

Warren County Health Services

Health, Human and Social Services Committee

AGENDA FOR

July 20, 2016

Information Submitted By: Patricia Auer, DPH/DPS

Health and Human Services Committee Members: Sokol, Simpson, Seeber, Frasier, Strough, Vanselow, McDevitt, MacDonald, Braymer

I. Committee meeting called to order by Chairman

Motion to approve minutes of the June 22, 2016 Health Services Committee meeting

II. Action Agenda/New Business

Request Resolution:

To amend Resolution 294/2012 with Kinney Management Services LLC to reflect an increase in the annual cost from \$650.00 to \$700.00 for the period September 1, 2016 – August 31, 2017, with automatic annual renewals unless the price increases. The price is \$800.00, but we are given a \$100.00 customer appreciation renewal discount.

Rationale:

This is a software and website license agreement needed as part of our Corporate Compliance Plan that allows us to check to make sure none of our providers are on the exclusion list. The cost for this agreement has not increased since 2011. The amendment in 2012 was done to add the clause that automatic renewals may occur as long as the price did not increase.

Although this is not a high cost, and this system is working well for the department, as part of our due diligence process, Tammie DeLorenzo, Fiscal and Informatics Coordinator, did take this opportunity to research other companies providing the same service and no better plans were found.

Request Resolution:

To authorize Jodi Brynes, RN to enroll in a job related course entitled Transcultural Nursing, an online course offered through Chamberlain College of Nursing, and receive reimbursement of 50% of the course cost of \$2,000.00 (\$1,000) plus 50% of course fees and books upon completion of the course with a grade of "C" or better, submitted with receipts for verifying costs. This is allowed per CSEA Contract with approved Resolution.

Rationale:

This nurse is working on attaining her Bachelor's Degree in Nursing and this is a required course.

There are adequate funds in the Health Services 2016 Budget to cover this expense.

Request Resolution:

To amend the 2016 Warren County Budget to reflect a payment of \$1,274.37 from an insurance company for repairs related to a vehicle which totaled that amount. Please see **Attachment #5**.

Rationale:

This situation was from an accident not our fault and the other individual's insurance paid for the repairs.

Request Committee Approval:

To authorize Tammie DeLorenzo, Clinical and Fiscal Informatics Coordinator, to attend the Home Care Association of New York State Senior and Financial Manager's Retreat at the Mohonk Mountain House in New Paltz, New York on September 8-9, 2016 at a cost of \$728.00 plus tolls.

Rationale:

The cost includes the conference fee, lodging and all meals, which are all provided at the conference site.

It is important for our agency from a proactive stance that we have representation as the most up to date information regarding fiscal and operational challenges in today's evolving home care marketplace, as well as insights into new service-delivery and payment models that can significantly affect organizations bottom line are presented.

III. Referral/Pending Items

There are no pending items.

IV. Information for Discussion/Review

Emergency Response and Preparedness Activities: Please see **Attachment #1** for the monthly report.

Rabies Program Report: Please see **Attachment #6**.

Status of Referrals: Please see **Attachment #4** for the detailed report. Tammie DeLorenzo, Fiscal and Informatics Coordinator, and Valerie Whisenant, Assistant Director of Patient Services will provide comments at the meeting.

Report of Expenditures, Revenues, Overtime and Per Diem Use for 2016. Please see **Attachment #2**.

Revenue and Expense Comparison Report for 2015 vs 2016: Please see **Attachment #3**. Tawn Driscoll, Fiscal Manager, will be present at the meeting to review the reports and answer any questions.

Other:

We have received \$9,834 from auction for the sale of 4 vehicles. In working with JoAnn McKinstry, Assistant County Administrator, she has advised these monies will go back to the vehicle reserve fund and she will transfer additional funds to allow for the purchase of a new vehicle. She reports that the only action needed is for the Health and Human Services Committee to be notified of this planned action.

Personnel Update:

Nursing recruitment, unfortunately, continues to remain a challenge. Since our last meeting, we have not been able to hire any new nurses, but we have had no resignations. We continue to remain very thankful for our per diem nurses, and have been able to accept all referrals.

V. Privilege of the Floor to discuss any additional items to come before Committee

VI. Motion to adjourn the Health Services Meeting

Attachments:

- #1 Emergency Response and Preparedness Activities Report
- #2 Report of Expenditures, Revenues, Overtime and Per Diem Use for 2016
- #3 Revenue and Expense Comparison Report for 2015 vs 2016
- #4 Report of Referral Status
- #5 Budget Amendment
- #6 Rabies Program Report

ATTACHMENT #1
BT ACTIVITY SHEET
BP5 - 7/1/16 - 6/30/17

Page 1

Topic Color Codes

Red/Chempack; Green/SNS; Blue/Mass Fatality; Black/Training;
 Purple/Special Needs; Orange/Drill; Black/Pan Flu

1ST QUARTER ACTIVITIES (July 1, 2015 – September 30, 2015)

