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Legislators aware of impact of SNF cuts; Academy member testifies – Testimony by the Department of Aging and Department of Job & Family Services before the House Health and Human Services Subcommittee raised questions regarding nursing homes from several legislators. Legislators questioned agency leaders on the impact the rate cutting policy could have on the quality of services and the potential for closures. Speaker Batchelder was quoted in *Gongwer's Ohio Report* on Tuesday, saying, "These are senior citizens, many of them obviously are not in good health so you want to make sure that there is adequate funding for that part of the budget. On the other hand, over time there has been considerable concern about how much we expend in ratio to other states around us. So it's one of those things that we're going to have to work very hard at." It is clear legislators are aware of our concerns over the massive cuts and a member of the Academy testified before the House Subcommittee this week to further emphasize that point. Academy Board Member Joe Cilone described to the subcommittee the impact the cuts would have on his facilities and especially the residents: "...not that I can't cut, and cut, and cut, but I am not willing to go in and look at the residents I care for every day knowing I cannot meet their most basic needs. If I have fewer nurses and aides, here's what will happen: it will be a struggle to prevent bed sores, it will be a struggle to give medications on time, and it will be a struggle just to give a bath. I don't want to be associated with that." Committee members questioned Mr. Cilone about the high acuity level of the residents in his facilities, and asked where these residents would go if his facilities were to close under the Governor's budget proposal. Mr. Cilone, in his testimony, stated that, "They would have to receive these services in the more expensive hospital setting. They cannot go home." For more information on the budget, please contact [Chris Murray](#). ([Back to top](#)).

A crock pot can increase my census? – How? Learn this and many other proven techniques you can implement with little or no cost at the upcoming "**Lunch & Learn: Census Building on a Shoestring Budget.**" This fun, interactive and fast-paced workshop will teach you how to improve your census without "breaking the bank." It will definitely jump start your census as the year unfolds. "Lunch & Learn: Census Building on a Shoestring Budget" will be held from 11 a.m. to 2 p.m. and will include lunch. This class has been approved for three (3) hours of CEU from BENHA. Academy members may attend this program for \$59 and non-members may attend for \$89. A member facility may send three employees for the discounted price of \$139, a savings of \$38!

Dates and locations:

- **Tuesday, April 19**
Holiday Inn Cleveland South

6001 Rockside Rd.
Independence, OH 44131

- **Thursday, April 21**

Roberts Centre
123 Gano Rd.
Wilmington, OH 45177

Information has been faxed and you can also register [online](#). For questions, contact [Dawn Kennedy](#). ([Back to top](#)).

We need you to "tee it up" for the PAC – The Academy needs you to "tee it up" for the OANH Political Action Committee (PAC) at The Lakes Country Club in Westerville on **Monday, May 16!** Participation in the upcoming PAC Golf Outing demonstrates commitment to the legislative goals of the association. Whether your company sponsors a hole, sends a foursome or donates a prize, being a part of this annual member favorite is great way to help further our interests while enjoying a beautiful day of golf and networking. Registration and lunch will begin at 11:30 a.m. with a shotgun start at 1 p.m. After a challenging game of golf, attendees will stay at the course for food, drinks and prizes at "19th Hole," sponsored by Howard, Wershbaile & Co. Prices are \$250 per golfer or \$950 per foursome. You can download the registration form [here](#) or contact [Dawn Kennedy](#) for more information. ([Back to top](#)).

See what cost savings you can receive with AME – American Medical Equipment (AME), April's Premier Partner of the Month, prides itself on providing the highest quality wound care products and specialty beds at a significant cost savings. AME delivers a full range of specialty mattresses (powered and non-powered), NPWT (negative pressure wound therapy), and now, bedside ultrasonic debridement. Specialty beds include bariatrics, low beds, canopy beds and the innovative FLOWT™ Mattress Systems. To schedule an in-service, contact [Stew Brownstein](#) at 614/237-1133. [Visit American Medical Equipment online](#). ([Back to top](#)).

Level of Care discussions continue via MFP workgroup – The Money Follows the Person Front Door workgroup continued their discussion of changes to the level of care methodology this week. The group is investigating using a "scoring" method similar to what is in place in Michigan. Under this method, the different components involved in determining level of care (ADLs, IADLs, cognitive impairment, skilled care, etc) are given a numerical score based on if the individual requires the service and at what level. The total score for the person is then used to determine if they qualify for a certain level of care. The administration would like to see different levels used for different service groups (i.e. SNF and HCBS). The group is still in the early stages of developing a model and many questions remain, including: weighting the different categories, what the levels will be, if there will be "triggers" for certain levels, and how to accommodate children and/or developmental disabled individuals. Once a draft model is developed, it will be tested and go through an iterative refinement process to determine the value of changing to a scoring system for level of care. For more information, please contact [Chris Murray](#). ([Back to top](#)).

