

NOVEMBER 13-14, 2019

The Albany Marriott Hotel

FALL EDUCATION

CONFERENCE & TRADE SHOW 24TH ANNUAL



NYSHFA
NYS HEALTH FACILITIES ASSOCIATION

NYSCAL
NYS CENTER FOR ASSISTED LIVING

NYSHFA-NYSCAL.ORG



REGULATION

COMPLIANCE

GUIDELINE

RULE

LAW

STANDARD

CONSTRAINT

CONDUCT

PROCEDURE



WHAT YOU NEED TO KNOW

WHO SHOULD ATTEND



This conference is recommended for Owners, Owner / Operators, Administrators, Executive Directors, Financial Directors, and other members of the interdisciplinary team.

Ten (10) hours of CEUs have been applied for from the National Association of Boards of Examiners of LNH/ACF/AL Administrators. Ten (10) hours of CPES are approved for Licensed Certified Public Accountants (CPAs) by the NYS Education Department.

WHAT'S INCLUDED

- All Education Sessions
- Admission to the Trade Show
- Continental Breakfast and All Coffee Breaks on November 13th & 14th
- Lunch on November 13th & 14th
- Reception on November 13th
- Kosher Dinner on November 13th

CONFERENCE APP

NYSHFA / NYSICAL will utilize a Conference App for all presentations and handouts. In addition to presentations, the schedule, speaker list, exhibitor and sponsor information will be included on the app. The app is available for download for mobile, tablet or desktop access. In addition to the app, NYSHFA / NYSICAL will be emailing a website link with the conference materials. No paper conference material will be distributed.



CANCELLATION POLICY

Cancellations must be received five business days prior to the conference. Cancellations need to be in writing, and should be sent via email to Erin Fitzgerald at efitzgerald@nyshfa.org. Telephone cancellations will not be accepted. Cancellations received after the five-day deadline will be assessed a \$50.00 administrative fee per person. Registration fees of those who cancel the day of the program or fail to attend are forfeited. No shows will be billed. Substitutions are permitted and encouraged.



NOVEMBER 13th

W E D N E S D A Y

8:00am – 9:00am

REGISTRATION / BREAKFAST WITH VENDORS

Breakfast Sponsored By: HMM, CPAs LLP

AL 9:00am – 10:30am

BECAUSE SHE WAS LOVED; RECONSIDERING THE "QUALITY" OF OUR CARE

Ms. Kate Hanley | Author

In this session, Ms. Kate Hanley will tell a brief overview of her experience and journey of caring for her parents, while trying to balance the demands of her busy work and family life. As her story progresses, along with the frustrations of her mother's dementia, she talks of the closing of her family home in Rochester where she discovered a cache of daily love poetry her dad had penned to her mother every morning on a paper napkin. He used the power of the written word as his weapon against the disease of dementia that was closing in on the person he loved for over 65 years. It was the caregivers at the assisted living and skilled nursing homes that heard a cry of help from her mother's soul and gave her mother a second chance to remember the memories that were stored deep within her soul. Dementia thought it had claimed its victory upon her but as her body and mind turned leathered and beaten, a caregiver cared and the memories in her inner soul brought her back to who she once was.

SNF 9:00am – 10:30am

WHERE ARE WE HEADING? THE FUTURE OF SNFs

Mr. Leonard Russ | Bayberry Care Center
Mr. Robert Kramer | National Investment Center (NIC)

Mr. Leonard Russ, AHCA Reimbursement Chair and Mr. Bob Kramer of NIC, will lead a lively presentation and dialogue with attendees about the future of SNFs in light of PDPM implementation, inadequate Medicaid rates, the growth of MA plans, ACOs and other risk-based models, the changing role and alignment of acute-care health systems, and the ongoing challenge of staff recruitment and retention. Come listen to their provocative assessments and forecasts and share your views of what's ahead for a sector that has always had to adapt and evolve to survive and succeed.

10:30am – 10:45am

BREAK WITH VENDORS

AL 10:45am – 12:15pm

MAKING SELF-FUNDED SUSTAINABLE & RESILIENT CAPITAL IMPROVEMENTS TO YOUR FACILITY

Mr. Michael Wilson | Wilson Energy Group
Mr. Charles Hall | Thor's Hammare Energisnal

With limiting budgetary constraints, reduced revenue streams, and mounting regulatory requirements, it is becoming increasingly difficult to properly maintain health care facilities to the needed regulatory requirements. This session will show you new ways to meet these challenges to provide for facility sustainability, utility resiliency and to implement significant budget neutral or positive capital improvement projects.