▶ To be recorded on NYSDOH

Deliverable template

Date	Type	Subject/Comments	Attendees	Topic (i.e. Chempack, Drill, Mass Fatality, SNS, Training, Pan Flu, Special Needs)
7/1 ongoing	Staff Training	Fit tests and Respiratory Protection Program- Nurses	Nurses; Kathy	
7/1	Special Needs Registry	Recertification Emails and Letters	Kathy	
7/6		Congressional Staff Meeting	Ginelle, Pat B Pat A	
7/7		Zika Virus Overview of potential Impact on PH	Ginelle	
7/14		Updates to EPR edits completed	Kathy	
7/14	Report	Submitted Ebola 4thQ Report	Kathy	
7/20	TTX	GFH Fire in resort	Dan	
7/27		EPR Committee Meeting		

WARREN COUNTY HEALTH SERVICES BUDGET ANALYSIS
 REVENUE AND EXPENDITURES FOR 2016 AS OF 7/12/2016 4:06:27 PM

FUND(S): A, CL, D, DM, EF, GI, MS, SD, V
 CODE(S): 4010, 4013, 4016, 4054, 4190, 4018, 4189

	2016 BUDGETED		2016 YTD ACTUAL		2015 Prior Year Totals	
EXPENSES						
Salaries - Regular	\$2,785,683.00	\$1,258,127.13	\$2,741,583.99			
Salaries - Overtime	\$133,500.00	\$50,953.16	\$129,253.40			
Salaries - Part Time	\$339,033.00	\$157,490.01	\$293,525.04			
100's PERSONAL SERVICES	\$3,258,216.00	\$1,466,570.30	\$3,164,362.43			
200's EQUIPMENT	\$70,850.00	\$2,340.52	\$18,161.90			
400's CONTRACTUAL	\$5,998,273.70	\$1,967,442.14	\$5,893,074.64			
800's EMPLOYEE BENEFITS	\$1,631,009.00	\$802,526.34	\$1,710,053.82			
TOTALS	\$10,958,348.70	\$4,238,879.30	\$10,785,652.79			
REVENUES						
	2016 BUDGETED	2016 YTD ACTUAL	2015 Prior Year Totals			
	\$8,847,139.72	\$2,253,364.85	\$8,735,061.81			

Notes: We are currently working on closing the month of June 2016, for Health Services and MCH programs. Also, accrued above is the Ebola 2nd quarter grant for \$846.06. We will be continue to bill for the second quarter grant vouchers.

Warren County Health Services
Salaries Comparison

	2015 vs 2016		as of 6/26/16 Payroll	
	YTD 2016	YTD 2015	YTD 15v16	% Change
Total of All Depts	\$1,258,127.13	\$1,384,110.05	-\$125,982.92	-9.10%
Regular Salaries	\$50,953.16	\$65,341.67	-\$14,388.51	-22.02%
Overtime Salaries	\$157,490.01	\$144,020.54	\$13,469.47	9.35%
Part Time Salaries	\$1,466,570.30	\$1,593,472.26	-\$126,901.96	-7.96%
TOTALS	\$1,466,570.30	\$1,593,472.26	-\$126,901.96	-7.96%
% current YTD Salary to Total Budget	45.01%	50.36%		

*Source: Detail G/L report for all Salary Category from 1/1/XX-6/26/XX

Overall, total salaries are \$126,901.96 less than total 2015 Salaries. Due to staffing shortages in nursing, per diem nurses were utilized to cover referrals, therefore increasing the Part time salary category and reducing the Full time and Overtime salary categories showing overall a 7.96% reduction in salary from 2015.

ATTACHMENT #2

Warren County Health Services Revenue and Expense Comparison 2016 vs

EXPENSES	2016 YTD Actual as of 7/12/16 G/L	2015 YTD Actual as of 7/11/15 G/L	Variance
Salaries - Regular	\$1,258,127.13	\$1,384,110.05	(\$125,982.92)
Salaries - Overtime	\$50,953.16	\$65,341.67	(\$14,388.51)
Salaries - Part Time	\$157,490.01	\$144,020.54	\$13,469.47
100's PERSONAL SERVICES	\$1,466,570.30	\$1,593,472.26	(\$126,901.96)
200's EQUIPMENT	\$2,340.52	\$18,291.58	(\$15,951.06)
400's CONTRACTUAL	\$1,967,442.14	\$2,394,871.01	(\$427,428.87)
800's EMPLOYEE BENEFITS	\$802,526.34	\$916,998.33	(\$114,471.99)
TOTALS	\$4,238,879.30	\$4,923,633.18	(\$684,753.88)

REVENUES	2016 YTD ACTUAL	2015 Prior Year to Date Totals	Variance
	\$2,253,364.85	\$2,583,404.59	(\$330,039.74)

Notes:

It should be noted, reflected above for comparison are financials as of 7/11/15 to compare to our current of 7/12/16.

Salaries: (please see previous page) Overall are \$126,901.96 or 7.96% below 2015. Full time and overtime salaries are below 2015 YTD salaries while Part time salaries are 9.35% above 2015. This correlates with the per diem staff that continue to be utilized to assist in nursing shortage coverage. Overall, 2016 salaries are 45.01% of budget while this time last year we were at 50.36% of budget for total salaries.

Expenses: Contractual expenses for 2016 are below 2015 primarily due to the timing of expenses paid for the Preschool and Early Intervention programs. Also to note , the Long Term Care program no longer has any patients due to the fact the State has reassigned duties for this program, therefore less expenses year to date.

Employee Benefits:

Employee benefits are below last year and correlates with the nursing position shortages that we have experienced.

