



Not for Profit News¹

News Highlights for Not for Profit (NFP) Long Term Care Providers

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Help AHCA Help You In 2009!

Please Take Time to Complete Two Important Surveys!

AHCA needs your input to improve on your investment in the association. Please take a few moments to complete two brief surveys. The first survey will assist the Board of Governors in setting the priorities and agenda for 2009, and the second will enable AHCA to improve upon our services for you, our members. Your input and feedback for both surveys is greatly appreciated.

¹ October 30, 2008

Events Update

Handouts Available: Not for Profit Track at Convention

AHCA/NCAL had 5 great NFP track sessions at convention this year, including:

- Creating and Maintaining an Effective Board of Directors
- Protecting your NFP Status
- Political Savvy: A Powerful Tool for NFP Providers
- The New IRS 990 Form: Impact on NFP Providers
- Annual Reports for NFP Providers: Show Your Worth

In addition, Capital Funding Group and Ethica Health and Retirement Communities generously sponsored our first NFP Networking Reception, which we plan to make an annual event at Convention.

To obtain information about CEUs or to download speaker presentations, visit the convention Web site [here](#). **Save these dates for next year's 60th Annual AHCA/NCAL Convention in Chicago, IL: Oct. 4-7, 2009.**



2009 AHCA/NCAL
**QUALITY
SYMPOSIUM:**
INSPIRING EXCELLENCE
IN LONG TERM CARE

Your Opinion Counts - Share Your Convention Experience with Us



We hope you enjoyed this year's Annual Convention and Expo. Please share your convention experience with us by completing our brief [Post Convention Survey](#). When you have submitted your completed survey, you will be eligible for our random drawing of a \$200 cash gift card! All surveys must be completed by Wednesday, November 19 to be eligible for the drawing. We value your opinion and consider all feedback important as it helps us plan future events.

Presentations Needed For 2009 Annual Convention by November 24!

AHCA/NCAL are seeking presentation proposals from NFP professionals for our 2009 convention. Presentations should focus on practical applications, insights, success stories, and inspiring ideas. You are invited to submit a seminar proposal for consideration; **the deadline for presentations is November 24, 2008.** Information can be found on AHCA/NCAL's web-site or by contacting [Teresa Eyet](#).

Save the Date: Inaugural Quality Symposium February 5-6, 2009

Make plans to attend the inaugural AHCA/NCAL Quality Symposium: Inspiring Excellence in Long Term Care. This intense day-and-a-half conference will be held in St. Louis, MO, on Feb. 5-6, 2009. Attendees can earn 12.5 CEUs.

The symposium will showcase methods performance excellence and provide a dynamic forum for exchanging ideas and best practices. A pre-symposium workshop "Leadership

Excellence: The Exceptional Long Term Care Leader Self Assessment,” is scheduled for Feb. 4, 2009. 6 CEUs can be earned by attending this special event.

Registration and detailed information for the symposium will be available on AHCA/NCAL’s web-site soon. For more information, click to contact [Chris Condeelis](#).

NFP Sessions at the 2009 Independent Owner (IO) Leadership Conference

The IO leadership conference will take place in [Fort Lauderdale, Florida](#) on [March 19 and 20, 2009](#). Don’t miss out on this opportunity to earn up to 9 CEU credits, network with your peers, and discuss strategies and solutions on the most current long term care (LTC) issues.

Participants will benefit from two days of outstanding education, including these sessions:

- Free Stuff for NFPs: The Foundation Center
- Tax Free Credits for NFPs
- Telemedicine Through Your Computer

And much more!

The advance registration deadline is **Sunday, February 22**, which is a savings of \$75 off the on-site member rate. The hotel reservation deadline at the Hyatt Regency Pier Sixty-Six is also Sunday, February 22. For more information and to register on-line, see the “Events” menu on the top of the page at www.ahcancal.org.

Veterans Affairs

AHCA Finalizes NF Agreement with the VA!

After many years of negotiations, AHCA is pleased to announce that we have finalized a new agreement for use between civilian nursing facilities (NFs) and their local VA Medical Centers (VAMCs) to serve veterans in their facilities. **The agreement will first be piloted with three AHCA member NF companies** and will be available for all members in the near future. If VAMCs are amenable to using the agreement, it will rectify many issues that arise from the current VA/NF contract. Specifically, under the new agreement:

- VA now recognizes that due to the “Veterans Health Care, Capital Asset, and Business Improvement Act of 2003” (Pub. L. 108-170,) NFs are no longer subject to requirements in the Service Contract Act and E.O. 11246, including the Department of Labor’s requirements for intricate affirmative action plans, paying the prevailing wage rate, etc.
- VA accepted a new 10 VA RUG reimbursement system devised by AHCA’s Finance Committee Co-Chair, Doug Burr. It combines the RUG-53 groups into

10 categories, and the rates apply to all costs (routine, ancillary, and medication) of covered SNF services.

- VA will accept NF compliance with the CMS mandated version of the life safety code. The current contract has different requirements which are incompatible with CMS and infeasible for NFs to comply with.
- Onerous business associate agreements between VA and NFs are no longer required. HIPAA compliance is deemed adequate to protect veterans' health information.

We will keep members apprised as the agreement pilot moves forward. For more information, contact Melissa Temkin at mtemkin@ahca.org.

IRS Tools

IRS Web Cast on Revised Form 990

The Internal Revenue Service's next Tax Talk Today Web cast, "Preparing for the New Form 990" is scheduled for Tuesday, Nov. 4, at 2 p.m.