SNF 10:45am - 12:15pm

LEGAL, LEGISLATIVE & REGULATORY UPDATE

Mr. Clif Porter | American Health Care Association
Stephen B. Hanse, Esq. | NYSHFA / NYSCAL
Cornelius Murray, Esq. | O'Connell & Aronowitz

New York's long-term care providers 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 New York State. This session will shed light on the key legal, legislative and regulatory issues facing long-term care providers and examine their practical operational implications, as well as, their impact on the delivery of care.

12:15pm - 1:15pm

LUNCH WITH VENDORS

Sponsored By: ProCare LTC Pharmacy

AL 1:15pm - 2:45pm

THE MANY LEGAL ISSUES AFFECTING LONG-TERM CARE FACILITIES. IS IT POSSIBLE TO AVOID THEM?

Eric Naegley, Esq. | Barclay Damon LLP

In this session, Eric Naegley will discuss several of the legal issues currently affecting long-term care facilities. A variety of topics will be covered ranging from avoiding civil lawsuits to properly responding to record requests. Long-term care facilities face some of the most challenging legal issues in today's health care arena. It is important to be aware of these issues so you can strategize on how to avoid them and deal with them if they arise. A large portion of our time will be allocated for question and answers.

SNF 1:15pm - 2:45pm

CASE MIX INDEX

Mr. Marc Zimmet | Zimmet Healthcare Services Group
Dr. Jeffrey Rubin | Post Acute Partners
Mr. Gedalia Klein | Northern Metropolitan

This discussion will focus on the proposed Case Mix Index (CMI) methodology changes. This will include changes to the MDS collection periods and the potential subsequent effect on SNFs operating rate, Case Mix Workgroup efforts and recommendations, and current developments related to the proposed CMI methodology changes.

2:45pm - 3:00pm

BREAK WITH VENDORS

AL 3:00pm - 4:30pm

UPDATE FROM THE NYS DEPARTMENT OF HEALTH

Ms. Heidi Hayes | NYS Department of Health

This session will provide an update for adult care / assisted living providers on the activities of the Licensure and Survey division of the New York State Department of Health.

SNF 3:00pm - 4:30pm

PDPM: ARE YOU LEAVING MONEY ON THE TABLE?

Ms. Maureen McCarthy | Celtic Consulting LLC

This session will review best practices and success strategies for revenue integrity under PDPM. Now that the PDPM transition date has passed, providers are left wondering if they are capturing all the revenue they should be. Join us to explore opportunities to consider when managing your fee-for-service Medicare population. Attendees, participants, and audiences will be able to identify at least two areas for consideration when setting assessment reference dates on Interim Payment Assessments (IPA) and describe three items that impact revenue PRIOR to admission. They will also be able to explain why and how an interdisciplinary approach can improve revenue.

4:30pm - 6:00pm

RECEPTION -----

Sponsored By: PKF O'Connor Davies, LLP

6:00pm

KOSHER DINNER -----





NOVEMBER 14th

THURSDAY

AL SNE 8:30am - 10:00am

HOW TO PREVENT BAD NEWS FROM BECOMING A CRISIS

Ms. Benita Zhan | WNYT

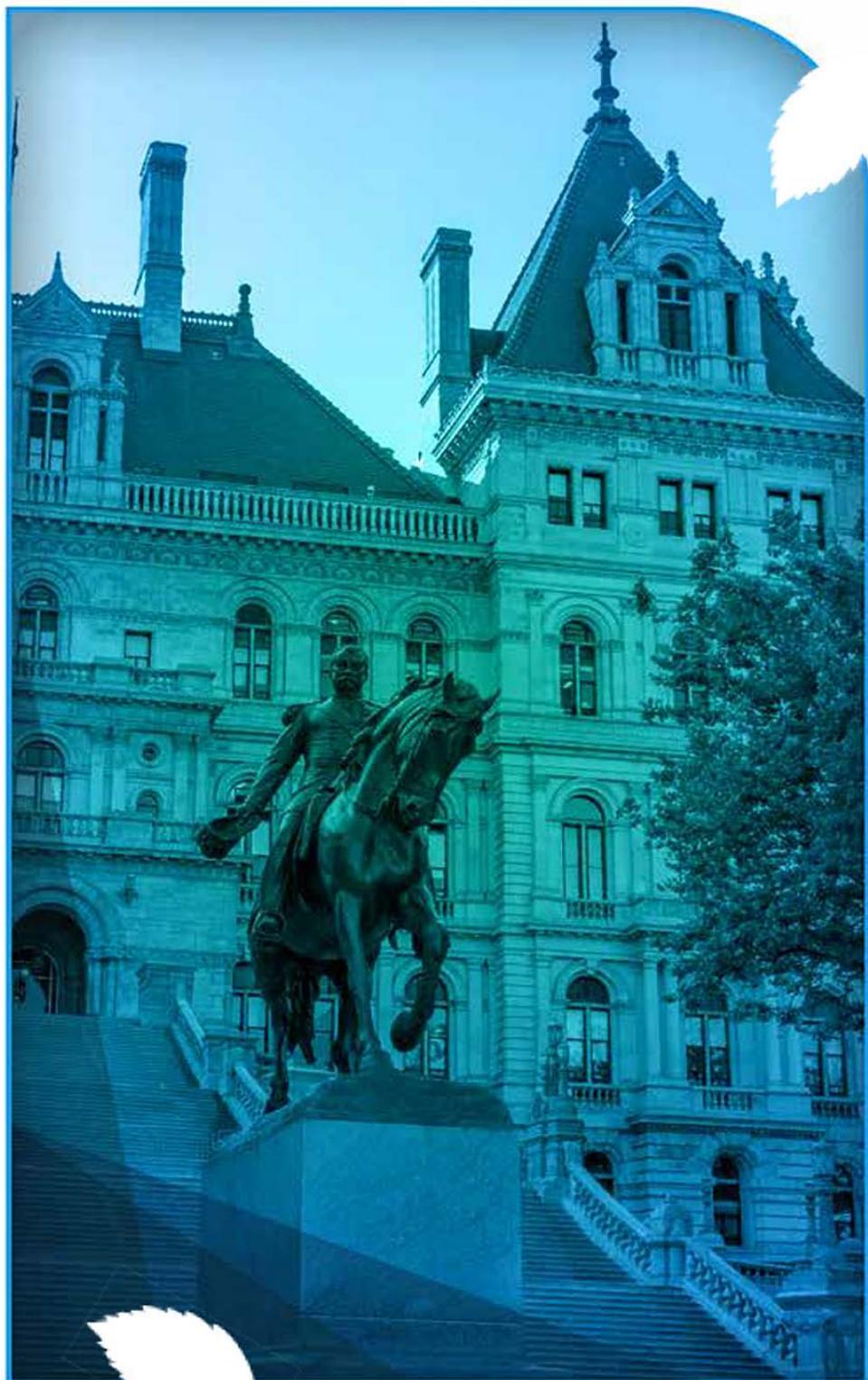
Mr. Andrew Rush | Mower Associates

No matter how well you execute your day to day operations problems will arise. Being prepared is key. Integral to that means developing a good working relationship with 'the media' when things are good. This enables the community to learn about your organization's value as you build goodwill. Learn how to build that relationship and how to put your best foot forward when you think you're stumbling. If a crisis occurs, learn how to respond effectively without compromising the legal case and return quickly to business as usual.

10:00am - 10:15am

BREAK -----





SNF

10:15am - 11:45am

MEDICAID REIMBURSEMENT UPDATE & OVERVIEW OF MEDICAL STAFF REIMBURSEMENT IN A MANAGED CARE WORLD

Mr. Christopher McCarthy, Mr. Michael Lewensohn &
Ms. Dorothea Russo | PKF O'Connor Davies, LLP

The speakers will give an update on Medicaid reimbursement including the new method of computing Medicaid case mix, capital reimbursement, the 2020 Medicaid rates and other timely reimbursement issues. The speakers will also address various medical models (physicians, physician assistants and nurse practitioners) including how reimbursement is received, impact on hospital admissions, shared savings, bundled payments, credentialing and other issues.

AL

10:15am - 11:45am

ENGAGING RESIDENTS THROUGH HEALTH, WELLNESS & INNOVATION

Mr. David Stolfus, Mr. Paul Scharnott &
Ms. Leslie Kelly | Unidine Lifestyles

As we prepare for the next generation of seniors and anticipate their needs, experience ways to break the everyday monotony of mealtime through a dynamic cooking demonstration connecting healthy food with physical wellness. There will be innovative approaches and demonstrations on how to educate residents on the benefits of health and wellness along with quick tips to proactively ensure your dining department is Department of Health survey ready.

