HCLA Annual Home Care Conference





Welcome to the 2021 HomeCare Association of Louisiana Annual Conference. Our theme, *Transforming Care at Home; It's Our Time*, reflects the unpredictable change our world is experiencing. Care at home enhances the quality of life, family satisfaction, outcomes, and longevity, particularly when we are feeling poorly, anxious, ill, aging, or in our final weeks and months of life. Our pandemic experience has accelerated home care's transformation and its evolution to a more effective, efficient system of care. However, these require a different degree of vigilance and preparation as we move away from the status quo.

Participants will hear from the experts on the 2022 Final Rule, and the latest news from state surveyors. Our provider community is facing a transition to Home Health Value-Based Purchasing (HHVBP). Sound strategic leadership offers forward-thinking teams an opportunity to capitalize during times of uncertainty. Old siloes continue to dissolve, both within the industry and across aging care. Mergers, consolidations, partnerships, joint ventures, new iterations of processes, and new professionals practicing in the home make it clear that we are actively transforming care at home.

HCLA's annual conference will bring the nation's top experts to Louisiana, offering insights on strategic leadership during disruptive times, navigating risk in our COVID world, and offering a glimpse over the horizon at the future for care at home. Speakers will offer guidance to achieving success in the upcoming Home Health Value-Based Purchasing (HHVBP), PDGM trends, COVID, and behavioral adjustments. Attendees will hear the latest on medical review, COVID infection prevention in the home, and monitoring requirements for infection control surveillance.

A critical part of your time with us is our networking, sharing ideas, and learning about new opportunities. The HomeCare Association of Louisiana Annual Conference is about honoring the past, celebrating a bright future, and finding companions for the journey. We're excited to have you join us.

REGISTER ONLINE @ WWW.HCLANET.ORG

WHO SHOULD ATTEND?

All RN's, home care and hospice owners, CEOs, CFOs, COOs, administrators, DONs, clinicians, marketing and sales staff, home health billers, and operational management staff. Come to hear the latest home care information, industry changes and meet with our vendors!

HOTEL INFORMATION

Our conference will be held at the Embassy Suites located 4914 Constitution Avenue, Baton Rouge, LA 70808. A block of rooms has been reserved from Tuesday, November 2nd through Thursday, November 4th. The conference room rate is \$129 per night for single or double occupancy, (plus tax). To take advantage of this discounted rate, please call 225-924-6566 and **use the following HCLA group discount code:**CR2. Reservations must be guaranteed with a major credit card. Reservations at this discounted rate will be accepted on a space-available basis through October 14, 2021. After the October 14th cutoff date, reservations will be accepted on a space-available basis and may be subject to higher rates.

TRADE SHOW/EXHIBIT SCHEDULE

Representatives from companies offering products and services of interest to home care industries will be participating in our annual conference as exhibitors and event sponsors. On Wednesday November 3rd, the exhibitors will have table top exhibits in the Caucus meeting room. The exhibition will continue on Thursday, November 4th until 1:30 p.m. Please make plans to show your appreciation to our exhibitors by visiting their tables during the conference.

SPECIAL NEEDS

If you have a disability, require special assistance or have dietary restrictions, please attach a written description of your special needs and return it with your registration form. Every effort will be made to accommodate your request.

CONTINUING EDUCATION CREDIT

Home Care Association of Louisiana is approved as a provider of nursing continuing professional development by Louisiana State Nurses Association Approver Unit, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. "Number of credits 10."

REGISTRATION INSTRUCTIONS

To register and pay with a check, please use the registration form included. Online registration is available via the HCLA website @ www.hclanet.org for those wishing to pay by credit card or PayPal. Click on the Event Calendar option under the HCLA Events tab. Look for the 2021 HCLA Annual Home Care Conference HCLA registration links, and select the desired registration type (two-day registration). You will need to log in using your email as your user ID and password in order to complete the registration. If you have any problems with the registration system or need assistance creating a user ID and password, please contact Liz Langley in the HCLA office at 337-231-0080.

PAYMENT & CANCELLATION POLICIES

All registration fees must be paid in advance via check or credit card. For registrations after October 27th, a credit card number will be required to reserve your spot for the conference. No registrations will be accepted at the door. Cancellations received by Wednesday, October 27th will be refunded less a \$50 administrative fee. No refunds will be provided for cancellations after, October 28th or for "no shows." Substitutions are welcome. If possible, please notify us in advance if a substitution will be made so that the change can be made on the name badge. Registration fees and continuing education credits are based on the registrant attending the entire conference sessions for which he/she has registered. Therefore, attendees cannot "share" a registration (i.e., one person attend one day and someone else attend on the second day under a two-day registration).

QUESTIONS? If you need additional information, please call the HCLA office at 337-231-0080 or contact **Liz Langley** at liz@hclanet.org.

HCLA CONFERENCE SCHEDULE

WEDNESDAY, NOVEMBER 3, 2021				
7:30 AM to 4:30 PM	Registration	Constitution Hall Foyer		
8:00 AM to 9:30 AM	Breakfast with Exhibitors	Caucus		
9:15 AM to 9:30 AM	Opening / Welcome	Assembly		
9:30 AM to 10:30 AM	Keynote	Assembly		
	Strategic Leadership Keith Crownover			
10:30 AM to 11:00 AM	Break			
11:00 AM to 12:00 PM	General	Assembly		
	The Retiring RAP and the Notice of Admission Named Successor Melinda Gaboury			
12:00 PM to 1:30 PM	Lunch (Included in Registration)	Atrium		
1:30 PM to 2:30 PM	Breakout	Assembly		
	Medical Review in the Home Health Medicare Certified World Melinda Gaboury			
1:30 PM to 2:30 PM	Breakout	Senate		
	PDGM Trends, COVID and Behavioral Adjustments Chris Attaya			
2:30 PM to 3:00 PM	Break			
3:00 PM to 4:30 PM	General Session	Assembly		
	Medicare Home Health Value-Based Purchasing Focus on Quality and Financial Performance Data (Presented Virtually) Aaron Little			

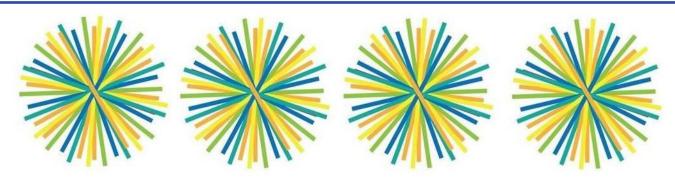
Agenda Continued on Next Page

The 2021 HomeCare Association of Louisiana Annual Conference, **Transforming Care at Home: It's Our Time** will bring together home care & hospice owners, CEOs, CFOs, executives, clinical and administrative staff from agencies all over Louisiana as well as vendors from various aspects of the home care industry.

This conference will provide you with opportunity to network and to learn new ways to tackle your agency's biggest challenges and increase your knowledge of latest industry trends and initiatives by attending numerous educational activities at the conference. Engage and network with people who do what you do. Your conference registration includes:

- ★ Keynote Opening Session, 3 General Sessions, and Closing Session
- ★ 3 Educational Breakout Sessions
- ★ 2 Lunches and Coffee Breaks
- ★ Continuing Education Credits for Nurses

Another exciting aspect that conference attendance offers is the opportunity for attendees to win door prizes! The Grand Prize for this year's conference is \$200.00 cash.



HCLA CONFERENCE SCHEDULE

THURSDAT, NOVEME	BER 4, 2021		
7:30 AM to 4:00 PM	Registration	Constitution Hall Foyer	
8:00 AM to 9:00 AM	Breakfast with Exhibitors	Caucus	
9:00 AM to 10:00 AM	General Session Navigating Risk in a Post-COVID World: The Future for Home Care Brian Ellsworth	Assembly	
10:00 AM to 10:30 AM	Break		
10:30 AM to 12:00 PM	Breakout TBD TBD	Assembly	
10:30 AM to 12:00 PM	Breakout Infection Prevention and Control Update: Safely Providing Care to a Patient in the Home Mary McGoldrick	Senate	
12:00 PM to 1:00 PM	Lunch (Included in Registration)	Atrium	
1:00 PM to 2:00 PM	Breakout Preparing for the Home Health Value-Based Purchasing (HHVBP) Chris Attaya	Assembly	
1:00 PM to 2:00 PM	Breakout Infection Prevention and Control Surveillance Data: Meeting Regulatory and Accrediting Organizations' Requirements Mary McGoldrick	Senate	
2:00 PM to 2:15 PM	Break		
2:15 PM to 3:15 PM	General Session	Assembly	
	Update from Health Standards: Survey and Certification Marian Tate		
3:15 PM to 4:15 PM	Closing Session Home Health Final Rule 2022 Richard MacMillan	Assembly	

