

MANUFACTURERS EXECUTIVE CONFERENCE

April 18 - 20, 2023

Hotel Colee | Atlanta, GA



SPRING 2023



LEARN • NETWORK • SUCCEED

**Welcome to Atlanta Georgia
HMMC 2023 Spring Executive Conference**



On behalf of the entire Board of Governors of HMMC, I would like to thank you for your attendance at this year's Spring Conference. The Board and in particular your programming committee chaired by Tim Kery, aided by a team of individuals including Bryan Fosmore, Ken Spett and Ellenmary Martin, worked very hard to put together a great program that will allow you to learn, network, and enjoy your time over the next two days.

Please make a point to thank the representatives of our sponsoring companies. They have made it possible for us to enjoy this conference with their generous contributions. Please see the enclosed sheet for sponsors.

Thank you again for joining us! If you have any questions, please do not hesitate to reach out to the conference desk (outside meeting room) or any of the Members of the Board of Governors. Please let us know if you need anything as we are more than happy to assist!

Best Regards,



Erik Graaf
HMMC President

2023 HMMC Board of Governors

Erik Graaf	Gerry LoDuca
Mike Atkinson	Ellenmary Martin
Brad Baker	Tara Piperis
Ray Baynard	Joe Przepiorka
Kurt Forsthoefel	Kaleigh Richardson
Bryan Fosmore	James P. Spitzer
Julia Jacobson	Liz Querio-Pedaci
Tim Kery	

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Manufacturers Executive Spring Conference 2023

“Unlocking the Doors: Navigating Access in the New Normal”

April 18-20

Hotel Colee, Atlanta Buckhead, Autograph Collection
3377 Peachtree Rd NE, Atlanta, GA, 30326

TUESDAY, APRIL 18

- 12:00-3:00 PM** **Board Meeting**
- 3:15-5:00 PM** **Committee Meetings - New Members Welcome!**
Program Committee
Sponsor Committee
Marketing Committee
Membership Committee
- 6:30-7:15 PM** **Welcome Reception**
Cocktails, Hors d'oeuvres
- 7:30-9:00 PM** **Opening Dinner**

WEDNESDAY, APRIL 19

- 7:00-8:00 AM** **Breakfast**
- 8:00-8:15 AM** **Welcome to the 2023 Spring Manufacturers Executive Conference**
Erik Graaf, President, HMMC
- 8:15-9:15 AM** **Cracking the Code: Key Strategies for Navigating Government Access**
Pete Junge, Vice President of Government Services, Optimal Healthcare Solutions
Pete will take a deep dive into selling to government agencies and cover various topics such as navigating the procurement process, building relationships with decision-makers, meeting regulatory requirements, developing competitive pricing strategies, and overcoming common obstacles. Members will learn strategies and best practices for successfully marketing medical products to the government.
- 9:15-9:45 AM** **Opening Doors to a Diverse and Sustainable Workforce: Best Practices for Attracting and Managing Talent**
Daryus Campbell, Trainer and Consultant, Nyah Lynn & Associates Inc.
A robust and sustainable workforce is critical to organizations that support the medical supply chain. Organizations need to attract talent who see career opportunities and diverse environments. They also need to manage across multiple generations. During this session, we will discuss these priorities and how to implement best practices for success.



9:45-10:00 AM Break

10:00-11:00 PM Unlocking Collaborative Strategies for Delivering Quality Cancer Care

Rob Fisher, Senior Director of Corporate Accounts, B. Braun Medical

Dan Austin, Vice President, Oncology, McKesson

The delivery of quality care for cancer patients takes a collaborative effort. Part of that collaboration is the relationship between the providers, distributors, and manufacturers. In this session, we will hear from each of those stakeholders and how they employ best practices in ensuring products are in the right place to optimize patient care.

11:00-12:00 PM Breaking Through: How to Disrupt the Narrative with Omni-Channel Marketing Strategies

Lissa Clemmons, Senior Director of Global Marketing, BD

Jamie Kirmess, SVP Managing Director, Shift Paradigm

In a recent survey, only 20% of hospital executives said that newly launched medical technologies represent significant advancements. How will you disrupt that narrative? BD's Sr. Director of Global Marketing Lissa Clemmons and Shift Paradigm's SVP Managing Director Jamie Kirmess will share key insights and strategies for successful new product launches leveraging omni-channel marketing best practices.

