



SEPT 2025

Keystone Kronicles



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<https://www.linkedin.com/company/aaham-pennsylvania-keystone-chapter/>



keystoneaaham.org



hfma
central pennsylvania chapter

Pennsylvania Keystone Chapter
AAHAM
American Association of Healthcare
Administrative Management
*Empowering the future of healthcare
revenue cycle excellence.*

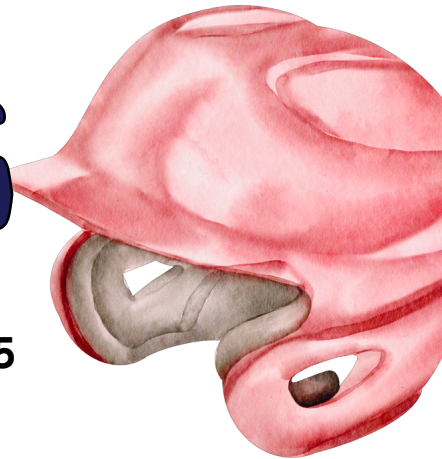


JOINT *education* MEETING

THURSDAY, SEPTEMBER 18, 2025
8:15 AM - 4:45 PM

PENN HARRIS WYNDHAM HOTEL
CAMP HILL, PA 17011

CASUAL DRESS/BASEBALL THEMED:
PLEASE WEAR YOUR FAVORITE BASEBALL
TEAM'S ATTIRE. JEANS, BALL HATS AND
JERSEYS ARE ENCOURAGED.



2025 Annual National Institute

October 20 - 22, 2025 | Hilton Baltimore Inner Harbor, Baltimore

The Annual National Institute is where renowned industry experts in revenue cycle management address the industry's most challenging issues. It's a premier setting for delivering top-tier education and strategy, fostering the generation of ideas to help you thrive during times of significant change.

[Register for ANI](#)

SAVE THE DATES!!

AAHAM ANI 2025

HILTON BALTIMORE INNER HARBOR • BALTIMORE, MD
OCTOBER 20-22, 2025

Leading Healthcare's Revenue Cycle Evolution.
Unlocking Potential,
Driving Results,
Streamlining Success

AAHAM
American Association of Healthcare Administrative Management
Empowering the future of healthcare revenue cycle excellence.



President's Letter



We kicked off the summer with a fantastic Regional Meeting alongside our colleagues from Philadelphia, New Jersey, and Three Rivers. The two-day event was filled with memorable moments, beginning with a golf outing and spa day on June 12th. Seventy golfers enjoyed beautiful weather and scenic views, followed by a reception and time to reconnect with friends and colleagues.

At our Regional Annual ANI, we were fortunate to hear from speakers on change management, legislative trends, and key performance indicators—focusing on how to ensure metrics are truly meaningful. We also hosted two engaging panel discussions: one on enhancing the patient experience, and another on building perfect partnerships with providers and corporate sponsors. The event offered outstanding education and networking opportunities, and I'm deeply grateful for the collaboration with our chapters and the generous support of our corporate sponsors.

In September, we'll be teaming up with Central PA HFMA for a joint meeting with a "Take Me Out to the Ball Game" theme—back by popular demand! Our education team has planned a fantastic lineup, and we'll be holding a raffle to support our scholarship fund.

Speaking of scholarships, I'm thrilled to announce that thanks to Keystone's scholarship program, several members will be attending the National AAHAM ANI in Baltimore, Maryland, from October 20–22. This year, National AAHAM is leading the event, and I'm looking forward to the education and camaraderie it promises. For more information, please follow the link below.

Wishing you a joyful and relaxing rest of the summer—hope to see you soon!

Mary Beth McMenamin, President, Pennsylvania Keystone AAHAM



Corporate Sponsors Spotlight



Med-Metrix: Platinum Level Vendor Partner

Kim Raftery, Regional Vice President, Business Development
Keystone AAHAM Secretary
kraftery@med-metrix.com

Mary Wallace, Vice President, Business Operations
Keystone AAHAM Vice President
mwallace@med-metrix.com

[Both Mary and Kim have served as Keystone AAHAM Board Members, Chapter Officers, and committee members for many years. Their Platinum Level support as well as professionalism, time, and talent is much appreciated by everyone they work with.]
Empowering Healthcare Through Precision Performance

At Med-Metrix, we take pride in being more than just a healthcare performance management company—we're strategic partners in the pursuit of operational excellence and financial strength across the healthcare industry.

Why We Sponsor Keystone AAHAM: We sponsor Keystone AAHAM because we believe in investing in organizations that elevate professionalism, education, and community within revenue cycle management. Keystone AAHAM creates a collaborative space where knowledge thrives, and innovation is shared—and that aligns perfectly with our own mission. We're proud to support the network that strengthens the very core of financial operations in healthcare.

Why We Do What We Do: Our work is driven by a simple yet powerful commitment: transforming healthcare performance through data, technology, and expertise. We exist to empower healthcare leaders with actionable insights and proven solutions that drive measurable outcomes. Whether it's improving cash flow, reducing denials, or optimizing clinical documentation, we do what we do because the success of our clients directly impacts the quality of care their patients receive.



Corporate Sponsors Spotlight



What Sets Us Apart: We don't just deliver services, we deliver precision-built, data-driven performance. What truly sets Med-Metrix apart is:

- **Proprietary Technology:** Customized analytics platforms designed to uncover opportunities others miss.
- **Subject Matter Expertise:** Deep-rooted healthcare knowledge across clinical, financial, and operational disciplines.
- **Client Partnership Model:** We embed ourselves into our clients' culture and goals, becoming an extension of their teams.
- **Results-Driven Focus:** From strategy to execution, everything we do is engineered for quantifiable success.

Looking Ahead: As we look toward the upcoming year, we're excited about expanding our innovations in AI-powered revenue cycle solutions and predictive analytics. We're also deepening partnerships with providers to help them navigate industry shifts with greater agility and confidence. Most of all, we're looking forward to continuing to be a trusted voice, a strategic ally, and a performance catalyst for our clients—because their wins are our wins.



Corporate Sponsors Spotlight



Elevate Patient Financial Solutions® - Silver Level Vendor Partner

Mike Motsay, CRCE

Vice President, Development

C 410-353-8906; Michael.Motsay@ElevatePFS.com

Why We Sponsor Keystone AAHAM: ElevatePFS® is a proud sponsor of Keystone AAHAM to connect, support and build relationships with healthcare professionals through conferences, speaking engagements, and educational opportunities. Through our mission, vision, values and motto, we make a difference for providers across the country and are committed to delivering an elevated client and patient experience.

Why We Do What We Do: ElevatePFS® provides best-in-class services and innovative, specialized technology to address the most complex challenges of the revenue cycle, to go above and beyond for our clients and their patients, and to expand patients' access to much-needed healthcare. Our services include Medicaid Eligibility & Disability Enrollment, Third Party Liability, Workers' Compensation, Veterans Administration, Out-of-State Eligibility, Denials Management, Extended Business Office Engagements, including A/R Services, Low Balance Insurance Follow up, Zero Balance Payment Recovery, and Legacy Receivables, and Self-Pay/Early Out Billing & Collections.

What Sets Us Apart: A trusted partner for more than 40 years, ElevatePFS® delivers market-leading RCM solutions to hospitals and health systems nationwide. We provide an innovative approach to revenue cycle management. With thousands of employees positioned across the nation, we have the national reach and local expertise to deliver exceptional results and an elevated client experience.

Our teams are made up of industry experts with service-specific RCM and provider-side experience, and our innovative, specialized technology and proven processes have been developed to specifically address the most complex aspects of the revenue cycle. With in-depth, state-specific knowledge and a coast-to-coast presence, we deliver exceptional performance.



Corporate Sponsors Spotlight



Our services have continuously achieved HFMA Peer Reviewed status for 15 years. When our hospital clients were most recently surveyed by HFMA Peer Review, 100% of our clients said our service exceeded their expectations.

Looking Ahead: We are trusted by nearly 1,800 client facilities, and we look forward to continuing to deliver an elevated experience to hospital and health systems nationwide. One of our goals is to help them navigate the challenges of the recently passed budget reconciliation bill by providing a comprehensive, Best in KLAS Eligibility program that helps patients receive the help that is available to them. Our focus continues to be on organizational excellence, exceptional value and performance, innovative technology, and patient satisfaction.

Corporate Sponsors

Our 2025 Corporate Partners Are:

Platinum Plus

Nationwide Credit Corporation
PATHS, LLC
Penn Credit Corporation

Platinum

Coding & Billing Solutions
Hollis Cobb
Commercial Acceptance Company
Annuity Health, LLC
Modern Recovery Solutions
Med-Metrix
Kohler HealthCare Consulting

Gold

Nemadji
KeyBridge Medical Revenue Care
SunStone Consulting
Financial Recoveries

Silver

KeyMed Partners, Inc
Bureau of Account Management
Medical Account Management Inc
Elevate PFS Holding

We would like to recognize the following sponsors from the Regional Meeting event:

Ø MDAudit	Lunch Regional Meeting
Ø Firstsource	Breakfast Regional Meeting
Ø Affiliated Care Management, LLC	Breakfast Regional Meeting
Ø Medlytix	19 th Hole Regional Golf Outing
Ø Ingenious Med	Break Regional Meeting

The Corporate Partner Committee, the Board of Directors, and the Executive Officers are incredibly thankful to all our members but especially our vendor partners and sponsors for the invaluable support they provide for the Keystone AAHAM Chapter.

