

CELEBRATING THE PAST,
IGNITING THE FUTURE!

New York Chapter American College
of Health Care Administrators



NEW **RESORTS WORLD CATSKILLS**
2019 VENUE
MARCH 10-13, 2019

**FIVE DECADES OF PROFESSIONAL
AND EDUCATIONAL EXCELLENCE**



Administrators Program & Registration

NYCACHCA.COM/2019-CONVENTION



ACHCA
American College of
Health Care Administrators
New York Chapter



Dear Colleague:

It is our pleasure to invite you to the New York Chapter of the American College of Health Care Administrators 50th Annual Convention, March 10th through March 13th, 2019 at Resorts World Catskills. What an exciting opportunity to join your industry peers and learn from experts in your field. Celebrating our 50th year, we've made a number of enhancements to our program to ensure the best possible experience and return on your investment, including a stellar line up of speakers and an exciting new venue.

Our conference theme, "Five Decades of Professional and Educational Excellence", represents the spirit of professional growth within our organization. Our Education Committee has gone to great lengths to provide educational programs that are inspiring, promote professional development opportunities and position you for success in an ever-changing health care environment. Our program includes sessions for administrators, financial managers and directors of nursing/clinical staff. Participants have the opportunity to earn 17.0 continuing education credits in these break-out sessions.

This year we are extremely excited to be hosting our conference at the brand-new Resorts World Catskills in Monticello, NY. Visit our 70 corporate sponsors in the spacious exhibit hall and enjoy an unmatched experience in excitement and entertainment and luxury featuring 100,000 square feet of Las Vegas style gaming, 10 bar and restaurant experiences, the Crystal Life Spa and live entertainment on four stages! Don't forget to end your night networking with colleagues and vendors with an exceptional dining experience. Resort World Catskills offers an array of indulgent food and glatt kosher cuisine.

Join us as we celebrate the past and ignite the future! It is more important than ever to understand the challenges of our industry and plan for success through education and advocacy.

We look forward to seeing you at Resorts World Catskills. If you attend only one convention in 2019, make it this one.

Sincerely,

The Convention Committee

DON'T MISS TUESDAY NIGHT'S INSTALLATION BANQUET

JEROME LEVY AND CORNELIUS MURRAY: HONORED FOR THEIR DEDICATION AND YEARS OF SERVICE TO OUR INDUSTRY

Join us as we honor Jerome Levy and Cornelius Murray for their contributions in area of health law.

Cornelius Murray is a senior partner with O'Connell & Aronowitz Health Law practice and supervising partner of their Appeals, Constitutional Law and Casino & Gaming practices. He has represented numerous and varied clients in the health care industry and is currently General Counsel for the New York State Health Facilities Association where he focuses on issues involving complex Medicare and Medicaid reimbursement issues, regulatory compliance and Certificates of Need.

Jerome Levy practices in the area of health law. He has conducted a range of administrative negotiations and civil litigation on behalf of health care providers with State and Federal regulatory authorities. He negotiates and prepares agreements related to mergers and acquisitions and other transfers of ownership and also handles licensure applications for new operators, professional discipline matters and new construction for all types of health care facilities, including regulatory approvals and financing.

PAYING TRIBUTE TO PAST PRESIDENTS

To honor our 50th annual convention, the New York Chapter of the American College of Health Care Administrators will recognize the work and contributions of our past presidents.

Michael Benenson, Eric Kalt, Jeanine Sylcox, Anthony Restaino, Larry Slatky, Jeff Hoffman, Alan Chopp, Mitchell Teller, Martha Sweet, Carmen Paone and Robert Heatley.



AFTER THE BANQUET IT'S SHOWTIME!

Enjoy the singing comedy impressionist, Scott Record, at this year's 50th Annual Convention. Scott Record has performed in Las Vegas, Lake Tahoe, and Atlantic City where he was voted the Best Variety Act of the Year by Atlantic City Magazine.

