

## Board of Directors

*Donald Gillespie*

◆ **Special Hospice Announcement.** For 35 years, there have been two organizations representing hospice in Michigan and I am pleased to announce that these two organizations are coming together to herald a new era of hospice and home care advocacy. Effective on May 1, the Hospice and Palliative Care Association of Michigan will join with the Michigan Association for Home Care (Michigan Home Care) to speak as one voice for the advocacy and leadership interests of hospices in our state. Our two organizations have worked extremely well together and after months of discussion and deliberation between leadership teams from both organizations, we have agreed to merge the two organizations into one stronger organization. On May 1, the members of the Hospice and Palliative Care Association of Michigan (HPCAM) will join ranks with Michigan Home Care to strengthen the voice of all segments of home care including, Hospice, Palliative Care, Home Health, Home Private Duty, Home Medical Equipment, and Pharmacy Infusion. ◆ **Collaboration with HPCAM** took on a higher meaning this year as we combined efforts for the State Legislative Day in March and the 35<sup>th</sup> Annual Home Care Conference to be held May 18-20 at the Grand Traverse Resort. I appreciate the leadership and insight of both Boards of Directors as we bring the strength of the HPCAM membership together with the Michigan Association for Home Care. I hold special respect for Dr. John Mulder, Chairman of the Board for HPCAM, for his insight and leadership during our discussions the last few months. One interesting outcome of our deliberations is the agreement that Palliative Care is an emerging industry segment and we are taking new steps to support and nurture this trending new home care segment. The strength of Michigan Home Care is that we speak with one voice for all segments of the Home Care industry and I am excited that this marks a historical moment for all segments of home care. We will be hosting meetings with our Hospice Committee and other segment committees to answer questions that members of both organizations may have. Feel free to contact me directly ([Donald.gillespie@allegiancehealth.org](mailto:Donald.gillespie@allegiancehealth.org)) or our Executive Director Barry Cargill ([barryc@homecaremi.org](mailto:barryc@homecaremi.org)) with any questions. ◆ **Name Change. "Blast from the Past"**. One of the things important to both HPCAM and Michigan Home Care was to strengthen our relationships with our national affiliated organizations such as the National Association for Home Care and Hospice (NAHC), the National Hospice and

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Palliative Care Organization (NHPCO), and the American Association for Home Care (AA homecare). For this reason, the Michigan Home Care Board of Directors is recommending a change in the name of the Association and if approved by the voting members, the new name will become the Michigan Homecare and Hospice Association (MHHA). With this change our brand would become "Michigan Homecare and Hospice" and our website address will be MHHA.org. ◆ **Election of Board Officers.** Several people have answered the Call from the Nominating Committee to express their interest to serve on the Board of Directors. The Committee will be recommending ten new Board members for election to a two-year term beginning on June 1. Deb Holman of Hart Home Medical Equipment Chairs the Nominating Committee and she and her Committee have been working hard to bring a strong slate of candidates forward including leadership representation from HPCAM onto the Michigan Home Care Board. Later this month, the voting members will receive their ballot containing the recommended slate of Board Nominations and the name change. Results of the voting will be announced at the Annual Meeting to be held during the Annual Conference on May 19, at the Grand Traverse Resort. Be sure to see Deb Holman's Nominating Committee Report later in the Bulletin where you can learn the slate of Board candidates recommended by the Nominating Committee. ◆ **Thank you!** This has been an interesting year serving as your Board President and I invite all of you to join with us at the Annual Conference where you will learn more about the positive benefits your organization offer you. The Association has made great progress this year and we look forward to a bright future for both the Association and our industry. Michigan Home Care remains the state trade association representing all segments of Home Care. We advocate for the role of home care services within the health care continuum. I am proud of what our organization is accomplishing and look forward to a bright

future for our industries.

