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Three Weeks and Counting Until 2010 Session Opens

Three weeks from the start of the 2010 legislative session, things are heating up in St. Paul.

Last week saw a number of hearings held, the release of Gov. Tim Pawlenty's bonding bill proposal and more information/rumors about the governor's supplemental budget proposal.

School Payment Delays Possible

Last Wednesday's Legislative Commission on Planning and Fiscal Policy Subcommittee on a Balanced Budget heard from Minnesota Management and Budget Commissioner Tom Hanson that a state cash shortage expected in April may mean the state will delay payments to school districts until June.

Delays to vendors and/or higher education systems, as well as holding back certain tax refunds may also take place. Minnesota is facing a \$1.2 billion deficit for the remainder of the fiscal year 2010-2011 biennium, not accounting for inflation.

Senate Committees Discuss GAMC

Senators Linda Berglin, DFL-Minneapolis and John Marty, DFL-Roseville held a joint hearing of the Senate Health and Human Services Policy and Finance Committees to discuss General Assistance Medical Care (GAMC).

After hearing testimony from a number of individuals in favor of continuing the program, including Minneapolis Chief of Police Tim Dolan - Sen. Berglin outlined the proposal she will introduce to restore a scaled-back version of this safety-net health care program for the state's poorest citizens.

The GAMC restoration plan, unveiled at a December press conference with many House and Senate legislators, will increase fees on health plans and hospitals and use the increased fees to draw down more federal money, cut GAMC reimbursement rates to providers, and limit eligibility to the program.

As discussed in an earlier *Monday Mailing* article (Dec. 7, 2009), GAMC will be a priority item for both House and Senate members to deal with. Gov. Pawlenty eliminated funding for the program through a line-item veto and unallotment in 2009 and lawmakers have been working ever since on a plan to at least partially restore GAMC.

Governor Unveils Bonding Proposal

Another hot topic last week was the bonding bill. While traditionally the Minnesota Legislature spends its "short session", i.e., the second session of a biennium, discussing a bonding bill, the past few sessions have seen the governor and the legislature turn to bonding bills as a quick "jobs program" in a tough economy.

In the past, DFL lawmakers have called for more spending in their bonding bills and Gov. Pawlenty has offered slimmer packages. And last week was no different. The governor released an \$815 million bonding proposal which focused most funds on an expanded Moose Lake Sex Offender Program as well as on higher education projects. Gov. Pawlenty also canceled some previous bonding projects, including the Minneapolis planetarium.

DFL bonding committee chairs were quick to criticize the size of the bill. Sen. Keith Langseth, DFL-Glyndon and Rep. Alice Hausman, DFL-St. Paul both called for a bonding bill tagged at \$1 billion to stimulate job growth. In

the past, Gov. Pawlenty has line-item vetoed bonding projects in order to bring bills down to a level with which he is more comfortable. This scenario could very well play out again.

All Budget, All the Time

Rumors have been swirling that Gov. Pawlenty will release a supplemental budget before the legislative session begins on Tuesday, Feb. 4. The state is facing a \$1.2 billion shortfall for the biennium and the governor must present to the legislature a supplemental budget to close this gap.

Some hints at where the cuts will be targeted are found in a December memo from the Minnesota Management and Budget Department to state agencies

<http://www.agingservicesmn.org/inc/data/01132010supplementalbudgetmemo.pdf>. According to the memo, state agencies are to prepare for the \$1.2 billion shortfall by cutting three percent of unspent operating funds and six percent of unspent program budgets for the remainder of the biennium.

Military and veterans, as well as "core safety programs," Constitutionally-dedicated funds, federal funds, and internal service funds are exempt from these budget-cutting measures.

As the governor prepares his budget-balancing proposal, the House and Senate will also offer their own approaches to balancing the state budget. Look for the House and Senate to rely more on new revenue to help close the gap, while the governor will stay close to his "no new taxes" stance.

For Further Information:

Contact Jen McNertney at jmcnertney@agingservicesmn.org.

Kerry Fights for Home Health Services in Final Health Care Bill

Senator John Kerry, D-Mass., a senior member of the Finance Committee, along with 31 bipartisan colleagues, wrote Majority Leader Harry Reid, D-Nev. and Chairmen Max Baucus, D-Mont., Chris Dodd, D-Conn., and Tom Harkin, D-Iowa requesting that home health care services be protected in the final health reform bill.

