

FHCA 2019 Annual Conference & Trade Show

CE Session #25 – Mega Session: Fireside Chat

Tuesday, August 6 – 8:30 to 10:30 a.m.

Windermere YZ

Seminar Description:

We are honored once again to have American Health Care Association and National Center for Assisted Living (AHCA/ NCAL) President and CEO, Governor Mark Parkinson, as our Membership Meeting Keynote Speaker. AHCA/NCAL represents members who provide essential care to approximately one million individuals in 13,500 not-for-profit and proprietary member facilities. Governor Parkinson will provide an update on national legislation and regulation impacting the profession. He will discuss why this is a difficult time to operate and what providers can do to prosper.

Speaker Bio(s):

The Honorable Mark Parkinson is the president and chief executive officer of the American Health Care Association and National Center for Assisted Living, which represents more than 12,000 for- and not-for-profit nursing homes, assisted living residences, and centers for the care of people with intellectual and developmental disabilities. Before leading AHCA/NCAL, the native Kansan was a successful businessman, state legislator, and most recently served as the 45th Governor of the State of Kansas. A summa cum laude graduate of Wichita State University, Parkinson finished first in his class from the University of Kansas School of Law in 1984 before forming his own private practice law firm in 1986. In 1990, Parkinson was elected to the Kansas House of Representatives; two years later he was elected to the Kansas Senate. While serving in the state legislature, Parkinson earned a reputation for bridging party lines. In 1996, Parkinson focused on a new passion—helping to enhance seniors' quality of life by providing first-class, elder care centers. An owner and operator for more than 10 years, Parkinson helped to develop 10 centers in Kansas and Missouri. His experience as founder, developer, and CEO of centers offering skilled nursing care, assisted living, and dementia-related care has given Parkinson a perspective that spans the continuum of care. His vision also helped to earn national recognition for the design of one of his assisted living centers, and the title of "Outstanding Business in Northeast Johnson County" for his company.

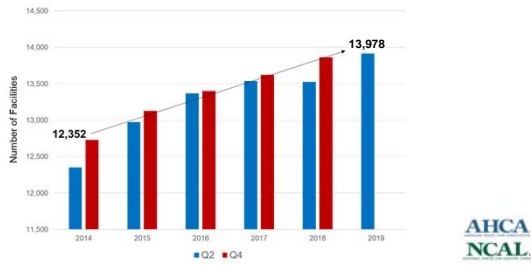
Prospering During Challenging Times

Mark Parkinson, President & CEO

August 6, 2019



Facility Membership



Focus Areas in 2019-2020



Medicaid Reform



Medicare



Regulatory Relief





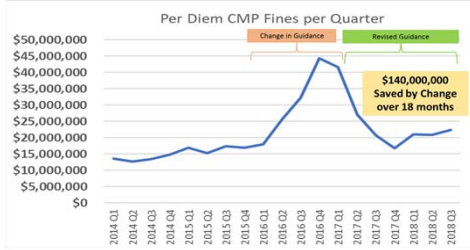
FY 2020 SNF Payment Rule

- Includes net 2.4 percent increase in payments after all required deductions
 - Aggregate payments to SNFs will increase in FY20 by \$851 million from payments in FY19
- Rule codifies the definition of group therapy
 - Groups can consist of between two and six patients starting October 1
- No material changes to PDPM



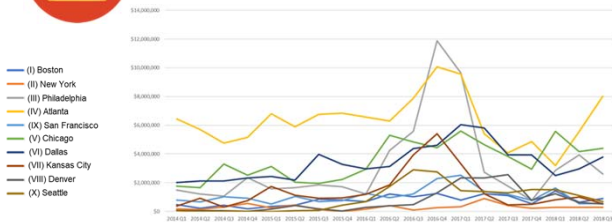


Reduction in Nationwide CMPs





CMP Fines by Region





Requirements of Participation – Proposed Rule

- Proposed changes fall into several categories:
 - Changes to reduce administrative and paperwork burden or duplication
 - Changes addressing workforce
 - Changes to provide clarity and flexibility for facilities to meet the needs of residents
 - Changes addressing timeliness, transparency, and consistency of the survey process





Requirements of Participation – Proposed Rule (Cont.)

- CMS has proposed to delay implementation of some Phase 3 requirements **for one year after the effective date of finalization of the rule**. The requirements included in the proposed delay are:
 - Elements of the Quality Assurance and Performance Improvement (QAPI) program and required QAPI staff training
 - Compliance and ethics program requirements as well as required compliance and ethics staff training
- CMS has not proposed to delay implementation of the Phase 3 Infection Preventionist requirements, the Phase 3 requirements for culturally competent and trauma-informed care, or the requirements for a call system from the resident's bedside





Requirements of Participation – Proposed Rule (Cont.)