Purpose: To increase the knowledge of home care providers of future trends within the clinical and operational parameters required by CMS to ensure quality care for patients cared for in the home environment.

CONFERENCE LOCATION



The guest rates for conference attendees who stay at the Embassy includes a daily Complimentary Hot Buffet Breakfast featuring a cooked-to-order egg station and an Evening Reception in the Bar that includes complimentary drinks and snacks.

A block of rooms has been reserved from Tuesday, November 2nd through Thursday, November 4th. The conference room rate is \$129 per night for single or double occupancy, (plus tax). To take advantage of this discounted rate, please call 225-924-6566 and **use the following HCLA group discount code: CR2**. Reservations must be guaranteed with a major credit card. Reservations at this discounted rate will be accepted on a space-available basis through October 14, 2021. After the October 14th cutoff date, reservations will be accepted on a space-available basis and may be subject to higher rates.

Keynote Session - Strategic Leadership

We are familiar with the classic approach to strategic planning. Typically, a SWOT analysis, it is often the first step in an organization's annual budgeting process. The organization analyzes its operating environment as a critical component in establishing goals and objectives for the coming fiscal year.

In this program, we will review the standard approach used by most businesses, evaluate what works and what needs improvement, explore alternative models for establishing goals, and learn how an agency can update this process to adapt to today's rapidly evolving business environment as a care-at-home provider.

Our goal is to provide your organization with a more nimble, responsive, and impactful process so that you can establish meaningful goals while creating agency alignment, allowing you to outlearn and outperform your competition! We will also explore scenario planning, in which the PEST analysis will explore the impact of political, economic, societal, and technological drivers. This workshop will include an interactive component that will engage attendees. A pre-workshop survey will give you consolidated information about others' experiences with strategic planning. You won't want to miss this.



Keith Crownover worked his way to Chief Executive Officer of Delta Computer Systems after starting as a computer operator for the generous wage of \$5 per hour. The rapidly growing company believed in promoting from within, allowing him to learn and grow with the company. Over 38 years and two degrees later, Keith has experienced every aspect of leading a software company over decades of disruptive change. Crownover's adaptive leadership style led the organization through rapid, often unpredictable changes in technology, regulations, and six different ownership structures. The corporate changes included a tightly-held private corporation, a true 50\50 equity partnership between a private and publicly-traded company, integration within a public entity, acquisition by a European-based conglomerate, and back again to private ownership.

Keith has led software development teams internationally, in home health, hospice, personal care\private duty, disease management, and skilled nursing facilities. Now holding a bachelor's degree in Human Resources and his MBA, he has served on several non-profit boards including NAHC, VNAA, Elevating Home, Homecare Technology Association of America, among others.

Keith married his high school sweetheart in 1982 and is the proud father of three children and happy pappy of four grandchildren. After leading the company as CEO for 18 years, Keith is serving as Senior Advisor to Delta Health Technologies. He has recently founded Crowning Achievement Business Solutions to assist business owners in realizing their personal and professional WINs in today's highly competitive environment.

General Session - The Retiring RAP and the Notice of Admission Named Successor

The most significant change agencies have experienced with billing in 2021 is the timely submission requirement for the Request for Anticipated Payment (RAP) and associated penalty. The coming Notice of Admission (NOA) in 2022 is the next big issue. RAPs have no associated reimbursement in 2021 but carry a monetary penalty if not filed timely and the same will be true for the NOA. The NOA potentially carries a more significant penalty punch and agencies must be prepared. This session will review some of the key areas of concern with both and guide agencies to compliance.

