

# Atlantic States ASC Annual Conference & Trade Show



October 2-3, 2025

Embassy Suites by Hilton Raleigh Durham Research Triangle

*Sponsored by*



Virginia  
Ambulatory  
Surgery  
Association

# Invitation to Attend

## Let's Meet in Raleigh!

Join us this October at the Atlantic States ASC Conference! Don't miss the opportunity to connect with neighboring surgery centers around the Atlantic Coast and hear from expert national and local ASC speakers! This conference provides valuable information that will enhance the management of your surgery center and leave you feeling energized and inspired. Register today to secure your spot at this must-attend event!

This conference is sponsored by the North Carolina Ambulatory Surgical Center Association, the South Carolina Ambulatory Surgery Center Association, and the Virginia Ambulatory Surgery Association.



Network with neighboring Atlantic States ASC's.



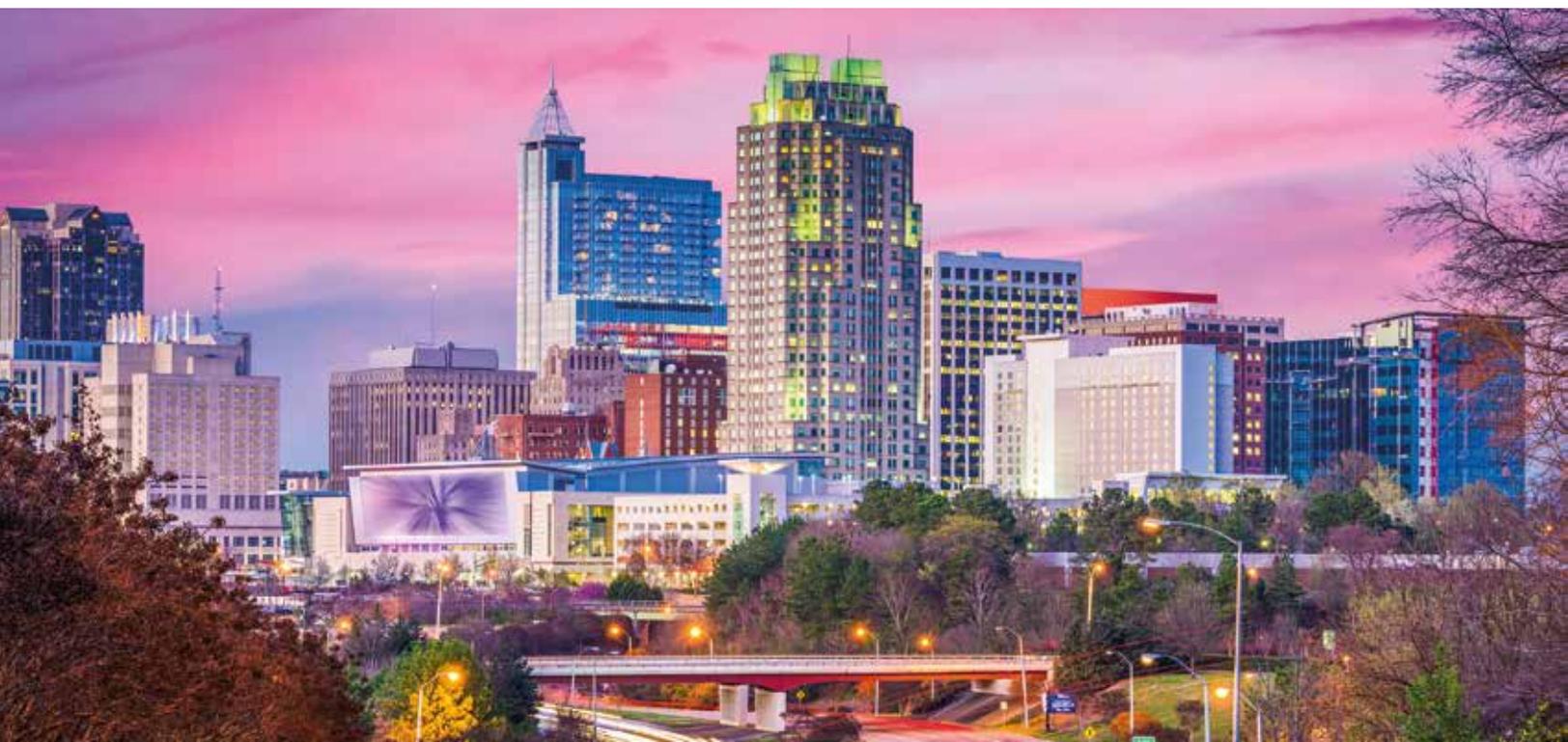
Learn from the nation's leading national and local speakers.



