

MONDAY

ONLINE

MAILING

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Top Stories

Long-Term Care Financing Solution Seens as Important First Step



Jan Malcolm, the president and CEO of Courage Center, Minneapolis, delivered the keynote address on long-term care financing solutions from the national perspective.

As a child growing up in the late 1950s, Cal Ludeman would spend Sunday nights visiting his grandmother in the nursing home. "She spent the last years of her life away from her home, said Ludeman, the commissioner of the Minnesota Department of Human Services." It wasn't her home, but that's where she had to be. There was no choice."

Ludeman made these remarks last Wednesday in MHHA's ground-breaking long-term care financing forum at the Humphrey Institute on the campus of the University of the Minnesota. The words "home" and "choice" were repeated throughout the four-hour event as panelists and speakers searched for solutions to long-term care financing.

"Today, it's all about home, about choices, about controlling our options," said Kathryn Roberts, the President and CEO of Ecumen, who served as a panelist during the forum. "We find ourselves in a unique time and place in this discussion with both presidential candidates here. This is an item that needs attention on both the local and national level."

With ten million Americans, including six million over age 65 needing long-term care, the forum was viewed as a crucial step in addressing a problem that is only going to intensify as baby boomers age over the next three decades in what Ludeman called a "silver tsunami."

In Minnesota, the number of residents 85 and older will double by 2030 and then double again by 2050, totaling 323,603, according to a DHS report. By 2030, Minnesota will have more than 1.5 million adults older than 65, the DHS predicts. The Congressional Budget Office, moreover, reports more than 55 percent of seniors 85 and older require long-term care in the U.S.

Laura Brod, (R-New Prague) said the dialogue that took place during the forum shows that Minnesotans view the issue of long-term care, not only as important, but critical. "We are at a fork in the road. There are no short-term fixes when it comes to long-term care financing," she said.

Larry Minnix, president and CEO of AAHSA, called Minnesota the "the most progressive state in the nation" on the issue of long-term care. But no one state can manage the problem on its own, he said, before describing AAHSA's national plan that

could potentially reduce the cost of long-term care to Medicaid by 50 percent.

Those leading the seminar said long-term care financing is not a red issue or a blue issue, but a moral issue that needs to be addressed by all sides. They also agreed that Wednesday's seminar was the first of many discussions that would take place on this issue.

The forum was taped by TPT and will be broadcast in a one-hour program later this summer or early fall. More information, as well as ways you can get involved in this discussion, will be available in *Monday Mailing* at a later date.

MHHA would like to thank our co-sponsors in this event. They are **Augustana Care Corporation, Ecumen, Elim Care, Inc., Presbyterian Homes and Services** and **Volunteers of America National Services**. We would also like to thank the participants who attended this first-of-its-kind-event on long-term care financing solutions.



Larry Jacobs, right, the Director of the Center for the Study of Politics and Governance, moderated a panel discussion on three different perspectives of long-term care financing solutions. Featured on the panel was Larry Minnix, center, the president and CEO of AASHA and Peter Nelson, a policy fellow at the Minneapolis-based Center of the American Experiment.

DHS Announces New Round of Performance Improvement Payments

Last week, the Department of Human Services released the latest Request for Proposals (RFP) for the Nursing Facility Performance Improvement Payment Program.

As reported in last week's *Monday Mailing*, there is approximately \$925,000 remaining from the previous round and DHS has decided to re-open the program for additional applications for performance-based incentive payments beginning Oct. 1.

The current RFP contains one key difference from the previous rounds--it identifies three topics that will be given priority in the selection process. The priorities are: 1) Assessment and management of behavior symptoms for persons with dementia; 2) Care transitions to the community; and 3) Urinary incontinence.

According to DHS, these projects were selected for priority status because they "are important areas of quality care and no or very few projects addressing these topics have been funded for the first two rounds of performance-incentive payments." On-line resources addressing these topics are included in the RFP.

Applications for the new round are due July 21, and must be post-marked or delivered to DHS by 4 p.m. Due to the short timeframe, DHS will not be hosting informational meetings.

Questions should be directed to Valerie Cooke, DHS-Nursing Facility Rates and Policy Division, at valerie.cooke@state.mn.us or 651/431-2263. To access the RFP click here: <http://tinyurl.com/4k82uk>.

For Further Information:

Contact Lori Meyer at lmeyer@mhha.com.

MDH Preparing for Moratorium Round this Summer

The Minnesota Department of Health (MDH) has informed MHHA that there will be a new round of Moratorium Exceptions Projects later this year.

