

November 22, 2017

Dear HomeCare Association of Louisiana Associate Members and Prospective Members,

The year 2018 will offer opportunities for forward thinking and innovative providers of care at home. It will also find HCLA and the Louisiana Mississippi Hospice and Palliative Care Organization (LMPCO), exploring a possible merger of our two organizations. The frenetic pace of change across the post-acute setting have led us to recognize threats and opportunities for our members and organizations. The rapid evolution of regulations, reductions in reimbursement, benefits integrity oversight, quality metrics, and new payment models mandate that providers become much more astute. Consolidation is accelerating across hospice, palliative care, home health, and other non-acute provider businesses. Closures, acquisitions, mergers, regulatory changes, and innovative care models are replacing the old silos with a blending and braiding of entities along the continuum of care. Other provider types have recently begun to engage in care at home, i.e. hospitals, health systems, managed care companies, ambulance service providers. And even more entities are now seeking entry into care at home. The Centers for Medicare and Medicaid Services (CMS), Medicare Payment Advisory Commission (MedPAC), state governments, and managed care organizations, are all tightening payments. Those that navigate the multitude of unpredictable variables will see new avenues of growth opportunity as integrated care and value based care models are more widely adopted. As HCLA and LMPCO explore a possible merger, we strive to be solid proponents for care at home.

Being a 2018 HCLA Associate Member gives your company access to this important dialogue about merger, and the discussion about our shared vision for the future. It also provides better access to the network of providers through advertising, sponsorship, and exhibit opportunities. Associate membership and sponsorship provides your organization exposure to develop relationships and to better identify the changing needs of home care agencies in ways that help them solve agency problems, gain knowledge, facilitate growth, and innovation.

Timely home care information is also equally important to your company. HCLA News Alerts are sent at least weekly by email, keeping your team ahead of the curve during this time of rapid change. Knowing your clients' challenges will allow you to anticipate their needs.

Enclosed is a complete membership packet, which details the benefits of membership and explains how HCLA is staying active in the community. Please note opportunities for associate members to share information with members. The **Gold** membership brings increased exposure for your company on the HCLA website homepage added to the regular membership benefits. Our **Platinum** membership, one of a kind, can give you access to providers through sponsorships at all of our workshops and conferences. And if interested, we encourage you to help with financial support of the process of merger exploration between HCLA and LMPCO. Thank you continuing HCLA members, thanks for your commitment.

Sincerely,

Richard MacMillan, RN, JD
President
HomeCare Association of Louisiana
LHC Group

Warren Hebert
Chief Executive Officer
HomeCare Association of Louisiana

Associate Membership

Benefits



Being an associate member of HCLA provides opportunities to highlight your business and offers one-on-one networking with agency members through discounted event sponsorship and exhibits. Active participation in HCLA demonstrates your support for home health providers and helps you identify needs of home health agencies in Louisiana.

1

DISCOUNTS & INCREASED EXPOSURE... Sponsorship of monthly workshops and regional roundtables has provided associate members closer relationships with agency administrators and clinical staff, giving them an edge over the competition. Exhibiting at HCLA's Annual Conference and Gulf Coast Conference is available to all associate members at a **discounted rate**. HCLA associate members are also given **discounted rates** and first right of refusal on all available sponsorship opportunities.

Opportunities for sponsorship/exhibiting:

Workshops... Hosted monthly in designated areas of the state attended by agency owners, administrators, & clinical staff

Regional Roundtable Luncheon... Free, statewide, interactive, quarterly luncheons held for agency members statewide, attended by agency owners, administrators, DONs, and clinical staff

Conferences...

- **Cooperation, Communication & Collaboration Conference** - July 25 - 27, 2018 - Lowes Hotel, New Orleans, LA
- **HCLA Annual Conference** - November 2018

2

INSTANT ACCESS to MEMBERS... Associate members are updated quarterly with the most current **home health provider list** which includes provider contact information and email address. Our website also includes an **Associate Member Directory which links directly** to all of our associate members' websites to ensure easy access for providers & potential clients.

3

KEEPING YOU INFORMED & CONNECTED... An intangible benefit of membership with HCLA is the value of networking with industry professionals. We keep you connected through events, email updates, and mailings. The **HCLA News Alerts**, which summarize home health periodicals & critical industry publications, are available to HCLA associate members via **log-in access to our website**.

4

EDUCATION DISCOUNTS... The ever-changing world of home health challenges agencies and their employees to remain up-to-date on industry information. Rise above the competition by staying informed and in-touch with the latest industry changes and as a result, better understand your customers' needs. Associate members of HCLA **attend educational events at member rates**.