11:45am - 12:00pm

BREAK

AL

12:00pm - 1:00pm

ENGAGING RESIDENTS THROUGH HEALTH, WELLNESS & INNOVATION

Mr. David Stolfus, Mr. Paul Scharnott &
Ms. Leslie Kelly | Unidine Lifestyles

The above session continues with innovative approaches and demonstrative benefits of health and wellness.

SNF

12:00pm - 1:00pm

PART I: UPDATE FROM MEGAN BALDWIN ASSISTANT SECRETARY FOR HEALTH, NYS EXECUTIVE CHAMBER

Ms. Megan Baldwin will provide updates and discuss issues facing long-term care providers in New York State, including our growing senior population, as well as, workforce and regulatory challenges facing long-term care providers.

PART II: UPDATE FROM THE NYS DEPARTMENT OF HEALTH

Representative from the NYS Department of Health – *Invited*

Get the latest information from the New York State Department of Health that will have an impact on your organization.

1:00pm

LUNCH

Thank You!

TO ALL OUR SPONSORS



Kosher meals provided
by Price Chopper

Certified Kosher Chef,
John Piccolo

Certified through VaaD Hakashruth
of the Capital District



FOUNDATION 
for QUALITY CARE

NYSIFA | NYSICAL



REGISTRANT INFORMATION FORM

- REGISTRATION IS FIRST COME, FIRST SERVE BASIS -
- EARLY REGISTRATION IS ADVISED AND APPRECIATED -

Early Bird Registration

REGISTER BEFORE OCT 18TH

- Member Rate \$350.00
 Non-Member Rate \$400.00

Name: _____ NAB Identifier: R _____

Title: _____

E-mail:* _____ Phone: _____

**(Must be attendee email. Required for registration confirmation & the Conference App)*

Emergency Contact: _____ Phone: _____

REGISTRANTS MAY "SPLIT" THEIR REGISTRATIONS.

*i.e. one staff member may attend day one and the second staff member from the same facility may attend day two. Contact **Erin Fitzgerald** at ext. 22 for assistance with this option.*

AMERICANS WITH DISABILITIES ACT: *If you need services identified in the A.D.A. in order to attend this conference, please call **Scott Jackson** at ext. 27.*

DATES ATTENDING:

- November 13th November 14th

KOSHER:

- Yes No

Other Dietary Requirements: _____

OVERNIGHT ACCOMMODATIONS:

LOCATION: ALBANY MARRIOTT
189 Wolf Road | Albany, NY 12205
PHONE: (800) 228-9290 or (518) 458-8444
REFERENCE: NYSHFA Fall Conference
ROOM RATE: \$147.00



CLICK TO RESERVE YOUR ROOM!

Reservations must be received by the hotel no later than October 31, 2019. Please reserve your room before this date to secure the group rate. The hotel will honor the group rate prior to this date. Please note that hotel rooms might be sold out prior to the cutoff date. You are encouraged to book your room well in advance.

← TEAR OUT | FLIP & FILL →



FACILITY INFORMATION FORM

Facility Name: _____

Skilled Nursing Facility Assisted Living / Adult Home

Street: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

METHOD OF PAYMENT: CHECK (*Please make checks payable to Foundation for Quality Care*)

AMEX DISCOVER MASTERCARD VISA

Credit Card Number:	Exp. Date:
Cardholder Name:	
Billing Address:	
Authorized Cardholder Signature:	

TOTAL REGISTRATION AMOUNT: \$ _____

*I authorize NYSHFA/NYSCAL/FQC to use the above AMEX, Discover, MasterCard or Visa to charge applicable registration fees. I also understand that registration fees of those who cancel the day of the program or fail to attend are forfeited. Substitutions are permitted and encouraged. **PLEASE NOTE: PAYMENT WILL SHOW ON YOUR CREDIT CARD STATEMENT AS COMING FROM NYS HEALTH FACILITIES ASSOCIATION.***

NYSHFA | NYSCAL

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SUBMIT YOUR REGISTRATION VIA:

ONLINE:
NYSHFA-NYSCAL.ORG

*****FAX:**
Attn: Erin Fitzgerald
518.462.4370

E MAIL:
Attn: Erin Fitzgerald
efitzgerald@nyshfa.org
518.462.4800 ext.22

MAIL:
Attn: Erin Fitzgerald
Foundation for Quality Care
33 Elk Street, Suite 300
Albany, NY 12207


Encouraged!

****If you have faxed your registration and are paying by check, please make sure you mail the original with your payment. If you need services identified in the American with Disabilities Act, call NYSHFA / NYSCAL at 518.462.4800 ext. 27.*