- Comments must be received no later than **5 p.m. on Monday, September 16, 2019**
- There are three options for submitting comments:
 1. **Electronically.** You may submit electronic comments on this regulation to <http://www.regulations.gov>. Follow the "submit a comment" instructions.
 2. **By regular mail.** You may mail written comments to the following address ONLY: Centers for Medicare & Medicaid Services, Department of Health and Human Services, Attention: CMS-3347-P, P.O. Box 8010, Baltimore, MD 21244-1850. Please allow sufficient time for mailed comments to be received before the close of the comment period.
 3. **By express or overnight mail.** You may send written comments to the following address ONLY: Centers for Medicare & Medicaid Services, Department of Health and Human Services, Attention: CMS-3347-P, Mail Stop C4-26-05, 7500 Security Boulevard, Baltimore, MD 21244-1850.





Requirements of Participation – Proposed Rule (Cont.)


Resources

- o AHCA Summary of Proposed Rule*
 - <https://bit.ly/2YsL93f>
- o AHCA webinar on Proposed Rule*
 - <https://educate.ahcancal.org/p/190724Member>
- o ahcancalED*
 - <http://educate.ahcancal.org/RoP>
- o Additional questions?
 - Email regulatory@ahca.org




*AHCA member log-in required


NCAL's Priorities



Prevent federal regulation of assisted living

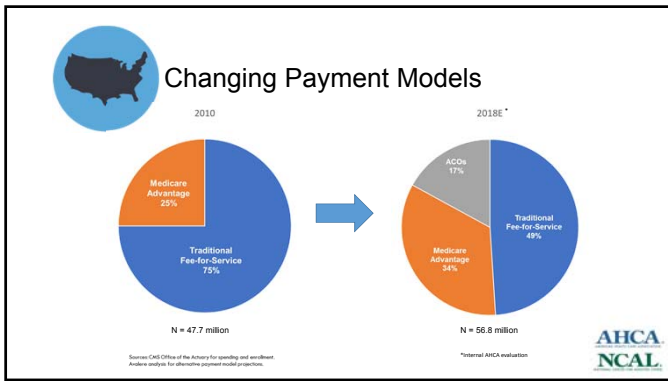


Protect Medicaid for HCBS

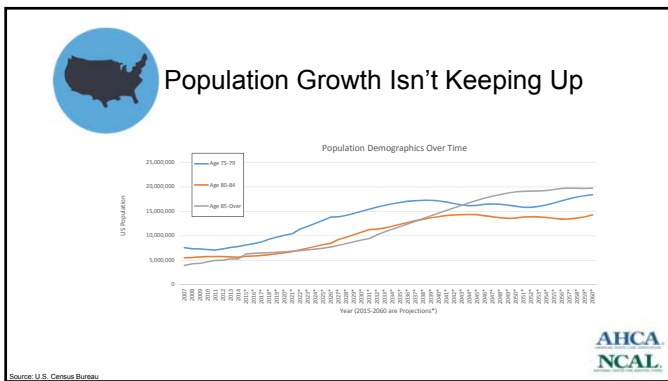


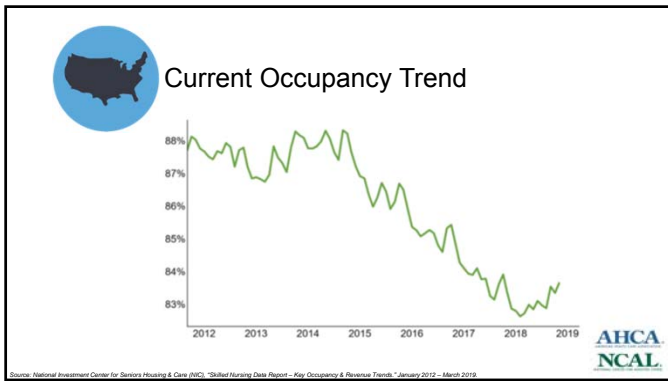
Increase participation in quality & data solutions

Why is This Such a Tough Time?

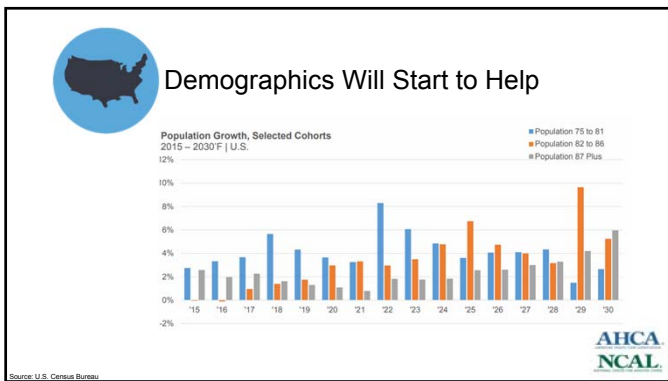








Why is There Hope?
One Lucky Thing and Five Strategies Where Nursing Plays a Critical Role

