



SENIOR FINANCIAL MANAGERS RETREAT

September 5-6, 2019

Mohonk Mountain House
New Paltz, NY

Senior Financial Managers Retreat

September 5 - 6, 2019

Mohonk Mountain House - New Paltz, NY

HCA's *Senior Financial Managers Retreat* is a signature finance program for CHHAs, LHCSAs, hospice and MLTC. HCA times this program to best prepare you for 2020 budgeting and forecasting. You'll learn what's to come on the calendar for state and federal rate-setting. With all eyes on Medicare payment changes in 2020, you'll also gain a final-stage PDGM readiness checklist to help ensure that you've considered what's necessary to succeed, plus a comparative analysis of financial outcomes (pre- and post-PDGM) based on benchmark data using 2017-2018 claims, providing a clearer picture of how the current HPPS translates to the new model.

For providers overseeing consumer directed services – or those looking to enter this space – we'll also cover the progress of changes to the payment and procurement of Fiscal Intermediary (FI) services. A special breakout session for LHCSAs will cover revenue-cycle principles to help you track and quantify bonus and penalty payments under VBP risk arrangements. The Retreat will also give a preview of what's to come in the next stage of DSRIP, and value-based payments as the Medicaid Redesign Team may soon reconvene for the next stage of waiver renewals and Medicaid program model changes.

Thank you to our Exhibitors and Sponsors!



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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 5 & Thursday, September 6. 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.

Horseback Riding: Contact the stables at 845-256-2784

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



Mohonk Mountain House Rates and Other Information

A single room rate is \$359 per person, per day; double rates are \$259 per person, per day; plus local taxes and a 15% administrative fee.

All Mohonk reservations should be made by **August 19th** 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.

IMPORTANT Please Note: If your organization is tax exempt, please make sure to **bring your ST119.1 tax ID forms with you AND the proper credit card** that matches up with that form; you will be asked for this information at the front desk when checking into the hotel. If you do not have this information with you, you will not be able to receive the Tax Exempt status for your hotel room.



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 guest rate” of \$110 is charged**. This day rate includes lunch, breaks, property 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).

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AGENDA

Thursday, September 5

The Mountain Lake Conference House



9:00-10:00AM

HCA Overview of Policy Priorities that Impact Your Bottom Line

Hear from HCA's Policy and Executive Team on the latest state and federal legislative and regulatory updates affecting providers and plans reimbursement, setting the stage for a deeper discussion throughout the retreat on home health, hospice and MLTC payment rates, the underlying methodologies for Medicare payment in 2020, PDGM, and more. HCA staff will also provide updates on the latest initiatives from National Government Services (NGS), New York's Medicare Administrative Contractor (MAC), as well as highlights of our latest postings to the HCA Data Webpage.

10:00-11:00AM

Managed Care Plan Insights and Strategies for Successful Partnership in the Current Marketplace

Kathy Preston, Executive Vice President, Health Plan Association of New York State

New York's managed care enrollment continues steadily apace, creating new challenges, new marketplace dynamics and new strategy decisions confronting providers and plans alike. How aggressive are you in pursuing risk arrangements under value-based payments? Is your organization distinguishing itself amid tightening LHCSA-MLTC contract limits? Are you putting your best foot forward during contract negotiations? To help you answer these questions, Health Plan Association Executive Vice President Kathy Preston will share insights on the managed care plan's perspective so that providers can respond accordingly based on their unique strengths and assets. She'll explain what's important to managed care plans as they approach similar strategic decisions, and she'll discuss how to pursue mutually beneficial opportunities in an evolving health care marketplace.

11:00-11:15AM – **Break**

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

Using PDGM Data to Forecast Your Fiscal Impact & Budget for 2020 (Mountain Lake Conference House)

Robert Simione, CPA, Director of Data Analytics, Simone Healthcare Consultants

PDGM represents a quantum leap for Medicare-certified home health agencies in 2020. In order to secure a sustainable future for the delivery of quality care, agencies must be financially prepared for this seismic shift in payment. With benchmark data for PDGM using 2017-2018 claims, industry expert Rob Simione will provide a comprehensive look at the financial forecast in 2020 that will provide a fundamental basis for your comparative analysis to determine how your organization will fare. He will also offer valuable insights and planning guidance for keeping your budget above the fray in a PDGM environment.

Value Based Payments – Clinical, Operational and Revenue Cycle Success Strategies for LHCSAs (Main House)

Andrea Brown, RN, President/CEO, AB Coaching and Consulting, Inc.
Phil Feldman, VP Revenue Management Solutions, Sandata Technologies, Inc.

Building on their popular workshop at HCA's Annual Conference, Andrea Brown and Phil Feldman are teaming up again to help LHCSAs navigate, plan, adapt and analyze outcomes related to value-based payment contracting, as the state pursues its third annual update to the VBP Roadmap. This session is specifically geared for LHCSAs but it provides principles applicable to all provider operations. You'll learn how to best integrate your financial and clinical departments; some key VBP clinical management metrics to monitor; revenue-cycle principles for bonus and penalty payment tracking/quantification under VBP risk arrangements; the alignment of key MLTC measures for VBP performance with your LHCSA operations; and more.