"Some of our most vulnerable Americans rely on home health services," said a letter from the senators. "The Senate bill is a common sense approach that maintains necessary delivery reforms while preserving access to health care for homebound Medicare beneficiaries. We'd be better served by the home health provisions in the Senate bill than the excessive home health reductions in the House bill. We look forward to working with you to ensure that health reform legislation protects access to home health services for our country's aging population."

In December 2009, the Senate passed Kerry's amendment guaranteeing home health benefits for seniors by a vote of 96-0.

The senators wrote they are concerned that the nearly \$55 billion reduction in home health payments in the House bill represents a disproportionate sacrifice for the home health community. Both the National Association for Home Care & Hospice and the Visiting Nurse Associations of America project that the House bill would result in more than two-thirds of the nation's home health agencies being paid less than the cost of care by 2011, according to the senators. "This level of reduction to home health payments would negatively affect access to care in the home setting," the group stated.

The senators also wrote they believe home health services contribute to our national goal of providing quality care while reducing health care costs and that they believe home health providers fulfill a critical role in our nation's health care delivery system. "Americans strongly prefer to stay at home with their families rather than enter an institutionalized setting."

Aging Services Launches Leadership Academy

Aging Services is excited to launch the **Leadership Academy**--a new leadership development program designed to cultivate high potential leaders so they can creatively lead their organizations and the aging services field with extraordinary vision, service excellence and passion.

Interested individuals are encouraged to apply soon--the deadline for applications is **Monday, Feb. 22.**

The Leadership Academy will engage participants in a coordinated and multifaceted curriculum over twelve months that includes:

- In-person collaborative learning experiences;
- Site visits showcasing visionary leadership and innovation;
- Mentorship support through personal coaching teams;
- Individual action learning projects;
- Self-exploration through assigned readings and exercises; and
- Group discussion forums.

Whether you are an experienced or emerging leader, skilled nursing or senior housing, through this program you will:

- Build a foundation of leadership knowledge based on sound, multi-dimensional theory;
- Enhance your leadership skills and core competencies in communication, building trust, decision-making, knowledge management, problem solving and more.
- Experience firsthand the innovative programs and leadership styles that set certain organizations apart.
- Be part of a network of leaders throughout the state to share best practices and shape the future of aging services.

Applications for the first class of Leadership Academy fellows are now being accepted. Applications are available at the Aging Services website at <http://www.agingervicesmn.org/>

For Further Information:

Contact Lori Meyer at lmeyer@agingervicesmn.org.

Five-Star Quality Rating Reports Will Be Out Tomorrow

The Five-Star provider preview reports will be available Tuesday, Jan. 19.

Providers can access the report from the Minimum Data Set (MDS) State Welcome pages available at the State servers for submission of Minimum Data Set data.

To access these reports, select the Certification and Survey Provider Enhanced Reports (CASPER) Reporting link located at the bottom of the login page. Once in the CASPER Reporting system, click on the 'Folders' button and access the Five-Star Report in your 'st LTC facid' folder, where st is the 2-digit postal code of the state in which your facility is located, and facid is the state assigned facid of your facility.

The CMS helpline will be open until Wednesday, Feb. 3. BetterCare@cms.hhs.gov is also available to address any Five Star rating questions and concerns. Nursing Home Compare will update with January's Five-Star data on Thursday, Jan. 28. Go to

http://www.cms.hhs.gov/CertificationandComplianc/13_FSQRS.asp for the latest Five-Star Quality Rating system information.

For Further Information:

Contact Darrell Shreve at dshreve@agingervicesmn.org.

Change in MA Oxygen Vendor for Certain MA Recipients

The Minnesota Department of Human Services has contracted with a different vendor for oxygen in the southwest and west central part of Minnesota. DHS divides the state into 14 regions, and previously one

vendor--Northwest Respiratory Services--had held all of the contracts. Effective February 1, 2010, Rice Home Medical of Willmar will have contracts in three of the regions but provide all types of oxygen only in one region.