5

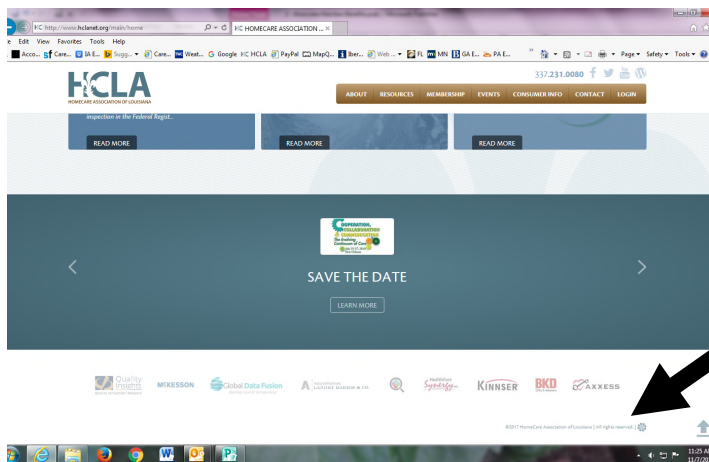
AFFINITY PARTNERSHIP... As an associate member, your company can partner with HCLA to offer products and services at an exclusive discount to our provider members. The Affinity Partnership is a great way to **increase YOUR exposure** to HCLA members with minimal cost to you.

Want Prominent Website Exposure?

Gold Membership

Benefits Include

- Prominent logo space on HCLA's homepage as well as 12 other pages viewed by visitor's of the HCLA website. The 12 pages include: About HCLA, History, Board of Directors, Membership, Agency Membership, Associate Membership, Associate Member Directory, HCLA Events, Exhibitors/Sponsors, Call for Presentations, Resources & Consumer Information.



YOUR COMPANY GOES HERE

- Company logo will link to associate member's website.
- Company logo displayed on HCLA event announcement email blasts.
- Discounts on HCLA education & conference exhibiting opportunities.
- Access to HCLA's member only online resources.
- Updated quarterly with the most current home health provider list

Gold Membership is good for one year!

\$1150

Only 10 spots available so act NOW!

Gold Associate Members will be designated according to the order in which their applications and membership payment are received. Only 10 spots are available and will be first come first serve.



SHARED GOALS, SHARED VISION, SECURING THE FUTURE OF HOME CARE

Since 1988 the HomeCare Association of Louisiana (HCLA) has been the voice of providers across the state. Over the years HCLA dues have helped to: maintain the moratorium on new home health providers; avoid a co-payment on Medicare home health; prevent the Home Health Groupings Model (HHGM) from being included in the 2018 final rule; and more. HCLA's news and education on consolidation, ACOs, bundled payments, managed care, benefits integrity challenges, ICD-10, Face to Face issues, Value Based Purchasing, OASIS, and more, help to keep providers on the forefront of change. HCLA's shared vision and goals provide a closely aligned front from which to implement solutions for Louisiana home health providers. Your membership in HCLA is an investment in the goals and vision that continue to pay dividends to you, your patients, your agency, and industry many times over.

Through continued membership support such as yours, HCLA can:

- Provide education on ICD-10, OASIS, Value Based Purchasing, other vital topics
- Support of the HCLA lobby efforts in protecting the moratorium on home health agencies
- Provide support with appeal and denial issues
- Continue working with PGBA on the F2F and denial issues
- Continue in the fight over issues such as rural add on and copays

Your support helps HCLA provide:

- Unified representation before policy makers, state and federal regulators, state and federal legislators, the media, and the general public
- Weekly newsletters summarizing state, intermediary, and federal issues from variety of resources Including NAHC, Eli, Homehealthline, Remington Report, NAHC Report, PGBA, CMS, and more
- A mechanism to meet industry challenges and promote the highest standards of homecare
- Access to information, customized advice, consulting and assistance with RAC, ZPIC, and MACs
- "Member only" section of HCLA website
- Increased exposure and visibility for member agencies and companies
- Emergency Preparedness support - revision of the LA. E. P. Model Plan & processes
- Connect to DHH, other state agencies, PGBA, and CMS
- Connect to industry leaders in ICD-10, OASIS-C2, and other pertinent topics
- Access to state legislators
- Latest education and networking opportunities including workshops, conferences, and webinars
- Quality workshops, conferences, webinars and education programs at discounted rates
- Time sensitive news on regulations, legislation, reimbursement, and benefits integrity activities
- Connect with home care professionals, peers, CHAP, Council of State Home Care Executives, NAHC, and more
- Government affairs advocacy representation via political advocacy – through HCLA lobbyist
- An effective mechanism to meet industry challenges and promote the highest standards of home care.
- Strength and power in numbers that collective voice, shared goals and vision provides.

An African proverb says,
"If you want to go fast, go alone. If you want to go far, go together."





UPCOMING EDUCATION FOR 2018

Go to the HCLA website often to find the details of newly posted workshops (www.hclanet.org). We will continue to add webinars/teleconferences throughout the year. Don't forget to watch for HCLA News Alerts to keep up with the latest information and check the archives on the website to reference past information. The registration fees for HCLA workshops has mostly remained the same for several years. We will continue to be mindful of the need for education and the financial challenges that agencies are experiencing. Registration fees are dependent on our facility, food, and speaker cost.

