

# Senior and Financial Manager's Retreat



September 7-8, 2017  
Mohonk Mountain House  
New Paltz, NY



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## Senior and Financial Manager's Retreat

September 7-8, 2017 – Mohonk Mountain House, New Paltz, NY

Getting  
Away from it all!

### Things to do at the Mohonk Mountain House

*Activities listed below are at no charge (except where noted) for overnight guests:*

- Visit the Barn Museum
- Take a Row Boat, Paddle Boat, Canoe or Kayak out on the Lake
- Play Croquet
- Tour the award-winning Gardens & Maze
- Explore the Greenhouse
- Discover 85 Miles of Hiking (hike to skytop is recommended)
- Challenge Colleagues to a game of Horseshoes
- Lawn Bowling
- Platform Tennis
- Rock Scrambles
- Shuffleboard
- Basketball and Volleyball
- 18-hole putting green

**The following are activities available for a fee and advanced reservations are recommended.**

**The Spa at Mohonk Mountain House** – Named number one resort spa in the United States by Condé Nast Traveler Magazine!

HCA registered participants receive a **15% discount on spa services and spa retail purchases** on Wednesday, September 6 & Thursday, September 7. Make sure to mention that you are with HCA when making your reservation to receive this discount. For Spa information and reservations call 877-781-1590.

**Golfing:** Reservations for Tee Times are required and may be reserved up to 30 days in advance. Call the Pro Shop at 845-256-2154.

**Horse Back Riding:** Contact the Stables at 845-256-2784

**Plus: Receive 10% off purchases in the Gift Shop!**



### Mohonk Mountain House Rates and Other Information

Your combined hotel and event registration rate includes your room, all meals, breaks, valet parking and meeting amenities. **A single room rate is \$339 per person, per day; double rates are \$241 per person, per day; plus local taxes and a 12% administrative fee.**

All Mohonk reservations should be made by August 20<sup>th</sup> to receive the HCA conference rate and be guaranteed a room. After this date, higher rates will apply based on availability. To make your room reservation, please call:

**800-772-6646 and ask for the HCA rate.**



### Not Staying Overnight at Mohonk?

Since this is a remote resort in the mountains, and Mohonk wants to also be prepared for those not staying overnight, a **“per-day rate” of \$105 is charged**. This day rate includes lunch, breaks, meeting amenities, and self-parking. Day guests must register with HCA as well in order to access the property. Please include the fee(s) with your HCA registration (page 7).



# Senior and Financial Manager's Retreat

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## AGENDA

Thursday, September 7

The Mountain Lake Conference House

8:30AM **Registration Opens**

9:00 – 10:00AM

**Hot Topics in Home Care Finance Roundtable Discussion**

Panelists:

Keith Boroch, Assistant Vice President of Post Acute Consulting, McBee Associates

Paul Essner, CFP, CLU, ChFC, Partner, TSG Financial

David Birnbaum, Executive Vice President, NY Business Unit, Sandata Technologies

Moderated by Patrick Conole, Vice President, Finance & Management, HCA

HCA is changing the batting order for this year's Retreat and opening up with a session that includes three industry experts providing their insights on current and emerging industry trends, challenges and tips for avoiding costly pitfalls and achieving financial success. During this session participants will hear how the 21st Century Cures Act will affect home care providers; narratives of successful partnerships amongst acute and post-acute providers such as home care and hospice; and how congressional actions on ACA will impact the business of running a home health agency.

10:00 – 11:00AM

**NYS DOH Home Health & Hospice Reimbursement Update**

Daniel Carmody, Director, Bureau of Managed Long Term Care Rate Setting, Office of Health Insurance Programs, NYS DOH

Hear from leading reimbursement experts at New York State's Health Department about various reimbursement policy priorities, including updates to the rates that affect MLTC plans as well as home care providers. Participants will also hear the latest about the state's plans for upcoming rate adjustments to account for mandatory minimum wage increases throughout the state, FLSA and associated QIVAPP rate adjustments as well as next steps in the move to Value Based Payments. Lastly, participants will learn about possible revisions to the Medicaid Managed Care Operating Reports (MMCORs) and a new provider reconciliation report that coincides with ongoing and future minimum wage rate adjustments.

11:00 – 11:15AM **Break**

11:15AM – 12:30PM **Breakout Sessions**

### Know Your 'Stats' Workshop Conference House

Michael Freytag, Managing Director,  
BlackTree Healthcare Consulting

In this session, participants will learn how to view their agency data by accessing CMS and other useful sites. The speaker will also discuss the importance of using this data to create benchmarks that, when tracked, can drastically improve financial and clinical outcomes. This session will also focus on common obstacles encountered while determining these benchmarks, and we will spend time focusing on how to overcome these obstacles by discussing the role technology plays in your current operations.