This change affects only MA recipients who are fee-for-service. MA recipients who are enrolled in MSHO plans or PMAP plans are not affected because those plans contract with oxygen vendors separately. Any MA recipient for whom Medicare is the primary payer is not affected because the Medicare arrangements take precedence. Similarly, any MA recipient for whom the Veterans Administration or private insurance is the primary payer is also not affected.

The counties in the affected regions are listed in this table:

Region 7	Region 12	Region 9
Douglas	Cottonwood	Big Stone
Grant	Jackson	Chippewa
Otter Tail	Lincoln	Kandiyohi
Pope	Lyon	Lac Qui Parle
Stevens	Murray	McLeod
Traverse	Nobles	Meeker
Wilkins	Pipestone	Renville
	Redwood	Swift
	Rock	Yellow Medicine

There are three different products involved in the contracted delivery of oxygen--concentrators, gaseous oxygen, and liquid oxygen. Northwest Respiratory Services will continue to provide liquid oxygen for the counties in regions 7 and 12, and Rice Home Medical will provide concentrators and gaseous oxygen in those regions. Rice Home Medical will provide all three products in region 9. Northwest Respiratory Services will continue to provide all three products in all other regions and counties of the state.

Members should make certain that their residents, tenants, or clients understand that this change only affects the specific types of oxygen and equipment that is provided to fee-for-service MA recipients under the state contract. A recipient who receives oxygen under Medicare Part B does not need to switch their vendor simply because MA pays for the copayment--Medicare B would be primary in this case, not MA. Similarly, any recipient enrolled in a PMAP or MSHO plan is not required to change their vendor--these plans contract with oxygen vendors, and the state does not contract with oxygen vendors for these enrollees.

Northwest Respiratory Services officials told Aging Services that they will provide the names of all their fee-for-service MA clients in the three regions to Rice Home Medical by February 1. It does not matter where the fee-for-service MA recipient lives--care center, assisted living, housing with services, independent housing, regular apartment, or their own home.

Transitions of this sort can be difficult for providers as well as individuals. For example, a care center resident or home care client may need oxygen, and the nursing staff will not know who the appropriate oxygen vendor is and not have access to that information (which is usually kept in the business office). One approach is to contact the sales representative for the vendors. Northwest Respiratory Services told Aging Services that providers can use their equipment on an interim basis and contact the Northwest Respiratory agent. The agent will verify the insurance and eligibility information; if Rice Home Medical is the appropriate vendor, Northwest Respiratory will alert them.

For Further Information:

Contact Darrell Shreve at dshreve@agingservicesmn.org.

PEPSI Expanded Work Group Discusses Future Work

Last week, the Provider Enrollment Provider Standards Initiative (PEPSI) Expanded Work Group discussed the recommendations of the Dec. 16 PEPSI Intensive Work Group as well as their upcoming focus on provider standards.

The PEPSI Work Group is part of the larger Home and Community-based Services (HCBS) Expert Panel.

The Intensive Work Group examines the Conditions of the Parties' Obligations, Contract Rights and Remedies, and Subcontracting / Independent Contracting provisions of the model contract.

The model contract is serving as the base for building the new HCBS Provider Agreement Addendum between DHS and HCBS waiver services providers. The recommendations of the Intensive Work Group follow the model contract, with a couple of interesting points:

- DHS must make the determination whether or not Contract Rights and Remedies should be included in the Provider Agreement.
- The Provider Agreement should reiterate the provider's responsibility for monitoring subcontractors' compliance. Under the model contract, providers are currently responsible for ensuring subcontractors comply with the subcontract, model contract, and other provisions.

In finishing the discussion of the model contract, the Intensive Work Group has completed "Phase 1" of its work. "Phase 2," focusing on provider standards, will begin this month.

The January and February meeting agendas of the Intensive Work Group are tentatively broken out as follows:

January meeting: identify what activities and oversight need monitoring, as well as who will be doing the monitoring; and performance indicators, such as health and safety, and consumer choice.

February meeting: discuss standards for unlicensed providers within different service categories, such as homemaker and chore.

The Expanded Work Group is not expected to receive an update from the Intensive Work Group until after the February meeting. In addition, the Expanded Work Group will probably not meet again until March.