<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u> 2018 Palmetto GBA Home Health Workshop Series Monroe - April 10, 2018 Baton Rouge - April 11, 2018
<u>May</u> The Art of ICD-10 Coding Workshop presented by Sparkle Sparks Baton Rouge Beginner May 8, 2018	<u>June</u> Blueprint for OASIS Accuracy presented by OASIS Answers Baton Rouge June 4-5, 2018 COS-C Exam June 6, 2018	<u>July</u> Cooperation, Collaboration & Communication Conference July 25 - 27, 2018 Loews Hotel New Orleans, LA	<u>August</u>
<u>September</u>	<u>October</u> Intermediate ICD-10 Coding Presented by Lisa Selman-Holman Date TBA	<u>November</u> HCLA Annual Home Care Conference & Exhibition November 2018 Date TBA	<u>December</u>



Associate Membership Application

HomeCare Association of Louisiana

P.O. Box 80124 ♦ Lafayette, LA 70598

Phone: (337) 231-0080 ♦ Fax: (337) 231-0089 ♦ www.hclanet.org

Application Type: ☐ **New Member** ☐ **Renewal Membership**

*NOTICE: Membership dues are effective for one year from the date payment is received by HCLA. (Example: 7/15/18 good through 7/14/19)

Step 1: Contact Information

Company Name: _____

Legal Owner/Parent Entity: _____

Person to Receive Mail: _____ Email: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Website Address (URL): _____

President/Owner: _____ Email: _____

Marketing Director: _____ Email: _____

Additional Contact: _____ Email: _____

Additional contacts can be listed on the reverse side of this page. Please notify HCLA of any address or company changes to ensure delivery of correspondence.

Step 2: Business Information

Primary Type of Business: (circle appropriate choices)

Hospice Health Care Consulting CPA
 Legal Infusion Therapy DME
 Private Duty/Supplemental Staffing
 Medical Supply Company

Other: _____

Certification/Licensure Status: (circle appropriate choices)

State Licensed Medicare Certified
 Medicaid Certified Other: _____

Regions/Parishes Served: _____

Membership in National Organizations:

(circle appropriate choices)

National Association for Home Care– NAHC
 American Association for Home Care– AA Homecare
 American Home Care Association– AHCA
 Visiting Nurses Associations of America– VNAA

***HCLA Marketing:** Please attach a brief description (50 words) of your company for referral purposes.

***Website Marketing:** Please email an updated company logo, description (if different from above) & contact person (with email & phone) that you would like us to use on our Association website. Email to liz@hclanet.org.

Processing: Please allow at least two (2) weeks for application processing. At that time you will receive your membership certificate and member access information.

***Renewal membership** not received by the last day of the month your membership expires will result in the cancellation of your current membership **until payment is received.**

Step 3: Membership Status & Dues

Membership Type:

Dues

Associate Member*

☐ Basic Membership \$600
☐ Gold Membership \$1150

(Gold Membership includes prominent logo space on HCLA's homepage & 12 public pages viewed by visitor's of the HCLA website; logo will link to associate member's website & is good for one year)

Hospice Member

☐ Basic Membership \$600
☐ Gold Membership \$1150

(Gold Membership includes prominent logo space on HCLA's homepage & 12 public pages viewed by visitor's of the HCLA website; logo will link to associate member's website & is good for one year)

Individual**

\$185

*Associate Membership is available only to those companies who are not home health providers but offer ancillary services to our industry, i.e. software vendors, accountants, medical equipment suppliers, medical supply vendors, etc.

Individual Membership is reserved for those retired from home health or in academia. Individuals actively employed by a home care provider, consultants, etc. Associate members are **NOT ELIGIBLE for individual membership.

DUES AMOUNT ENCLOSED:

\$

(signature)

(position)

I, the above named, as an officer or agent of the company, attest to the accuracy of the above application.

Completion of this application does not guarantee membership acceptance, membership category, or amount of dues.

ADDITIONAL CONTACT INFORMATION

Needed for HCLA's member database & email communication.

Please add anyone in your company who you wish to receive email updates and notifications of HCLA events, industry updates and sponsorship opportunities.

Company Name: _____

Legal Owner/Parent Entity: _____

Person To Receive Mail: _____

Email Address: _____

Mailing Address: if different _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Website Address (URL): _____

Company Name: _____

Legal Owner/Parent Entity: _____

Person To Receive Mail: _____

Email Address: _____

Mailing Address: if different _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Website Address (URL): _____

Company Name: _____

Legal Owner/Parent Entity: _____

Person To Receive Mail: _____

Email Address: _____

Mailing Address: if different _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Website Address (URL): _____



Credit Card Authorization Form

First Name _____ Last Name _____

Billing Address _____

City _____ State _____ Zip Code _____

Phone _____ Email Address _____

Credit Card Information

Credit Card Type ☐ Visa ☐ Master Card ☐ American Express ☐ Discover

Credit Card Number _____

Security Code _____ Expiration Date: Month _____ Year _____

\$ _____

Amount to be charged to credit card

Authorized Signature

If paying quarterly, use this credit card to pay dues each quarter. A receipt will be emailed to agency.

☐ YES ☐ NO