12:00-1:00 PM Lunch

1:00-2:30 PM Networking Activity

Sales, Marketing, and Operations Breakouts

2:30-2:45 PM Break

2:45-3:30 PM Navigating Global Challenges: Ensuring Ethical Practices and Compliance in Medical Supply Chains Amid Increased Federal Enforcement Efforts

Damon V. Pike, Principal, International Tax - Customs & Int'l Trade Services, BDO USA LLP

Medical Manufacturers are facing global challenges in their supply chains, and recent federal import enforcement efforts have put additional strain on it. During this session, you will gain insights into the increased enforcement efforts and investigations of the US Customs and Border Protection (CBP) regarding forced labor practices in China and other countries. You will also learn about the potential impacts on your supply chain and ways to ensure compliance with federal mandates and ethical business practices in global supply chains.

3:30-5:00 PM Rethink Selling: Converting the UnReceptive:

Tom Stanfil, CEO & Co-Founder, ASLAN Training & Development

and Author of UNRECEPTIVE: The New Way to Sell, Influence & Lead

Sales organizations have been struggling to gain access to healthcare facilities post-COVID. This has led to an avalanche of calls, leaving HCPs unreceptive to remote sales efforts. In this session, Tom Stanfill, the author of UNRECEPTIVE, shares surprising research on why the traditional approach to selling backfires on the growing population of unreceptive decision-makers and the simple strategies to navigate the five receptivity barriers, getting more meetings, and converting the 80+% of unreceptive customers.

6:00-9:00 PM Off-Site Evening Networking Event



THURSDAY, APRIL 20

7:00-8:00 AM **Breakfast**

8:00-9:30 AM **Thriving in the Evolving Healthcare Landscape: Best Practices and Insights for Suppliers from Premier**

Dave Edwards, National Vice President of Business Development, Premier

In this session, Dave will be providing insights into the Current State of IDNs and the evolving landscape of healthcare organizations. Next, he will share best practices for suppliers, including strategies for building strong relationships with IDNs and other healthcare providers. Finally, Dave will provide an update on Premier, offering insights into the company's latest initiatives and priorities. This session promises to be an informative and engaging look at the current state of the healthcare industry and the role of Premier and its partners in shaping its future.

9:30-9:45 AM **Break**

9:45-10:45 AM **Behind the Curtain: Customer Spotlight**

Sharon Clark, Purchasing Project Manager, Northside Hospital, Georgia Cancer Specialist

Join us for an insightful session as senior leaders from a leading local Health System share their expert insights and valuable experiences on how manufacturers can effectively engage and sell their products to healthcare providers in today's ever-evolving and consolidating healthcare landscape.