## Private Duty

*Sheila Doeden & Bert Cople*

◆ We had an in person meeting in March- Schedulers Day. There were a number of agencies represented and a really good formal conversation about best practices and sharing about what each agency is focused on. Discussion about software we're all using and what's working and trending nationally and at the state level. All of the committee members are using appropriate tools to measure and ensure the quality of caregivers working with our clients. We discussed different approaches to training our staff and what caregivers are taking away from these trainings along with meeting the criteria set by the State of Michigan for CNA's/HHA's and Medicaid standards. The definitions for caregivers seems to be universal in that we're all using very similar definitions- this should be really helpful in beginning to write training curriculum that can be used to set the Association apart from others. ◆ Barry gave his Executive Director's report and there were questions about licensing at the state level. Currently there's no bill being proposed- due to the fact that it's an election year and there will be a change in state representatives. This is something we'll be watching as we move through the end of the year. ◆ Changes in Auto Insurance coverage will most likely happen- we'll know more as we get closer to November- we're really focused on fee schedule's not being imposed that would lower what members are being reimbursed for care. ◆ Annual conference is in May- Private Duty has a number of really good speakers along with a panel on recruitment and retention of caregivers and then a round table discussion for members. ◆ There are 3 scholarships being offered through the association and an opportunity to recommend employees from our agencies. Most attendee's felt that they would potentially have qualified candidates. ◆ Next meeting is a conference call on Tuesday April 19<sup>th</sup> at 12:30.

## Hospice

*Amy Banfield & Sherri Soloman*

◆ This is a milestone month for Hospice's in Michigan with the announcement of the merger of the Hospice and Palliative Care Association (HPCAM) and the Michigan Association for Home Care, effective on May 1. If you didn't read Don Gillespie's Board Report, we suggest you do so as it officially announces this merger. We look forward to the excitement of combining all Michigan Hospices into one organization and an expanded advocacy, leadership and advocacy presence in Michigan for Hospice and Palliative Care. Please join the Hospice Committee during the Annual Conference where we will have an opportunity to meet and begin planning our expanded Hospice activities here in

Michigan.

## Nurse Planning Committee

*Nancy Dillon*

◆ Attention All RNs! We are looking for members who would like to be mentored to become Nurse Planners for Michigan Association for Home Care. A Nurse Planner is an RN who works with other RNs as a member of the group who review and finalize the Continuing Education documents for Michigan Home Care members. Our experienced Nurse Planners (Nancy Dillon, Ann Brissette) and our newest Nurse Planners (Jon Lechner and Amelia Pascual) will work with you to learn the process. Michigan Home Care also provides registration for the Ohio Nurses Association Annual Update for Nurse Planners, held in Michigan, and regular news letters. ◆ We meet quarterly by conference call, and most of our work is done via email and conference call. If you are interested in adding this skill to your resume, please contact: Cindy Thelen at [cindyth@homecaremi.org](mailto:cindyth@homecaremi.org).

## Reimbursement

*Amy Gil & Keri Allen*

◆ **Next meeting will be a teleconference on April 20, 9:30 am.** Contact Mary ([maryp@homecaremi.org](mailto:maryp@homecaremi.org)) if you are not already on the list to receive Reimbursement Committee notices and agendas. ◆ **CMS Prior Authorization Pilot Program.** The Center for Medicare Services is proposing a prior authorization program for the states of Michigan, Texas, Massachusetts, Illinois, and Florida. Michigan Home Care is opposed to the program and expressed our concerns in comments to CMS last week. For a Copy of Michigan Home Care Comments, <http://www.homecaremi.org/wp-content/uploads/2016/04/CMS-PA-final-comments-4-5-16-MI-Assoc-for-Home-Care-1.pdf> We are working with our National and State Home Care organization (NAHC, NHPCO), and our colleagues in other state home care agencies across the nation to oppose the program. We appreciate that many Michigan Home Care Home Health members also submitted individual comments. In the coming days, Michigan Home Care will ask you to contact your legislator to sign onto a "dear colleague" letter that will be circulated among members of Congress. We are asking you to contact your member of Congress to request that they sign onto the letter to express opposition to the CMS PS Pilot program. For a copy of CMS' supporting summary, <http://www.homecaremi.org/wp-content/uploads/2016/04/CMS-10599-Supporting-Statement-A.pdf> ◆ **SCIO Audit Status.** Blue Cross has responded to the Michigan Home Care group provider letter. <http://www.homecaremi.org/wp-content/uploads/2016/04/BC-SCIO-Ltr-Resp-3-28-16.pdf> to read the BC response. While we feel the response from Blue

Cross is not very impressive, we are also interested to know if anyone is experiencing any change in the auditing behavior of Blue Cross or Scio since they responded to our letter. Please plan to be on the Reimbursement call on April 20, to discuss this issue.

## Membership

*Cindy Thelen*

◆ CHAP News – One of your member benefits is to receive a discount on your CHAP accreditation fee. Instead of waiving the \$605 application fee, CHAP will now waive the \$700 application fee for being a member of Michigan Association for Home Care. Members must reference Michigan Association for Home Care in the application. Contact myself ([cindyth@homecaremi.org](mailto:cindyth@homecaremi.org)) or Ronald Whisnant at CHAP ([ron.whisnant@chapinc.org](mailto:ron.whisnant@chapinc.org)) if you have any questions. ◆ Help me welcome the following company to the Michigan Home Care Family:

**Kotz Sangster Wysocki, PC**

Contact: John Below  
36700 Woodward Ave. Suite 202  
Bloomfield Hills, MI 48304  
Phone: 313/909-8993  
Fax: 248/646-1054  
E-mail: [jbelow@kotzsangster.com](mailto:jbelow@kotzsangster.com)  
Associate Member  
Services: Legal

## Education

*Deb Holman*

◆ Theme for our 2016 Annual Conference will be “Go For The Gold”. Mark your calendars for the 2016 Annual Conference May 18-20, 2016 at the Grand Traverse Resort. Registration materials are available under calendar of events on the Michigan Home Care website [www.homecaremi.org](http://www.homecaremi.org). There are many key speakers that will be in attendance at their year’s Conference. Opening our conference will be Ruben Gonzalez, Olympian, Bestselling Author who will speak about his road to the Olympics and his quest to “Go for that Gold”. Robert Fazzi will be joining us discussing the Inevitable Changes in HealthCare and our conference will close on the last day with Gary Sculli who will discuss the Elements of High Reliability in Healthcare and Louis Feuer will address Customer Service Strategies That will Separate You From the Competition. Our usual faces of William Dombi, John Gallagher and Mark Higley as well as the Regulatory bodies from MILARA and NGS will also be joining us. Michigan Home Care will be partnering with the Hospice and Palliative Care Association of Michigan which enables us to have more Hospice choices at our conference. Key speakers such as Katie Wehri and Judi Lund-Person will

be addressing our hospice audience. Early bird deadline for registration ends April 8<sup>th</sup> and overnight room reservation block ends April 14<sup>th</sup>. ◆ Michigan Home Care just finished a successful Blueprint for OASIS workshop and Testing. Over 40 participants sat for the test.

## Clinical Operations

*Sara Simonds & Amy Parkinson & Kim Costello*

◆ **Executive Director’s Report: State Legislative Day** – The annual Legislative Day on March 10 was well attended. Over 40 members from Michigan Home Care attended, and over 90 legislators came to the meeting. The state of the Medicaid program was discussed with concerns raised about funding and rates. ◆ **Scholarships** – There are 3 scholarships currently available – deadline was April 1, 2016. Winners will be announced at the Annual Conference.

1. **Michael G. Bartz Business Health Administration Scholarship**
2. **Allied Health Kitch Scholarship**
3. **Rosemary Mayes Nursing Scholarship**

◆ **Announcements/Reports: Regulatory Update**: NGS – Discussion surrounding probe and educate audits; CERT Audits; Reps will be attending the annual conference. 2. **MILARA** –The next MILARA meeting is scheduled for April 5<sup>th</sup>, 2016. Rick Brumette and Larry Horvath will be at annual conference. **BCBSM** – SCIO letter has been sent re: issues with audits and interpretations of F2F and technical denials; charging for appeal. A response was received March 28<sup>th</sup>. **Regulatory/QI** – Discussion surrounding the proposal to implement a demonstration project for pre-auths in 5 states – Michigan is one. **Education** – See the Education report. Many upcoming workshops as well as work on the annual conference. **MPRO** – No report this month. ◆ **Sub-Committee/Task Force Reports: IV Therapy/Infection Prevention** –the new Resource Manual is complete and will be on the website soon. **Psych Home Care** – No update **Rehab Subcommittee** – No update ◆ **Sharing Segment: Survey Report** -Two agencies reported accreditation surveys since we met last. CHAP continues close scrutiny of home health aide plans of care and supervision.