The recommendations of the December Intensive Work Group meeting are at:

- ***Intensive Work Group Meeting Minutes for Dec. 16th 2009***
Agenda
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147580.pdf)/
- ***Meeting minutes***
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147581.pdf
- ***Conditions of the Parties' Obligations***
Resource document
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147234.pdf
Recommendation document
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147633.pdf
- ***Contract Rights and Remedies***
Resource document
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147235.pdf
Recommendation document
http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147634.pdf
- ***Subcontracting / Independent Contracting***

Resource document

http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147236.pdf

Recommendation document

(http://www.dhs.state.mn.us/main/groups/disabilities/documents/pub/dhs16_147635.pdf)

Additional background information about PEPSI and links to both Intensive and Expanded Work Groups:

http://www.dhs.state.mn.us/main/idcplg?IdcService=GET_DYNAMIC_CONVERSION&RevisionSelectionMethod=LatestReleased&dDocName=dhs16_144650.

The work of the PEPSI Work Groups is being done in an effort to comply with CMS's direction that Minnesota have more uniform, statewide assessment, enrollment, and rate processes within our HCBS waivers. A statewide provider enrollment framework is to be developed by Jan. 1, 2011, with full implementation of provider enrollment and all providers enrolled by Dec. 31, 2011.

For Further Information:

Contact Jen McNertney at jmcnertney@agingservicesmn.org.

Updates on MDS 3.0 Implementation and Training in Minnesota

If keeping current on this CMS initiative for care centers landed on your list of New Year's resolutions, the Minnesota Department of Health's Division of Compliance Monitoring and Aging Services is committed to making this happen.

In a conference call with their key staff last week, Aging Services own staff learned from MDH that national training of state survey staff is to take place in March. According to MDH staff, the official word from CMS is that there will be no training of any kind until after the formal CMS training for surveyors occurs.

In the meantime and while Minnesota's own training and implementation plans are being developed, staying on top of MDS 3.0 is relatively easy.

First, keep reading your *Monday Mailing* regularly for timely information as we receive it.

Second and with just a few clicks of the computer mouse, you can get a wealth of information from MDH's MDS 3.0 web page at

http://www.health.state.mn.us/divs/fpc/MinnesotaMDS3_0.html. There you can sign up to receive updates electronically as soon as they are available.

For Further Information:

Contact Darrell Shreve at dshreve@agingservicesmn.org.

Class A Licensure Program Will Be Repeated Feb. 16

Aging Services members who either have a Class A license or intend to get one are strongly urged to attend the repeat of the Class A Licensure Program on Tuesday, Feb. 16.

The program will be sponsored with the Minnesota HomeCare Association and has been so well attended and received, it's being offered again. The program will be held at the Holiday Inn St. Paul East from 9 a.m. - 4:30 p.m.

This program is designed as a practical approach to helping providers maintain compliance with Class A licensure requirements and avoid survey deficiencies.

It will feature staff from MDH's newly formed Class A Licensure Division and home care experts Jeanette Mefford and Lores Vlaminc. Aging Services members can attend at the Minnesota HomeCare Association member rate of \$110 per person and registration is through MHCA. To register, visit <http://www.mnhomecare.org/> and go to their Education Calendar.

For Further Information:

Contact Heidi Simpson at hsimpson@agingervicesmn.org.

Legislative Changes to the Adult Private Guardianship Is Topic

The Department of Human Services (DHS) will host a videoconference Thursday, Jan. 21, to discuss changes to the guardianship/conservatorship laws in Minnesota that occurred during the 2007 Legislative Session.

This training will outline the 2009 legislative changes that occurred.

Kevin Hansen, Office of Ombudsman for Mental Health and Developmental Disabilities; Deb Holtz, Office of Ombudsman for Long Term Care; Anita Raymond, Volunteers of America; and Pat Siebert, Minnesota Disability Law Center will be the training presenters.

This videoconference is free. However, pre-registration is required. Pre-register at <http://agingtraining.dhs.state.mn.us>. Please note that there has been an update in the sites hosting the videoconference. Check

<http://www.agingervicesmn.org/inc/data/Jan21Announcement.pdf> to make sure your site is still in use.

DHS Announces CS/SD Grant Pre-applicant Responders Conference

DHS has announced a video conference training will be held at 9 a.m. on Thursday, Feb.4, to answer questions and address concerns that prospective applicants have on the FY 2011 Community Service/Service Development Request for Proposal (RFP).

Jackie Peichel, DHS Community Program Policy Consultant, will be the presenter.

Pre-registration is required and closes at 5 p.m. on the Monday prior to the session.

For program information, visit <http://agingtraining.dhs.state.mn.us>

For Further Information:

Contact Lori Meyer at lmeyer@agingervicesmn.org.

Wilder Home Health Agency Closes after 28 Years

Last Tuesday, Minnesota bid farewell to the Wilder Foundation's home health agency.

After 28 years of service to the community, Wilder shuttered the home health program, citing budget constraints. Wilder's assisted living and adult day programs will continue.

Located in St. Paul, the Wilder program was serving nearly 400 individuals when it was announced the service would be discontinued. Current recipients are being transitioned to other home health agencies. Many staff members have found other positions, while some are remaining with Wilder until their clients have fully transitioned to other programs.

Aging Services thanks Wilder for its years of home care service to the community.

For Further Information:

Contact Jen McNertney at jmcnertney@agingervicesmn.org or Mary Youle at myoule@agingervicesmn.org.

Technology Theater New at Institute

Visit the new Technology Theater at the upcoming Institute for live technology demonstrations and experience the performance of products available in the marketplace today.

Learn more about the features of specific technology and arm yourself with the information to compare products before making a purchase decision. Get your questions answered by the on-site product representatives. A variety of technology products will be demonstrated Wednesday and Thursday. See a different product each hour. (Sorry, CEUs are not available for technology demos.) Don't miss this new feature and make sure to stop in for a show and enjoy some popcorn.

Wednesday, Feb. 10**11 - 11:45 a.m.*****PointClickCare, Electronic health records***

PointClickCare provides easy to use, web-based solutions that enable long-term care providers of all sizes to recover revenue, enhance quality of care and reduce costs. Leveraging a fully integrated Electronic Health Record (EHR), PointClickCare helps providers realize operational efficiencies by automating all clinical and financial processes throughout the Care Provider Lifecycle - from resident intake to billing. Discover the reason more than 5,000 long-term care centers throughout North America have chosen PointClickCare as their Care Provider Platform.

Noon - 12:45 p.m.***MDI Achieve, Electronic health records***

MDI Achieve is the leading provider of software to the eldercare industry. Matrix, MDI Achieve's flagship product, is a web-based clinical and financial software system designed to ease the burden on your staff, to manage daily resident care and business operations. See why MDI Achieve's Matrix product is the most utilized EHR solution in the industry with 50,000 users and growing. Visit our website at <http://www.mdiachieve.com/>

1 - 1:45 p.m.***Saunders Associates, Electronic health records***

SAEnCompass is a complete electronic medical record that eliminates costly errors and improves care. Computerized Provider Order Entry includes electronic signature with quick review of all orders. The Electronic Medication Administration Record features barcode verification, allergy alerts and drug-drug interaction checking. Daily caregivers chart with a few clicks to give the MDS Coordinator supporting documentation and an efficient RUGs optimization tool. Responsive cost-free support means "down time" is a thing of the past.

2 - 2:45 p.m.***CMA, an Ideacom Partner, Assistance call systems***

Responder 5 is a complete and easy-to-use communication system that integrates the capabilities of the latest technology's system that is readily customized to fit your environment. The Responder 5 offers fast direct communications, allowing staff to work more efficiently and effectively.

3 - 3:45 p.m.***Intelligent InSites, Assistance call systems***

Experience the power of Real-Time Location System (RTLS) technology in action. The innovative and reliable Intelligent InSites Visibility Platform (TM), used by senior care facilities in Minnesota and across the country, delivers everything your community needs to increase safety, productivity and resident independence in one comprehensive solution - from providing a consolidated assistance call and staff communication system to resident monitoring and wander prevention. This demo is packed with real-life examples and demonstrations about how the Intelligent InSites solution has impacted the lives of seniors across North America.

4 - 4:45 p.m.***Nova Communications Inc., Assistance call systems***

A demonstration of a fully blended solution that enables all features and functionality of nurse call systems, telephony, security and wireless communications resulting in total connectivity. Watch how telephony based nurse call solutions can improve the way your staff and residents communicate. Increase response times by integrating wireless voice and have the ability to see those improvements today. This is the only assistance call system that offers a true ROI (Return on Investment) and can show measureable results.

Thursday, Feb. 11**11 - 11:45 a.m.*****Wipfli LLP and My InnerView, Financial performance benchmarking system***

Optimum is a web-based tool which assists providers in achieving quality and financial excellence. Optimum enables providers to benchmark their performance for critical financial indicators to highly customized peer groups which the provider selects and to use this information to manage their operation on an ongoing basis.

Unlike typical benchmarking information which is often outdated, Optimum allows users to compare themselves to their peers on a real-time basis and to evaluate their performance against personalized targets in a user friendly and understandable format.

Noon - 12:45 p.m.

e-Health Data Solutions, Web-based software

Serving over 900 facilities nationwide in the long-term care industry, we provide innovative web-based information systems that focus on quality care, minimize risk and manage revenue. Our products: CareWatch, RiskWatch and UB Watch are next generation software that work together to strengthen organizational performance by identifying where data can be converted to action using quality assurance initiatives using an evidence-based approach.

1 - 1:45 p.m.

ResiDex Software (TenX Systems), Clinical software

ResiDex Software presents TouchTech, e-charting for medications, services and vital signs. This ultra-easy, flexible system lets aides easily chart electronically via PCs, touch screen kiosks or handheld PCs. Supervisors have quick access to a full range of reports, graphs and charts to meet your charting needs.

2 - 2:45 p.m.

SmartLinx Solutions, Integrated payroll/staffing/management system

SmartLinx Solutions provides fully-integrated staff scheduling, time and attendance, and payroll systems built specifically for the eldercare market. We're a proven solution for reducing labor expense, improving employee morale and maintaining quality care for the 900 skilled nursing, assisted living and CCRC customers we serve across the country.

3 - 3:45 p.m.

It's Never 2 Late, Adaptive computer systems

It's Never 2 Late; empowering lives thru technology, provides adaptive computers for residents that cognitively and physically engage, encourage lifelong learning and foster socialization by providing connections to loved ones - to life! It's what you would want. Take therapy and activities to the next level, the future is now!

4 - 4:45 p.m.

Dakim Inc., Cognitive aids

Dakim BrainFitness is the brain fitness product for seniors that more healthcare professionals rely on than any other brand. Only Dakim BrainFitness is designed to cross train the brain in six cognitive domains, long-term, essential to achieving the long-term benefits of preventing or slowing the development of dementia. Join us to find out how Dakim can increase census at your community by offering dedicated brain fitness to your residents.

For Further Information:

Contact Lori Meyer at lmeyer@agingservicesmn.org.

Deadline for Silent Auction Items is Friday

Commitments for donations for the third annual Aging Services PAC Silent Auction must be received by Friday, Jan. 22.

The silent auction, the PAC's major fundraiser, will be held during the 2010 Institute and has quickly become a very popular feature of the annual event.

Our goal is to offer at least 120 items, big and small, for bid. We need your help to reach this goal. Here are a few ideas: gift cards; themed baskets created by your staff; handmade jewelry, quilts, scarves; art; tickets to sports events; weekend stays at your cabin. Remember, Institute is just days before Valentine's Day so anything with this holiday theme is welcome and popular.

The Aging Services' PAC is a nonpartisan group with a mission to advance the interests of aging services in the political arena. It supports compassionate leaders who will champion policies promoting excellence and

innovation in older adult services. With important legislative and gubernatorial elections later this year, it is vital that the Aging Services' PAC has sufficient financial resources to make a significant impact.

Please e-mail Alissa Thomas at institute@agingservicesmn.org with your commitment to donate an item.

For Further Information:

Contact Kari Thurlow at kthurlow@agingservicesmn.org.

2010 Membership Directory & Buyer's Guide Advertising Opportunities Now Available

Aging Services' Business Partners and Alliance Purchasing vendors have an opportunity to promote their brand and the services they offer to Aging Services' decision-makers by advertising in the *2010 Member Directory & Buyer's Guide*.

Final advertising space reservation deadline is Feb. 19, with artwork due no later than Feb. 26. Distribution of the directory is scheduled for mid April.

Aging Services members rely on this desktop directory and frequently use the publication as a networking, information and purchasing guide throughout the year.