Revenues:

Revenues for 2016 are below 2015 for many reasons. One being that we no longer have the Long Term Care Program. Also our CHHA has seen some decrease in referrals from the previous year due to competition now in the area and we have had decreases in payments from both Medicare and Medicaid based on fee schedule.

Warren County Health Services
Patient Evaluations
CHHA Division

CATEGORY	01/2014	02/2014	03/2014	04/2014	05/2014	06/2014	07/2014	08/2014	09/2014	10/2014	11/2014	12/2014
SN eval	127	110	132	114	139	85	116	122	106	103	109	116
SN IV eval	7	4	6	2	5	7	5	5	6	15	4	7
CDPAP	7	2	0	0	0	0	0	0	0	0	0	0
PRI	3	2	3	4	0	5	3	3	6	3	5	5
UASNY	15	11	18	14	12	23	26	21	19	16	15	26
SN Evals per month	159	129	159	134	156	120	150	151	137	137	133	154
PT Evals	88	82	78	69	84	61	75	76	67	74	70	70
PT only	33	32	35	25	25	27	27	21	18	21	24	21
Total Evals per month	192	161	194	159	181	147	177	172	155	158	157	175

CATEGORY	01/2015	02/2015	03/2015	04/2015	05/2015	06/2015	07/2015	08/2015	09/2015	10/2015	11/2015	12/2015
SN eval	122	110	114	109	122	109	122	111	99	104	106	102
SN IV eval	9	6	8	13	5	7	8	3	9	5	1	8
PRI & CDPAP	6	5	5	6	5	2	2	7	1	1	1	5
UASNY	18	15	23	16	10	13	23	10	14	15	14	17
SN Evals per month	155	136	150	144	142	131	155	131	123	125	122	132
PT Evals	80	75	94	80	71	82	80	70	73	75	65	67
PT only	25	26	34	30	31	24	26	31	34	29	24	17
Total Evals per month	180	162	184	174	173	155	181	162	157	154	146	149

CATEGORY	01/2016	02/2016	03/2016	04/2016	05/2016	06/2016	07/2016	08/2016	09/2016	10/2016	11/2016	12/2016
SN eval	102	111	99	106	104	102						
SN IV eval	9	6	12	8	10	10						
PRI	4	6	1	7	6	3						
UASNY	19	11	11	17	13	9						
SN Evals per month	134	134	123	138	133	124	0	0	0	0	0	0
PT Evals	76	76	62	66	68	77						
PT only	25	26	19	23	18	20						
Total Evals per month	159	160	142	161	151	144	0	0	0	0	0	0

Difference -12% -1% -23% -7% -13% -7%

Attachment #4

RESOLUTION REQUEST FORM NO. 7

Request to Amend County Budget*

***If this is the result of a grant award, also complete and submit
Form No. 5 or 6**

DEPARTMENT NAME: Warren County Health Services-Health Services (CHHA) Program

DATE: July 20, 2016

- (a) **Purpose of Amendment:** To amend the 2016 budget to reflect payment received by Health Services (CHHA) from an insurance company for repairs related to a vehicle accident which totaled **\$1,274.37**.

- (b) Appropriation Code (with title), Object Code (with title) and Amount:
A.4010.2680 Health Services-Insurance Recovery Revenue \$1,274.37.

Revenue Code (with title), and Amount:
A.4010.441 Health Services-Auto Repair Expense \$1,274.37.

ATTACHMENT #5

**Warren County Public Health
Rabies Program
April-June 2016**

Town	Not Vaccinated			Vaccinated			Out of Town			Stray		
	Cats	Dogs	Ferrets	Cats	Dogs	Ferrets	Cats	Dogs	Ferrets	Cats	Dogs	Ferrets
Bolton					2					1		
Chester	1	1								1		
Glens Falls	2	7		2	4			1				
Hague		1										
Horicon												
Johnsburg		1			3						1	
Lake George		1		1	1							
Lake Luzerne		1			1			1				
Queensbury	2	9		3	11		2	1		1		
Stony Creek												
Thurman					1		1					
Warrensburg					3					1	1	
Totals	5	21		6	26		3	3		4	2	

Bites Reported by Month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2016	7	10	16	18	23	29							103

Rabies Clinics

Saturday April 2 VFW Post 6196 Luzerne Rd. & Richardson St., Qby. 10:00am - Noon

Saturday April 16 Chester Fire House State RT 8 10:00am - Noon

Saturday April 30 Lake George Fire House Ottawa and Amherst Streets 10:00am - Noon

Saturday May 7 Hague Fire House RT 8 and West Hague Road 10:00am - Noon

Saturday May 14 Warren County DPW 4055 Main Street, Warrensburg (State RT 9)
10:00am - Noon

Saturday May 21 Glens Falls DPW, Dix Avenue 10:00am - Noon

Saturday June 4 North Creek Fire House 10:00am - Noon

-11 specimens were sent for rabies testing this quarter and none were positive

-14 residents were pre-approved for rabies post exposure prophylaxis this quarter