## Regulatory Committee

*Elizabeth Buckley*

◆ Please join us on April 21, for the next Regulatory Committee meeting. Regulatory will immediately follow the Clinical Operations Committee meeting.

## Rehab

*Andrea Hebert*

◆ The next Rehab Committee will be April 21<sup>st</sup> after the Clinical Operations Committee.

## Public Policy

*Lisa White & Carolyn Flietra*

◆ The Public Policy Committee has had a very busy month. The Committee met on March 4 and again on April 1. We discussed a number of state and federal issues, in preparation for both Legislative Day and the March on Washington. Over 40 Michigan Association for Home Care and Hospice and Palliative Care Association of Michigan members participated in a joint Legislative Day at the State Capitol, where we were able to speak with over 90 Members or their aides about issues important to association members. These included the need for funding increases to a number of Medicaid programs including Children's Special Health Services, our concerns about auto no-fault insurance reform, and for coverage of hospice residence room and board for Medicaid recipients. For the full list of our state legislative priorities, [click here](#). ◆ Several of our member hospices toured Harbor Hospice's Poppen Residence in Muskegon with Rep. Jon Bumstead, in support of the hospice residence issue. ◆ In early April, Barry attended the Forum of States and Carolyn attended the March on Washington, where we were able to raise our issues with Senator Peters, Senator Stabenow, Representatives Upton, Walberg, Benishek, Dingell, Levin, Conyers, and Huizenga or their aides. ◆ All of this activity reminds us again that it is our constitutional right to petition our Members of Congress for governmental redress of our grievances, and we need to take advantage of this right for the benefit of our patients and clients. ◆ Join the Public Policy Committee, which meets by teleconference the first Friday of every month at 10. Contact Lisa White ([lwhite2@mhc.net](mailto:lwhite2@mhc.net)) or Carolyn Flietra ([carolyn.flietra@hollandhome.org](mailto:carolyn.flietra@hollandhome.org)) for more information.

## HME/Infusion

*Brian Griffore & Julie Johnson*

◆ **Subject:** RE: Round 2 Recompete Analysis  
**The next HME teleconference is April 18, at 10:00am. Please join the call.** ◆ **Rural Relief Bill introduced (S 2736).** Currently, the more densely populated MSAs in Michigan and the country are participating as Competitively Bid Areas (CBAs) in the Competitive Bidding Program (CBP) for DMEPOS (Durable Medical Equipment, Prosthetics, Orthotics, and Supplies). These CBAs cover areas where 58% of all Medicare beneficiaries in the nation live. Durable medical equipment (DME/HME) suppliers

competed for a limited number of contracts to serve Medicare beneficiaries residing in these CBAs through an auction program that awarded contracts to those with the lowest bid amounts, resulting in a drastic reduction in competition for suppliers and opportunity to increase market share. Nearly 75% of bids submitted to care for the entire Medicare population in these respective CBAs were not contracted, leaving a small fraction of suppliers to meet the needs of this large group of beneficiaries. On October 31st, 2014, the Centers for Medicare & Medicaid Services (CMS) released the final rule on "Medicare Program: End-Stage Renal Disease Prospective Payment System, Quality Incentive Program, and Durable Medical Equipment, Prosthetics, Orthotics, and Supplies", which established the methodology for making national price adjustments to the fee-for-service payments of specified HME, enteral nutrition, & related services paid under fee schedules. On January 1, 2016, CMS began the first phase of a two part reimbursement adjustment that applies pricing derived from these highly populated CBAs to all areas of the country without exception for rural America. Michigan Home Care is working with our national partners, AAHome Care and VGM to pass legislation to offer important relief to the rural areas. **What you can Do:** Call Michigan US Senators Debbie Stabenow 202 224-4822 or email at [Sen.Stabenow@opencongress.org](mailto:Sen.Stabenow@opencongress.org) and Senator Gary Peters 202 224-6221 or email at: [Sen.Peters@opencongress.org](mailto:Sen.Peters@opencongress.org). Your contact with these two decision makers is important. Simply ask each Senator to co-sponsor S 2736. This legislation will provide relief for homecare patients and providers in non-competitive bidding areas. ◆ **Round 2 Recompete (R2RC). Our friends at AAhomecare provided some important preliminary analysis** for the Round 2 Recompete (R2RC) payment amounts. [Click here for Document](#). The analysis document shows the percentage reduction of prices broken down by region and category. For this analysis, the R2RC payment amounts were compared against payment amounts from Round 2 and regional rates from 2016 fee schedule (for items that were not in Round 2). This spreadsheet is an update from the analysis shared in last week's Wednesday in Washington which only included analysis of R2RC against Round 2 payment amounts. As you can see, the overall reduction is at -12.2% with TENS having the greatest reduction at -67.1%. On average, CBAs on the west coast will be seeing the highest reductions (-13.1%) while CBAs in the Midwest will be seeing the lowest reductions (-10.6%). Bring your issues and questions to the HME Teleconference on April 10. We will share insights with the AAhomecare State Leaders Council as we finalize this analysis.

## Nominating Committee

*Deb Holman*

Over the past several months, the Nominating Committee has solicited member leaders for those interested in serving on the Michigan Home Care Board of Directors. The Committee has met to complete its work and I am pleased to announce the following candidate recommendations to serve a two-year term on the Michigan Association for Home Care, Board of Directors. Voting Members of Michigan Home Care will receive an election ballot later this month and the election results will be announced at the Michigan Home Care Annual Meeting to be held May 19, at the Grand Traverse Resort.

1. Melody Ford, ABF Home Care – Representing: Certified Members
2. Diane Glasgow, Covenant Visiting Nurse Association – Representing: Pharmacy/Infusion Members
3. Don Gillespie, Allegiance Home care and Hospice Service – Representing: Members at Large
4. Lisa White – Munson Home Health & Hospice – Representing: Certified Members
5. Deb Holman, Heart Medical Equipment Services – Representing Home Medical Equipment Members
6. Mike Jaspersen, Hospice of Michigan – Representing: Palliative Care Members
7. John Person, Hospice of Lansing – Representing: Hospice Members
8. Bert Copple, Home Instead Senior Care – Representing Private Duty Members
9. Amy Gill, United Nursing Services – Representing Members at Large
10. Sam Watson, Michigan Health and Hospital Association – Representing Associate Members

## Links of Interest

[ICD-10 Hospice Webinar Series \(Part 1\) - Top Ten Issues for Hospice Coding](#) – April 7, 2016

[The Aide's Role in Caring for Patients with Diabetes](#) – April 14, 2016

[Risk Management in an Uncertain World Webinar and Recordings - Wounds \(Part 4 of 4\)](#) – April 19, 2016

[ICD-10 Hospice Webinar Series \(Part II\) - What Medical Directors Need to Know About Coding?](#) April 21, 2016

[How to Win a Hospice Eligibility Case: What Arguments are You Leaving on the Table? Webinar](#) – May 10, 2016

[2016 Annual Conference – Go For the Gold](#) – May 18-20, 2016

MDLARA Questions Needed - <http://m360.mhha.org/admin/forms/ViewForm.aspx?id=28910>

NGS Questions Needed - <http://www.homecaremi.org/submit-question-to-ngs/>

BCBS Call for Questions - <http://m360.mhha.org/admin/forms/ViewForm.aspx?id=28912>

Additional Events - <https://www.homecaremi.org/upcoming-events/>

## Committee Calendar

[HME Committee](#) –April 18, 2016

[Hospice Committee](#) – April 22, 2016

[Public Policy Committee](#) – May 6, 2016

[Private Duty Committee](#) – April 19, 2016

[Reimbursement Committee](#) –April 20, 2016

[Rehab SubCommittee](#) – April 21, 2016

[Education Committee](#) – April 14, 2016

[Clinical Operations Committee Meeting](#) –April 21, 2016

[Regulatory Committee](#) – April 21, 2016

*If you are not receiving your Committee Bulletin Board directly at your e-mail, e-mail [cindy@homecaremi.org](mailto:cindy@homecaremi.org) to be added to our distribution list.*