



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

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Governor's budget hammers skilled nursing facilities – Governor Ted Strickland released his budget plan earlier this week that includes increased taxes and fees for skilled nursing facilities and immediate implementation of the pricing reimbursement system in FY 2010 (July 1, 2009). Also known as the "Blue Book," the budget fails to provide enough detail as to the exact impact of the proposal on SNF rates; however, the proposal will be devastating to many SNFs across the state. Besides reducing funding by over \$110 million during the biennium, the increase in the franchise permit fee would provide over \$100 million in additional tax revenues for the state that will not be spent on long-term care. The Academy, as part of the Skilled Nursing Care Coalition, released a response to the Governor's budget calling it "devastating" to SNFs ([Click here for full document](#)). Furthermore, a news segment outlining concerns about the fee increase and rate cut for a particular facility in Columbus aired on Wednesday and can be seen here <http://www.medialibraryvideovault.com/medialibrary/cincinnati/client/newswatch/>, then by clicking on "Fees Increase." Below is a list highlighting a few of the proposals in the Governor's budget directly related to SNFs:

- Implement the pricing system on July 1, 2009
- Increase the franchise permit fee from \$6.25 to \$11.00
- Increase licensure fee from \$50 each FY for every part of 50 beds (New fee: \$220 for every 50 beds in FY2010 and \$270 for every 50 beds in FY2011)
- A new certificate of need (CON) formula based on bed need that allows beds to move across county lines

In related news, Academy members are encouraged to respond to a survey **by close of business today** asking how the recent Medicaid funding reductions have impacted their operations. Go to http://www.surveymonkey.com/s.aspx?sm=oMrQNeFMSONK1_2f4l_2fLomsA_3d_3d.

For more information, contact [Victoria Gresh](#) or [Chris Murray](#). ([Back to top](#)).

Does your staff practice the 20/10 rule of customer service? – Does your staff even know what this is? Learn this basic rule, and to how to use great customer service to improve your census by attending "**Creating Census Success Through Customer Service**." This class will focus on the principles of customer service within the health care industry and teach you how to use these principles to improve your facility's census. "Creating Census Success Through Customer Service" will feature popular convention speaker Linda Saunders of Censolutions. A licensed nursing home administrator, Ms. Saunders received great reviews at our October convention. This new course will be held in Columbus on Thursday, February 19 from 1 to 4 p.m. It 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>. ([Back to top](#)).

Workers' comp group rating deadline fast approaching – The deadline for filing groups with the Ohio Bureau of Workers' Compensation is **February 27, 2009**. If you have received a quote through the Academy's group rating program and have not responded, you must complete and submit the appropriate forms to CompManagement Inc. A Sedgwick CMS Company to be included in the 2009 workers' compensation group plan. If you are reviewing savings quotes from other group administrators, please make sure that you are comparing apples to apples. CompManagement takes great pride in the accuracy and consistency of their savings forecast, while others within the industry tend to promote inflated savings figures in an effort to secure additional business. Keep in mind that not all group administrators offer the same level of service. Examine other quotes thoroughly to ensure that you are comparing similar discounts and service offerings. For the July 1, 2008 rate year, CompManagement was once again the largest group administrator and was able to offer the largest and most stable programs available in the state of Ohio. Enrollment only occurs once a year, so please make sure to send back the documents needed to ensure your continued participation in our program. Should you have any questions regarding group rating or the savings quote you received, please contact CompManagement, Inc. at 800/825-6755, option 3 or email [Genny Hart](#). ([Back to top](#)).

American Express can help you control expenses – Do you need a better way to manage your expenses? **The American Express® Corporate Card program** can help you achieve your goal! Through a unique program with American Express, Academy members can benefit from personalized expense management solutions, including:

- getting hard-dollar savings and increasing cash flow
- earning savings on business spending with leading national suppliers
- writing fewer checks to suppliers and improving cash flow
- reducing paperwork associated with purchasing and expense reporting
- earning points redeemable for valuable rewards for business spending through the Membership Rewards® program

The American Express® Corporate Card program can give your facility the control it needs to keep expenses on budget. Not only can you get a complete picture of your spending, allowing you to establish and enforce expense policies, but you can also protect your company against fraud with program liability options. Use your American Express Corporate Card for:

- medical supplies and equipment
- uniforms
- medical waste handling
- computer hardware and software
- office supplies and equipment
- telephones, pagers and answering services

To learn more about the Academy's collaboration with American Express and how YOUR company can benefit, contact Executive Director [Victoria Gresh](#) or [Troy Shealy](#) with American Express. ([Back to top](#)).

Is your facility ready for a QIS survey? – If your facility hasn't experienced a QIS (Quality Indicator Survey) yet, it will soon. Learn how your facility can be successful in dealing with this new state survey format by attending "**Basic QIS.**" This course will be taught by a former state surveyor and will give you the information you need to make your staff confident when it comes to the QIS. "Basic QIS" will be held in Columbus, Cleveland and Cincinnati during the month of March. The class will be from 8:30 a.m. to 4 p.m. and will include lunch. American Medical Equipment is generously sponsoring these classes and is offering attendees the option of attending "Negative Pressure Wound Therapy" for an additional hour of CEU from 4 – 5 p.m. "Basic QIS" has been approved for (7) seven hours of CEU from BENHA and "Negative Pressure Wound Therapy" has been approved for (1) one hour of CEU. Attendance at "Negative Pressure Wound Therapy" is optional, but only those attendees who stay will be given the additional one hour of CEU. Academy members may attend these programs for \$149 and non-members may attend for \$199. A member facility may send three employees for the discounted price of \$359, a savings of \$88!

