



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

OANH Special Services



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[Medicaid under budget first half of fiscal year](#) – Reports from the Ohio Department of Budget and Management and the Legislative Service Commission show that Medicaid spending is under budget by \$195.3 million through the first half of fiscal year 2010. Nursing facility spending is also below budget by about \$28 million (2%), driven by 1.7% less utilization than expected and greater than expected patient liability payments. All services in the 525 line item are under spent, in part because of less than expected increases in caseload and the return of part of the age, blind, and disabled population to managed care in northwest and northeast Ohio. The Academy will continue to monitor state finances and nursing home spending as we head into fiscal year 2011. [\(Back to top\).](#)

[Brown victory could delay health care reform](#) – Republican Scott Brown's senate victory on Tuesday could spell the end to the passage of health care reform in the very near future. Brown's victory gives the Republicans the 40 vote to block the Democratic majority from passing legislation. The victory left the Democrats scrambling to try and fast track the bill before Brown takes his seat in the senate. Moderate Democrats have shied away from such a tactic, suggesting that a health care reform bill will not be passed anytime in the immediate future. For skilled nursing facilities, the bill would have most likely contained language putting their rate setting under the purview of a new Medicare commission similar to MedPAC instead of congress. The bill would have also reinstated the exception process for the therapy caps. It is too soon to determine how significant the impact Brown's victory will have on health care reform legislation. [\(Back to top\).](#)

[Time to gear up for "Physician Sales Bootcamp"](#) – 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.](#) Contact [Dawn Kennedy](#) with any questions. [\(Back to top\).](#)

Registration now open for 2010 education programs – 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](#)).

You said, “Open your partner program to ALL members!” We did! – 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](#)).

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

- **Reading Material**

View the most recent issue of [Culture Change Now](#), and a [fraud alert](#) regarding telemarketing by durable medical equipment providers.

- **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 here](#).

- **Medicare Learning Network**

The Medicare Learning Network (MLN) web-based training courses are a perfect way to make good on that resolution. You can choose from a variety of courses that cover Medicare Program policy topics, ranging from general overviews to specific billing and coding information, as well as important education on new CMS initiatives. You won't have to miss a moment in the office because you can access any course 24 hours a day, 7 days a week—and it's easy to complete the courses at your own pace. Each course is a compact learning opportunity; you gain a significant amount of information in just a short period of time. Stay on track with our Learning Management System. The System charts your completed courses and evaluations, and even remembers the chapters you have completed if you are not able to finish in one sitting. Here is another benefit: many of our courses offer continuing education credits to help you meet academic requirements to obtain or maintain your license or certification. And, remember—like all Medicare Learning Network products—our web-based training courses are free of charge. Resolve to visit the [MLN Products](#) page today. Find out more information and click on web-based training to get started!

- **January 2010 Quarterly Provider Specific File Update**

- The January 2010 quarterly Provider Specific Files (PSF) **SAS** data files are now available on the [CMS website](#). If you use the Provider Specific SAS File data, please go to the page above and download the latest version of the PSF Files. **Note:** These are the **quarterly** data sets for the Provider Specific Data for Public Use in **SAS** Format.
- The January 2010 quarterly Provider Specific Files (PSF) Text data files are now available on the [CMS website](#). If you use the Provider Specific Text File data, please go to the page above

and download the latest versions of the PSF Files. **Note:** These are the **quarterly** data sets for the Provider Specific Data for Public Use in **text** format.

- **Quick Reference Charts**

Quick reference charts can be handy lists for looking up information. The Medicare Learning Network (MLN) has produced two QUICK REFERENCE CHARTS, which provide information on frequently used Centers for Medicare & Medicaid Services (CMS) web pages.

- The [Quick Reference: All Medicare Providers](#) (DEC2009) chart includes a list of CMS web pages that ALL Medicare providers use most frequently.
- The [Quick Reference: New Medicare Provider](#) (DEC2009) chart includes a list of CMS web pages that NEW Medicare providers use most frequently.

These charts can be bookmarked and viewed online or they can be printed and used as ready references. Both charts can be located by [clicking here](#). Use search key word “**quick**” to locate these publications.

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MedPAC recommends freeze on skilled nursing facility payments for fiscal year 2011 –

As expected, the Medicare Payment Advisory Commission (MedPAC) recently recommended that skilled nursing facilities not receive a payment increase for fiscal year 2011. The commission, which is an advisory board to Congress, annually recommends to Congress that facilities receive a 0% market-basket increase. Congress consistently dismisses the suggestion.

(Source: McKnight’s Long-Term Care News & Assisted Living, 1/15/10, www.mcknights.com.)

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2010 Ohio legislative and government directories soon available – The Academy can help you get more involved in the legislative process by providing free copies, starting in February, of the 2010 Ohio Legislative and Government Directory, 129th General Assembly. This directory contains a listing of Ohio’s elected representatives: United State Senators and Representatives, Ohio Senators and Representatives, Governor, Lieutenant Governor and others, as well as committee information for both the Senate and House and Cabinet Member information. If you or your facility would like copies, please email [Christina O’Neal](#) at the Academy. To find out how to get more involved through the OANH Political Action Committee or to find your state representative or senator, [click here](#).

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Have you submitted your 2010 group rating renewal documents? – 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. [\(Back to top\)](#).

The economy may be slow, but your job search doesn’t have to be – In this slow economy, employers can fill available positions more efficiently and career seekers can find their new employment more quickly by using the OANH Career Board! Here’s how:

Employers—fill available positions more efficiently:

- Go to <https://www.oanh.org/jobs/index.cgi> and complete the form for processing and activation.
- Academy members can post jobs for free (non-members must pay a nominal fee of \$50).
- All listings will appear for two months, unless the position is filled sooner.

Career seekers—find new employment faster:

- Go to <https://www.oanh.org/resumes/jobs2.pl?type=all> and submit your resume for free.
- Your resume will be posted for two months, unless you find your employer sooner.

Go to <http://www.oanh.org/oew.shtml> for other employment websites. Contact [Christina O’Neal](#) for more information. [\(Back to top\)](#).