There is \$1,478,037 in funding available for the next round and, according to Mary Cahill at MDH, the department is looking at releasing a Request for Proposals (RFP) later this summer--probably in July.

Last month, the legislature passed a law that expanded the timeframe that providers had to submit a moratorium application. Previously, providers were required to submit applications within 90 of the release of the RFP. That timeline proved increasingly difficult to manage, and MHHA worked with MDH this legislative session to expand the timeline from 90 days to up to 150 days. This gives providers more time to work with architects and secure financing prior to the project's approval and will hopefully result in fewer projects requiring amendments or having to decline funding.

MDH is working to incorporate this and other technical changes into the new RFP. Watch *Monday Mailing* for future announcements regarding the application process.

For Further Information:

Contact Lori Meyer at lmeyer@mhha.com.

News Briefs

CMS Publishes Hospice Conditions of Participation

Only a few days after delaying the deadline for publishing the final conditions of participation for hospices, the Centers for Medicare & Medicaid Services published the final regulation on Thursday, June 5. The regulation is the first overhaul of the hospice conditions of participation since 1983, and it becomes effective on Dec. 2.

The regulation will require hospices to make significant changes in any contracts they have with SNFs. The written agreement must specify the provision of hospice services in the facility, including the manner of communication between providers; notification to the hospice related to a change in status; the need for transfer; patient death; and a delineation of hospice responsibilities, including medical direction, nursing, counseling, management, social work, medical supplies, DME, and medications necessary for palliation of pain and symptoms associated with the terminal illness and related conditions; and any other necessary hospice services.

The hospice staff must ensure orientation of the SNF's staff in the philosophy, policies, and procedures of hospice. Members who have contracts with hospice organizations should plan to have contract discussions, but the hospices will need some time to digest the lengthy rule which is 34 pages in the Federal Register.

If you want to download the entire regulation, click <http://www.mhha.com/inc/data/HospiceCOPJune2008.pdf>.

The final rule is found at <http://edocket.access.gpo.gov/2008/pdf/08-1305.pdf>.

For Further Information:

Contact Darrell Shreve at dshreve@mhha.com.

West Central Emergency Issues Preparedness Invitation

The West Central Emergency Preparedness group is hosting a special kick-off meeting for long-term care facilities on Tuesday, June 17.

All long-term care facilities are invited to the meeting to find out about ways in which LTC facilities can be incorporated into the emergency planning process, information on the funding source for grants, and assessments of needs. The group will reimburse mileage for attendees.

The meeting will be held in the Douglas County Hospital, which is at 111 17th Avenue East in Alexandria. The contact person is Justin Taves, who may be reached at 320-762-6466 (office) or 320-491-6461 (cell). To see the agenda, click <http://www.mhha.com/inc/data/WestCentralAgenda.pdf>

The West Central region includes these counties: Clay, Douglas, Grant, Otter Tail, Pope, Stevens, Traverse, and Wilkin. MHHA encourages members to attend.

2008 Compensation Survey Deadline Extended

The deadline for submitting 2008 compensation surveys passed last week. We want to thank to the many members who have participated so far. The deadline has now been extended to Thursday, July 3, so member who submits the form by that date will receive a free report when they are sent out in August.

The compensation survey is a joint project of MHHA, Care Providers of Minnesota, and the Healthcare Human Resources Association of Minnesota, which results in comprehensive annual reports on employee compensation in nursing homes and senior housing settings. Members who do not have the copy of the survey that was mailed to them can download the survey forms on <http://www.mhha.com> from the "surveys and data" page.

For Further Information:

Contact Jeff Bostic at jbostic@mhha.com.

HUD To Allow Dishwashers in 202 and 811 Projects

In a final rule published May 23, HUD has revised the design and cost standards for the Section 202 supportive housing for the Elderly and Section 811 Persons with Disabilities programs.

This revision allows project sponsors to use HUD funds for dishwashers in individual supportive housing units for the elderly and in independent living projects for persons with disabilities, effective June 23. Previously, the regulation excluded dishwashers from the list of permitted project amenities.

In making this change, HUD says "By providing access to dishwashers, a standard amenity in today's housing market, HUD endeavors to maintain the quality of life for elderly and disabled residents, and, further, the use of dishwashers will help promote healthy living conditions, and assist independent living."

According to HUD, this rule also clarifies the applicability of the project design and cost standards to section 811 group homes.

The May 23 Federal Register publication is found at <http://edocket.access.gpo.gov/2008/pdf/E8-11619.pdf>.

ALNet Online Community Now Available

Nurses working in home care, including assisted living programs, are invited to subscribe to MHHA's newest online community--ALNet. This online community is designed to enable nurses to network with their colleagues on a variety of topics in one central place.