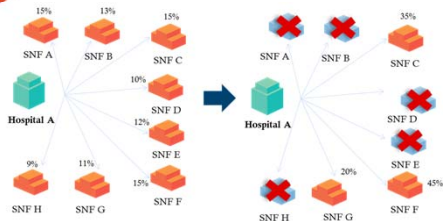




Strategy #1: Seek Inclusion in Every Market



Excellent Providers Can Win in a Declining Market





Readmission Resources

- Hospital penalties
 - <https://go.cms.gov/2UYezFf>
- AHCA resources on reducing rehospitalizations
 - Quality Initiative – <https://bit.ly/2ZbJFuW>
 - ahcancalED – educate.ahcancal.org
 - Webinar – *Reducing Rehospitalization: Practical Strategies for Success*: <https://bit.ly/2dwPgJO>
 - LTC Trend Tracker – <https://bit.ly/2ILKoQO>





Strategy #2: More Members are Taking on Risk



LTC Provider-Owned Plans

- ★ Currently operating
- ★ In development



- 62 Special Needs Plans owned by LTC providers
- 20% of ISNP covered lives are enrolled in LTC provider-owned plans





Population Health Management Council

- Leadership
 - Co-chairs – William Fralin and Steve Fogg
 - Board Liaison – Tom Coble
 - Representation from all AHCA member plans
- Members are providers who own health plans
- Protect, educate, and advocate for long term sustainability of long term care provider owned plans
- AHCA contact – Jill Sumner, jsumner@ahca.org





Strategy #3: Maintain a Relentless Commitment to Quality

QUALITY AWARD WINNERS GET BETTER RESULTS

Business Advantage for Owners
2013-2017 Silver and Gold Recipients vs. the Nation

Occupancy Rate



86% Quality Awards
81% The Nation

Operating Margin



4.4%

Bad Debt



47% Quality Awards
78% The Nation

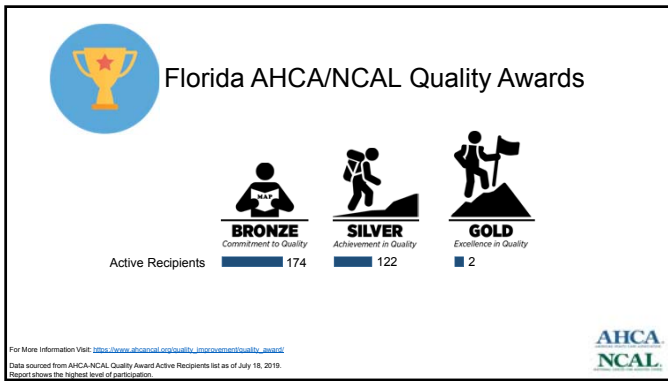


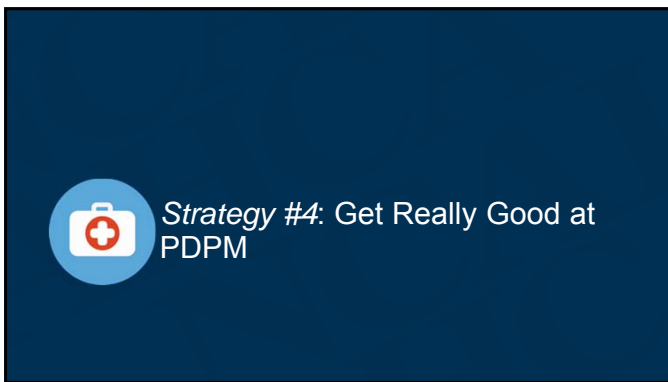
Florida Progress Under The AHCA/NCAL Quality Initiative

	State Average			% Facilities Meeting Goal
	Historic	Current	Percent Change	
Rehospitalization (Short Stay)	20.4% (2011-Q4)	18.4% (2018-Q2)	-10%	32%
Antipsychotics (Long Stay)	24.3% (2011-Q4)	14.0% (2019-Q1)	-42%	52%

Note: Percent change displayed is based on unrounded baseline and current rates. Negative percent change indicates improvement.
Quality Initiative Goals: Rehospitalization (10% improvement from 2017-Q1 or current rate ± 10%), Antipsychotics (10% improvement from 2017-Q1 or current rate ± 5%).