Attachment # 6

RESOLUTION REQUEST FORM NO. 4

Request for Extending, Rescinding or Amending Resolution

DEPARTMENT NAME: Health Services

DATE: 07/20/2016

- (a) Purpose of Contract Change: To amend R 294/2012 with Kinney Management Services LLC to reflect an increase in the annual cost from \$650. 00 to \$700.00 for the contract period 09/01/2016 – 08/31/2017 with automatic annual renewals if the price does not increase, in a form approved by the County Attorney
- (b) Resolution Number, or Numbers if Amended, which Authorized the Original Contract: R 294/2012 Please see attached
- (c) Name of Contractor: Kinney Services Inc.
- (d) Address of Contractor: 1205 Troy Schenectady Road, Suite 106, Latham, NY 12110
- (e) Contractor's Contact Person and Telephone Number: Sandy Kinney (518)371-0176 email: SKinney@kinneyassoc.com
- (f) Commencement Date of Amendment: 09/01/2016
- (g) Termination Date of Extension: 08/31/2017 with automatic annual renewals unless price increases
- (h) Payment Provisions:
- i) **lump sum amount** \$700 annual amount
 - ii) hourly rate amount
 - iii) total amount not to exceed
 - iv) how will payments be made (i.e. monthly, quarterly, upon completion of the project, etc.
- (i) Where are the Funds for this Contract ? List Budget Code, (with title), Object Code (with title), and Amount **OR** Capital Project **OR** Capital Reserve Project Number and Title and Amount:

A 4010.428 Data Processing Health Services

Warren County Board of Supervisors

RESOLUTION NO. 294 OF 2012

Resolution introduced by Supervisors Sokol, Thomas, Frasier, Taylor and McDevitt

AUTHORIZING EXTENSION AGREEMENT WITH KINNEY MANAGEMENT SERVICES LLC TO OBTAIN LIMITED LICENSE TO USE K-CHECKS SOFTWARE AND WEBSITE WITH REGARD TO THE HEALTH SERVICES DEPARTMENT

WHEREAS, the Director of Public Health/Patient Services is requesting an extension agreement with ^{√19166} Kinney Management Services, LLC (the prior agreement authorized by Resolution No. 274 of 2011) to obtain a limited license to use k-checks software and website as part of the Health Services Department Compliance Plan for a term commencing September 1, 2012 and terminating August 31, 2013 in an amount not to exceed Six Hundred Fifty Dollars (\$650) annually, which agreement shall renew on an annual basis unless there is an increase the price, now, therefore, be it

RESOLVED, that the Chairman of the Board of Supervisors be, and hereby is, authorized to execute an extension agreement with Kinney Management Services, LLC to obtain a limited license to use k-checks software and website as part of the Health Services Department Compliance Plan for a term commencing September 1, 2012 and terminating August 31, 2013 in an amount not to exceed Six Hundred Fifty Dollars (\$650) annually, which agreement shall renew on an annual basis unless there is an increase in the price, in a form approved by the County Attorney, and be it further

RESOLVED, that the funds shall be expended from Code A.4010 428 Health Services Data Processing & Internet Fees.

V19166



A4010428

Invoice

Date	Invoice #
7/1/2016	3309

Bill To
Warren County Health Services Accounts Payable 1340 State Route 9 Lake George, NY 12845

Remit To
Kinney Services, Inc. 1205 Troy Schenectady Rd Suite 106 Latham, NY 12110

P.O. No.	Due Date
	9/1/2016

Description	Amount
Kchecks Annual Single License fee **License Period 9/1/16-8/31/17	800.00
Customer Appreciation Renewal Discount	-100.00
<div data-bbox="168 1178 1036 1423" data-label="Text"> <p>Credit Card Payments can now be made online at our KChecks renewal store: http://store.ksystemsweb.com/kchecks-renewal-purchase Or you can call our offices at 518-371-0176 x116 to pay by phone.</p> </div> <div data-bbox="212 1482 1002 1577" data-label="Text"> <p>PLEASE NOTE: Our mailing address has changed. Please update to the Remit To Address above.</p> </div>	

We appreciate your prompt payment.	Total \$700.00
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DeCesare, Diane

From: Sandy Kinney <SKinney@kinneyassoc.com>
Sent: Monday, June 27, 2016 1:15 PM
To: DeLorenzo, Tammie
Cc: DeCesare, Diane
Subject: Invoice 3309 from Kinney Services, Inc.
Attachments: Inv_3309_from_Kinney_Services_Inc_9564.pdf

Kinney Services, Inc.

Invoice Due:09/01/2016
3309

Amount Due: **\$700.00**

Dear Tammie DeLorenzo:

Your Kchecks license will be expiring in the near future. Attached please find an invoice for the renewal of your license. Payment must be received by the due date to avoid the suspension of your Kchecks online access. While suspended no exclusion matching is completed on your records. For your convenience we do accept credit card payments online or by phone.

If you do not wish to renew your KChecks account please notify us by responding to this email.

Thank you for your business - we appreciate it very much.

Sincerely,
Kinney Services, Inc.

