balance as of 02/28/2023	197,959.94

Details

Checks and payments cleared (2)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
01/31/2023	Expense		CVENT	-29.00
02/16/2023	Check	1093	Wade Gallon	-271.70
Total				-300.70

Deposits and other credits cleared (2)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
12/31/2022	Receive Payment	CC-Dec 22	Strata Decision Technology	1,000.00
02/17/2023	Deposit			1,050.00
Total				2,050.00



PO Box 1089
Ellsworth, ME 04605-1089

Statement of Account
Account Number: XXXXXX5103



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For your convenience our
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Monday - Friday: 7:00 am - 5:00 pm
Saturday: 8:00 am - 12:00 pm
Call us at 888-853-7100

Automated Phone Banking:
888-638-1950

www.barharbor.bank

26368 1 MA 0.513

HFMA: NORTHERN NEW ENGLAND CHAPTER
10 WAYMAN LANE
C/O MDI HOSPITAL ATTN: MICHELLE SMITH
BAR HARBOR ME 04609

Handwritten signature and date: 2/20/23



SUMMARY OF ACCOUNTS

Account Number	Account Title	Current Balance
XXXXXX5103	Non Profit	197,959.94

CHECKING ACCOUNT

Non Profit		Number of Enclosures	1
Account Number	XXXXXX5103	Statement Dates	2/01/23 thru 2/28/23
Previous Balance	196,210.64	Days in the statement period	28
2 Deposits/Credits	2,021.00	Average Ledger	197,583.12
1 Checks/Debits	271.70	Average Collected	197,583.12
Service Charge	.00		
Interest Paid	.00		
Current Balance	197,959.94		

	Total For This Period	Total Year-to-Date
Total Overdraft Fees	\$.00	\$.00
Total Returned Item Fees	\$.00	\$.00

Activity in Date Order

Date	Description	Credit	Debit	Balance
2/01	PAYMENTS CVENT INC CROWD CCD 1541954458	971.00		197,181.64
2/17	Deposit	1,050.00 ✓		198,231.64
2/24	Check 1093		271.70 - ✓	197,959.94

--- CHECKS IN NUMBER ORDER ---

Date	Check No	Amount
2/24	1093	271.70

* Denotes missing check numbers

*** END OF STATEMENT ***

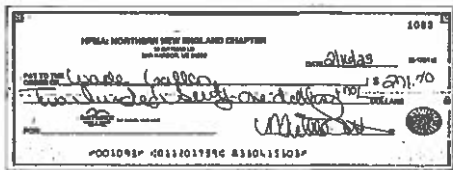


PO Box 1089
Ellsworth, ME 04605-1089

Statement of Account
Account Number: **XXXXXX5103**



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Ck# 1093 Date 02/24/23 Amt \$271.70

82 Northern New England

1025-00 BHBT_5145 scholarship fund, Period Ending 02/28/2023

RECONCILIATION REPORT

Reconciled on: 03/21/2023

Reconciled by: Michelle Smith_FY22 Treasurer

MS
3/21/23

Any changes made to transactions after this date aren't included in this report.

Summary

USD

Statement beginning balance	6,741.27
Interest earned	3.53
Checks and payments cleared (0)	0.00
Deposits and other credits cleared (0)	0.00
Statement ending balance	<u>6,744.80</u>
Register balance as of 02/28/2023	6,744.80



PO Box 1089
Ellsworth, ME 04605-1089

Handwritten signature and date: MS 2/28/23

Statement of Account
Account Number: XXXXXX5145



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For your convenience our
Customer Service Center is available
Monday - Friday: 7:00 am - 5:00 pm
Saturday: 8:00 am - 12:00 pm
Call us at 888-853-7100

26365 1 MA 0.513

HFMA: NORTHERN NEW ENGLAND CHAPTER
10 WAYMAN LANE
C/O MDI HOSPITAL ATTN: MICHELLE SMITH
BAR HARBOR ME 04609



Automated Phone Banking:
888-638-1950

www.barharbor.bank



SUMMARY OF ACCOUNTS

Account Number	Account Title	Current Balance
XXXXXX5145	Money Market	6,744.80

CHECKING ACCOUNT

Money Market		Number of Enclosures	0
Account Number	XXXXXX5145	Statement Dates	2/01/23 thru 2/28/23
Previous Balance	6,741.27	Days in the statement period	28
Deposits/Credits	.00	Average Ledger	6,741.27
Checks/Debits	.00	Average Collected	6,741.27
Service Charge	.00	Interest Earned	3.53
Interest Paid	3.53	Annual Percentage Yield Earned	0.68%
Current Balance	6,744.80	2023 Interest Paid	3.58

	Total For This Period	Total Year-to-Date
Total Overdraft Fees	\$.00	\$.00
Total Returned Item Fees	\$.00	\$.00

Activity in Date Order	Credit	Debit	Balance
Date Description			
2/28 Interest Deposit	3.53		6,744.80

Interest Rate Summary

Date	Rate
1/31	0.010000%
2/10	1.000000%

*** END OF STATEMENT ***

Board Update
Sponsorship Committee
3/23/23

- 2023 Sponsor Program has concluded, but wait...has it? Another sponsor from 2022 just renewed over the weekend, PFC USA. Final report and list below. Goal of \$50,000 and we are 82% (89% gross) toward our goal.

