



Helping innovative long-term care professionals provide quality health care to Ohioans.

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“Physician Sales Bootcamp” coming February 24 – Do you want to learn the most effective way to develop relationships with physicians that will earn you the right to ask for and receive increased qualified referrals? Then plan to attend the upcoming **“Physician Sales Bootcamp.”** Speaker Linda Saunders, LNHA of Censolutions will provide attendees with the tools, techniques and confidence to get the census results from one of your toughest customer groups! It’s a must attend workshop for organizations that want to lay the ground work for consistent census gains in 2010 “Physician Sales Bootcamp” will be held in Columbus on **Wednesday, February 24 (new date!)** from 1 to 4 p.m. and will offer three (3) BENHA CEUs. Academy members may attend this program for \$59 and non-members may attend for \$89. Three employees from the same member facility may attend at the discounted rate of \$139. Information concerning this course has been faxed. You can also register online at <http://www.oanh.org/educationalofferings.shtml>. Contact [Dawn Kennedy](#) with any questions. ([Back to top](#)).

Plan your 2010 continuing education today – It’s time to plan for the continuing education you need in 2010! Visit the **Education Programs** section of the [OANH website](#) for information on a variety of innovative regional education programs slated for the first half of 2010. These courses include:

- Tuesday, March 23, 2010 – Focus on Resident Socialization and Safety: A Toolkit for Dementia Programs – Cleveland
- Wednesday, March 24, 2010 – Focus on Resident Socialization and Safety: A Toolkit for Dementia Programs – Columbus
- Thursday, March 25, 2010 – Focus on Resident Socialization and Safety: A Toolkit for Dementia Programs – Cincinnati
- Thursday, April 8, 2010 – Extreme Census Building – Columbus
- Tuesday, April 20, 2010 – MDS 3.0 – Cincinnati
- Thursday, April 22, 2010 – MDS 3.0 – Columbus
- Wednesday, April 28, 2010 – MDS 3.0 – Cleveland
- June – Fire Safety and Prevention – More information coming soon!

Pencil them in and plan to attend these great programs! Contact [Dawn Kennedy](#) for more information. ([Back to top](#)).

Problems with county Medicaid processing? We want to know – The Academy has been working with OHCA and AOPHA on addressing issues relating to Medicaid processing at the county

level including eligibility and form 9401. Examples include long delays, inaccurate information and incomplete forms, scheduling of face-to-face interviews, and delays in updating records. As we move forward to resolve these and other issues, we want to have the ability to focus our efforts in counties where there are persistent problems. While we are currently aware of several counties, we want to make sure we have an accurate measure of the “trouble spots.” We need your help in locating any other counties where there may be Medicaid processing problems. Please [email the Academy](#) if your facility is having persistent trouble with Medicaid processing in a specific county. ([Back to top](#)).

New York attempting to form coalition to have feds pay for dual eligibles – As states continue to face difficult budget shortfalls, many states are looking for ways to raise revenue or cut costs. To raise revenues, many states raised taxes (or delayed tax cuts as in Ohio) and even looked to other less typical methods. Georgia is considering Sunday liquor sales and Arizona may sell some of their buildings and lease them back. According to [the Associated Press](#), New York Gov. David Paterson is trying to build a coalition of several big states to have the federal government cover the health care costs for the elderly poor who receive benefits under both Medicare and Medicaid. Gov. Paterson estimates it would cost the feds \$70 billion a year and help states avoid cuts to education and other areas. California indicated they would support the proposal so long as it reduces costs to the state. According to the AP article, President Barack Obama has not commented on the proposal and the National Governor’s Association has not taken a position. ([Back to top](#)).

Update from CMS – The Centers for Medicare & Medicaid Services (CMS) recently released the following information of interest to long-term care providers:

- **Administrative Information Memos**

[Admin Info 10-09 is available for download](#). Its main function is to transmit a copy of a January 7, 2010 memo to the state survey agencies and the state Medicaid agencies. That memo, in turn, is an extensive roadmap to the upcoming training the states are required to attend to learn about MDS 3.0, which goes live on October 1, 2010. Please note the discussion beginning on page 3 (under the “Background” heading) regarding the community-placement programming that Medicaid agencies must do.

- **H1N1**

On December 28, 2009 Secretary Sebelius renewed the H1N1 Public Health Emergency determination for an additional 90 days. The last day of the previous extension of the emergency period was December 29, 2009; an additional 90 days sets the renewal period’s last day as March 29, 2010. CMS’ Section 1135 waiver authority remains in effect for that time period.