Feel free to reach out to contact Cherice Swick (cswick@pennstatehealth.psu.edu) or Kate Clark (cclark@mosaichcs.com) with any questions.

Regional AAHAM Event



Regional AAHAM Golf Outing



Regional AAHAM Golf Outing

Another GREAT Golf Outing at Olde Homestead to kick-off our Annual Regional Meeting with Keystone, New Jersey, Philadelphia, and Three Rivers Chapters of AAHAM. The weather was great and what a turn-out we had....18 foursomes out on the greens.

We couldn't have these events without our AMAZING sponsors. – Modern Recovery Solutions/KCC Services, Coding & Billing Solutions, Penn Credit, SunStone Consulting, Hollis Cobb Associates, FirsSource, Capio, Accelerated Claims, PATHS, Commercial Acceptance, Annuity Health, and Med-Metrix – thanks for sponsoring a foursome and helping in making this such a successful Golf Day. Also want to thank Medlytix and Elevate for sponsoring our 19th Hole this year.....as hot as it was, that was the place to be. And of course couldn't have the Putting Contest without the support of SunStone and Financial Recoveries. And the event wouldn't be what it is without all of the wonderful volunteers – Toney Fedullo, Laurie Steffy, Mary Beth McMenamin, Nancy Esterly, Katie Ciprietti, Nancy Baker, and Kristy Richmond.

Congrats to our winners –

1st Place – Greg St Clair, Jeff Hinkle, “Smitty”, and Tanner Buss

2nd Place – Gary Serafini, Jason Kane, Merle Charlton, Greg Hocutt

3rd Place – Team of Coding & Billing Solutions – led by Mark Hovan

Closest to the Pin #4 – Nancy Baker

Closest to the Pin #9 – Matt Curry

Closest to the Pin #13 – TJ Ash

Closest to the Pin #17 – Greg Hocutt

Longest Drive (Men) – Greg St. Clair

Longest Drive (Ladies) – Kristen Gallagher and Helene O'Donnell

2025 Frank Gill Memorial Golf Outing



Membership

If you haven't paid your dues, please do so as soon as possible. Local dues are still only 25.00 and National dues are 236.00. If you are only paying local dues, they can be sent to our treasurer Laurie Steffy. If you are paying National Dues, you should send them along with your local dues to National. Please visit the National Website for more information. American Association of Healthcare Administration Management (AAHAM.ORG).

Welcome New Members

Maryourie Castaneda
Full Time Student

Please renew your membership today. If you have any questions about Local or National membership, please contact me at Dale.brumbach@penncredit.com or call 717-329-8695.

Hope everyone enjoyed the Summer

Dale Brumbach
Membership Chairman

Membership totals as July 2025

National Membership
137 Members
124 Renewals
6 New
2 Student Members
5 Lifetime Memberships

Local Membership
24 Members
16 Renewals
4 New
1 Retired
3 Lifetime

Delinquent National Membership 39 Members
12 Retired
4 Left Healthcare
23 unknown

Total 2025 Membership 161 Members

YTD Gain (Loss) 2025 vs 2024

Local
(1)

National
(30)

Total
(31)

2024

National Membership
167 Members
Local Membership
25 Members
Total 2024
192 Members

Total 2023 Membership 209
Total 2022 Membership 252
Total 2021 Membership 215
Total 2020 Membership 206
Total 2019 Membership 227
Total 2018 Membership 196
Total 2017 Membership 171

We currently are down compared to last year by 31 members. We are hoping to make up some ground in the next few months

Please encourage your fellow co-worker to Join the greatest revenue Cycle organization. AAHAM is the only professional association dedicated to the Revenue Cycle

If you know someone who is interested in joining, please let me know I would be glad to reach out.



Keystone Scholarship



Keystone AAHAM Scholarship Opportunity

Keystone AAHAM is proud to offer scholarships to support the educational goals of members and their children pursuing studies in healthcare or related fields.

Two scholarship categories are available:

Keystone Member Scholarship – Open to members with at least one year of active membership.

Child of a Member Scholarship – Open to children of active members with at least one year of membership.

Key Requirements:

- Minimum GPA of 3.0
- Course must have been taken within the last academic year
- Required materials include: a completed application form, proof of tuition payment, a transcript, a letter of recommendation, and a personal essay.
- All materials must be uploaded as part of the online application form.

Apply now: [Keystone AAHAM Scholarship Application Form](#).



KEYSTONE

AAHAM

OUR ONLINE STORE IS NOW

LIVE