3/20/2023					
NNE HFMA - 2023 Sponsorship Campaign					
			Paid	Solid Commitment	Total
Platinum					
	AccuReg		\$ 2,700		\$ 2,700
	Bank of America		3,000		3,000
	BerryDunn		2,700		2,700
	Baker Newman Noyes		2,700		2,700
	FORVIS		2,700		2,700
	Hollis Cobb Associates		2,700		2,700
Gold					
	Acadia Benefits		1,575		1,575
	Balanced Healthcare Receivables		1,575		1,575
	Clifton Larson Allen (CLA)		1,750		1,750
	ClearBalance Healthcare		1,750		1,750
	eManagement Associates		1,575		1,575
	Integrated Revenue Integrity		1,750		1,750
	Maine Recovery Services		1,575		1,575
	New England Retirement Consultants		1,750		1,750
	The Thomas Agency		1,750		1,750
Silver					
	All States Medicaid		900		900
	ClaraPrice		1,000		1,000
	Helms & Company		900		900
	Multiview Financial		1,000		1,000
	Mazars USA		900		900
	Experian		900		900
	PFC USA			1,000	1,000
	Strata Decision Technology		1,000		1,000
	Stroudwater		900		900
	TruBridge		900		900
Total toward goal			\$ 39,950	\$ 1,000	\$ 40,950
Goal (excluding event sponsorships)					\$ 50,000
82%					
If at full price			\$ 43,444	\$ 1,000	\$ 44,444
89%					

- Those sponsors from last year that did not renew include Syntellis, Blumberg Ribner, Cedar, EBPA, Cloudmed, KPMG, nThrive(FinThrive now), Robert Half, Welts White and Fontaine and HealthCatalyst. The committee will do some work to re-engage with as many of these folks as possible either for Event Sponsorships this year or for Corporate Sponsorship in 2024. We did

have 3 new sponsors in 2023. Worthy of note that in 2022 our original budget for Corporate sponsorships was \$40,000 which is basically the amount we received in sponsorships this year.

3. 2023 Annual Conference has a number of Event sponsorships
 - Name Badge (TAKEN – REVSPRING)
 - Breakfast
 - Break (Morning and Afternoon) (ONE TAKEN – USA SENIOR CARE NETWORK)
 - Luncheon (2 opportunities) (ONE TAKEN – PFC USA)
 - Networking reception/Beverage (TAKEN – HOLLIS COBB)
 - Awards Dinner (TAKEN – BNN)
 - Exhibit (non-corporate sponsor will need to pay a fee that will approximate the cost of a Silver Sponsorship to encourage their more general sponsorship) – (TWO PAYING EXHIBITORS AND 9 IN TOTAL)

We have had inquiries already from non-corporate sponsors with interest in sponsoring. Current Corporate Sponsors were given preference for 10 days before general release.

Board Update
Scholarship Committee
3/23/23

The committee met last week to get an update on Andrew's recent discussion with Husson College about their interest in participating with the NNE HFMA chapter on this Student Member scholarship similar to what we have with UNH. There are some additional questions and information gathering before any action can be recommended to the board. We will engage with Artem to gather some of this information. More to come in the future.

NNE HFMA
Board Report Education Committee
3/23/23

1.	Last Education committee meeting for this year was held on 12/14/22. Call that was scheduled for 3/22/23 was cancelled given that all hands were on deck for the Annual Meeting today and tomorrow. Next likely meeting will be the education planning meeting we will be scheduling.		
2.	Updates of various committees		Committee Co-Chair Assigned to Subgroup
	Virtual programming		
	-	Revenue Cycle Series – Subgroup considering several topics and dates. They also received 3 speaker bureau applications from CLA, a new corporate sponsor for the chapter on three Revenue Cycle related topics. One was selected regarding coding and compliance audits and we have 59 registered as of 3/20/23.	Jeff Walla
	-	Cost Reporting Workshops. Currently looking at series of 3 or 4 webinars/gotomeetings beginning in May/June.	David Kennedy
	-	Legislative update –Spring event is on 4/11/23 – we currently have 47 registered and a follow up reminder will be sent out next week.	Jeff Walla
		Workforce Development Series with a number of topics. One gotomeeting occurred on 3/14/23 to cover topics relevant to tips for posting jobs, job boards, interviewing and retention/onboarding. There were 33 who registered.	Jeff Walla
	In Person programming		
	-	Annual Meeting and Conference – March 23 and 24, 2023 at North Conway Grand Hotel in North Conway, NH. As of 3/20/23 we had 85 registered. Ready, set....GO !	Jeff Walla
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