Online communities offer groups the opportunity to share information in three new ways:

- Announcements with the latest news affecting your work or news items related to a particular forum. For example, this is where MHHA staff can post notices of updates to the MDH frequently asked questions for home care providers or other new information.
- Discussion forums that offer you the opportunity to follow and participate in conversations over days, weeks and even months with you making the choice on how you receive the postings.
- A shared document area related to the forum allowing users to organize and categorize documents for easy sharing.

Members are encouraged to log in today and get engaged in the ALNet online community. Subscribing is easy:

1. Access Online Communities by logging in to the member area of the MHHA web site, <http://www.mhha.com>, and click on "Communities" from the blue navigation bar or select "Online Communities" from the main navigation bar.
2. The Online Communities web page is divided in three areas: "My Community News", "My Communities" (communities that you are subscribed to), and "Other Communities" (communities that are available for you to subscribe to.)
3. Go to the "Global Preferences" link found in the gray navigation bar (below your name). On this screen you will again see which communities you are subscribed to and which are available for you to subscribe to. Select the community that you would like to join and click on the word "Subscribe." (Some communities will be set up by invitation only, e.g., a committee, and the MHHA administrator will have already subscribed you to this community.)
4. On the same screen, choose how you would like to receive forum posts and/or news bulletins - either immediately via e-mail from each post; a digest of a day's posts, a digest of a week's posts, or not receiving e-mails but reading online on your own time. As new Online Communities are added under "Other Communities," just follow the above instructions to "Subscribe" and set your preferences.
5. You are now ready to participate, so click on "Communities" from the blue bar and select the forum you would like to post to. You can respond to an existing question or create a new discussion topic of your own.

MHHA realizes this new member service will take some practice. To help, members can access a step-by-step Reference Guide on how to use MHHA's Online Communities, available online at: www.mhha.com/inc/data/OnlineCommunitiesRefguide.pdf.

For Further Information:

Contact Jenny Mims at jmims@mhha.com or Mary Youle at myoule@mhha.com.

Confident Choices Application is Being Re-Formatted

Several members applying for the Confident Choices in Senior Living designation have been unable to save their completed applications electronically.

Unfortunately, only those with professional versions of Adobe Acrobat will be able to save the completed pdf application electronically. Others using Acrobat Reader can fill out the pdf application and print a copy, but they will not be able to save their work.

To address this issue, next week MHHA will post a Word version of the Confident Choices application, which members should be able to complete and save electronically. MHHA apologizes for the difficulty some members have had when trying to save the pdf version of the application.

Look for the Confident Choices application form and instruction packet by going to <http://www.mhha.com>, log in and select Confident Choices from the main navigation menu. The forms are posted in the sidebar found on the right side of your screen.

For Further Information:

Contact Mary Youle at myoule@mhha.com.

Penalty for Late PCA Assessments Effective July 1

In a May 30 announcement, the Department of Human Services (DHS) reminded consumers, providers and advocates that the 25 percent penalty for late Personal Care Assistant (PCA) assessments will begin effective July 1. This penalty was enacted by the 2007 legislature.

A reassessment for PCA services must be completed and the assessment information sent to the Department of Human Services (DHS) before the end of the client's current service agreement ends. If the assessment is completed late, DHS will assess a 25 percent penalty on the county's reimbursement for the assessment.

- Providers must submit to the county the MA Health Status Referral Form (DHS- 3244P) 60 days before the current service agreement ends.
- County public health nurses must schedule and complete the reassessment for PCA services 30 days following the referral or before the end of the current service agreement.
- County public health nurses or other county staff must enter the PCA assessment information into the state computer system before the end of the current service agreement.

DHS also reports that a revised MA Home Care Service Plan will soon be completed and ready for use for PCA services. The new Service Plan will be a complete summary of the MA Health Status Assessment (DHS-3244), identifying the specific PCA service needs of the person. This service plan form will be located as a part of the assessment form. The new Service Plan will:

- Have all the components needed for PCA services
- Identify the need for a responsible party
- Identify the individual's choice of the following: agency and whether it is a PCA Choice or Traditional PCA agency; flexible or standard use of time; shared care; and having a Qualified Professional for all of the supervision, having joint supervision or no supervision.
- Be four pages in length
- Have one signature page
- Provide the information necessary to develop the PCA agency's required care plan.

In addition, information will be available in the Disability Services Program Manual (DSPM) in the PCA Service Description and the Financial Management sections. Please refer to the "What's New" area for more information.