Get Really Good at PDPM

- Patient-Driven Payment Model (PDPM) may be positive
 - Payment in the future based on patient characteristics instead of therapy minutes
 - CMS is committed to budget neutrality on the revenue side
 - PDPM may offer providers operational flexibility that may improve financial results

AHCA
NCAL



PDPM Resources

- Get involved with the AHCA PDPM Academy
 - Current PDPM Academy participants can access monthly webinars
 - educate.ahcancal.org/products/ahca-pdpm-academy-monthly-live-webinars
 - Register for the virtual PDPM training
 - educate.ahcancal.org/p/virtualPDPM
 - Purchasing the virtual workshop gives you access to the PDPM Academy resources, future monthly webinars, and past webinar recordings
- ICD-10 training
 - educate.ahcancal.org/icd10



ACT NOW TO ENSURE THAT YOUR STAFF ARE PROFICIENT AND READY.

PROTECT YOUR BOTTOM LINE AND RESIDENT CARE

AHCA/AHIMA ICD-10 Training for PDPM – Coder

This in-depth course features 7 modules covering coding and clinical document improvement (CDI). SNF coders will learn ICD-10-CM coding guidelines, CDI program implementation, and best practices for transitioning to PDPM. (16 CNEs for nurses and 16 AHIMA CEAs upon completion)

Who Should Attend: SNF Billing Staff, MDS Staff, Nursing & Therapy Staff, Admissions and Discharge Staff

\$499 for AHCA members
\$599 for non-members

Sign up online now:
ahcancal.org/icd10pdpmcoder

AHCA/AHIMA ICD-10 Training for PDPM – Non-Coder

This 4-hour course is designed to give non-coders the knowledge they need to lead a successful PDPM transition. (4 CNEs for nurses, 4 AHIMA CEAs, and 4.5 NAB approved CEAs are available upon completion)

Who Should Attend: Administrators, DONs, and Management Staff

\$199 for AHCA members
\$249 for non-members

Sign up online now:
ahcancal.org/icd10pdpmnoncoder



PDPM Sessions at Convention – October 13-16 in Orlando, FL

- Seven Sessions on PDPM at Convention
 - PDPM and the Future of SNF Payment
 - Organizational Success under PDPM: Budgeting to Benchmarking
 - Successful Interprofessional Collaboration in a PDPM World to Improve Functional Outcomes
 - Updating the Facility Assessment to Reflect PDPM and the RoP Phase 3
 - Section GG: How Do Nursing and Therapy Collaborate to Assess Self-care and Mobility
 - The New Medicare Assessment Schedule for PDPM and SNF QRP
 - How Do You Measure Up? Strategies for Success with PDPM, VBP, and QRP
- Opportunity to talk to peers about PDPM best practices





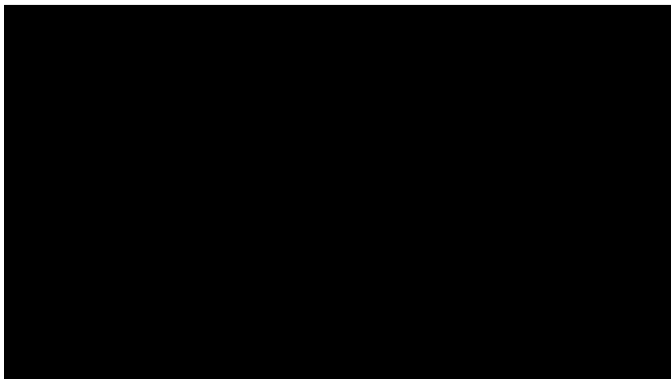
Best Practices for Preparation

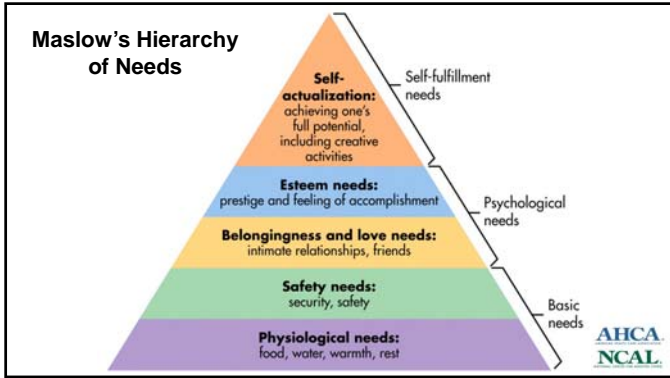
- Develop interdisciplinary team (IDT) to ensure understanding of new payment model
- Practice MDS coding and care plans with existing residents






Strategy #5: Don't just keep your residents alive. Give them a reason to live.







JAMA Study Supports This Strategy

- "Association Between Life Purpose and Mortality Among US Adults Older Than 50 Years" – May 2019
 - *Purpose:* Does an association exist between life purpose and all-cause or cause-specific mortality among people older than 50 years?
 - *Findings:* Study showed that life purpose was significantly associated with all-cause mortality.
 - *Meaning:* Life purpose is a modifiable risk factor, and as such, the role of interventions to improve life purpose should be evaluated for health outcomes, including mortality.