### Federal Issues Update on Hospice and Palliative Care East Dining Room (Main Building)

Katie Wehri, CHPC, Director of Operations  
Consulting, Healthcare Provider Solutions

Hear from one of the nation's most valued federal hospice and palliative care experts about the provisions and details of the federal hospice payment rule, with a particular focus on federal hospice compliance, regulatory and reimbursement changes and proposals as well as new opportunity areas in the Medicare program for hospice programs.



## AGENDA

### Thursday, September 7 – continued The Mountain Lake Conference House

12:30–1:45PM

#### **Network with Your Peers over Lunch in the Main Dining Room**

1:45 – 3:00PM

#### **Building Contracts and Arrangements to Succeed in a Managed Care and VBP Environment**

Nancy Sever, Principal, Hinman Straub

Meghan McNamara Principal, Hinman Straub

This session will offer technical essentials and program assistance to home care providers and plans for contractual arrangements that will enable home care and plans to effectively partner in the mandated environment of managed care and VBP.

3:00 – 5:00PM

#### **It's Time to Relax and Recharge!**

In an environment of constant change and stresses, home care leaders need time to recharge in order to maximize performance and focus. This is why we've carved-out time for attendees to participate in leisure activities of their choice at our conference location, which is one of the most beautiful mountain retreat settings in the Northeast! Use this time to visit the exceptional Mohonk Mountain House Spa, hike the beautiful grounds, kayak on the pristine lake, check out the renowned golf course, or just relax on one of the many porches and outdoor venues offering a scenic view.

5:00–6:15PM

#### **Networking Reception – The Porch**

HCA is hosting a cocktail reception on the beautiful porch of the Mohonk Mountain House. Join us for a cocktail, and chat with staff and colleagues.

6:30PM

#### **Dinner – Main Dining Room**

Enjoy one of the most sumptuous dinners in the Hudson Valley! The Mohonk Dining Room is famous for its array of delicious menu offerings using local "farm-to-table" ingredients that will satisfy every palate. **PLEASE NOTE:** Dinner service at The Mohonk is by reservation only. HCA's group dinner reservation is for 6:30 p.m.; all participants must arrive at the dining room at that time.



## AGENDA

Friday, September 8

The Mountain Lake Conference House

7:30–8:30AM

**HCA's Data Workgroup Breakfast** (invitation only)

7:30–8:30AM

**Breakfast** – Main Dining Room

8:30–9:30AM

**HCA Overview of Policy Priorities that Impact Your Bottom Line**

HCA's Policy and Executive Team

Learn what your association is doing to support the financial stability of New York's home care provider community. This session will discuss the top-tier federal and state policy initiatives affecting providers, reinforcing the engaging and informative dialogue throughout the Retreat on your most pressing financial problems, your questions, and your biggest organizational challenges.

9:30–10:45AM

**Federal Update on Regulatory and Reimbursement Issues**

Colin Roskey, Principal, Lincoln Policy Group and Partner at Scully, Roskey & Missmar

Washington, D.C.-based federal home health policy expert Colin Roskey is one of the most knowledgeable voices on Medicare home health and hospice regulatory and reimbursement issues. We are delighted that he is available to provide an overview of the national healthcare landscape as well as provide highlights of key components of the proposed CY 2018 home health prospective payment system (PPS) and FY 2018 Hospice final rule. Mr. Roskey will also present on other regulatory items percolating at the federal level including opportunities to revise the current face-to-face regulations and the upcoming home health Conditions of Participation.

10:45–11:00M **Break**

11:00AM–12:15PM

**Building Better MLTC-Provider Relationships**

Panelists:

Robert A. Blehar, Director, Provider Relations, VNA Homecare Options

Andrew Cruikshank, Chief Executive Officer, Fort Hudson Health System, Inc.

Marianne Grady, RN, BSN, Director, MLTC, Empire BlueCross BlueShield HealthPlus

Ilyne Rabinowitz, Vice President of Clinical Services, Bestcare, Inc.

Panel Moderator: Al Cardillo, Executive Vice President, HCA

Effective partnership is vital to the success of MLTC and home care contractual relationships. During this session, participants will hear from two MLTC-home care contractual partnerships (one upstate and the other downstate) that have worked well and benefited both entities. Participants will hear firsthand from panelists on how the plan-provider partnerships can be successful, along with an opportunity to ask questions and have an open discussion with the moderator and panelist.

12:15PM

**Adjourn and Lunch-To-Go**

A box lunch will be provided for you to enjoy at the resort or as you head for home.