For Further Information:

Contact the Provider Call Center at 651-431-2700 or 1-800-366-5411 TTY: 711 or toll-free at 1-800-627-3529; Recipient Help Desk at 651-431-2670 or toll-free 1-800-657-3739.

Member News

Member News

In this week's Member News, http://www.mhha.com/index/Member_News read about a new Green Senior Housing Community in Bemidji and Kingsway Grand Opening Celebration. Send your news to Bill Floyd at bfloyd@mhha.com.

Association News

Housing Program at June District Meeting Creates the Next Generation of Senior Living

Change. If ever there was a single word to describe the field of senior housing, it would be change.

From understanding emerging consumer preferences to creating new and innovative models, the work facing Minnesota's housing leaders grows more challenging each day. Over the past six years the number of registered HWS providers in Minnesota has skyrocketed by 74 percent and the number of HWS units in Minnesota now tops 71,000 - more than double the number of skilled care center beds.

At the same time, demand for affordable senior housing is mounting, the challenges in training and retaining our workforce grow more difficult and legislation seeking to license your work is on the fast-approaching horizon. As we look ahead to the challenges of operating in this environment, we know aggressive and proactive work is required on several fronts.

MHHA is ready to get that work done, and we need you at the table. This June, our District Meeting program spans a series of key topics essential to your future operating success. By attending you will also take home:

- A dialogue on marketing ideas to combat the downtrend in the current housing environment and answer the question of what to do when people can't sell their home
- Housing marketplace data to inform your future business decisions
- Strategies from your peers on keeping a positive bottom line
- A detailed updated on MHHA's strategy and proposal for credentialing managers of buildings with assisted living programs
- A dialogue on what consumers are looking for today--and where to position your building and services in the next 3-5 years
- A step-by-step guide on how to participate in MHHA's NEW Housing & Services Online Community

Additional information available online at www.mhha.com/inc/data/JuneDistrictMeetingProgram.pdf or see related district meeting article in this issue of Monday Mailing for dates and locations.

For Further Information:

Contact Adam Suomala at asuomala@mhha.com.

June District Meeting Brings Focus to Care Centers of the Future Initiative

Transformation. Who will be served in Minnesota care centers over the next 20 years? What will the ideal care center look like? What impact will technology, architectural design or programmatic changes have in our sites?

These are only a few of the strategic questions you and your peers will discuss. But this isn't just another vision exercise -- the next steps in our important transformation mission are now underway.

Through a unique collaborative effort between MHHA, CPM, DHS and MDH we are crafting a shared vision for and a set of policy initiatives around, the role of the care center in the evolving continuum of services. This June we are looking for your insight to help inform this process and discuss a series of key questions identified to guide this work.

So just what is the future of the care centers in Minnesota and where does your organization fit in that picture? Be sure to join us, hear the dialogue, and help shape that future.

Additional information available online at www.mhha.com/inc/data/JuneDistrictMeetingProgram.pdf or see related district meeting article in this issue of Monday Mailing for dates and locations.

For Further Information:

Contact Adam Suomala at asuomala@mhha.com.

Mapping the Future: Aging Services in Minnesota and YOUR Next Steps

Change in our field continues at lightening speed -- are you positioned for success?

800 skilled beds exit the system each year. Do you know your next steps? Senior housing providers are feeling the impact of the housing crisis in higher vacancy rates. How will you respond?

Consumers continue to challenge us to lead and deliver in new ways. At the same time, policy makers are telling us even our current levels of funding are unsustainable. Transformation is occurring - and this June, MHHA invites you to stay on the leading edge.

Join Association staff and other providers in the area this June and help map your organization's success in this changing and challenging marketplace. You really won't want to miss this meeting. We know how busy you are, so our programs are designed to maximize your time.

- Take home cutting-edge information on crucial trends in a board ready presentation format
- Learn how the outcomes of the 2008 Legislative Session will affect you.
- Design our 2009 advocacy strategy for housing and care centers
- Vote to ratify the MHHA Board of Directors action to change our brand identity and reposition our work for the future
- Connect with colleagues and shape how we move forward

Mark your calendar to join your community of colleagues for this powerful day. Select the meeting most convenient for you - there is no registration form or fee required - district meetings are another benefit to your MHHA membership.

District A

Wednesday, June 25

9 a.m. - 12:30 p.m.
Fireside Grill & Patio
Highway 2 West
Bagley
218-694-2012

District B

Thursday, June 26

9 a.m. - 3 p.m.
North Shore Hospital & Care Center
515 Fifth Avenue West
Grand Marais
218-387-3264

District C

Tuesday, June 24

1 - 4 p.m.
Lincoln Park Senior Apartments

207 Park Street
 Detroit Lakes
 218-847-0892

District D

Tuesday, June 17

9:30 a.m. - 12 p.m.

Park View Care Center
 200 Park Lane
 Buffalo
 763-682-1131

District E

Wednesday, June 18

9 a.m. - 12 p.m.

Avera-Marshall Regional Medical Center
 300 South Bruce Street
 Marshall
 507-532-9661

District F

Friday, June 20

8:30 a.m. - 12:30 p.m.

Cedar River Country Club
 14927 State Highway 56
 Adams
 507-582-3595

District G

Friday, June 27

9 a.m. - 12 p.m.

Cerenity Residence on Humboldt
 514 Humboldt Avenue
 St. Paul
 651-220-1700

Additional information available online at www.mhha.com/inc/data/JuneDistrictMeetingProgram.pdf.

For Further Information:

Contact Adam Suomala at 651-603-3530 or asuomala@mhha.com.

Education Solutions At-A-Glance

Click for more information or to register. <http://tinyurl.com/2egar8>

2008 Public Policy Forum, June 10, St. Paul (Program Full)

<http://tinyurl.com/646h2l>

Successfully and Legally Operationalizing the EW and GRH Programs

*Sponsored by *Thrifty White Pharmacy Services*

June 16 - North Oaks (Twin Cities) <http://tinyurl.com/66rvhh>

MDH Tools for Success: Class-A Licensed Only Providers, June 11 (Minneapolis)

<http://tinyurl.com/4ktobq>

Co-Sponsored with the Minnesota HomeCare Association

Preparing the New LTC DON for a Successful Future, June 17-19, July 22-24, Aug. 26-28

<http://tinyurl.com/5nwumw>

*Sponsored by *Alliance Purchasing and MSC*

Midsummer Senior Living Conference, July 23 (St. Paul)

*Sponsored by *Orbovich & Gartner Chartered and Professional Portable X-ray Inc.*

Legal Issues for Senior Housing Providers, July 24 (St. Paul)

Nurse Managers in Home Care Settings Certificate Program, July 29-30, Aug. 13-14, Sept. 9-10 (St. Paul)

Innovation and Technology Conference, Aug. 6-7 (Blaine)

MHHA Annual Meeting & Leadership Forum: Beyond Expectations, Sept. 16-19 (Brainerd)

Marketing & Sales for Senior Living Communities Certificate Program, October 13, 14, 15 (St. Paul)

*Sponsored by *Welsh Construction and Genesis Architecture*

Assisted Living Home Care Conference, Oct. 22 (St. Paul)

Co-Sponsored with the Minnesota HomeCare Association

Financial Management for Home Care Providers, Fall date to be announced (Twin Cities)

Co-Sponsored with Minnesota HomeCare Association

2009 Institute for Older Adult Services, Feb. 11-13, 2009 (Minneapolis)

MHHA Education On Demand

Any time, any place! Download these Video Casts from the 2008 Institute.

Click to Order: <http://eseries.mhha.com/source/Orders/index.cfm>

Making Dreams Come True (session 120)

Culture Change: Do More Than Look At Me - Involve Me (session 105)

Motorized Assistive Devices: Balancing Individual Rights and Safety (session 133)

Creating Relationship-Centered Environments For Living (session 206)

Ethical Dilemmas in Refusal of Cares: The Challenge and Solution (session 222)

Your MHHA.com

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Members are reminded to be sure to log in to take full advantage of the expanded information and special pricing available only to members on www.MHHA.com.

For Further Information:

Contact Jenny Mims at jmims@mhha.com.

Alliance Purchasing News

MHHA Service Corporation wants to increase the value of your MHHA membership

Through Alliance Purchasing you could be accessing competitive vendor contract pricing negotiated by MSC on your behalf.

Many of our contracts are with vendors that you currently use. Others are unique to our contract alone. Utilization of more than one GPO contract within an organization is permissible.

You pay no participation fee and we will not charge you to do a cost analysis of your existing contract pricing.

Participation is as easy as telling your sales representative that you are a MHHA member and you want your purchase to run through the Alliance Purchasing group purchasing program or call Patti O'Brien at 651-659-1470 or 877-770-7317.

Are you missing this great opportunity? Don't let another budget cycle go by. You deserve to receive the most value for limited dollars!

Click on this link - http://www.mhha.com/index/group_purchasing to view a list of our vendors.

Minnesota Health and Housing Alliance
2550 University Avenue West, Suite 350S, St. Paul, MN 55114-1900
Phone: 651-645-4545, Toll Free: 800-462-5368, Fax: 651-645-0002

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