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

- **Survey & Certification Memos**

[11-18: Final Rule for Skilled Nursing Facilities \(SNF\) and Nursing Facilities \(NF\) - "Notification of Facility Closure Centers for Medicare & Medicaid Services \(CMS\)-3230-IFC" \(4/1/11\)](#)

As part of the "Patient Protection and Affordable Care Act" (the Affordable Care Act), Federal Regulations have been released which detail who is to be notified when a Skilled Nursing Facility (SNF) or Nursing Facility (NF) closes and required timeframes. The new regulations stipulate that a plan for relocation of residents be developed by the facility; this plan must be submitted and approved by the state agency before closure of a nursing home. An administrator who fails to comply with the requirements will be subject to a civil monetary penalty. [View the attachment here](#).

- **Next SNF/LTC Open Door Forum**

The next Skilled Nursing Facility(SNF)/Long Term Care (LTC) Open Door Forum is scheduled for Thursday, April 28, 2011 from 2 to 3 p.m. To participate, dial **1-800-837-1935: Conference ID 44708925**.

- **MDS 3.0 Training Materials Update**

The following videos have been posted to [YouTube](#) and are also available for download: Section M: Skin Conditions; Evening Experts Panel Discussion; and Dr. Deb Saliba's Introduction. Additional postings will be added as they are completed.

- **Medicare Learning Network**
 - [MM7345 – July Quarterly Update to 2011 Annual Update of HCPCS Codes Used for Skilled Nursing Facility \(SNF\) Consolidated Billing \(CB\) Enforcement](#)
 - [The Medicare Preventive Services Quick Reference Chart](#) provides Medicare Fee-For-Service providers coverage, coding, and payment information on the variety of preventive services covered by Medicare.
- **Dedicated Web Page for the Medicare Shared Savings Program (Shared Savings Program)**
On March 31, 2011 CMS published in the Federal Register proposed rule *CMS-1345-P, Medicare Program; Medicare Shared Savings Program: Accountable Care Organizations* that implements the Medicare Shared Savings Program (Shared Savings Program) and establishes the requirements for Accountable Care Organizations. [View the dedicated webpage](#) for Medicare FFS providers and other providers of services and suppliers.
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No booth at convention = "Jeopardy" for your market share – The competition in long-term care is fierce, so don't "jeopardize" your market share by missing out on a booth at the game show-themed 2011 OANH Annual Convention & Trade Show. Your competition and customers will be at the Hilton Columbus at Easton October 19-21, 2011 (Wednesday - Friday)—will you? Don't skip the timely educational sessions and great networking opportunities this annual member favorite offers. Trade show hours will be very similar to the 2010 show. Booth prices are as follows:

- **Regular Booth Pricing**
Early Bird Booth Prices (Through June 24, 2011)
OANH Member: \$875
Non-Member: \$975
Regular Booth Prices (After June 24, 2011)
OANH Member: \$975
Non-Member: \$1,075
- **Premium Booth Pricing**
Early Bird (Through June 24, 2011): \$1,075
Regular (After June 24, 2011): \$1,275

Complete the [booth contract](#) and return it to the Academy or contact [Dawn Kennedy](#) today to reserve your spot. [\(Back to top\).](#)

Save the date for upcoming regional education – Two much requested regional education programs are headed your way in May and June. Mark your calendars now for "MDS 3.0 Interviewing" and "Fire Prevention."

MDS 3.0 Interviewing

- Tuesday, May 24 - Wilmington
- Thursday, May 25 - Cleveland

This new course will provide critical information for one of the most challenging aspects of the MDS 3.0, interviewing. If you aren't interviewing properly, you aren't getting correct information. Plan now to register for this important course that will help you examine who should and shouldn't interview residents and how all interviewers must be properly trained.

Fire Prevention

- Monday, June 20 - Wilmington
- Tuesday, June 21 - Cleveland

This annual member favorite is back! Each session will feature both a Fire Safety Educator and a Fire Code Enforcement Official. Administrators, DONs and maintenance directors should plan on attending and asking questions about THEIR facility.

If you have more questions about either of these exciting programs, contact [Dawn Kennedy](#).
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Tell us how you get your residents' families involved in your facility – A great way to share your customized practices in your facility is through the "Member Viewpoint" question in *The Academy Advocate*. The question for the upcoming magazine is: **"How do you get your residents' families more involved in your facility?"** Families are one of the best contributors to the residents' well-being and help keep residents connected to the past, present and future. Programs are offered to encourage participation between the staff, resident and residents' families. What programs does your facility offer to promote family involvement? Answers must be limited to 200 words and a headshot of the author is required. Please email your answer and headshot to [Christina O'Neal](#) no later than May 27, 2011. [\(Back to top\).](#)

Three weeks left to get your company name in front of decision makers – *The OANH Annual Membership Directory* is a valuable resource to industry leaders, as it contains information on all Academy members and pertinent legislative contacts. Get your ad in front of these decision makers and everyone will know who you are, what you do, and how you serve the long-term care profession. To reserve your ad, [click here](#). **The deadline for advertisements is Friday, April 29.** Ads received after this date may not be published. Burgie MediaFusion will publish the directory. ([Back to top](#)).

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