12:30-1:45PM

Network with Your Peers over Lunch in the Main Dining Room



1:45-3:00PM

The Forecast for Medicaid Redesign Team (MRT) Round Two

Representative from the Executive Chamber of the Governor (Invited)

During a DSRIP Project Approval and Oversight Panel session earlier this year, the state provided a glimpse of its upcoming plans for the various Medicaid Redesign Team (MRT) waiver elements amid the Governor's recent call to reconvene the MRT on potential waiver modifications, renewals and cost-containment measures. The implications of these converging elements for the health system and the potential future policy and program directions cannot be overstated, which is why HCA has invited representatives of the Governor's Health & Human Services office to provide a further window into the expected focus areas of MRT II as well as the ongoing waiver renewal discussions that command attention industrywide.

3:00-5:00PM

It's Time to Relax and Recharge!

Enjoy the leisure activities of your choice at the exceptional Mohonk Mountain House!

5:00-6:15PM

Networking Reception – The Porch (Main Bldg)



6:30PM

Dinner – Main Dining Room



Friday, September 6th

The Mountain Lake Conference House

7:30-8:30AM

Breakfast – Main Dining Room

8:30-9:30AM

Federal Post-Acute Care Policy Update

Katie Wehri, Director of Home Care & Hospice Regulatory Affairs, National Association for Home Care & Hospice

PDGM may be front and center for 2020, but it is critical for you to consider some of the other major federal payment and policy issues affecting home care's bottom line. National home care and hospice expert Katie Wehri will provide a survey of the wide-ranging federal landscape for home health and hospice – not only PDGM, but also the new hospice payment rule proposal that would rebase rates and cut payment for routine home care (RHC), MedPAC's latest overtures on a unified post-acute care payment methodology to align payments with services more uniformly across settings (with proposed cuts to home care), a status update on legislation related to ordering and referring authority for home care services, the pulse of broader Congressional actions on Medicare and Medicaid policy affecting federal payments and the New York State health care budget, and more.

Friday, September 6th – Continued

9:30-10:45AM

Effective Strategies for Mitigating Risk in Administering Wage Parity and Employee Benefits

Paul Essner, CFP, CLU, ChFC, Principal, TSG Financial, A Division of Risk Strategies
Emina Poricanin, Partner, Home Care Practice Leader, Hodgson Russ

Eight years after being instituted and seven years after implementation, the Wage Parity law continues to present fiscal challenges and pressures. In that time, we've also seen how the statute has been enforced, including key areas that providers should be aware of in their internal compliance monitoring.

Emina Poricanin, Esq. and Paul Essner, CFP CLU ChFC will present a timely discussion on all of these issues, especially for LHCSAs and CDPAP FIs, covering the current audit and regulatory environment in NYS with respect to wage parity compliance, the importance of plan compliance with state and federal guidelines, and an overview of compliant approaches to satisfying your Wage Parity requirements.

10:45–11:00M

Break

11:00AM–12:15PM

Test Your Readiness: Must-Haves for PDGM in 2020

Michael Freytag, Managing Director, Founding Member, BlackTree Healthcare Consulting
Brian Harris, Consulting Director, BlackTree Healthcare Consulting

PDGM has implications for every aspect of your agency – from admission source and timing to clinical management and coding to documentation and billing. As we approach the Calendar Year 2020 launch, this session will serve as your PDGM Check-Up. Test your overall readiness for PDGM implementation with the dynamic duo of Mike Freytag and Brian Harris from BlackTree Healthcare Consulting and leave with a prescription for your agency's must-do checklist.

12:15PM

Adjourn and Lunch-To-Go



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REGISTRANT INFORMATION – Please register by August 23rd

Name: _____ Title: _____

Agency: _____ Address: _____

City/State/Zip: _____

Phone: _____ Ext. _____ Email: _____
(Required)

REGISTRATION FEES – In addition to registering for the program, each attendee must reserve overnight accommodations (see details on pg. 2) OR select the Day Guest Resort Pass option below for each day you plan to attend.

2-Day Program Fees

Member Provider \$279 Associate Member/Vendor \$379
Non-Member Provider \$379 Non-Member Vendor \$579

1-Day Program Fees

Single day registration includes continental breakfast, lunch and breaks.

	Sept. 5 Only	Sept. 6 Only
Member Provider	<input type="checkbox"/> \$199	<input type="checkbox"/> \$129
Non-Member Provider	<input type="checkbox"/> \$299	<input type="checkbox"/> \$229
Associate Member/Vendor	<input type="checkbox"/> \$299	<input type="checkbox"/> \$229

Mohonk “Day Guest” Resort Pass Fee

I do not require overnight accommodations, but will require a Mohonk Day Guest Pass at \$110 per day:

One-Day Guest Pass \$110 (Thursday or Friday)

Two-Day Guest Pass \$220 (Thursday and Friday)

TOTAL: \$ _____

PAYMENT – Please check method of payment:

_____ MasterCard _____ VISA _____ American Express _____ Check*

*Make checks payable to **HCA Education and Research** and mail to **388 Broadway, 4th Floor, Albany, NY 12207**. Checks must be received by August 31.

_____ Card Number

_____ Expiration Date _____ Security Code

_____ Mailing Address of Card Holder

_____ City, State, Zip

_____ Name on Card

_____ Authorized Signature

HCA Cancellation Policy

HCA registration cancellations received by August 24 are refundable less a 25% administrative fee. No refunds will be issued after this date.

Cancellations must be received in writing at info@hcany.org. Substitutions are permitted. Please note Mohonk’s cancellation policy when making your reservation.

Special Needs

In accordance with the Americans with Disabilities Act, or special dietary needs, please let us know how we can accommodate you:

FAX this form
to
518-426-8788.



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Fourth Floor
Albany, New York 12207



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TO: