



# 52<sup>nd</sup> ANNUAL CONVENTION

American College of Health Care Administrators  
New York Chapter

**JUNE 12-15, 2022 | RESORTS WORLD CATSKILLS**

**Financial/Business Officers Program & Registration**

[MEMBERS.NYCACHCA.COM/EVENTCALENDAR](https://MEMBERS.NYCACHCA.COM/EVENTCALENDAR)



HEALTHCARE REIMAGINED THROUGH

**TECHNOLOGY, DIVERSITY AND EDUCATION**

Dear Colleague:

It is our pleasure to invite you to the New York Chapter of the American College of Health Care Administrators 52nd Annual Convention, June 12-15, 2022 at Resorts World Catskills. It's an exciting opportunity to join your industry peers and learn from experts in your field. We are excited to build upon the enhancements we have made to our program while continuing to bring you the best possible experience and return on your investment, including a stellar line up of speakers and a return to our new venue.

Our conference theme, "Health Care Reimagined Through Technology, Diversity and Education", embodies what our organization truly stands for, representing a spirit of professional growth, inspirational leadership and understanding of our industry. We are guided by the vision that dynamic leadership fosters long term health care services that are meaningful, successful and efficient. Our Education Committee has gone to great lengths to provide educational programs that are inspiring, promote professional development opportunities and position you for success in an ever-changing health care environment. Our program includes sessions for Administrators, Financial Managers and Directors of Nursing/Clinical staff. Participants have the opportunity to earn 18.00 continuing education credits in these break-out sessions.

This year we are eager to return to our exciting new venue, the Resorts World Catskills in Monticello, NY. Visit our 70 corporate sponsors in the spacious exhibit hall and enjoy an unmatched experience in excitement, entertainment and luxury featuring 100,000 square feet of Las Vegas style gaming, 10 bar and restaurant experiences, the Crystal Life Spa and live entertainment on four stages! Resort World Catskills offers an array of indulgent food including Glatt Kosher cuisine. Don't forget to join us Monday night for networking with colleagues and vendors at our Monday Mixer.

We hope you will join us for another successful year! It is more important than ever to understand the challenges of our industry and plan for success through education and advocacy.

We look forward to seeing you at Resorts World Catskills. If you attend only one convention in 2022, make it this one.

Sincerely,

The Convention Committee



### REGISTER TODAY & SAVE!

[members.nycachca.com/eventcalendar](https://members.nycachca.com/eventcalendar)

**EARLY BIRD** Member Price \$499, Non-Member \$549

## EXPERIENCE THE RESORTS WORLD CATSKILLS!

Enjoy an unmatched experience in excitement, entertainment and luxury featuring 100,000 square feet of Las Vegas style gaming, 10 bar and restaurant experiences, the Crystal Life Spa and live entertainment on four stages!

## HOTEL RESERVATIONS: RESORTS WORLD CATSKILLS

Reserve your room now at special convention rates by visiting [www.rwcatskills.com](http://www.rwcatskills.com) or call the Reservations Department at (833) 586-9358 to reserve your room using Booking ID# 1509.

### SPECIAL CONVENTION PRICING

The Alder (2 Queens).....\$179.00 per night

The Alder (1 King).....\$179.00 per night

RWC Tower (1 King).....\$179.00 per night

RWC Tower (2 Queens).....\$219.00 per night

# 52<sup>nd</sup> ANNUAL CONVENTION

## SUNDAY, JUNE 12, 2022

### 1:00PM – 2:30PM

**SPEAKER:** Michael Hekle, Esq.

**SESSION:** Employment & Labor Law Update: Addressing Critical Workplace Issues Before It's Too Late

**SUMMARY:** With the avalanche of laws and regulations being issued and amended these days, it's easy to lose track of key changes that need to be addressed in the workplace. During this program, we will examine important developments in employee paid and unpaid leave laws, handling of various forms of pay incentives unique to long-term care operations, best practices to avoid discrimination claims, as well as an update on significant labor law developments.

### 2:45PM – 4:15PM

**SPEAKER:** Kenneth Kern, Esq.  
Dana Walsh-Sivak, Esq.

**SESSION:** Safeguard Your Bottom Line: Protect Your Facility with Your Admissions Agreement

**SUMMARY:** Health Care Facility owners, CFOs and staff often believe Admission Agreements adequately protect the facility from a Medicaid, Medicare and collections standpoint. However, when a resident fails to pay their private pay balance, NAMI, co-pays, penalty periods before Medicaid begins, etc., the facility may find out that their Admission Agreement doesn't offer the necessary protection to pursue their right to payment against a resident or a third-party signatory to the Admission Agreement. This expensive lesson can be avoided by ensuring your facility's Admission Agreement includes all the essential components required to recoup payment and preserve your bottom line.

The best defense is an offense. Our award-winning attorneys will provide the background knowledge you need and tips to take back to your facility to implement immediately, including:

#### OBJECTIVES:

- The major obligations of a third-party signatory, including the difference between personal liability for damages vs. a third-party guarantee of payment;
- Addressing Medicare/Medicaid/third party insurance coverage in an Admission Agreement;
- Crafting your Admission Agreement to allow "red flags" such as asset transfers and Medicaid non-eligibility issues to be revealed at or before the admission of a potential resident;

- Ensuring your Admission Agreement provides full compensation for collection actions, including late charges, collections costs, interest and attorneys' fees available to the facility in the event of nonpayment; and
- Other important aspects of Admission Agreements that can be important in the event of future litigation.



## MONDAY, JUNE 13, 2022

### 9:00AM – 10:30AM

**SPEAKER:** Jeff Butler

**SESSION:** Multigenerational Management

**SUMMARY:** Modern day workplace has four generations working under one roof. Baby Boomers, Generation Xers, Millennials and soon Generation Z all work together to accomplish common organizational goals. But with differences in each of these generation's viewpoints, upbringings, culture, ideas, beliefs and experiences, it is likely to see some tiffs or clashes within the organization. This makes managing four different generations in the workplace an extremely difficult task to accomplish, though not impossible. With right guidance, support and advice, the task of managing these four generations under one roof is achievable. That support may come in various forms, one of which is this program.

In this program about managing four different generations in the workplace, best-selling author Jeff Butler, backed by a decade of psychological research, shares insights about motivations, differences, and communication styles of these four generations. You will learn how organizations across various industries are thriving with a multigenerational workforce. And how yours can too. Through this program you'll find specific actionable strategies to manage your cross-generational challenges and turn your multigenerational workforce into a competitive advantage.

### 10:45AM – 12:15PM

**SPEAKER:** Alicia Cantinieri, MBA, BSN, RN, RAC-MT, RAC-CTA

**SESSION:** When a Carrot is Really a Stick: CMS SNF VBP

**SUMMARY:** The SNF Value-Based Purchasing (SNF VBP) Program was established in 2014 as required by the Secretary of Health and Human Services. Under the program, 2% of SNF FFS Medicare Part A payments are withheld and 60% are redistributed to SNFs as incentive payments for performance. This session will focus on how to monitor facility performance and best practices to be on the receiving end of incentive payments.

#### OBJECTIVES:

Describe the SNF VBP Program and identify what data is used to calculate the SNF 30-Day All-Cause Readmission Measure (SNFRM; NQF #2510).

- Outline the steps to monitor individual facility performance.
- Define how the suppression policy in the FY 2022 SNF Final Rule affects the SNF VBP Program.
- Identify potential causes and plan best practices to prevent hospital readmissions following SNF discharge.

### 2:15PM – 3:45PM

**SPEAKERS:** Stephen Hanse, Esq., Neil Murray, Esq., Jim Clyne, Michael Balboni

**SESSION:** Long Term Care Regulatory and Legal Update

**SUMMARY:** New York's health care administrators are facing a number of legal, legislative and regulatory issues that could directly impact their ability to deliver high quality, cost effective long term care throughout the State. This session will shed light on the key legal, legislative and regulatory issues facing providers and examine their practical operational implications as well as their impact on the delivery of care.

### 4:00PM – 5:30PM

**SPEAKER:** Josephine Bottitta, Esq.

**SESSION:** Diversity, Equity, Inclusion – What Every Organization Should Know to Reduce Risks

**SUMMARY:** The session is an overview for skilled nursing and assisted living executives of the encircling processes of a diversity, equity, and inclusion (DEI) program. Presenters will provide DEI framework through the lenses of human resources/employment and resident rights for the management and staff, with



# FINANCE/BUSINESS OFFICER EDUCATION PROGRAM

the goal to promote buy-in for an ethical and inclusive workforce and ensuring risk reduction.

## OBJECTIVES:

- Review DEI related employment laws
- DEI framework and its impact of existing HR policies and processes and staff education
- Identify and mitigate DEI related organizational policies and processes that are at risk

## TUESDAY, JUNE 14, 2022

### 9:30AM – 11:00AM

**SPEAKERS:** Joseph Martello, CPA

**SESSION:** Staying Informed: An Update on Reimbursement and other Nursing Home Matters

**SUMMARY:** Nursing homes continue to face an increasingly complex operating environment driven by COVID, transformations in reimbursement, expense increases and increased regulatory oversight. Without a proper understanding of the current environment, providers risk reduced reimbursement, lower margins, and regulatory backlash. This session will include a detailed discussion of recent changes to the Nursing Home operating environment, including Medicaid reimbursement, minimum staffing requirements, and the "70/40/5" rules. The session will also discuss several operating challenges, how each challenge is measured quantitatively and qualitatively, and the strategies to avoid hitting operating pitfalls.

### 11:15AM – 12:45PM

**SPEAKERS:** Dr. William Hallett, Pharm. D. MBA, BCGP

**SESSION:** Psychotropics, Pharmacy Survey Trends, COVID Treatment Updates and More!

**SUMMARY:** In this session, Dr. Hallett will review the latest survey trends in Pharmacy to help you be ready for your next survey. Covered topics will include unnecessary drugs, handling/dating of insulin pens and other med storage issues, and of course a review of findings related to psychotropics and more. Additionally, Dr. Hallett will provide the latest information on COVID treatment protocols and what we might expect as we make our way into Summer and Fall of 2022.

### 2:45PM – 4:15PM

**SPEAKERS:** Maureen McCarthy, RN

**SESSION:** Managing Managed Care

**SUMMARY:** Managed Care Plans, also referred to as HMOs or PPOs, include equivalent coverage to traditional Medicare Part A and Part B, and tout additional benefits like routine vision, hearing and dental services and prescription drug coverage. Plans have become increasingly desirable due to these added benefits and CMS encourages beneficiaries to enroll in Managed Care plans. Currently, Managed Care has consumed 30% of the Medicare population and is anticipated to grow exponentially through 2030.

With this increase of enrolled beneficiaries, Managed Care insurers continue to find new reasons to deny payments to long-term care providers. Managed Care plan administrators must agree the beneficiary's treatment is medically necessary, or they may deny approval for service. Further, HMO plans have limited appeal rights. Skilled nursing facilities are seeing reduced reimbursement year-over-year with commercial insurers managing Medicare and Medicaid programs.

This session will provide key strategies to manage Managed Care. Attendees will examine the differences between Managed Care and Medicare. The presenter will discuss elements to address managed care plans that can be incorporated into your pre-admission screening process. Learn how to develop a system for Case Management for SNF providers. Participants will explore common Managed Care billing challenges.

Learn how to fight the good fight! Gain insight of where to verify reasons for payment denial, how to identify regulatory language to assist in disputing denials and how to fight claims through CMS.

### 4:30PM – 6:00PM

**SPEAKERS:** Dr. Francis Battisti

**SESSION:** The Role of Ethics Codes as a Catalyst for Improving Practice

**SUMMARY:** At the foundation of every quality senior community is a strong awareness and practice of ethical organizational standards. As a leader, in long term care, issues arise frequently that require you and your team to address them in a responsible and ethical manner. Ethical discussions, while sometimes very difficult to work through, impact major life issues that have long term consequences. In today's world this reality is more prevalent than ever. This workshop will contain a combination of lecturette, case studies and team interaction. Emphasis will be on the areas of administrator, social work and dietary.