- **Regulation Station: K154/K155**

K154 requires compliance with LSC Section 9.7.6.1, which states that a facility must be evacuated or an approved fire watch must be conducted when the [sprinkler system](#) is out of service for more than four hours in a twenty-four hour period. K155 requires compliance with LSC Section 9.6.1.8, which states that a facility must be evacuated or an approved fire watch must be conducted when the [fire alarm system](#) is out of service for more than four hours in a twenty-four hour period. Most facilities adopt policies, often called fire watch policies, to meet the requirements of LSC Sections 9.6.1.8 and 9.7.6.1. The following are a few examples of issues that result in deficiencies being cited at K154/K155:

1. The fire watch policy incorrectly addresses the time criteria for instituting the fire watch. The LSC states the fire watch must be conducted if the fire alarm or sprinkler system is out of service for **more than four hours in a twenty-four hour period**. Errors occur when the policy erroneously states the systems must be out of service for more than four hours, which implies four consecutive hours. However, the requirements do not require the outage to last for four consecutive hours. A fire watch must be conducted when the sum of all outages in a twenty-four hour period totals more than four hours.
2. The fire watch policy fails to address contacting all authorities having jurisdiction (AHJ). CMS is one of the AHJs for the LSC for certified facilities. State agencies (SA) act on behalf of CMS for certification purposes. Therefore, contacting a SA should be addressed in a facility’s fire watch policy.
3. The fire watch policy states staff members will be assigned the fire watch in addition to their normal duties. Staff members must be dedicated to the fire watch and cannot conduct a fire watch in addition to their normal duties. A staff member’s normal duties would most likely keep them from conducting the fire watch, which must be conducted continuously during the outage, for extended periods of time.

These examples do not address all possible reasons for citations at K154 or K155.

- **Five-Star Rating January News**

The Five-Star provider preview reports will be available beginning Tuesday, January 19, 2010. Providers can access the report from the Minimum Data Set (MDS) State Welcome pages available at the state servers for submission of Minimum Data Set data. Provider Preview access information:

- Visit the MDS State Welcome page available on the state servers where you submit MDS data to review your results.
- To access these reports, select the Certification and Survey Provider Enhanced Reports (CASPER) Reporting link located at the bottom of the login page.
- The helpline will reopen beginning Tuesday, January 19 until Wednesday, February 3, 2010. BetterCare@cms.hhs.gov is also available to address any Five-Star rating questions and concerns.
- Nursing Home Compare will update with January's Five-Star data on Thursday, January 28, 2010.

Please visit [the website](#) for the latest Five-Star Quality Rating system information.

- **Medicare Physician Guide**

The print version of the revised *Medicare Physician Guide: A Resource for Residents, Practicing Physicians, and Other Health Care Professionals* (Oct 2009), which offers general information about the Medicare Program, how to become a Medicare provider or supplier, Medicare payment policies, Medicare reimbursement, evaluation and management services, protecting the Medicare Trust Fund, inquiries, overpayments, and fee-for-service appeals, is now available from the CMS **Medicare Learning Network**. [Click here to place your order.](#)

- **New--Special Edition MLN Matters Article #SE0931 - Expiration of Various Payment Provisions Under the Medicare Program**

This special edition article is being issued by CMS to notify affected providers that a number of Medicare payment provisions, such as the Therapy Cap Exceptions Process and Allowing Independent Laboratories to Bill for the Technical Component of Physician Pathology Services Furnished to Hospital Patients, will no longer be in effect when the provisions sunset as of December 31, 2009. For more information, please [view the article](#).

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2010 Group Rating renewal reminder – To continue to enjoy one of the tremendous benefits of being a member of the Academy and receive substantial savings on your workers' compensation premiums, **you must submit your enrollment documents to CompManagement by Wednesday, February 24.** If you have not yet requested a review, have not received your 2010 group rating enrollment information, or simply have questions, please contact CompManagement's Customer Support Unit at (800) 825-6755, option 3. [\(Back to top\).](#)

You asked, we answered! Become a 2010 Premier Partner – We listened when our Associate Members asked that our vendor program be open to ALL members of the Academy. Now is the time to take advantage of the increased visibility to Academy members when you join the 2010 Premier Partners program! The Academy is now accepting applications for the marketing-based partnership between the Academy and interested OANH Associate Members. Premier Partners gain instant visibility and recognition as a supporter of the Academy through high-level marketing and exposure to the membership. If you are interested in becoming a 2010 Premier Partner, [click here](#) for more information. [\(Back to top\).](#)

Sign up for the new 2010 advertising bundle and your message will reach hundreds of decision makers! – Don't miss your only opportunity to promote your products and services to every Academy administrator and owner AND save money by signing up for the new 2010 advertising bundle. Reserve your space today in the *OANH Membership Directory* and summer and winter issues of *The Academy Advocate* and you will save 10% on your total cost. Your message will reach hundreds of potential customers! [Click here](#) for more advertising information. [\(Back to top\).](#)

Take advantage of your membership with a username and password – All Academy members can access the [member only section](#) on the Academy website by logging in with their username and password. This section contains *The 2009 OANH Membership Directory & Resource Guide*, legislative updates, hourly wage statistics, important member documents and the discount code to receive 10% off on all [online courses](#). Your username and password can also be used for the OANH [member blog](#) where you can discuss important issues with other members. If you do not have a username and password, please email Christina O'Neal. [\(Back to top\).](#)

Need more residents' rights booklets for the new year? – The Academy offers Residents'

Rights booklets for all members and non-members: \$1 per booklet for members and \$1.50 for non-members (shipping costs apply). The booklets include the Ohio Revised Code, sections 3721.10 through 3721.17 and 3721.19, and Code of Federal Regulations, Title 42, subsections 483.10, .12, .13 and .15. The [order form](#) and [online credit card processing](#) can also be found on the Academy's website under Membership Info. For more information, contact [Christina O'Neal](#). ([Back to top](#)).

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