518-371-0176

RESOLUTION REQUEST FORM NO. 19

Application for Approval to Enroll in Job-Related Courses by Employee

1. Employee's Name: Jodi Bynas
2. Position: Registered Nurse
3. Department: WENC
4. Course Title: Transcultural Nursing
5. Institution or School: Chamberlain College of Nursing
6. How Course Relates to Current Position: Learning the concepts of global nursing on healthcare delivery and learning about theories, concepts, beliefs, + standards related to transcultural nursing.
7. Starting Date: 07/04/2016
8. Completion Date: 08/28/2016
9. Cost: \$ 2,000.00
10. Employee's Signature: Jodi Bynas Date: 06/28/2016
11. Supervisor's Comments (Approval/Denial):
Supervisor's Signature: Valerie Leisenant Date: 6/28/16
12. Department Head's Comments (Approval/Denial):
Department Head's Signature: Pat A Date: 6/29/16
13. Committee's Recommendation:
Committee Chairman's Signature: Matthew Date: July 26, 2016
Signature: _____ Date: _____
Chairman of the Board of Supervisors

If approved by Committee, and resolution approving the course if adopted by the Board of Supervisors, candidate may enroll and be eligible for 50% reimbursement for costs as itemized in Item #9. Employee must complete the course with at least a "C", its equivalent, or better. Employee then submits a voucher with receipts verifying costs as listed and a copy of their final grade.

SCHEDULE "A"

AUTHORIZATION TO ATTEND MEETING OR CONVENTION

Check one:

- In-State (needs Supervisory Committee authorization)
- Out-Of State (needs Board resolution)

The Healthy Human and Social Services hereby authorizes Tammie DeLorenzo
 (Supervisory Committee) (Employee Name)

Original and Fiscal and Information Coordinator

to attend Home Care Association of New York State Senior and Financial Managers Retreat
 (Name of meeting or organization)

at Mohawk Mountain House New Paltz, New York
 (Address)

on Sept 8-9, 2016
 (Dates)

Mode of transportation to be used Health Services
 (County Vehicle or Mass Transportation)

Fleet vehicle

If the mode of transportation is not a county vehicle or mass transportation, please explain:

total cost \$725⁰⁰
 plus tolls
 plus w/m receipt
 \$399.00 conference cost

Proper documentation must be attached when submitting for approval.
 (Please check documents attached)

Notice of meeting or convention including cost.

For Overnight Travel

Room rate \$ 329

Meal costs - GSA*per diem rate \$ 00

GSA* Rate \$

00 meals included in room rate

*www.gsa.gov

Date: 7/14/16

Patricia Apen
 Department Head Signature

Date: July 20, 2016

[Signature]
 Committee Chairman Signature

Please refer to the Warren County Travel Policy and County Vehicle Use Regulations for general policy guidelines.

Please check to request a fleet vehicle.

REQUEST FOR USE OF FLEET VEHICLE

Filing Instructions:

1. Original with voucher to Auditor.
2. Copy to Frank Morehouse if fleet vehicle is needed.
3. Copy to Clerk of the Board with Resolution Request form if out-of-state travel.
4. Copy to Purchasing with Purchase Order, if required.
5. Copy to Commissioner of Administrative and Fiscal Services if credit card will be used.



Senior and Financial Manager's Retreat

September 8-9, 2016 — Mohonk Mountain House — New Paltz, NY

aetna[®]

 **Allen**
Health Care Services
Superior Home Health Aides

 **BLACKTREE**
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BLUECROSS BLUESHIELD
An Anthem Company

 **HHA eXchange**

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STRAUB**
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Medtronic
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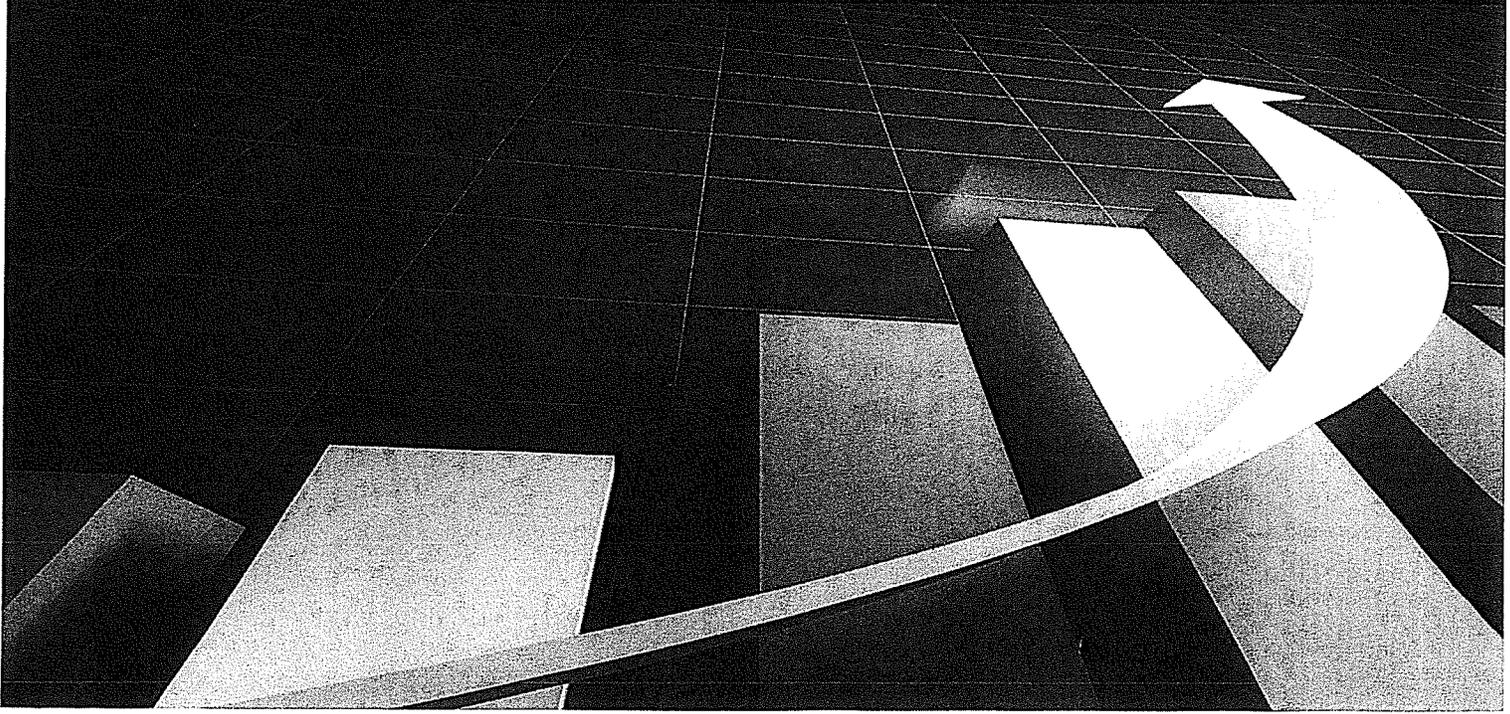
Senior and Financial Manager's Retreat