10:45-11:15 AM **Break**

11:15-11:45 AM **Report Back on Networking Activity and Closing Comments**

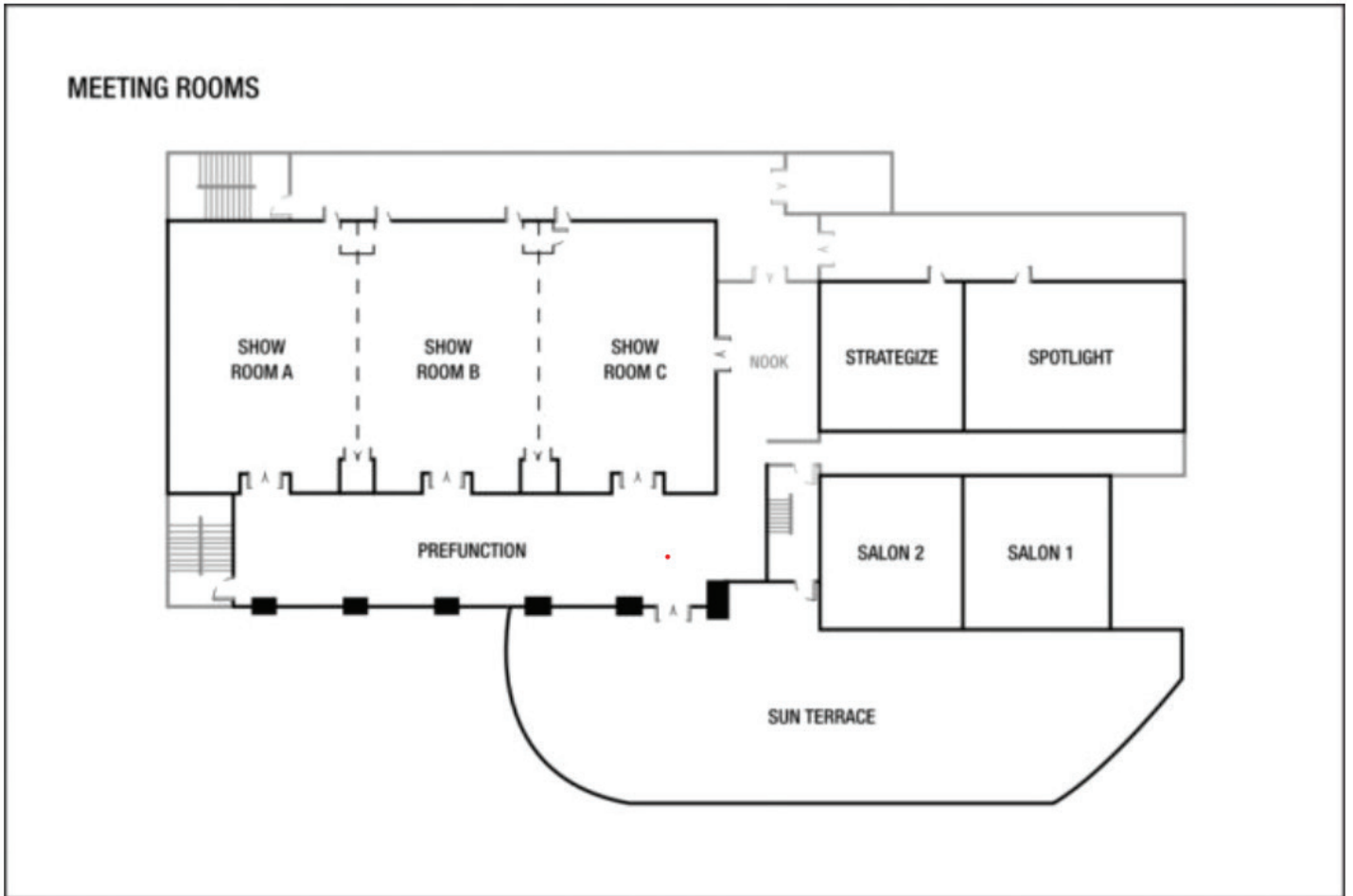
Erik Graaf, President, HMMC

11:45 AM **Adjournment**



Meetings & Events Floor Plan

Hotel Colee



HMMC CONTACT INFORMATION

HMMC OFFICE: 609-297-2211

hmmc@hmmc.com

www.hmmc.com

ATTIRE

Business Casual



WELCOME TO THE FUTURE OF SELLING



ACCESS

- Facilitates Access
- Maximizes Time
- Fosters Engagement
- Expands Conversations

INFLUENCE

- Educates and Trains
- Aggregates Desired Content
- Spotlights Products
- Promotes Expertise
- Streamlines Sales Process

RELEVANCE

- Customized Experiences
- Omni-Channel Marketing Campaigns
- Data Drives Sales Strategies
- Deepens Supplier-Buyer Relationships

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- Create Customized Virtual Selling Experiences
- Promote Strategic Suppliers and Products through Marketing Campaigns
- Focus the Buying Process with Targeted Content and Data-Driven Interactions
- Defining the Future of Inside Sales

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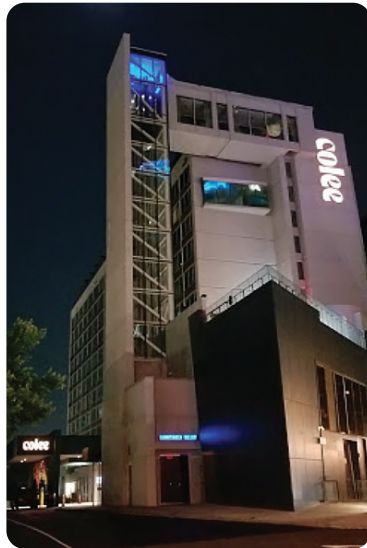
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HMMC WEDNESDAY EVENING OUT & NETWORKING EVENT

Maggiano's
3368 Peach Tree Rd
Atlanta, GA 30326



Hotel Colee

3377 Peachtree Rd, NE
Atlanta, GA 30326
678-500-3100

Hotel Colee, Atlanta Buckhead, Autograph Collection is the feather in the cap of Buckhead, GA. Our pet-friendly boutique hotel sparkles with confidence, style and a true sense of occasion. From the moment you walk into our hotel lobby, you feel it. There's always something happening here, from morning coffee to evening cocktails to speakers' series. Plans are hatched, deals struck, romances kindled and legends unfold in one of Atlanta's most prestigious neighborhoods. So, check into your hotel room, kick back and live it up. Take a dip in our rooftop infinity pool, overlooking Atlanta's Peachtree Road, or work up a sweat in our 24-hour fitness center. When you need an excuse to dress your best and paint the town any color you like, ride our glass elevator up to Rosé & Rye, our rooftop bar, set against the glittering backdrop of the Atlanta skyline. Whether you're in Buckhead for the night or making a weekend of it near Brookhaven, this is where GA shows up and swagger hangs its hat.



Attendee List

First Name	Last Name	Organization	Title	email
Doug	Anderson	Sempermed USA, Inc.	President	doug.anderson@sempermedusa.com
Dwight	Anderson	Sagamore Sales & Marketing	Senior Inside Sales Manager	danderson@sagamosales.com
Brad	Baker	MTI, Inc.	President	brad.baker@mti.net
Jim	Baum	W.A. Baum, Inc.	V.P. Marketing & Sales	jmbaum@yahoo.com
Ray	Baynard	Tex-Care medical	President	rayb@texcaremedical.com
Julie	Berry	Health Industry Distributors Association	Director, Conferences & Sponsorship Sales	berry@hida.org
Matt	Bourne	Midmark Corporation	VP of Sales	mbourne@midmark.com
Tanya	Coby	Midmark	Integrated Marketing Manager	tcoby@midmark.com
Janis	Dezso	Aspen Surgical	V.P. Sales	jtdezso@gmail.com
Tim	Driver	MedPro Associates	National Sales Director, Government Care	tdriver@mproassociates.com
Katie	Educate	GOJO	Corporate Account Director	EducatKC@gojo.com
Rebecca	Ferreira	Sagamore Sales & Marketing	Director of Operations	rferreira@sagamosales.com
Kurt	Forsthoefel	Midmark Corporation	Marketing Director	kforsthoefel@midmark.com
Bryan	Fosmore	IZI Medical	Sr.Vice President, Sales & Marketing	bryan.fosmore@izimed.com
John	Giordan	Sagamore Sales & Marketing	Vice President Sales & Business Development	jgiordan@sagamosales.com
Erik	Graaf	B. Braun Medical, Inc.	Vice President, OPM Field Sales	Erik.graaf@bbraunusa.com
Scott	Hirst	Midmark Corporation	Manager, Medical Corporate Accounts	shirst@midmark.com
Steve	Kelly	American Diagnostic Corporation	VP Sales	skelly@adctoday.com
Philander	Kelsey	Amsino Medical Group	President, North America	phil_kelsey@amsino.com
Tim	Kery	Sagamore Sales & Marketing, Inc.	President	tkery@sagamosales.com
Gerard	LoDuca	DUKAL Corp	President	gloduca@dukal.com
Don	Lovre	B. Braun Medical, Inc.	Director, National Accounts Distribution	Don.Lovre@bbraunusa.com
Andy	Maggard	Symmetry Surgical	Vice President of Sales	andy.maggard@symmetrysurgical.com
Ellenmary	Martin	DUKAL Corp	Chief Strategy Officer	EMARTIN@DUKAL.COM
Don	Nymberg	B. Braun Medical, Inc.	Vice President, OPM Division	don.nymberg@bbraunusa.com
Tara	Piperis	Symmetry Surgical/ Aspen Surgical	Regional Vice President	Tara.Piperis@symmetrysurgical.com
Kaleigh	Richardson	Sagamore Sales & Marketing, Inc.	Sales & Marketing Sr. Manager	krichardson@sagamosales.com
J. Robert	Saron	Symmetry Surgical	Senior Vice President, Global Distribution	rob.saron@symmetrysurgical.com
Ken	Spett	Graham Field	CEO	kspett@grahamfield.com
James	Spitzer	Dale Medical Products, Inc.	Director of Sales and Marketing	j.spitzer@dalemed.net
Mike	Thomas	MTI, Inc.	Director of Product Management	mike.thomas@mti.net
Tracy	Timmerman	Midmark Corporation	Sr. Marketing Manager	ttimmerman@midmark.com
Jimmy	Wright	Tex-Care Medical	Vice President	jimmyw@texcaremedical.com





Better Care Starts at the Point of Care

At Midmark we use evidence-based design to meaningfully connect technology, equipment, workflows and the EMR at the point of care for a better healthcare experience.

See what we're all about at: midmark.com/HMMC



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HEALTHCARE MANUFACTURERS MANAGEMENT COUNCIL (HMMC) ANTITRUST COMPLIANCE PROGRAM GUIDELINES

- A. It is HMMC's Board of Directors established formal policy for HMMC, a not-for-profit membership corporation, to comply fully with the antitrust laws applicable to trade association activities. The Sherman Act and other applicable antitrust laws are intended to promote vigorous and productive business competition and to combat various restraints of trade.
- B. In furtherance of this policy, HMMC meetings are attended by HMMC Executive Officers who periodically consult with HMMC legal counsel.
- C. Each person who is an HMMC member and who participates in HMMC activities has a responsibility to his/her employer, to himself/herself and his/her family, and to HMMC to avoid any improper conduct from an antitrust standpoint. The following guidelines will assist in meeting this responsibility:
- 1.HMMC meetings and discussion are, in general, to be industry-promotion, industry-issue, industry-development or educationally oriented. Subject to the above, discussions by HMMC members may generally cover industry product developments on a generic basis, advancing marketing skills, developing historical market data on a general (i.e., non-specific company, basis) and federal and Medicare-Medicaid reimbursement regulations and policies, Medicare-Medicaid Anti-Fraud Act provisions, hospital market-physician market-home health care and DME market regulatory and legal matters, product liability legal standards, changing policies of federal and state law enforcement and regulatory bodies and federal or state laws or pending legislation and related HMMC testimony and lobbying important to the industry and its future. Notwithstanding the foregoing, HMMC members shall not participate in or conduct price or wage surveys or similar surveys of competitively sensitive information, unless the data requested is at least three months old, the information is gathered by a non-competitor (such as HMMC or a third party consultant), and only aggregated statistics reflecting data from at least five competitors will be distributed to the public or to survey participants, with no one competitor accounting for more than 20% of any aggregated statistic on a weighted basis.
 - 2.In view of antitrust considerations (both civil and criminal) and to avoid any possible restraints on competition, the following legally-sensitive subjects as to a given company or its competitors must be avoided during any discussion between competitors:
 - (a) Current and future marketing plans of individual competitors should not be discussed between competitors;
 - (b) Any complaints or business plan relating to specific customers, specific suppliers, specific geographic markets or specific products should not be discussed between competitors;
 - (c) Purchasing plans or bidding plans should not be discussed (except privately between two parties with a vertical commercial relationship such as supplier and customer);
 - (d) Current and future specific price information and pricing plans, bidding plans, refund or rebate plans, discount plans, credit plans, specific product costs, profit market information and terms of sale should not be discussed between competitors.
 - (e) Any matter that is inconsistent with the proposition that each member of HMMC must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers, and choosing the markets in which it will compete.
 - (f) All of the above are elements of competition which must not be the subject of any agreement between competitors.
 - 3.Any question regarding the legality of a discussion topic or business practice should be brought to the attention of HMMC legal counsel or a company's individual legal counsel for legal advice.
 - 4.HMMC shall either read or reference these Guidelines before each meeting of its members.