Explore new products and technology with prominent vendors and service providers



And have fun all in the same place!



# Special Events

## Welcome Reception with Exhibitors

**Thursday, October 2, 2025**  
**5:00 p.m. – 6:30 p.m.**

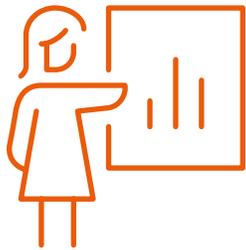
Mix and Mingle! Join us for a welcome reception in the Exhibit Hall for food, drinks and fun! Greet colleagues and meet new ones, while exploring a range of products and services from leading companies and organizations in the ASC industry.



## Hotel Information

### Embassy Suites by Hilton, Research Triangle

Located at 201 Harrison Oaks Boulevard, Cary, North Carolina, The Embassy Suites by Hilton Research Triangle is Located 15 minutes from the airport and within easy driving distance of both Raleigh & Durham. The Embassy Suites by Hilton Research Triangle will offer a group rate of \$219 through September 8, 2025, unless the block is full. Look for reservation details in your conference registration confirmation!



## THURSDAY, OCTOBER 2, 2025

**8:30 a.m. – 9:30 a.m.**

### **Registration**

**9:30 a.m. – 10:30 a.m.**

### **Federal Focus**

*Stephen Abresch, Director of Government Affairs, ASCA*

This session will review current activities and efforts that impact change for ASCs at the national level. Attendees will also hear about the new rules as well as other issues on the horizon.

**10:30 a.m. – 11:30 a.m.**

### **AI-Driven Success: What the Future Holds**

*Moderator: Nick Latz, HST Pathways*

As AI-driven tools become more sophisticated, ASCs must adapt to stay competitive. This panel will explore how AI is revolutionizing workflows, optimizing decision-making, and improving financial and clinical operations. Attendees will gain insights into how AI will shape the next decade for ASCs and what they can do today to prepare.



**11:30 a.m. – 1:00 p.m.**

### **Buffet Luncheon/Exhibit Hall Opening**

**1:00 p.m. – 2:00 p.m.**

### **Life Safety Compliance: Emergency Preparation and Recovery**

*Dale Lyman, Telegian Engineering & Consulting*

This session will discuss how to prepare your ASC for an emergency along with key recovery steps to ensure you can resume patient care safely.

**2:00 p.m. – 2:30 p.m.**

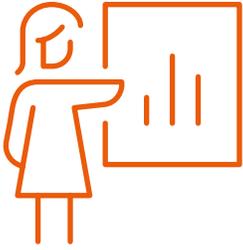
### **Individual State Meetings**



**2:30 p.m. – 3:00 p.m.**

### **Refreshment Break in the Exhibit Hall**

# Agenda



**3:00 p.m. – 4:00 p.m.**

## **Empowering Change: The Role of Coaching and Accountability in Healthcare Leadership**

*Jessica Bush, MHA, BSN, RN, CAPA, CPXP, CPC, Real Change RN Consulting*

In today's fast-changing healthcare landscape, effective leadership is key to accountability and team performance. This interactive workshop equips healthcare leaders with coaching techniques to improve communication, feedback, and goal-setting. Participants will gain practical tools to strengthen leadership, boost team dynamics, and enhance patient outcomes.

**4:00 p.m. – 5:00 p.m.**

## **Tips and Tricks in Revenue Efficiency**

*Misti Hill, CCMA, CPC*

*Surgical Information Systems*

The ASC revenue cycle is complex, and even small mistakes or workflow bottlenecks can delay payments, increase denials, reduce staff productivity, frustrate center owners, and cut into revenue. This session will focus on practical strategies ASC leaders can use to streamline revenue cycle workflows, avoid common pitfalls, and drive greater efficiency – protecting margins, improving cash flow, and strengthening financial performance.



**5:00 p.m. – 6:30 p.m.**

## **Welcome Reception with Exhibitors**

# FRIDAY, OCTOBER 3, 2025



**7:30 a.m. – 8:00 a.m.**

## **Networking Breakfast in Exhibit Hall**

8:00 a.m. – 9:30 a.m.

## **Blueprints to Bedside: The Journey from Planning to Patient Care**

*Derek Martin, Landmark Builders and Justin Christy, Ortmann Healthcare Consulting Services*

An overview of the end-to-end process of delivering a healthcare facility, from initial architectural design through to final construction. We'll walk through key phases including conceptual planning, design development, and construction administration.



**9:30 a.m. – 10:00 a.m.**

## **Refreshment Break in Exhibit Hall**



## FRIDAY, OCTOBER 3, 2025

**10:00 a.m. – 11:00 a.m.**

### **AAMI ST108: Water for Processing of Medical Devices. The New Baseline for Water and Steam Quality in Sterile Processing.**

*Jonathan Wilder, Ph.D., Quality Processing Resource Group, LLC*

AAMI ST108 may seem to present a high hurdle to water compliance at first glance. This session will explain how compliance with AAMI ST108, though seemingly challenging, is actually achievable for most facilities—many of the requirements can be met in-house. It will cover two main areas: bringing current practices up to standard and maintaining ongoing compliance through regular monitoring. Topics include general water testing, specific standards for water used in sterile processing, clarification of the standard's requirements, what tests need to be lab tested versus done internally, and how to evaluate vendor proposals and manage over-specified water systems during negotiations.

**11:00 a.m. – 12:00 p.m.**

### **Solving the Anesthesia Staffing Crisis: Boosting Efficiency and Case Volume in Outpatient Surgery Centers**

*Shanna Stoter, CRNA, Anesthesia Care Services, PA*

Anesthesia staffing shortages are placing increasing strain on outpatient surgery centers, leading to delayed cases, reduced capacity, and growing financial pressures. Many centers have turned to costly stipends as a short-term fix—but this approach is not sustainable. In this session, we'll explore the root causes and operational impacts of the anesthesia shortage, particularly in ambulatory settings. More importantly, we'll present practical, proven strategies to optimize efficiency, increase daily case volume, and avoid the need for stipends. Attendees will gain insights into workflow improvements, smarter scheduling, and staffing models that support long-term financial and clinical success.

**12:00 p.m.**

### **Closing Remarks**



### **CONTACT HOURS**

This program is approved for 8 hours of AEU credit and 1 IPCHs by BASC Provider #1201 Provider approved by the California Board of Registered Nursing, Provider Number 17648, for 8 contact hours.

# Atlantic States ASC Conference Registration

October 2-3, 2025 • Embassy Suites by Hilton Research Triangle • Cary, NC

*Please make copies of this form for additional registrants.*

Name \_\_\_\_\_ Title \_\_\_\_\_

MD  DO  RN# \_\_\_\_\_  Other Suffix \_\_\_\_\_

Company/Center \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

## Atlantic States Member Registration

Members of the North Carolina Ambulatory Surgery Center Association, South Carolina Ambulatory Surgery Center Association, and the Virginia Ambulatory Surgery Association

- Registration on/by August 22, 2025 \$400/person  
*(Please contact your association or email [tammy@ascmember.org](mailto:tammy@ascmember.org) for a discount code prior to registration)*
- Registration after August 22, 2025 \$550/person

## Atlantic States Non-Member Registration

*Centers who have not yet joined NCASCA, SCASCA or VA state associations qualify for this registration.*

- Registration on/by August 22, 2025 \$550/Person
- Registration after August 22, 2025 \$650/Person

## Payment Information

Total Amount Due: \_\_\_\_\_

Check enclosed: Please make checks payable to ASC Excellence

Credit Card: Please register online at [www.atlanticstatesasc.com](http://www.atlanticstatesasc.com)

If you would like to pay with a credit card (Visa, MC, or AMEX), please register online at [www.atlanticstatesasc.com](http://www.atlanticstatesasc.com). If paying by check, please make checks payable to ASC Excellence and mail the form with a check to: ASC Excellence, 1400 Village Square Blvd. #3-175, Tallahassee, FL 32312.

**Refund Policy:** Written notification is required for all refunds and must be received by the ASC Excellence office by September 8, 2025. Written refund requests received by September 8, 2025 will receive a refund minus a \$25 administrative fee. No refunds will be issued after September 8, 2025.

**Special Needs:** Please call the ASC Excellence office at (888) 526-9450 by September 8, 2025 if you require any special accommodation or assistance.

**Questions:** Contact the ASC Excellence Office at (888) 526-9450 or email Tammy at [tammy@ascmember.org](mailto:tammy@ascmember.org). For more information about the conference, please visit the ASASC website [www.ascexcellence.org/atlanticstates](http://www.ascexcellence.org/atlanticstates)



# ATLANTIC STATES ASC CONFERENCE

1400 Village Square Blvd. #3-175  
Tallahassee, FL 32312  
Phone: 888.526.9450

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