50TH ANNUAL CONVENTION

SUNDAY, MARCH 10, 2019

1:00PM – 4:00PM

SPEAKER: Leah Klusch, RN, BSN, FACHCA – Alliance Training Center

SESSION: Leadership in the Changing Environment

In today's aging services market, strategic leadership for all elder care services must be a focus. Organizations must remain in compliance with regulatory requirements, medical service environment and data analytics at CMS while managing their revenue. Organizational leadership must understand the changing payment systems, claims oversight and outcomes tracking as they relate to the facility data base. This interactive session will address the strategic issues facing senior operational, clinical and financial managers to reduce risks and improve compliance. In an environment where data is driving organizational outcomes data formulation and transmission processes must be a focus.

MONDAY, MARCH 11, 2019

9:00AM – 10:30AM

SPEAKER: Dr. Bryan Williams, DM – BW Leadership Academy



Dr. Bryan Williams is a leadership and service excellence speaker consultant, and author. He has facilitated workshops and delivered keynotes worldwide for various companies in diverse industries. Bryan was the Global Corporate Director of Training and Organizational Effectiveness for the Ritz-Carlton Hotel Company. He holds degrees in Business Administration, Hotel/Restaurant

Management, and Adult Learning, including a Doctor of Management in Organizational Leadership. Bryan is also the founder of the acclaimed BW Leadership Academy, the STRONG Leader Institute and BWTV Online Learning. He is the author of three books on service excellence, and was a member of the Board of Examiners for the Baldrige Performance Excellence Program. Most of all, Bryan is very passionate about helping companies reach high levels of service and organizational excellence.

KEYNOTE SESSION: 7.5 Leadership Keys to Sustain Excellence on Your Team

The purpose of this session is to help leaders develop a strong team that consistently exceeds expectations. This session will explore the daily leadership habits and proven tactics to sustain excellence on any team.

Learning Objectives:

- Daily review and practice of standards
- Daily focus on exceeding expectations
- Conduct ongoing audits
- Call out indifference
- Be 5 Stars all the time
- Treat the staff the way you want them to treat their customers
- Look at the process...not the person
- Do you believe in the potential of each person on your team?

10:45AM – 12:15PM

SPEAKER: Katherine Almendinger – American Health Care Association

SESSION: CMS Keeps Making Changes: How Do I Keep Up?

CMS keeps making changes to payment, public reporting and regulations. This session will cover the latest changes CMS has made or plan to make later in 2019. Changes important to members about Five star, SNF QRP, SNF VBP and PDPM overview will be presented. In addition, Trends in survey deficiency national vs NY and CMS plans for Phase III regulations will be presented.

Learning Objectives:

- Describe the new methods CMS is using to calculate Five Star ratings
- Prepare to implement the phase III regulations CMS will mandate on Nov 2019
- Analyze the new SNF QRP measures CMS will release in 2019 to providers

2:30PM – 4:00PM

SPEAKER: Joseph Tomaino, CPA – HMM CPAs, LLP

SESSION: Education Workshop: Don't Just Roll the Dice: How to Prepare for PDPM

CMS is changing the way skilled nursing facilities are reimbursed for Medicare Part A services in what will be the most significant change since PPS began. As of September 2019, the RUGS IV system is being replaced by the Patient Driven Payment Model (PDPM). This transition requires skilled nursing facility leaders to rethink and strategize their approach to rehabilitation and complex care. This session provides an overview of the changes and outlines an approach to developing a strategy for your facility.

Learning Objectives:

At the conclusion of this session, participants will be able to:

1. Explain the changes being implemented in September 2019 with the transition from RUG IV to PDPM
2. Describe the core strategic themes that facilities must address to prepare for the transition to PDPM
3. Develop a facility specific action plan for preparation for the transition

4:15PM – 5:45PM

SPEAKERS: Joseph Martello, CPA – HMM CPAs, LLP

Suzanne Breit, CPA, CGMA – Partner, HMM, CPAs LLP

James Budd, CPA – Partner, HMM, CPAs LLP

Brian Lee, CPA, MBA – Partner, HMM, CPAs LLP

SESSION: Staying Informed: An Update on Reimbursement and other Nursing Home Matters

Nursing homes continue to face an increasingly complex operating environment driven by transformations in reimbursement, expense increases and regulation. Without a proper understanding of the current environment, providers risk reduced reimbursement, lower margins, and regulatory backlash. This session will include a detailed discussion of recent changes to Nursing Home reimbursement. The session will also discuss several operating challenges, how each challenge is measured quantitatively and qualitatively, and the strategies to avoid hitting operating potholes. The session will also review Executive Order 38 and Withdrawal of Equity provisions.

ADMINISTRATOR EDUCATION PROGRAM

TUESDAY, MARCH 12, 2019

9:30AM – 11:00AM

SPEAKER: Maureen McCarthy, BS, RN – *Celtic Consulting, LLC*

SESSION: Controlling Quality to Improve Revenue

With a changing payment system and up to 4% of Medicare revenue, and a 2% Medicaid incentive payment for the top Quality Pool quintiles providers need to monitor their standings regularly. Come and learn best practices from the College's Education Award winner Maureen McCarthy. Ms. McCarthy will use her background as a QAPI Master Teacher to deliver tips and strategies to assist providers in understanding and improving their quality, and in turn, optimizing revenue.

11:15AM – 1:00PM

SPEAKERS: Stephen Hanse, Esq. – *NY State Health Facilities Association*
Neil Murray, Esq. – *O'Connell and Aronowitz*
Daniel Heim, Esq. – *Leading Age NY*

SESSION: NYSHFA and Legal Updates

New York's health care administrators are facing a number of legal, legislative and regulatory issues that could directly impact their ability to deliver high quality, cost-effective long-term care throughout the State. This session will shed light on the key legal, legislative and regulatory issues facing providers and examine their practical operational implications as well as their impact on the delivery of care.

3:15PM – 4:45PM

SPEAKER: Thomas Garrett – *Seimens Industry, Inc.*

SESSION: Infrastructure Improvement: Through Medicaid Capital Reimbursement

Does your facility need replacement, upgrades or improvements to your aging Air conditioners, boilers, furnaces, air handlers, P-tac units toilets, kitchen, laundry, outdated lighting or other infrastructure issues? Backup generator issues and needs for your facility? Interested in hearing how to use the "Construction Notice" process to get this work done in a timely manner instead of waiting for a "Certificate of Need"? Learn how Public Health Law in New York State can leverage your Medicaid Reimbursement to pay for these critical improvements. This custom approach, utilizing energy savings, rebates, grants and other funding sources, can generate a project that will improve the facility, reduce operating expenses and improve the patient experience.

(The execution of all infrastructure improvements will comply with the NYS Building Code, NYS Energy Code, National Electrical Code, NYS Labor Law, Public Health Law Article 28 and OSHA.)

5:00PM – 6:00PM

SPEAKER: Dr. William Hallett, President/CEO – *Guardian Consulting Services, Inc.*

SESSION: Pharmacy Related Survey Issues from Across the State

In this session, Dr. Hallett will review the most common Pharmacy related survey deficiency findings from across the State for 2018 and the first months of 2019, culled from actual facility Statements of Deficiencies from each region. Topics discussed will include the latest enforcement information on psychotropics and the "PRN" rule as well as the gradual dose reduction guidelines, recent citations under the unnecessary drug tags, the impact of the IMPACT Act and MDS Section N implementation on new admission and readmission drug regimen review procedures, and so much more. As always, Dr. Hallett's presentation will provide practical compliance recommendations in the upbeat, engaging style audiences have come to expect and you won't want to miss!