**LEARNING OUTCOMES:** Following this program, participants will be able to:

- Understand and use an ethical decision-making framework.
- Appreciate the ethical standards of other professions.
- Possess a higher understanding of the array of ethical issues that may arise.
- Engage in difficult discussions, using enhanced listening and reflection.

"Science brings Society to the next level: Ethics keep us there."

~Dr. Hal Simeroth

## WEDNESDAY, JUNE 15, 2022

### 9:00AM – 10:30AM

**SPEAKERS:** Barbara Speedling

**SESSION:** Healing & Recovery: The Role of Leaders in Crafting a New Facility Culture

**SUMMARY:** The COVID-19 Pandemic has significantly limited a facility's ability to achieve the long-standing industry ideal of creating a homelike environment of care. In the coming months, the facility culture and the quality of life for all concerned will be shaped by the status of the virus. The manner in which the leaders design and communicate the development of a new world order will be vital to a successful transition to the next generation of long-term care. This session offers strategies for effectively overcoming the fallout from COVID-19 impacting staffing retention and recruitment, resident satisfaction and quality of life, and the related challenges to a full recovery.

## CONTENT:

- Analysis of COVID-19 impact on facility workforce, systems, and services;
- Development of a comprehensive quality improvement strategy; and
- Building a solid foundation for organizational development.

### 10:45AM – 12:15PM

**SPEAKER:** Valerie Deetz

**SESSION:** Survey Readiness: What to Expect

**SUMMARY:** The COVID-19 pandemic has not only affected the operations of all nursing homes, but it has also affected the way in which surveys are conducted. From Focus Infection Control Surveys to Certification Surveys to Complaint Surveys; this session will clarify the current process and how to prepare your facility.

# FINANCIAL/BUSINESS OFFICER REGISTRATION

For convention registration visit [members.nycachca.com/eventcalendar](https://members.nycachca.com/eventcalendar) or fill out the form below. If you wish to enroll additional participants, please print additional forms: **ALL REGISTRATIONS MUST BE PREPAID**

## IMPORTANT

1. This program has been approved by the State Board of Accountancy. ID # 001218.
2. ACHCA cancellation policy: Full refund on cancellations postmarked no later than 4/30/2022. There will be a \$50 administrative fee charged after that date. No refund after May 27, 2022.
3. Program reservations should be made directly with New York Chapter ACHCA (see form).
4. \$25 of non-member registration fee may be applied to College membership if the application is mailed within 60 days of this convention.
5. Complete convention registration form, **include payment**.

**Return to:**  
ACHCA/NYC  
c/o Larry Slatky  
428 Ridgehill Rd.  
Schenectady, NY 12303

## REGISTRATION FEE INCLUDES

- Socials
- Educational programs and all literature and educational materials
- Entrance to exhibit hall
- Coffee breaks
- ACHCA welcome gifts
- Convention journal
- Installation banquet

For further information please contact: **Larry Slatky at (518) 869-2231 ext. 201**

*Please Print*

Name \_\_\_\_\_

Title \_\_\_\_\_ Facility \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

Spouse/Guest \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

License No./State(s) \_\_\_\_\_

Is this your first convention? ☐ Yes ☐ No

Dining Options:

☐ Regular ☐ Kosher ☐ Gluten Free ☐ Vegetarian

## ADVANCE CONVENTION REGISTRATION

Member Fee (\$499.00 ea.)\* ..... \$ \_\_\_\_\_

Non-Member Fee (\$549.00 ea.) ..... \$ \_\_\_\_\_

Spouse/Guest/Student\*\* (\$250.00 ea.) \$ \_\_\_\_\_

**TOTAL REMITTANCE**..... \$ \_\_\_\_\_

Registration after 4/30/2022 or on-site registration fee:

- Member \$599.00
- Non-Member \$649.00

*\*If you or your administrator is a member of ACHCA, NYSHFA  
\*\*Student of long term care (A.I.T.) or spouse with no license*

**Card Type:**

☐ MasterCard ☐ Visa ☐ Amex ☐ Discover

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_ CVV \_\_\_\_\_

Name on Card \_\_\_\_\_ Zip \_\_\_\_\_

**Make Checks Payable To: NYC-ACHCA**

Registration Confirmed \_\_\_\_\_

## KEYNOTE SPEAKER: JEFF BUTLER

Jeff Butler is an author and workplace strategist who explores human behavior within the working world. His experience spans over 40 industries in 4 continents on how different cultures and employees interact with each other. He studies common threads of behavior in industries such as IT professionals, underground utility workers, police officers to clothing retail chains. In addition, companies like Google, Amazon, John Deere, and Coldwell Banker. As a researcher and practitioner, he also runs a consulting company and a tech company, TrinityFix where he is able to test his ideas in different workplace environments. His ideas have made it to TEDx twice, appeared in dozens of media outlets including two books on human behavior:- The Authentic Workplace and The Key To The New You . Currently, he lives in Dallas, Texas as an out of place Californian. <https://www.nycachca.com/annual-chapter-convention/>

## NEW MONDAY MIXER

Be sure to join us as we bring back our new *Monday Mixer*, a private affair for convention attendees, with dinner, cocktails, and additional networking opportunities.



## ATTENTION FINANCIAL/BUSINESS OFFICERS!

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## FINANCIAL/BUSINESS OFFICER AGENDA

### SUNDAY – JUNE 12, 2022

11:00am – 6:00pm	Registration Open
1:00pm – 2:30pm	Employment & Labor Law Update: Addressing Critical Workplace Issues Before It's Too Late
2:30pm – 2:45pm	Break
2:45pm – 4:15pm	Safeguard Your Bottom Line: Protect Your Facility with Your Admissions Agreement
4:30pm – 6:30pm	NY Chapter Welcome Reception – Exhibit Hall
6:30pm	Dinner – On Your Own

### MONDAY – JUNE 13, 2022

7:00am – 6:00pm	Registration Open
7:00am – 9:30am	Breakfast
9:00am – 10:30am	Keynote Address
10:30am – 10:45am	Break
10:45am – 12:15pm	When a Carrot is Really a Stick: CMS SNF VBP
12:15pm – 2:15pm	Exhibit Hall Open – Lunch with Exhibitors
2:15pm – 3:45pm	Long Term Care Regulatory and Legal Update
3:45pm – 4:00pm	Break
4:00pm – 5:30pm	Diversity, Equity, Inclusion – What Every Organization Should Know to Reduce Risks
6:00pm	The Monday Mixer – Convention Attendees

### TUESDAY – JUNE 14, 2022

7:00am – 6:00pm	Registration Open
7:00am – 8:00am	Breakfast
8:00am – 8:30am	NY Chapter Business Meeting and Chairperson Recognition
8:30am – 9:15am	Awards Presentation
9:30am – 11:00am	Staying Informed: An Update on Reimbursement and other Nursing Home Matters
11:00am – 11:15am	Break
11:15am – 12:45pm	Psychotropics, Pharmacy Survey Trends, COVID Treatment Updates and More!
12:45pm – 2:45pm	Exhibit Hall – Lunch with Exhibitors
2:45pm – 4:15pm	Managing Managed Care
4:15pm – 4:30pm	Break
4:30pm – 6:00pm	The Role of Ethics Codes as a Catalyst for Improving Practice
6:30pm – 7:30pm	President's Reception
7:30pm – 9:30pm	Installation Banquet

### WEDNESDAY – JUNE 15, 2022

7:30am – 9:00am	Breakfast
9:00am – 10:30am	Healing & Recovery: The Role of Leaders in Crafting a New Facility Culture
10:30am – 10:45am	Break
10:45am – 12:15pm	Survey Readiness: What to Expect