Detail the results of the NO Pay RAP implementation for 2021

- Review current claims processing issues log at the Medicare MAC and identify how agencies can track their issues
- Review statistics regarding the No Pay RAP
- Outline penalty and how agencies monitor

Detail the requirements for the Notice of Admission in 2022

- Review the details for NOA regulation from the Proposed Rule
- Review Claims Processing Manual for Updates
- Detail the plan of attack for agencies to succeed with NOA implementation in 2022



Melinda A. Gaboury, has more than 29 years in home care, has over 20 years of executive speaking experience, including extensive day to day interaction with home

care and hospice professionals. Melinda routinely conducts home care and hospice reimbursement workshops for state associations across the country. Melinda has a deep understanding of Medicare PDGM, billing, collections, case-mix calculations, chart reviews and due diligence. UPIC, RA, ADR & TPE appeals with all Medicare MACs have become the forefront of Melinda's current impact on the industry. She is currently serving on the NAHC/HHFMA Advisory Board and Work Group and is Treasurer on the Home Care Association of Florida Board of Directors. Melinda is also the author of the Home Health OASIS Guide to OASIS-D1. Ms. Gaboury is also an asset in her work with the 16 State Coalition's work with Palmetto GBA.











Breakout Session - Medical Review in the Home Health Medicare Certified World

This session will take agencies through the winding road of Medicare scrutiny. While billing the Medicare benefit and getting paid relatively easy, there is always a risk of things being reviewed at some point and what can you do to avoid denials. Participants will be able to define the levels of Medical Review that are currently active: including, UPIC, SMRC, MAC ADR, RAC and the reinstated Targeted Probe & Educate. The session will review how to respond to any level of medical review that may occur. This session will also discuss PEPPER reports and other data analysis that agencies will need to review to ensure that their risk from medical review is limited. This session will review some State specific PEPPER data so you can tell where you stand compared to others in the state. Don't be caught in the position of believing that everything is just okay or that the Public Health Emergency is a shield from medical review. Attendees will take away information that will assist in assuring that your home health truly is accurately documenting.

Learning Objectives:

- Outline the Multiple Post Payment Review Contractors
- List the current edits being used in targeting home health agencies across the nation
- Detail the requirements for successfully submitting medical records for review
- Discuss the top 5 denial reasons under medical review
- Outline the targets that are calculated on the PEPPER Reports
- Detail the targets and other data from the PEPPER reports specific to the state

Presented by Melinda Gaboury

Breakout Session - PDGM Trends, COVID and Behavioral Adjustments

Now that we are more than a year past the implementation of PDGM, the timing is right to review some beneficial insights and analyses regarding PDGM and how COVID-19 is impacting the results. Join Chris Attaya as he takes a deep dive into the data, discuss lessons learned, and help you to understand what the data shows regarding behavioral adjustments.

Objectives

- Assess PDGM trends in the first 18 months
- Describe how the COVID-19 pandemic is impacting the roll-out of PDGM
- Identify how behavioral changes and the Proposed Rule for CY 2022 may impact your Home Health Agencies



Chris Attaya, Vice President, Product Strategy, Strategic Healthcare Programs, joined SHP in 2014 after spending 28 years in executive and consulting positions within the Home Health and Hospice industry. In his role, he is responsible for product development and client relationships to help organizations achieve increased operational and financial performance through the use of SHP's industry leading analytics platform and benchmark data. Prior to SHP, Chris was the CFO at the VNA of Boston and had worked at Partners Health Care at Home as CFO and CEO. He received a B.A. in Public Health from Tufts University and an M.B.A. from the Graduate School of Management at Boston University concentrating in Health Care Finance.

General Session - Medicare Home Health Value-Based Purchasing: Focus on Quality and Financial Performance Data (Presented Virtually)

Today's care environment is becoming increasingly data-driven. Care choices by patients and potential health care provider collaborators are often made based on data that is publicly available from CMS and other sources. Value-based care models continue to gain traction in the home health industry, including the expansion of the Medicare home health value-based purchasing model, requiring a focus on quality and financial performance data. Ongoing evaluation of your data is critical to allow you the opportunity to thrive in a value-based market. This session will review key performance metrics and strategies you can use to position yourself to survive and thrive in this new world of value. (This session will be presented virtually).



Aaron Little, CPA, is the Managing Director at BKD, LLP, he has many years of experience with BKD and oversees the operations of BKD Health Care Billing Services, a special team that manages the billing and revenue cycle operations for more than 100 home care, hospice and senior living organizations throughout the nation.

A CPA and leading national home care and hospice consultant, he routinely performs revenue and accounts receivable recovery services, revenue cycle operations assessments, client training and related services. He also frequently consults with providers and legal counsel on billing and operations compliance matters, including assisting providers with compliance audits required by the Office of Inspector General and program integrity contractors.

Aaron also performs financial and operational consulting services for home care and hospice organizations, including operations reviews, productivity assessments, benchmarking, and Medicare and Medicaid cost report preparation.











General Session - Navigating Risk in a Post-COVID World: The Future for Home Care

The COVID-19 pandemic has created enormous change in the marketplace for post-acute and long-term care across the country and in Louisiana. This session will address the latest thinking on how the pandemic is affecting the continuum of care and look into the future to examine labor shortages, changing payor environment, new modes of care delivery, evolving regulations and consumer preferences. Takeaways will include the need to prepare for the return of value-based care, form new partnerships and proactively address workforce and consumer confidence.



Brian Ellsworth, MA, Vice President, Public Policy and Payment Transformation, has more than 35 years of experience in health care financing, delivery, and policy. He leads efforts to develop value-based payment approaches and innovative payment and service delivery models, in addition to providing COVID-19 support to operations and keeping abreast on regulatory issues. Mr. Ellsworth previously worked as a policymaker in New York's Medicaid program and at Optum (UnitedHealth Group). He has held leadership posts in state and national health care trade associations (LeadingAge New York, Connecticut Association for Healthcare at Home, American Hospital Association). He has served on numerous policy and technical advisory panels and is a respected thought leader and frequent speaker.

Breakout Session - 11/4/21—TBD

Breakout Session - Infection Prevention and Control Update: Safely Providing Care to a Patient in the Home

While waiting for an eventual end to the pandemic, the number of new COVID-19 infections continue to surge in the United States and surveyors continue to focus on infection prevention and control activities. During this time, home care and hospice staff need to continue to keep their infection prevention and control knowledge and skills current while caring for patients in the home. This session will review infection prevention and control strategies based on the current CDC recommendations and OSHA regulations, and provide practical, best practice recommendations for preventing the transmission of SARS-COV-2 when caring for a patient in the home. Topics presented will include personal protective equipment, common compliance issues, managing equipment and supplies brought into the home, and more.

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

- Describe infection prevention and control strategies to protect the staff and prevent the transmission of SARS-CoV-2 in the home.
- Recognize common problems and infection prevention challenges related to providing care in the home setting.
- More effectively prepare for a focused infection control survey.



Mary McGoldrick, MS, RN, CRNI, has been a pioneer in the field of infection prevention and control in home care and hospice for over 25 years, with seminal works published on infection prevention and control for the home health and hospice industries. She began her career more than 40 years ago as a home health aide and has served in a myriad of home care clinical, management, and executive-level positions, including as a hospice volunteer. She was a home care and hospice surveyor for The Joint Commission for 12 years and has provided subject matter expertise on infection prevention and control in home care to the CDC-HICPAC, APIC, TJC, CHAP and other organizations. Mary is a frequently invited speaker on infection prevention and control topics and has provided education to tens of thousands of home health, hospice and private duty providers nationally and internationally. Mary has authored over a hundred articles plus

several books and book chapters, including the *Home Care Infection Prevention and Control Program* manual and the first and second editions of APIC's *Infection Control in Home Care and Hospice*.

Breakout Session - Preparing for the Home health Value-Based Purchasing (HHVBP)

CMS has proposed to expand the HHVBP program to all 50 states effective January 1, 2022. For those agencies not in the 9 HHVBP demonstration states, there is a lot to learn from the last five years of the demo and the new changes that CMS is proposing. Join Chris Attaya as he reviews the components that drive the model and how you should prepare for the HHVBP expansion.