- **Cleveland – Tuesday, March 24**
Holiday Inn Independence
6001 Rockside Road

Independence, Ohio 44131

- **Columbus – Wednesday, March 25**
Confluence Park Restaurant
679 W. Spring Street
Columbus, Ohio 43215
- **Cincinnati – Tuesday, March 31**
Great Wolf Lodge
501 Great Wolf Dr
Mason, OH 45040

Watch your mailbox and fax for more information or you can register online at <http://www.oanh.org/educationalofferings.shtml>. For questions, contact [Dawn Kennedy](#). ([Back to top](#)).

Wanted: Great presenters for 2009 convention – The Academy is seeking great professionals who want to share their LTC knowledge with others, receive recognition from their peers and gain exposure for their company. OANH is taking applications for presenters at the 2009 Annual Convention & Trade Show, slated for October 21-23, 2009. This application can be completed and submitted via the Academy's website or printed and faxed. Go to <http://www.oanh.org/2007.shtml> to view and submit the application. If you have any questions about the application or being a presenter please contact [Dawn Kennedy](#). ([Back to top](#)).

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

- **Five-Star Quality Rating System**

- In February and March, the Five-Star Hotline will open starting the week that facilities receive their preview data, which is one week before the data is posted on the third Thursday of the month. The hotline will stay open until one week after the posting each of those months. Information is not available at this time whether this will continue past March. The hotline number is 800/839-9290.
- A new version of the Five-Star Quality Rating Technical Users' Guide and an accompanying Summary of Updates to the Technical Users' Guide document are available on the Five-Star Quality Rating System Web page. See http://www.cms.hhs.gov/CertificationandCompliance/13_FSQRS.asp#TopOfPage for the latest version of the manual.

- **MDS 3.0**

CMS is still on target to release MDS 3.0 on October 1, 2009. Stakeholders' voiced concerns and issues are still being taken under consideration.

- **Nursing Home Value Based Purchasing Demonstration**

The four states selected for the pilot program for the Nursing Home Value Based Purchasing Demonstration will be announced in February. Once announced, invitations to participate in the demonstration will be sent to nursing homes in the four selected states. The target start date is July 1.

- **SNF PPS PC Pricer**

The FY 2009.0 SNF PPS PC Pricer has been updated with the latest provider specific file (PSF) data. To download the latest FY 2009.0 version of the PC Pricer file (Updated 01/29/2009), go to the "Skilled Nursing Facilities (SNF PPS) PC Pricer" webpage http://www.cms.hhs.gov/PCPricer/04_SNF.asp under the "Downloads" section.

- **Salmonella Outbreak**

On January 28, Peanut Corporation of America voluntarily recalled all peanuts and peanut products processed at its Blakely, GA plant since January 1, 2007. The recall notice can be found at: http://www.fda.gov/oc/po/firmrecalls/peanutcorp401_09.html. To find a list of other recalled products related to the peanut salmonella outbreak, go to: <http://www.accessdata.fda.gov/scripts/peanutbutterrecall/index.cfm>. ([Back to top](#)).

2009 Tradeshow booths are going fast—secure yours NOW! – Many booths have already been reserved for the 2009 OANH Trade Show. To ensure placement in the booth of your choice, reserve yours today. The 2009 OANH Convention & Trade Show will be held Oct. 21-23, 2009 (Wednesday - Friday) at the Hilton Columbus at Easton. Trade show hours will be very similar to the 2008 show. Booth prices are as follows:

- **Regular Booth Pricing**
Early Bird Booth Prices (Through June 30, 2009)
OANH Member: \$875
Non-Member: \$975

Regular Booth Prices (After June 30, 2009)
OANH Member: \$975
Non-Member: \$1,075

- **Premium Booth Pricing**
Early Bird (Through June 30, 2009): \$1,075
Regular (After June 30, 2009): \$1,275

Contracts for 2009 are available via the [OANH website](#), or you can contact [Dawn Kennedy](#) to reserve your booth. ([Back to top](#)).

Life Safety Code/Disaster Workgroup meets – Members of the Life Safety Code/Disaster Workgroup, which includes the Academy, met on February 4. Following are highlights of the meeting discussion:

- Committee members reviewed and discussed the following planning and training guides: all hazards, workplace violence, pandemic, facility owned transportation, insect/pest infestation, severe weather and fire.
- The December 2008 draft of the ODH Preventative Maintenance Manual was reviewed and several suggestions were made. Committee members will be meeting with ODH to discuss and finalize this manual.
- The committee discussed recent issues with gas generators and state and federal surveyors. Several members of the committee will be meeting with ODH to further discuss this issue and gain insight for remedies to this problem.
- Ohio Regional Coordinator contact information for the Regional Hospital Councils and Associations was reviewed.

For more information, contact [Dawn Kennedy](#). ([Back to top](#)).

Educate your staff on residents' rights - If your staff needs a refresher course on residents' rights, order your booklets from the Academy today. 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 Academy is currently offering the booklets (5 ½" x 8 ½") for \$1 per booklet for members and \$1.50 for non-members. Shipping costs do apply. To purchase the booklets, go to <http://www.oanh.org/rrb.shtml>. For more information, contact [Christina O'Neal](#) at the Academy. ([Back to top](#)).