If you have a product or service to advertise, check out Aging Services' 2010 Media Kit at <http://www.agingservicesmn.org/inc/data/2010Mediakit.pdf>. Jenny Mims from our team will be contacting business partners during January by email and phone. But to secure the best positioning, you can reserve your space right now by contacting Jenny and learning more about these advertising options.

For Further Information:

Contact Jenny Mims at jmims@agingservicesmn.org or 651-659-1407.

2010 Member Directory Update Forms Due Feb. 12

The 2010 Aging Services *Member Directory & Buyers' Guide* will be published early this spring.

A sample of your member site directory listing was mailed last week. We ask your help in returning directory updates by **Friday, Feb. 12**.

Along with the standard directory listing, there are additional questions designed to keep our member data up to date and accurate.

For Further Information:

Contact Barbara Landeen at blandeen@agingservicesmn.org.

Zellner is named Senior VP of Consulting For Health Dimensions Group

Health Dimensions Group (HDG), one of the nation's leading health care management and consulting firms, has announced the appointment of Mary Nell Zellner as senior vice president of consulting, effective Jan. 1.

Zellner will lead and manage the firm's consulting practice and assist HDG in meeting the organization's overall strategic initiatives. Zellner joined HDG in January 2008 as vice president of operational services, providing operational management, strategic planning, and business development. Prior to joining HDG, she was a director of a Midwest-based long-term care consulting and management company.

"I'm honored to be a part of the Health Dimensions Group team," Zellner said. "I'm looking forward to leading the consulting practice and continuing to grow our presence as a national consulting firm."

Huge Recall on OTC Products Announced

McNeil Consumer Healthcare, a maker of Tylenol and a host of other products, on Friday announced a massive recall.

The situation appears to involve chemicals used to treat wood pallets used for storing and transferring packaging materials. The chemicals may have leached into the medications or their containers.

The recall involves these products:

- Tylenol
- Motrin
- Benadryl Allergy UltraTab
- Roloids Antacid Tablets
- Simply Sleep products
- St. Joseph products

The McNeil Consumer Healthcare website is your source for finding the lot numbers for the recalled products. Visit: <http://www.mcneilproductrecall.com/>. This webpage lets you click on any of the six types of products to get to a listing of the recalled lot numbers.

Members can also call the company at 1-888-222-6036. This is also the number to call for refund or replacement information.

For Further Information:

Contact Darrell Shreve at dshreve@agingservicesmn.org.

Registration Now Open for 2010 National Senior League Competitions

Registration for the next National Senior League (NSL) in Wii Bowl is open until Monday, Feb. 1.

Competition will begin on Monday, Feb. 15. Communities can register multiple teams, choosing either an all-inclusive annual package offering multiple Wii Bowl and Wii Golf competitions, or signing up for each league session individually.

Nearly 200 teams from more than 100 senior living communities and centers took the NSL national championship challenge in 2009, with a community from Boca Raton, Fla., capturing the crown.

To participate in NSL competitions, senior living communities or centers simply need to have a Wii gaming system. Teams bowl at their convenience during the week, with a team captain/coach submitting scores online for their match with another community from across the nation. National Senior League tracks weekly competitions, team stats and team standings on its web site, as well as assigning playoff match-ups to crown a national champion.

Registration information is available at <http://www.nslgames.com/>.

Education Solutions At-A-Glance

When you need up-to-the-minute training on topics important to you, look no further than Aging Services of Minnesota. Members receive exclusive low registration fees.

REGISTRATION NOW OPEN!

2010 Institute

The premier event of its kind in the upper Midwest with hundreds of seminars and exhibits for older adult services professionals.

Feb. 10-12, 2010 (Minneapolis)

Member Types: All

Audience: All

Training Mode: Live Training - Conference & Expo

CEUs: Most

http://eservices.agingservicesmn.org/imispublic_as/Core/Events/eventdetails.aspx?iKey=806000&TemplateType=A

Compliance for Class A Providers Focusing on Continued Success

Co-Sponsored with the Minnesota HomeCare Association

Feb. 16, 2010 (St. Paul)

Audience: Class "A" only licensed home care providers

Training Mode: Live Training

http://www.agingservicesmn.org/inc/data/ClassA_2010.pdf

Registration is through MHCA

Aging Services of Minnesota

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