



Annual Payment and Financial Issues Conference

December 14, 2022 | Hilton Richmond Hotel & Spa/Short Pump

Overview

Join VHCA-VCAL for this in-person event featuring experts who will discuss the state of the nursing facility industry in terms of federal initiatives and finances, the COPN process to move or purchase beds, and specific Virginia Medicaid initiatives. Experts will also tackle issues related to claims and MDS data and therapy contracts. Additionally, a special panel will discuss an innovative model to address behavioral health needs of the nursing facility population.

Who should attend

This training is designed for administrators, CFOs/corporate financial staff, business office managers, and MDS coordinators.

Agenda

- 8:30 – 9:00 am** **Registration and Continental Breakfast**
- 9:00 – 10:00 am** **View from Washington – Industry Outlook**
Jill Sumner | Vice President, Population Health Management | AHCA/NCAL
- Jill Sumner will discuss major national trends impacting the post-acute and long term care profession in FY24 and related AHCA/NCAL advocacy and member support work. Topics will include impacts of any possible federal minimum staffing requirement, the FY24 Medicare Part A Payment Rule, Population Health Management Models and PAC/LTC provider opportunities, as well as an array of unfolding Medicaid policies.
- 10:00 – 10:30 am** **Medicaid, Reimbursement and Policy Issues Updates**
Steve Ford | Senior Vice President for Policy and Reimbursement | VHCA-VCAL
- Steve Ford will describe the expected budgetary and legislative issues affecting long term care providers that the 2023 General Assembly will likely address.
- 10:30 – 10:45 am** **Break**
- 10:45 – 12:30 pm** **Understanding Your CMS Claims Data: Methods for Optimizing Medicare MDS Accuracy and Reimbursement**
Joe Eaton | Chief Strategist | Broad River Rehab
Renee Kinder | Executive Vice President of Clinical Services | Broad River Rehab
- Joe Eaton and Renee Kinder will help the interdisciplinary team understand 2019-2022 PDP trends using data from the CMS Research Data Assistance Center for the nation, Virginia, and each individual provider/group of facilities. They will provide guidance on defining key clinical data elements and MDS coding practices related to non-therapy ancillary and nursing and rehab. They will also discuss how coding practices can have an immediate impact on

reimbursement and finances for communities. They will explore care dynamics in the post-acute world including clinical decision-making and methods to maintain quality of life and choice based on one's understanding of how their data trends internally.

12:30 – 1:15 pm

Lunch

1:15 – 2:15 pm

Understanding Virginia Nursing Home COPN Process

Matt Cobb | Partner | Williams Mullen

Frank Peck | President | Premier Consulting Services, Inc.

Sam Phillips | Principal | Walker-Phillips Healthcare Consulting

Panelists will discuss how beds are introduced and how to move or purchase existing beds from other operators to add value to your portfolio. They will address issues like moving beds within and outside of planning districts, strategies for purchasing beds from other operators, and how to prepare and defend your COPN application for success.

2:15 – 3:15 pm

Behavioral Health Models for Care Delivery

Jessica Allen | Regional Director of Marketing and Admissions | Innovative Healthcare Management

Sandy Bryant, RN, LPC, LMFT | Executive Director | Mount Rogers Community Services

Matt Cobb | Partner | Williams Mullen

Jason Lindsey | Administrator | Valley Health Care Center

Heather Rupe | DAP Specialist | VA Department of Behavioral Health and Development Services.

Does adding a behavioral health unit make sense for your NF or ALF? Panelists will help you learn about the resources are available for capital modifications and additional services.

3:15 – 3:30 pm

Break

3:30 – 4:15 pm

Investor Outlook and Financing by REITs and Financial Institutions

Jim Bailey | Associate | Williams Mullen

KC Peterson | Principle | PM Advisors LLC

Jim Bailey and KC Peterson will discuss current trends in capital markets for skilled nursing facilities.

Register online: www.vhca.org/calendar.