Objectives

- Share the five-year HHVBP demonstration model structure and significant changes
- Review the Proposed Rule (CY 22) HHVBP national expansion
- Review the statistics surrounding the outcomes and reimbursement impacts from the model

<u>Breakout Session – Infection Prevention and Control Surveillance Data: Meeting Regulatory and Accrediting Organizations' Requirements</u>

Surveillance data is an integral component of an effective infection prevention and control and QAPI program. The recent emphasis on COVID-19 has redirected the focus on infection control and preventing adverse outcomes, especially preventable patient infections. Home care and hospice organizations are often challenged by determining whether a patient infection is considered a home care-onset infection. This session will review how to conduct risk assessment activities, how to determine what types of patient and employee surveillance data to collect, how to measure and monitor infection prevention and control data, and how to implement a comprehensive surveillance program that meets the intent of the accrediting organizations' standards and home health and hospice CoP requirements.

Learning Objectives:

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

- Describe how to establish and implement a comprehensive surveillance program.
- Integrate infection prevention and control surveillance data into a QAPI program.
- More effectively prepare for a survey under the Home Health and Hospice Conditions of Participation (CoPs) and Accrediting Organizations' standards. Presented by Mary McGoldrick

General Session - Update from Health Standards - Survey and Certification

What's the latest news about the state survey process? What will Louisiana's Health Standards team be focused on as we continue to evolve through the pandemic experience? How can your staff prepare for the significant differences in the survey teams' directives? Marian Tate has worked on and led survey efforts for licensing and certification of home health and hospice providers since 1998. This session is an important one for any and all provider staff.



Marian Tate, BSN, RN, graduated with a BS from Northwestern State University in 1982. Marian worked at Our Lady of the Lake Regional Medical Center on the Oncology Floor and the Oncology Specialty Care Unit from 1982 until 1997. She worked for a small home health agency from 1997 until it closed in 1998 due to the BBA and all the cuts. Then Marian came to Health Standards in 1998. She started at the Nursing Home Complaint Desk and then moved to the Home Health and Hospice Desk where she is happy to be today.

General Session - Home Health Final Rule 2020

The Final Rule for the Home Health Prospective Payment System, effective beginning January 1, 2022, brings more complicated and impactful changes to Medicare home health. Richard MacMillan, JD, RN, has been analyzing proposed and final rules for nearly 25 years. His insight is sought by and acted upon by providers across the country. A Past-President of the HCLA Board, Richard again presents his annual synopsis of the final rule in language providers can understand and apply to their businesses.



Richard A. MacMillan, JD, RN, is Senior Vice President/Senior Counsel, Legislative and Regulatory Affairs for LHC Group since 2007. Richard served many of the state's home care providers as legal counsel in his prior employment with the Gachassin Law Firm. He is a Past-President of the Louisiana Rural Health Association, a member of the American Health Lawyers Compliance Association. Mr. MacMillan served as General Counsel to the HCLA from 1994 to 2007. He is admitted to the Louisiana Bar and the Mississippi Bar. He is also licensed as a Registered Nurse in Mississippi and Louisiana. Mr. MacMillan received his Juris Doctorate from LSU, and a B.S. in Nursing degree from the University of Southern Mississippi.



CONFERENCE REGISTRATION FORM

Registration Fees for HCLA Members

Only members who are current on their 2021 membership dues are eligible to receive the member discount

Registration Fees for Non-Members

Before October 27th	\$375		\$475		
Late Fee After October 27th	\$425		\$525		
Company:					
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Member of:	☐ HomeCare Association of Louisiana	ssociation of Louisiana			
Please list each attendee below. Use additional copies for more than four registrations.					
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☐ I/We have read the payment and cancellation policies and agree to comply with these terms. Please enclose check payable to the HomeCare Association of TOTAL ENCLOSED \$					
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Going Green! In an effort to be environmentally responsible, the 2021 HCLA Annual Home Care Conference is trying to reduce the amount of paper we use at the conference. Attendees will receive a folder containing the conference schedule, session evaluations, exhibit hall layout and sponsor/exhibitor guide. Session handouts will not be printed and distributed; attendees and exhibitors will have the opportunity to download the session handouts before, during and after the conference from the HCLA website.

Mail registration form and payments to:

FAX: 337-231-0089

Regular Fee

HomeCare Association of Louisiana P.O. Box 80124 Lafayette, LA 70598