

**2019 NCHCFA Financial Summit  
Session Descriptions  
November 19 – 21, 2019  
Raleigh, NC**

**Tuesday, November 19, 2019**

**Operation Base Camp**

**1:00 pm – 5:15 pm**

This session will be a review of the topics that are the foundation of nursing facility reimbursement and finance. These will include, but not necessarily be limited to, the Medicaid case-mix rate, Fair Rental Value, Provider Assessment, specific portions of the state plan, use of the Minimum Data Set (MDS) and MDS reviews/penalties, Medicare reimbursement (including PDPM), managed care and others. This session is highly recommended for those new to the North Carolina nursing facility profession or those wanting to learn what went into our current systems, how rates are calculated and any impact providers may have upon them and how these items may change in the future.

**Wednesday, November 20, 2019**

**View from the Top - What's on the Horizon for Healthcare in North Carolina**

**9:00 am – 9:45 am**

Secretary Mandy Cohen will share her perspective on healthcare priorities in North Carolina in 2020 and beyond. She will provide an update on North Carolina's transition to Medicaid managed care as it begins in 2020 for most Medicaid enrollees, including those Medicaid-only enrollees who receive nursing facility care for fewer than 90 days. Providers will also hear about the Department's plans for long-stay nursing facility residents and those eligible for both Medicaid and Medicare over the coming years.

**Analyzing the Risk of a New Trek - Is an I-SNP Right for You?**

**10:00 am – 12:00 pm**

In this session, attendees will learn from the American Health Care Association's (AHCA) Population Health Management team about the transition in healthcare reimbursement from fee-for-service to value-based payments, as well as opportunities for skilled nursing providers to utilize these structures to finance enhanced care capabilities for their residents. The focus will be on Institutional Special Needs Plans (I-SNP), a special type of Medicare Advantage product some skilled nursing operators are creating to focus on the needs of their long-stay population. The session will also highlight other value-based opportunities available for provider participation.

## **Investor Outlook**

**1:00 pm – 2:00 pm**

Hear directly from the author of the National Investment Center for Seniors Housing and Care's (NIC) quarterly Skilled Nursing Facility Report about the state of operations and investment in the skilled nursing sector. The session will highlight trends in occupancy, reimbursement, payor mix, and other important metrics, both across the country and in the region. The session will also provide insight into what's on the mind of those looking to invest in the skilled nursing sector.

## **Financing Your Adventure - Current Trends in Capital Markets for Skilled Nursing (Panel)**

**2:15 pm – 3:15 pm**

In this session, attendees will hear directly from capital providers their thoughts on the current skilled nursing sector in North Carolina. Attorney Ken Burgess will moderate a discussion among panelists who lend and invest in skilled nursing facilities, including HUD-backed loans and other financing arrangements. This session will provide attendees with an understanding of what the capital markets see on the horizon for skilled nursing facilities as Medicare transitions to PDPM and North Carolina's demographics begin to shift in favor of skilled nursing operators and investors.

## **Financial Issues and Hot Spots**

**3:30 pm – 5:00 pm**

Andy Page, Partner with DHG Healthcare, will be presenting on current financial issues for providers including:

- Connecting CMI to Medicaid rates
- Understanding value-based purchasing and adjustments to Medicare revenue
- Therapy contracts in PDPM
- Benchmarking operations compared to the industry
- Bad debt write-offs - CMS interpretation vs. GAAP revenue recognition principles
- plus more!

## **Thursday, November 21, 2019**

### **Beyond PDPM: Looking Ahead to Skilled Nursing Business Trends in 2020 and Beyond**

**9:00 am – 9:45 am**

Alex Spanko will be speaking on macro trends you see in the skilled nursing industry that will generate discussion and news in late 2019 and 2020. He will focus on the financial and transactional parts of the business, but operations and politics as well.

## **Define Your Value Through Data**

**10:00 am – 11:00 am**

Marquis Companies continues to lead the US in low re-admissions and high quality measure results. This Oregon based group has presented to our NC providers a few times in the past. Back by popular demand, Anthony Laflen, the VP of Business Intelligence for Marquis, will demonstrate what their group is doing to manage PDPM, negotiate higher MCO reimbursement, prepare for survey and capture market share.

Learning Objectives:

- Identify PDPM financial risks
- Negotiate MCO reimbursement
- Prepare for survey
- Capture market share

## **Updates in Hospital Post-Acute Strategies (Panel)**

**11:15 am – 12:15 pm**

In this session, attendees will hear directly from major hospital systems in North Carolina about changes on the horizon for their post-acute networks. As CMS re-assesses benchmark spending for ACO and other value-based payments, hospital systems are evaluating their SNF collaboratives and their post-acute networks to determine if any changes are needed. Attorney Ken Burgess will moderate a discussion among panelists who will share first-hand what to expect from four of the largest health and hospital systems in the state.

## **The Reputation Age: How Consumers are Reshaping Long Term Care**

**1:15 pm - 2:15 pm**

As a strategic force, the healthcare consumer is often discussed but not truly understood. The mentality and motivations of these everyday people are lost on many long-term care organizations – at a time when consumers are drastically reshaping healthcare, and skilled nursing facility occupancy, based on their own perceptions and expectations. This session will offer a surprising portrait of the consumer and debunk the most common consumer-related myths in the long-term care space. Attendees will learn what consumers value most in providers and uncover a framework for simplifying healthcare to enable consumers to make better decisions – including the decision to become your resident.

## **PDPM - Situational Awareness Seven Weeks In**

**2:15 pm - 3:45 pm**

Attendees will hear from the American Health Care Association's Senior Vice President for Reimbursement Policy and Legal Affairs, Mike Cheek, an overview of skilled nursing providers' preliminary experiences with Medicare's new PDPM payment model. Attendees will also receive an update on PDPM Best Practices gleaned from providers across the country.