As AHCA has previously announced (<http://newsmanager.commpartners.com/ahcamemo/issues/2008-08-28.html#13>), the IRS has redesigned Form 990 to reflect significant changes that have taken place in the tax law and the tax-exempt sector. Organizations and their preparers will want to tune in to learn about the new form and instructions so that they fully understand how the changes affect the filing process. The IRS has a special Web page on the [Form 990 redesign and background documents](#).

To access the Web cast at no charge, viewers can register [online](#).

Webinars: A Great Resource for NFP Providers

AHCA/NCAL frequently hold webinars on a variety of LTC issues. These sessions are also archived on our web-site at <http://www.ahcancal.org/events/Pages/Webinars.aspx>. Some future webinars include:

"Marketing Your Assisted Living Community: Avoiding Risky Pitfalls"

This webinar will be held on Thursday, November 6th at 3:30pm EST. This webinar has been designed to help assisted living (AL) providers identify areas of legal exposure and provides tools to help make changes needed to avoid litigation. Every word, phrase, and image contained in AL brochures, web pages, advertisements and testimonials has the potential to put the community at considerable risk. To ensure that you're in compliance, [register](#) today!

“How to Design and Implement a Corporate Compliance Program”

AHCA is hosting a series of monthly webinars throughout 2008-09 entitled *How to Design and implement a Corporate Compliance Program*. NF corporate compliance has been a complicated topic since the Office of Inspector General (OIG) first published voluntary compliance guidance in March 2000 and the discussion intensified recently when the OIG released a supplement to this 2000 guidance in September 2008.

Details on this and other NFP-focused webinars will be posted soon on AHCA/NCAL’s web-site.

Funding Opportunities

Grant and Funding Opportunities

In cooperation with NCB Capital Impact, AHCA/NCAL offer a summary of grant and related funding opportunities available to LTC professionals. Capital Sources is based on a scan of federal, state, and local funding opportunities, and covers a wide range of topics, including funding for quality improvement, culture change, health information technology, and direct care staff development. The funding opportunities include both public (e.g., federal and state government) and private sources (such as foundations and other charitable organizations). To view the latest edition of Capital Sources, go to the Finance section of AHCA/NCAL’s web-site. For more information, contact [Todd Smith](#).



Trend Tracker

AHCA Launches LTC Trend Tracker™

We are proud to announce the release of LTC Trend Tracker™, a web-based data collection and analysis product that will supply information to member NFs, allowing them to analyze their performance and assess it against their peers. LTC Trend Tracker™ is designed to assist facilities in identifying target issues they may have in their operations and to provide resources that may enhance their performance. For more information, please click [here](#), or contact [Bill Hartung](#).



OSHA Update

DOL Awards More Than \$6 Million in Safety and Health Training Grants

OSHA awarded more than \$6 million in grants for safety and health training and educational programs to 36 NFP organizations. The Susan Harwood Grants support workplace safety and health training programs that educate employees in industries with high hazard and fatality rates, employees with limited English proficiency, hard-to-reach employees, and small business employers. The grants support training programs that address topics such as general industry hazards and health issues, and are named in honor of the late Susan Harwood, a former director of the Office of Risk Assessment, who helped develop OSHA standards on protection from bloodborne pathogens and other toxic substances.

CMS Update

CMS responds to AHCA requests for Special Focus Facility Formula



On October 10, CMS finally published the formula used to determine which NFs qualify to be on the Special Focus Facility (SFF) list. AHCA has repeatedly requested this information for more than a year, including through filing a Freedom of Information Act request, and we are pleased that CMS has finally made this critical information

available to providers. The formula is similar to the one AHCA obtained last year, but also includes additional clarification. For questions about the SFF initiative, contact Lyn Bentley.

OIG

OIG Releases Final Supplemental Compliance Guidance

HHS, Office of Inspector General (OIG) released its final Supplemental Compliance Program Guidance for Nursing Facilities in the *Federal Register*, the text of which will be added to the original compliance program guidance (CPG) for NFs first published on March 16, 2000. The new supplement takes into account Medicare and Medicaid payment systems and regulations, evolving practices, current enforcement priorities and lessons learned in the area of NF compliance, and lists new and expanded risk areas for potential fraud/abuse in LTC facilities.

In a meeting with AHCA representatives, the OIG agreed to provide technical assistance to AHCA as we develop new educational materials for AHCA/NCAL membership on the necessary steps to design and implement an effective compliance program and reinforce our position that the national quality debate must move away from only regulatory

compliance and begin to acknowledge the Association's other quality activities. For more information, please contact Dianne De La Mare.

Flu Facts

Flu Season: Encourage Vaccination of Your Workers

An important strategy for protecting your residents from seasonal influenza is to promote vaccination of direct care staff and other workers in facilities. The Centers for Disease Control and Prevention (CDC) has advocated vaccination of health care personnel (HCP) since 1981. The Association for Professionals in Infection Control and Epidemiology (APIC) recently released a position paper that recommends mandatory vaccination with informed declination for all HCP with direct patient care. While AHCA/NCAL does not support mandatory influenza vaccination of HCP, we do support and encourage voluntary vaccinations. The CDC website provides a wealth of information and tools as does a new APIC toolkit that helps facilities improve their vaccination rates and includes flyers and educational information for employees. Questions? Click to contact Janice Zalen.

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