The Home Care Association of New York State (HCA) is pleased to present one of its signature events: the 2016 Senior Financial Manager's Retreat. This thought-provoking and dynamic program offers the home care community an opportunity to hear from state and national home care policy and finance experts about how to meet the fiscal and operational challenges in today's evolving home care marketplace, as well as insights into new service-delivery and payment models that can dramatically affect an organization's bottom line.

New models of service delivery and value based payment arrangements are front and center in our health care system. Meanwhile, new mandates impose costs to providers in uniquely challenging ways. To succeed, New York State's home care provider community needs information, innovative ideas, and the desire to be creative in meeting the demands of an evolving patient-centered system. This Retreat will cover the big-picture items, like new models of care; the mechanics of issues like employee wage, hour and overtime policies as well as home care reimbursement changes; and new areas of exploration.

Join HCA and your fiscal and finance colleagues from across New York State for this annual educational event and retreat that offers dynamic and insightful sessions, the opportunity to network and learn from your peers, and engaging discussion to help the industry solve its most pressing problems and challenges. Don't miss it.



PRELIMINARY AGENDA

Thursday, September 8 – The Mountain Lake Conference House

8:30AM

Registration Opens

9:00–10:00AM

HCA Overview of Policy Priorities that Impact Your Bottom Line

HCA's Policy and Executive Team

Throughout the year, HCA's policy team of experts develop, analyze and advocate for policy positions and solutions that positively impact financial positioning of New York's home care community. This session will discuss the top-tier federal and state policy initiatives affecting providers, setting the stage for an engaging and informative dialogue throughout the Retreat on your most pressing financial problems, your questions, and your biggest organizational challenges.

10:00–11:15AM

Strategic Positioning for Home Health Providers

Gerald J. Archibald, CPA, Partner, The Bonadio Group (Invited)

Transformational changes are occurring in our health care delivery system. At the state level, there is a monumental Medicaid Managed Care Reform Initiative being implemented by the Department of Health (DOH) under the umbrella of the Delivery System Reform Incentive Program (DSRIP). This session will help home care providers assess their strategic positioning and identify their strengths when interacting and negotiating with the Performing Provider Systems (PPS) under DSRIP, as well as managed care plans.

11:15AM–12:45PM

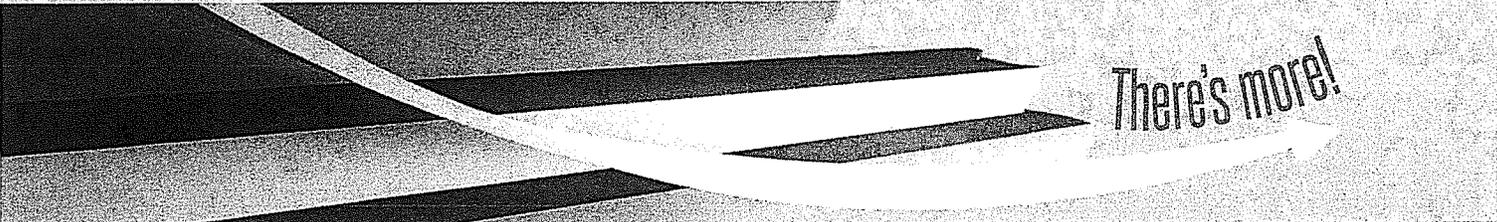
Implications of Employee Wage, Hour & Overtime Policy Changes

Peter Godfrey, John Godwin, and Emina Poricanin, Hodgson Russ LLP

Changes affecting worker wages and benefits in recent years have caused unprecedented challenges to employers in the home care industry. This session will examine and describe details of the most pressing policy and legal changes in this area, including: court decisions impacting live-in workers; the elimination of the companionship exemption and resulting struggles with compensation rules; the implications of wage and hour class-action litigation; and a recently implemented overtime rule affecting overtime-exempt employees. The session will close with practical tips to mitigate exposure to wage and hour liability while staying in compliance with federal and state compensation laws and regulations.

