



Executive Committee Report

ACPA Board of Directors Meeting

Wednesday, March 25, 2026

President's Remarks

I am humbled and pleased to present the inaugural Executive Committee (EC) Report to the ACPA Board of Directors. This report highlights the excellent work coordinated and carried out by the four vice presidents and the administrative staff. ACPA continues to grow and strengthen its role as the professional home for physician advisors. One aspect I am particularly proud of is the harmony within the EC and each EC member's dedication to providing a high-quality resource for the physician advisor community. We are beginning a new strategic planning process and look forward to another successful NPAC.

Vice-President of Operations Report (Ahmad Kilani, MD, ACPA-C)

- The 2025 physician advisor survey is now posted on the ACPA website. The survey included 48 questions with 314 participants from 41 states.
- An article was published in the January 2026 newsletter highlighting the 2025 committees' achievements.
- The 2026 Strategic Planning Committee was formed with the first session scheduled for 3/26/2026. Invites to several stakeholders will be sent out soon.
- Observation Committee name changed to Utilization Management Operations Committee.
- Dr. Erin Boyd became the new chair of the GAC Committee, and Dr. Bart Caponi became the new chair of the Utilization Management Committee effective 1/1/2026
- Committees' individual web pages were updated and included member articles that were published in the newsletter in the last few years.

Government Affair Committee

- Launching the inaugural "Ask the GAC" session at NPAC 2026, with the goal of establishing it as an annual event
- Submitting ACPA comments to CMS on the Medicare Advantage proposed rule (CMS-4212-P)
- Promoting awareness of CMS complaint process updates via newsletter and GAC website
- Exploring partnerships with other organizations to advance Medicare Advantage member awareness and patient rights advocacy

CDI Committee

- 2027 pre-NPAC CDI Bootcamp creation and content development
- ACPA-C and ACPA-CDI sub certification question creation
- TLC CDI Module creation/recording to support CDI Bootcamp
- Update of existing ACPA CDI Resource page content

Pediatrics Committee

- The committee is in the planning stages for the September 2026 Town Hall.
- Medicaid subcommittee has drafted & is submitting a paper aimed at comparing how each state Medicaid program and its managed-care organizations define “inpatient” versus “observation” status and identify where definitions lack clarity or conflict, as an analysis highlighting variability and policy implications.
- NICU subcommittee is drafting a paper for submission detailing key themes and concepts encountered by Physician Advisors who work with patients in a neonatal intensive care unit.
- A subcommittee has formed, led by Tina Chu, to help unite regional pediatric Physician Advisors

Utilization Management Operations Committee

- The committee is working on revising the committee charter with significant changes
- Working on providing structure to the committee, committee leadership, and sharing with the organization for wider implementation
- Working on article standards
- Focused on better engagement tracking for the committee, for systematic allocation of opportunities
- Establishing a more reliable cadence of articles and cases for the newsletter
- On 2/12/2026, the committee conducted the first town hall this year with the title “The Physician Advisor Forum: Aligning on Status, Stays and Stewardship.”

Vice-President of Education Report (Scott Ceule, MD, ACPA-C)

NPAC 2026

- Registration – As of March 18, 2026
 - Essentials and Fundamentals – 69 (69% of budgeted)
 - Total in person – 505 – includes registrants, sponsors, speakers, and staff (84% of budgeted)
 - Virtual – 87 (usually see increase when closer to conference)
 - Leadership summit with all spots taken
 - Welcome reception with 445 RSVP's, which includes NPAC and E&F, participants
- Sponsorship - \$156,000 with a budget of \$120,000
- Hotel Room block is now over 93% of our contracted number
- Keynote with Shaun Peet to open NPAC 2026.
- New OBS Panel, GAC panel to discuss Aetna payment policy, and 2 poster sessions

NPAC 2027

- Location will be New Orleans, April 6-8, 2027, with E&F/workshops on April 5, 2027
 - I'm excited to announce that we are planning for the inaugural CDI workshop as a pre-course that will then lead to the ability to take a sub-certification for CDI or for non-physicians to get certified without ACPA-C.
 - The 2027 theme is: Physician Advisor Setting the Rhythm: Managing Change and All That Jazz.

NPAC 2028

- Location will be San Diego, April 4-6, 2028, with E&F/workshops on April 3, 2028

Certification

- Certification Council Co-chairs of Elle Fertig and Ron Hirsch announced
 - Council is working on increasing the number of test questions and looking for a more secure way to offer the test for initial certification
 - Reviewing current re-certification plan and looking to devise a more education-forward and MOC plan to stay up to date on changes versus rigid testing
- ACPA has invested in a new LMS program that will allow more flexibility and an updated platform for ongoing and growing educational offerings
- 2025 Certification income of \$300,123 on budget amount of \$109,425(274%)

- 2026 Certification income through Feb 2026 is \$66,091 with a budget expectation of \$229,350 (28%)
- APCA-C Holders – 638 total, with 487 being members and 151 being non-members

TLC

- 2025 TLC income of \$39,177 on budget amount of \$67,500(58%)
- 2026 TLC income to date of \$4,641 on budget amount of \$25,000(19%)
- Income from preparation course modules is applied to certification income
- Expecting new and updated modules from CDI in their efforts to make sub-certification and a workshop by the end of 2026