REVISED 3/08





PETE JUNGE

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Vice President of Government Services, Optimal

Pete Junge is Vice President of Government Services at Optimal, and has responsibility for Military, Veterans Administration and Other Governmental Agency Markets.

He joined Optimal in 1998. Since that time, he has held positions of increasing responsibility including Operations Manager, International Sales Business Unit Leader, Overstock Inventory Business Unit Leader and Controller of the company.

Prior to joining Optimal, Junge majored in accounting at Loyola University New Orleans, and he was the Controller of a real estate tax consulting firm. A native of Eastchester, New York, he now resides in Houston, Texas. He still does not own cowboy boots.



DARYUS O. CAMPBELL

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Trainer and Consultant, Nyah Lynn & Associates Inc.

Daryus Campbell serves as a trainer and consultant for Nyah Lynn & Associates Inc., and brings a wealth of knowledge. He is a highly skilled and professional HR executive with 25+ years of HR leadership experience and 6+ years of DEI leadership experience in multiple industries with large and small businesses. A dynamic change leader that leverages relationships, creativity, and innovation to bring solutions to today's challenges and achieve tomorrow's goals. Passionate talent developer that is successful at building, developing, and leading teams to meet the changing demands of business. Daryus is experienced in creating positive and productive change and deliverables on-site or remotely.

As an expert facilitator, Daryus is attuned, adept, and flexible in cross-cultural communications including but not limited to generational, gender, cultural, and other dynamic forces that make us uniquely similar and dissimilar. Daryus possesses the innate ability to meet participants where they are and safely, compassionately, move them forward to the next level or in some instances, several levels. He infuses emotional intelligence in his delivery style as he creates, and role models a psychologically safe environment for participants to ask questions and offer divergent viewpoints.

He has vast experience in round table discussions, working with Employee Resource Groups, and individual contributors. Daryus seeks to inspire the curiosity within each learner, provide thought-provoking discussions, and raise the bar on learning, retaining, and immediate transference back to the work environment.



ROB FISHER

Senior Director of Corporate Accounts, B. Braun Medical

Rob Fisher currently serves as the Senior Director of Corporate Accounts for B. Braun Medical's Outpatient Market Division. Rob brings more than 23 years of medical device selling and leadership experience to the role.

As part of the company's outpatient market corporate accounts team, Rob manages two of B. Braun's largest non-acute customers: The U.S. Oncology Network—the country's largest outpatient community oncology organization serving more than 1.2 million patients annually—and Optum Care—a company of more than 60,000 physicians and 2,000 multi-specialty clinics nationwide. Rob's previous role within corporate accounts included leading the company's outpatient market contracting efforts with various group purchasing organizations to include Vizient and Premier.

Prior to his role with corporate accounts, Rob served for six years as the division's Midwest Region Manager leading a diverse team of sales representatives and specialists. He is a two-time "Region Manager of the Year" award winner. Rob began his career with B. Braun in 2000 serving as a local sales representative and field sales trainer.

Before starting his career in medical device sales, Rob served for five years in the U.S. Army as an Air Defense Artillery officer in various key leadership positions. He holds a Bachelor of Science Degree in Environmental Studies from the United States Military Academy at West Point.

Rob and his wife Jenny have three children and reside in the metropolitan Kansas City area.



DAN AUSTIN

Vice President Oncology, McKesson

Dan Austin has spent more than 20 years in healthcare on the manufacturing side with Tidi Healthcare, 3M Healthcare, and a majority of his career with McKesson Medical-Surgical. He started out as a Regional Manager, moving into Corporate Accounts, Director of U.S. Oncology, and is now Vice President Oncology for the medical-surgical business. The last 12 years, Dan has focused on the community Oncology market developing customer-first programs and managing supply chain for the largest Oncology practice in the United States. Today, Dan is leading strategy for the Medical-Surgical business to "show up differently in Oncology" to create new avenues for patient care, bring fresh perspectives on helping customers thrive in the new medical economy, and allow healthcare to put patients at the center of care. Dan lives in Minneapolis, Minnesota and is a member of ACHE, proud supporter of the University of Minnesota, and an avid ice fisherman.



LISSA CLEMMONS



Senior Director of Marketing, Beckton Dickinson

Lissa Clemmons is the Senior Director of Marketing for Beckton Dickinson–Peripheral Intervention. Her background in the medical field as a practiced nurse, and 25 years in sales and marketing, fuels her determination to deliver the highest standard in commercial results, and keep her customers top of mind.

Lissa’s combined three-pillar experience in the medical device industry, partnered with her passion for the customer, can be seen in all aspects of her work—building and leading teams to challenge the status quo, leveraging new capabilities to push the boundaries, and delivering engaging Omni-Channel campaigns to meet the needs of customers, patients, and business alike. Her work has led to multiple awards and recognitions across the span of her career.

When Lissa is not working on the next big BD initiative, she and her husband are hiking fourteen miles deep in the wilderness or planning their next trip with their son, currently attending ASU.

JAMIE KIRMESS



SVP Managing Director, Shift Paradigm

Jamie Kirmess, SVP Managing Director, provides strategic leadership and operational strategies with a proven track record of driving results across multiple industries. Her formal education in advertising, combined with her real-world experience in revenue operations for companies at a variety of growth stages is instrumental in guiding end-to-end solutions for her clients.

Jamie is passionate about building high-performing, purpose-driven teams across marketing, sales and customer success. She has advised a wealth of clients in these areas, including enterprise organizations like Atlassian, Becton Dickinson, APEI, and S&P Global and scaled organizations like Workhuman, Invoca, Showpad and many more.

Jamie specializes in omni-channel marketing, prioritized growth strategies, effective product launch, revenue process and campaign enablement strategies.



DAMON V. PIKE

Principal, International Tax - Customs & Int'l Trade Services, BDO USA LLP

Damon V. Pike, Principal, International Tax - Customs & Int'l Trade Services, BDO USA LLP will lead our discussion on the current state of affairs relative to federal import enforcement activity, and ways to ensure that your company is prepared. Damon leads BDO's Customs and International Trade Services (CITS) group and has nearly 34 years of experience helping multinational companies navigate the complex rules governing the cross-border movement of goods and services.



TOM STANFILL

CEO & Co-Founder, ASLAN Training & Development

Tom Stanfill is CEO and co-founder of ASLAN Training, a global sales enablement company appearing nine consecutive years in the SellingPower Top 20. Since 1996, ASLAN has worked with many of the Fortune 500 companies, training more than 100,000 sellers and leaders in more than 35 countries. He is also the author of the book *UNRECEPTIVE: The New Way to Sell, Influence & Lead*, published by Harper Collins in 2021.

His passion: helping organizations and individuals embrace the idea that we are more successful and fulfilled when we serve.



DAVE EDWARDS

National Vice President of Business Development, Premier

Dave Edwards is a well-known and widely-respected healthcare industry leader.

He began his career in surgical sales in San Antonio, Texas at American Hospital Supply in 1984, which was acquired by Baxter in 1986. He subsequently moved into increasingly larger areas of responsibility in sales management in California, then the East Coast out of Atlanta, where he is still based. He left Baxter and worked in the start-up med tech world, then left with a friend to help start a new company in the device and specialty products space. That company became Aspen Surgical and was ultimately sold to Roundtable Partners and then to Hill Rom. Dave then joined Premier where he helped create the Member Field Services and Sales model, which today has grown to more than 550 people. He later created the Supplier Engagement segment of Premier, where he pioneered win/win/win collaborative solutions broadly across the manufacturing and services landscape. Dave was part of the Premier IPO in 2013, helping to insure the continued revenue stream from contracted suppliers.

He left in 2016 to become the Senior VP/GM for Siemens Healthcare for North America, where he brought an enterprise approach to a formerly siloed company. There his team closed multiple \$100M+ customer partnerships, playing a key role in transforming Siemens from a global capital equipment manufacturer focused on imaging transactions to an all-in diagnostics solutions company that invested in long-term customer alliances.

During Covid, Dave transitioned to Omnicell, where he built the Account Management function that was responsible for \$700+M of Omnicell's \$1B in revenue. Dave left Omnicell to "come home" to Premier in July of last year as the National VP of Business Development, responsible for all Enterprise Sales inclusive of GPO Membership, Advisory Services, Technology and Data Insights platforms.





SHARON CLARK

Purchasing Project Manager, Northside Hospital, Georgia Cancer Specialist

Sharon has been involved with Northside Hospital - Georgia Cancer for 21 years. Prior to joining Northside, Sharon spent 10 years as a pharmacy technician in both retail and the hospital setting.

She will share the mission of Georgia Cancer and how her work with products and suppliers support those efforts. She will discuss how products are reviewed, approved and managed today, the expected relationships that Georgia Cancer has with manufacturers, distribution, GPOs and how to work together to serve their needs. This is meant to be an open discussion to aid in a better understanding of this segment of our market.

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Spring BUSINESS MEETING

(Members Only)

Agenda Hotel Colee Buckhead, Atlanta, GA

- **President's Opening Remarks: Erik Graaf**
- **Overview of the Year**
- **2023 Board Ratification**
- **Treasurer: Liz Querio-Pedaci**
- **New Business**
- **Adjourn**



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Contact: jjacobson@nextmedicalproducts.com

Certified minority, woman-owned small business.

11:01 AM
04/12/23
Accrual Basis

HMMC Balance Sheet Prev Year Comparison As of March 31, 2023

	Mar 31, 23	Mar 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10000 · CASH AND CASH EQUIVALENTS				
10005 · FIRST BANK	68,056.44	57,458.72	10,597.72	18.44%
Total 10000 · CASH AND CASH EQUIVALENTS	68,056.44	57,458.72	10,597.72	18.44%
10008 · FIRST BANK CD#3 x5759	0.00	34,538.44	-34,538.44	-100.0%
Total Checking/Savings	68,056.44	91,997.16	-23,940.72	-26.02%
Total Current Assets	68,056.44	91,997.16	-23,940.72	-26.02%
TOTAL ASSETS	68,056.44	91,997.16	-23,940.72	-26.02%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20000 · ACCOUNTS PAYABLE (Unpaid or unapplied vendor bills or credits)	655.15	20,782.47	-20,127.32	-96.85%
Total Accounts Payable	655.15	20,782.47	-20,127.32	-96.85%
Other Current Liabilities				
21000 · REFUND	200.00	0.00	200.00	100.0%
22000 · DEFERRED INCOME				
22002 · DEFERRED INC-EXECU MBR	6,589.00	599.00	5,990.00	1,000.0%
Total 22000 · DEFERRED INCOME	6,589.00	599.00	5,990.00	1,000.0%
Total Other Current Liabilities	6,789.00	599.00	6,190.00	1,033.39%
Total Current Liabilities	7,444.15	21,381.47	-13,937.32	-65.18%
Total Liabilities	7,444.15	21,381.47	-13,937.32	-65.18%
Equity				
30002 · RETAINED EARNINGS (Undistributed earnings of the corporation)	18,441.36	33,586.70	-15,145.34	-45.09%
Net Income	42,170.93	37,028.99	5,141.94	13.89%
Total Equity	60,612.29	70,615.69	-10,003.40	-14.17%
TOTAL LIABILITIES & EQUITY	68,056.44	91,997.16	-23,940.72	-26.02%





SPRING 2023



Thank you for attending!

HMMC CONTACT INFORMATION

609-297-2211

hmmc@hmmc.com

www.hmmc.com