12:45–1:45PM

Network with Your Peers over Lunch in the Main Dining Room



There's more!

Thursday, September 8 - continued

1:45-3:15PM

Breaking Down New York's Value-Based Payment (VBP) Incentives

Jason Ganns, Director, Public Sector HHS Advisory, KPMG

New York State's health policy vision involves significant changes that will have dramatic and sweeping effects on reimbursement structures to spur on the move toward Value Based Payment. In this session, participants will hear from the director of value based payment support from KPMG, which is the state Department of Health's lead consultant for public health systems reform. Jason Ganns will break down the nuts and bolts of the state's value based payment incentives to provide home care agencies with in-depth guidance on financial strategies for deciding how much risk to accept when negotiating VBP type contracts.

3:15-5:15PM

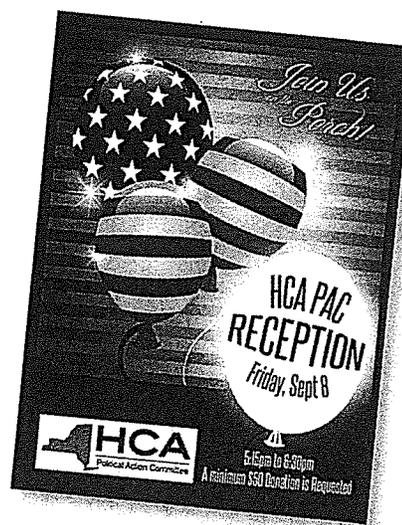
It's Time to Relax and Recharge!

In an environment of constant change and stresses, home care leaders need time to recharge in order to maximize performance and focus. New at this year's Retreat, we've carved-out time for attendees to participate in leisure activities of their choice at our conference location, which is one of the most beautiful mountain retreat settings in the Northeast! Use this time to visit the exceptional Mohonk Mountain House Spa, hike the beautiful grounds, kayak on the pristine lake, check out the renowned golf course, or just relax on one of the many porches and outdoor venues offering a scenic view.

5:15-6:30PM

HCA PAC Reception [\$50 Minimum Donation] - The Porch

HCA's Political Action Committee is hosting a cocktail reception on the beautiful porch of the Mohonk Mountain House. Join us for a few cocktails, chat with staff and colleagues, and support HCA's PAC, an important advocacy tool for helping to elect lawmakers who care about strengthening New York's home care community.



6:30-8:00PM

Dinner - Main Dining Room

Enjoy one of the most sumptuous dinners in the Hudson Valley!
The Mohonk Dining Room is famous for its array of delicious menu offerings using local "farm-to-table" ingredients that will satisfy every palate. Look for the section of the dining room that is reserved for HCA!

There's more!



Friday, September 9 – The Mountain Lake Conference House

7:30–8:30AM

HCA's CFO Workgroup Breakfast (invitation only)

7:30–8:30AM

Breakfast – Main Dining Room

8:30–9:45AM

Federal Update on Regulatory and Reimbursement Issues

Colin Roskey, Executive Vice President, The Partnership for Quality Home Healthcare

Washington, D.C.-based federal home health policy expert Colin Roskey will help you stay ahead of the curve with his federal home care industry forecast based on the payment, regulatory and political conditions percolating at the federal level. Get prepared for what's coming down the federal policy pipeline.

9:45–11:00AM

New York State Medicaid Policy and Reimbursement Update

John Ulberg, Director, Division of Healthcare Financing (Invited)

Hear from a prominent fiscal and reimbursement expert at New York State's Health Department about changes to reimbursement policy priorities, as well as updates to the rates that affect home care providers and MLTC plans. Participants will hear the latest about the state's plans for implementation of the minimum wage hike and associated QIVAPP and FLSA adjustments and the shift to Value Based Payment.

11:00–11:15AM

Break

11:15AM–12:30PM

Emerging Workforce Development Efforts to Keep Pace with New York's Evolving Health Care Delivery System

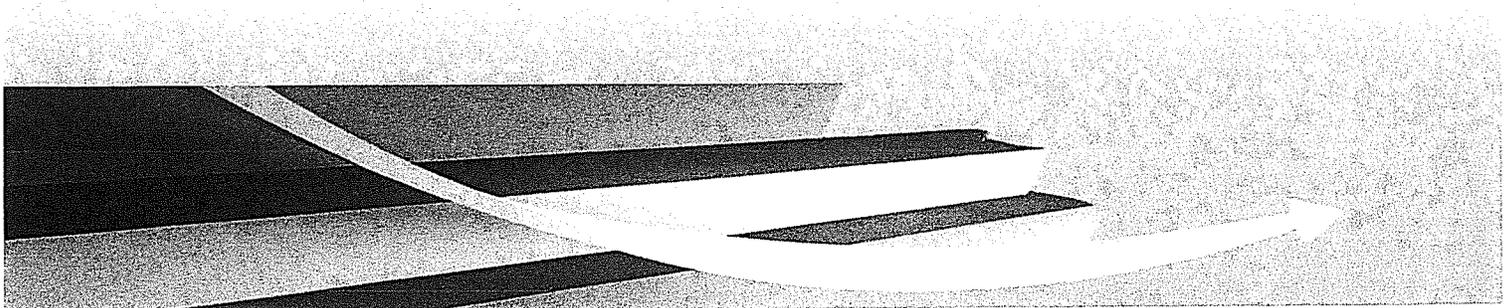
Jean Moore, DrPH, Center for Health Workforce Studies, School of Public Health, University at Albany, SUNY (Invited)

A skilled and vibrant workforce is essential for your successful transition to a new payment and service delivery model that rewards value, quality and efficiency. Learn about the latest state workforce trends and development efforts to build a health care workforce that will achieve the goals set forth by the Triple Aim, DSRIP and VBP.