Vice-President of Member Engagement Report (Stephanie Van Zandt, MD, ACPA-C)

- **Member Engagement Focus:** Continued progress in strengthening connections, leadership development, and collaboration across the Physician Advisor community through key initiatives.
- **Cultivating Physician Advisor Leaders (CPAL)**
 - ACPA's flagship mentoring program, now in its second year, advances practical Physician Advisor leadership skills while strengthening cross-organizational relationships and ACPA's culture of mentorship.
 - 20 mentor–mentee pairs launched this cycle; One pair recently discontinued due to the mentee's career transition
 - Early feedback reflects strong engagement and meaningful professional growth.
 - Progress survey response rate: 58%; mid-year review session attendance lower than anticipated — engagement strategies discussed with Program Director.
 - **Upcoming Actions:**
 - Informal Meet-up at NPAC 2026 (WHOVA group coordination)
 - Program Closing Survey and Wrap-up session scheduled May 12, 2026

- Late May 2026 – Final program report with recommendations for future cycles
- **ACPA CommUnity Platform**
 - Forum-based engagement platform to support real-time collaboration, resource sharing, and peer learning.
 - Launching with **four Interest Groups**: Informatics, Care Transformation, Quality, and Denials & Appeals.
 - Each group is led by subject matter experts to promote focused discussion and knowledge exchange.
 - Dr. Robert Leviton – Informatics
 - Dr. Suchet Sarda – Quality; Care Transformation* (additional champion recruitment in progress)
 - Ms. Penny Jefferson – Denials and Appeals
 - Successful soft launch completed.
 - ***Upcoming Milestone:***
 - Formal introduction of **ACPA CommUnity at NPAC 2026 (April 14–16, Charlotte, NC)**.
 - Promotional slide rotation between sessions
 - Informal Interest Group champion meetings
 - WHOVA-facilitated meetups
- **Communications Support – Freelance Editor**
 - Ella Unal began as an ACPA freelance editor in January 2026.
 - Provides timely, high-quality editorial review for social media posts, the ACPA newsletter, and *News to Note*.
 - Has proven to be an excellent professional fit as a non-physician editor, adding clear value to ACPA communications.
 - Medical content review remains under physician leadership (Drs. Ugarte Hopkins and Van Zandt).

- Dr. Ugarte Hopkins continues primary development of *News to Note* content; Ella provides final editing prior to distribution.
- **Strategic Impact:**
 - CPAL, CommUnity, and strengthened editorial support collectively demonstrate ACPA's ongoing investment in leadership development, member engagement, and high-quality professional communications.

Vice-President of Finance Report (Ben Kartchner, MD, ACPA-C)

Accounting Notes

- **Accrual basis:** revenue recognized when earned; expenses when incurred, not when cash moves.
- **Lump-sum payments** (e.g., Mentoring Program — \$46,800; Database Platform), are paid in January but spread economically across the full year. January's Operating expenses appear elevated as a result; they normalize from February onward.
- **\$188,025 in Deferred Revenue** (NPAC registrations collected in 2025) was recognized as January 2026 income when the conference was held — driving January's exceptional net income figure

December 2025-Full Year End

- **2025 Net Income: \$502,301** vs. a budgeted loss of (\$20,306), a \$522,607 favorable swing; best year on record.
- **Total Revenue: \$1,735,242** vs. budget \$1,346,154 (+28.9%). Total Expenses: \$1,360,868 — 0.4% under budget.
- **Certification standout:** \$352,254 revenue (321.9% of budget); net \$349,615 — highest-margin program.
- **NPAC delivered \$904,995** in revenue (118% of budget); vendor sponsorships at 162.7% of budget.
- **Membership: \$430,499** (126.6% of budget). Operations expenses favorable — 7% under budget.
- **Concern — Learning Center:** revenue at 64.4% of budget (\$43,472 vs. \$67,500); TLC Recordings generated \$0 vs. \$13,500 budgeted.

January 2026

- **Net Income: \$384,567** vs. annual budget of \$12,322—however, this will be offset by increased operations costs over the next few months
- **Total Assets: \$2,453,982** (+\$270,213 / +12.4% from December). Total Equity: \$2,173,182.

- **Cash: \$695,774** in Chase Checking; \$113,099 Savings; \$1,623M in Schwab investments.
- **NPAC: \$490,865 in revenue** (640% of monthly budget). Net: \$397,629. Conference vendor bills are still pending.
- **Certification: \$33,296** revenue (174% of budget); expenses only 37% of budget — exceptional margin.
- **Membership: 1,375 paid members** (+44 from December). Revenue \$39,894 (132.5% of budget).
- **Operations: (\$102,688) net — elevated due to January lump-sum payments** (Mentoring \$46,800; Database \$15,567). Normalizes in February.

February & March Projections

- **February: projected net loss of (\$15,000)–(\$55,000)** as outstanding NPAC vendor invoices (~\$150K–\$220K) are received and expensed. This is expected and fully covered by the January surplus.
- **March: projected near breakeven to modestly positive (\$0–\$22,000)** as NPAC expense catch-up concludes and operations normalize.
- **Q1 2026 total net income est. \$330,000–\$392,000** — well above the full-year budget of \$12,322.
- **Recurring revenue (Certification ~\$25–32K/mo; Membership ~\$28–35K/mo)** provides a stable base through the remainder of the year.