WEDNESDAY, MARCH 13, 2019

9:00AM – 10:30AM

SPEAKERS: Vincent Fedele – *Zimmer Healthcare Services Group*
Sheryl Rosenfield – *Zimmer Healthcare Services Group*

SESSION: Next-Generation Analytics: Positioning for Success in 2020

Fee-for-service (FFS) performance has historically been defined by an SNF's Medicare per diem rate and average length of stay. As unbridled FFS disappears from the post-acute care reimbursement landscape, value-based incentive payment systems necessitate more sophisticated measures of SNF performance. Health systems and insurance companies demand quantifiable, measurable, and comparable outcomes data, unbiased by the qualitative nature of concurrent patient conditions. Accordingly, SNF episodic revenue (or cost to the payer), rehospitalization rates, and functional improvement cannot be taken at face value. Dynamic variables must be case-mixed and demographically adjusted to calculate accurate measures of quality. If they don't identify and neutralize bias, SNFs risk unbalancing the care/payment equation

associated with risk-based payment models that continue to gain traction with insurance companies and care management concerns. The Minimum Data Set (MDS) has been the go-to source for comparative quality and predictive analytics intelligence. However, the MDS was not designed to serve in this capacity; it lacks the important cost elements that are readily available on the UB-04. This program will include case studies that demonstrate how to aggregate, interpret, and report intelligence beyond the MDS. The presenters (a registered nurse with 30-plus years of SNF experience and a risk management expert) will introduce the next-generation analytics required to reconcile care delivery to new payment models. They will explain how to distill key dependent qualitative variables that drive cost. In short, the session is designed to connect the human condition to business intelligence, and in doing so empower providers to balance the care/payment equation for years to come.

10:45AM – 12:15PM

SPEAKER: Barbara Speedling – *Innovations for Quality Living*

SESSION: Managing the Business of People

Staff recruitment and retention has emerged as a growing concern for many facilities. As the nation faces a significant nursing shortage, staff turnover, particularly at the management and supervisory levels, causes the facility to remain in a state of instability. Achieving an environment of care that speaks equally to the quality of life for residents and the quality of work life for staff requires education and training that goes beyond addressing what the resident needs. It's time to begin asking what those working in the facility need. This session offers practical guidance in developing an effective strategy for anticipating and addressing the organizational behaviors that challenge the facility's ability to achieve its goals.

Objectives:

At the conclusion of the presentation the participant will be able to:

1. Describe the industry-wide challenges relative to staff recruitment and retention;
2. Explain how dissatisfaction and conflict in the workplace feeds poor service delivery and diminished customer satisfaction; and
3. Develop systems and services to improve organizational behavior through education, training, and support.

ADMINISTRATOR REGISTRATION

For convention registration visit nycachca.com/2019-convention/register or fill out the form below. If you wish to enroll additional participants, please print additional forms: **ALL REGISTRATIONS MUST BE PREPAID**

IMPORTANT:

1. This program has been submitted to the appropriate Licensure Board for approval.
2. ACHCA Cancellation Policy: Full refund on cancellations postmarked no later than February 1st. There will be a \$50 administrative fee charged after that date. No refund after February, 15, 2019.
3. Program reservations should be made directly with New York Chapter ACHCA (see form).
4. \$25 of non-member registration fee may be applied to College membership if the application is mailed within 60 days of this Convention.
5. Complete Convention registration form; **make check payable to New York Chapter/ACHCA**, mail to:
New York Chapter, ACHCA
c/o Larry Slatky
428 Ridgehill Rd.
Schenectady, NY 12303

REGISTRATION FEE INCLUDES:

- Socials
- Educational programs and all literature and educational materials
- Entrance to exhibit hall
- Entertainment
- Coffee breaks
- ACHCA welcome gifts
- Convention Journal
- Completing Your Professional Development Plan for Certification
- Installation Banquet

For further information please contact:
Larry Slatky at (518) 869-2231 ext. 201

Please Print

Name _____

Title _____ Facility _____

Email _____ Phone _____

Spouse/Guest _____

Street Address _____ City _____

State _____ Zip _____

License No./State(s) _____

Is This Your First Convention? ☐ Yes ☐ No

Are You a Licensed Nursing Home Admin? ☐ Yes ☐ No

Registration Type: _____ NAB # _____

☐ Administrator ☐ Clinical ☐ Financial ☐ Student

Dining Options:

☐ Regular ☐ Kosher ☐ Gluten Free ☐ Vegetarian

ADVANCE CONVENTION REGISTRATION

Member Fee (\$499.00 ea.)* \$ _____

Non-Member Fee (\$549.00 ea.) \$ _____

Spouse/Guest/Student** (\$250.00 ea.) \$ _____

TOTAL REMITTANCE \$ _____

**If you or your administrator is a member of ACHCA, NYSHFA*

***Student of long term care (A.I.T.) or spouse with no license*

Registration After 2/1/2019 or On Site Registration Fee:

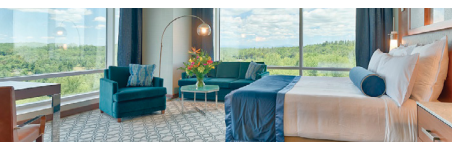
Member \$599.00

Non-Member \$649.00

Registration Confirmed

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Schenectady, NY 12303



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HOTEL RESERVATIONS: RESORTS WORLD CATSKILLS

Call (833) 586-9358 and use **Booking ID# 204** to reserve your room at special convention rates. View rates at nycachca.com/2019-convention/hotel-info.



NEW VENUE FOR 2019



ATTENTION: ADMINISTRATORS

50TH ANNUAL CONVENTION

MARCH 10-13, 2019

ADMINISTRATOR AGENDA

SUNDAY, MARCH 10, 2019

- 11:00am – 6:00pm Registration
- 1:00pm – 4:00pm Education Workshop: Leadership in the Changing Environment
Speaker: Leah Klusch, RN, BSN, FACHCA
- 4:30pm – 6:30pm NY Chapter Welcome Reception (Exhibit Hall)
- 6:30pm Dinner (On Your Own)

MONDAY, MARCH 11, 2019

- 7:00am – 9:30am Breakfast
- 8:30am – 10:30am NY Chapter Awards Presentation & Keynote
Address: 7.5 Leadership Keys to Sustain Excellence on Your Team
Speaker: Dr. Bryan Williams, DM
- 10:45am – 12:15pm Education Workshop: CMS Keeps Making Changes: How Do I Keep Up?
Speaker: Katherine Almendinger
- 12:15pm – 2:15pm Lunch with Exhibitors (Exhibit Hall)
- 2:30pm – 4:00pm Education Workshop: Don't Just Roll the Dice: How to Prepare for PDPM
Speaker: Joseph Tomaino, CPA
- 4:15pm – 5:45pm Education Workshop: Staying Informed: An Update on Reimbursement and other Nursing Home Matters
Speakers: Joseph Martello, CPA, Suzanne Breit, CPA, CGMA, James Budd, CPA, Brian Lee, CPA, MBA
- 6:00pm Dinner (On Your Own)

TUESDAY, MARCH 12, 2019

- 7:00am – 9:30am Breakfast
- 8:30am – 9:15am NY Chapter Business Meeting
- 9:30am – 11:00am Education Workshop: Controlling Quality to Improve Revenue
Speaker: Maureen McCarthy, BS, RN
- 11:15am – 1:00pm Education Workshop: NYSHFA and Legal Update
Speakers: Stephen Hanse, Esq., Cornelius Murray, Esq., Daniel Heim, EVP
- 1:00pm – 3:00pm Lunch with Exhibitors (Exhibit Hall)
- 3:15pm – 4:45pm Education Workshop: Infrastructure Improvement: Through Medicaid Capital Reimbursement
Speaker: Thomas Garrett
- 5:00pm – 6:00pm Education Workshop: Pharmacy Related Survey Issues from Across the State
Speaker: Dr. Will Hallett, President/CEO
- 6:30pm – 7:30pm President's Reception
- 7:30pm – 9:30pm Installation Banquet
- 9:30pm Showtime: The Comedy of Scott Record

WEDNESDAY, MARCH 13, 2019

- 7:30am – 9:00am Breakfast
- 9:00am – 10:30am Education Workshop: Next-Generation Analytics: Positioning for Success in 2020
Speakers: Sheryl Rosenfield, RN & Vincent Fedele
- 10:45am – 12:15pm Education Workshop: Managing the Business of People
Speaker: Barbara Speedling
- 12:15pm Lunch (Boxed Lunch Available)