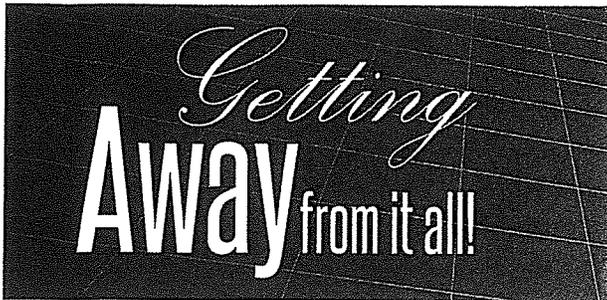
12:30PM

Adjourn and Lunch-To-Go

A box lunch will be provided for you to enjoy at the resort or as you head for home.



Senior and Financial Manager's Retreat



Things to do at the Mohonk Mountain House

Activities listed below are at no charge except where noted

- Visit the Barn Museum
- Take a Row Boat, Paddle Boat, Canoe or Kayak out on the Lake
- Play Croquet
- Tour the award-winning Gardens & Maze
- Explore the Greenhouse
- Discover 85 Miles of Hiking (hike to skytop is recommended)
- Challenge Colleagues to a game of Horseshoes
- Lawn Bowling
- Platform Tennis
- Rock Scrambles
- Shuffleboard
- Basketball and Volleyball
- 18-hole putting green

The following are activities available for a fee and advanced reservations are recommended.

The Spa at Mohonk Mountain House- Named number one resort spa in the United States by Condé Nast Traveler Magazine!

HCA registered participants receive a **15% discount on spa services** on Wednesday, September 7 & Thursday, September 8th. Make sure to mention that you are with HCA when making your reservation to receive this discount. For Spa information and reservations call 877-781-1590.

Golfing: Reservations for Tee Times are required and may be reserved up to 30 days in advance. Call the Pro Shop at 845-256-2154.

Horse Back Riding: Contact the Stables at 845-256-2784

Mohonk Mountain House Rates and Other Information

Your combined hotel and registration rate includes your room, all meals, breaks, valet parking and meeting amenities. **A single room rate is \$329 per person, per day; double rates are \$234 per person, per day.** Local taxes and a 12% gratuity are additional.

All Mohonk reservations should be made by August 7 to receive the HCA conference rate and be guaranteed a room. After this date, higher rates will apply based on availability.

Call 800-772-6646 and ask for the HCA rate.



Not Staying Overnight at Mohonk?

Since this is a remote resort in the mountains, and Mohonk wants to also be prepared for those not staying overnight, a **"per-day rate" of \$105 is charged.** This day rate includes lunch, breaks, meeting amenities, and self-parking. Day guests must register with HCA as well in order to access the property. Please include the fee(s) with your HCA registration (next page).



The registration fee of \$299 for HCA members includes two days of expert speakers and handout materials, plus breaks, a reception and lunch on the final day that is not included with your room package. Potential members are also welcome at the rate of \$399 per person. Mohonk Resort rooms/meals are additional - see page 6.



REGISTRANT INFORMATION - Please register by August 25

Name: Tammie De Lorenzo
 Title: Clinical & Fiscal Informatics Coordinator
 Agency: Warren County Health Services
 Address: 1340 State Route 9
 City/State/Zip: Lake George NY 12845
 Phone: 518-761-6415 Ext. _____ Fax: 518-761-6562
 Email: delorenzot@warrencountyny.gov
 (Required)

HCA REGISTRATION FEE

_____ Member Fee \$299
 Non-Member Fee \$399
 _____ HCA PAC Reception (I will attend and provide my personal donation at the event.)

MOHONK "DAY ONLY" RESORT FEES

_____ I will not require overnight accommodations, but will require a Mohonk "Per-Day Only" pass at \$105 per day. \$ _____

Total: \$ _____

PAYMENT - Please check method of payment:

_____ MasterCard _____ VISA _____ American Express _____ Check*

*Make checks payable to: HCA Education and Research and mail to 388 Broadway, 4th Floor, Albany, NY 12207. Checks must be received by August 29.

_____ Card Number

_____ Expiration Date _____ Security Code

_____ Mailing Address of Card Holder

_____ City, State, Zip

_____ Name on Card

_____ Authorized Signature

HCA Cancellation Policy

HCA registration cancellations received by August 25 are refundable less a 25% administrative fee. No refunds will be issued after this date.

Cancellations must be received in writing at info@hcanys.org. Substitutions are permitted. Please note Mohonk's cancellation policy when making your reservation.

Special Needs

In accordance with the Americans with Disabilities Act, or special dietary needs, please let us know how we can accommodate you:

