

2015 accomplishments

Together with its members, LeadingAge New York achieved several legislative, regulatory, policy and legal victories in 2015. We also helped members navigate major change through education, technical assistance and business solutions. Among our accomplishments for members during 2015 are the following:

Budget and Legislative Successes

- Successfully fought elimination of ACF/AL quality funding and cuts to the SSI Enriched Housing Subsidy.
- Secured legislation to facilitate access to the streamlined ACF application process.
- Obtained a one-year delay in the e-prescribing mandate to deploy workable systems for nursing home and ACF/AL settings.
- Successfully advocated for a Medicaid mortgage refinancing shared savings initiative.
- Secured a delay in transitioning the TBI and NHTD waivers to mandatory Medicaid managed care.
- Successfully negotiated revised legislation allowing CCRCs to offer life care at home contracts.
- Defeated legislative proposals on staffing ratios, community paramedicine, use of antipsychotic drugs and private equity nursing home ownership.

Regulatory, Policy and Legal Victories

- Launched the NYS Affordable Senior Housing Coalition to advocate for major investments in senior housing development, rental assistance and service coordination.
- Successfully advocated for issuance of several pending Medicaid nursing home rate updates.
- Working with the CCRC Cabinet, developed comprehensive legislation to promote CCRC development and expansion in New York.
- Successfully advocated for a process to update and consolidate ACF/AL regulations, and actively participating in the resulting DOH stakeholder group.
- Worked with DOH to address the impact of wage mandates and uniform billing codes on home care payments.
- Identified issues with the nursing home managed care transition, and authored several clarifications that DOH published.
- Worked with DOH to secure Vital Access Provider awards for members.

- Successfully advocated for postponement of the requirement for FIDA plans to engage in alternative payment arrangements, and for program revisions to FIDA.
- Provided extensive written comments on value-based payment and federal rules on Medicare SNF prospective payment, Medicaid managed care and nursing home requirements of participation.
- Published a report on member EHR adoption and health information exchange.
- Obtained a favorable decision in a LeadingAge NY-led lawsuit on Executive Order #38, which limits executive compensation and administrative costs.
- Filed a legal brief supporting a member CCRC in a Medicaid asset divestiture case, which was favorably decided by a State appellate court.
- Settled a LeadingAge NY lawsuit with the State on the Medicaid base price reduction, resulting in payments to affected member nursing homes.

Helping Members Thrive

- Successfully negotiated an \$850 million Universal Settlement agreement with the State, and extensively involved in securing facility consents and payment approvals.
- Through LeadingAge NY ProCare, provided consulting services to nearly 75 members on MDS/case-mix, survey, quality pool, and organizational/staffing issues, and conducted regional training on behavioral management.
- Offered over 30 conferences, seminars, professional trainings and audio conferences to members in all service lines on a broad range of issues including health reform initiatives, regulatory requirements and provider collaborations.
- Collaborated with the Health Trustees of NYS to make trustee education available to our members.

- Became an approved provider of continuing education for Licensed Master and Clinical Social Workers.
- Held HR Summits in NYC and Albany, with over 85 percent rating the program “excellent”.
- Provided free education to members on applying for new ALP beds and special needs ALP grant funding.
- Organized and held the annual CCRC Summer Summit to high reviews and record attendance.
- Continued the Retirement Housing Cabinet series of educational workshops to help member market-rate senior living communities reposition themselves for the future.
- Partnering with LeadingAge national, launched Home Health Quality Metrics, an interactive web-based tool enabling home health agencies to benchmark their quality performance.
- Released the new Nursing Home 5-Star Analysis report, providing members with insight on the 5-Star components, improving resident care and increasing star ratings.
- Providing members with exclusive access to free resources on value-based payment including a readiness scorecard, an educational webinar series and a readiness guide.
- Presented to several member boards and management teams, and convened regional member meetings on Medicaid redesign and other issues.
- Issued a grant-funded report projecting future service needs and making recommendations to reconfigure long term care in the Eastern Adirondacks.
- With the help of member volunteers, graduated 22 fellows from the LeadingAge Age NY IGNITE Leadership Academy in 2015.
- Received 212 entrees for the 2015 Art Show Competition, ten of which received awards.

www.LeadngAgeNY.org

For more information about all the benefits of membership call 518.867.8383.

In 2015, LeadingAge increased its advocacy capacity, launched the Thrive initiative, expanded the suite of tools to measure your performance and market position and stimulated innovation in many ways. Aligned with our Strategic Initiatives, LeadingAge accomplished the following in 2015 on your behalf:

Strengthen NFP Organizations

- Launched Thrive – An extensive and evolving repository of resources in the focal areas of Community Engagement, Governance, Philanthropy, Quality, Strategic Partnerships, Strategic Planning and Workforce/Leadership Development
- Produced two national conferences, reaching 8,600 people and achieving over 92% participant satisfaction
- Analyzed and filed comments on the potential impact of nursing home requirements of participation, Medicaid managed care, Medicare payment for home health and hospice services, bundled Medicare payments for hip and knee replacements and overtime pay requirements
- Expanded the suite of interactive data-driven tools to include Home Health Quality Metrics and Nursing Home 5-Star Analysis Reports

Develop Strong Leaders

- Reached over 1,900 governing body members through board presentations, direct assistance and educational events including three, highly-rated “Governing for Strategic Success” retreats; launched online governance assessment tool
- Expanded the 10th class of Leadership Academy fellows, growing the number of program graduates to 347
- Developed two *Competency Development Guides* to support workforce development of personal care attendants and mid-level managers across settings and staff positions
- Established a new member service for online, in-house staff development

Lead Innovation

- Convened a Cabinet to identify innovative solutions to ensure that America’s seniors have quality, affordable places to call home with services they need to age in place with choice and dignity; convened a stakeholder meeting about the importance of housing/service models
- Disseminated a *Housing and Health Partnership Toolkit* to help affordable senior housing properties and health care providers work together to promote health and independence
- Offered a five-month learning experience to help member organizations implement innovations through education, research, field work and virtual coaching sessions
- Advanced emerging dementia care and culture change models through multiple member initiatives

Expand Financing Options

- Completed economic modeling of several Pathways options, conducted fourteen Hill visits, and convened meetings among diverse organizations interested in long term care financing
- Initiated four, state-level Pathways collaboratives around Long-Term Service and Supports Financing
- Successfully advocated for Medicare reimbursement (Doc Fix) and Senate reauthorization of Older Americans Act legislation
- Achieved inclusion of provisions in a Senate tax bill to extend and strengthen low-income housing tax credits

Advance Technology

- Released a Functional Assessment and Activity Monitoring portfolio of tools to help providers implement functional assessment and activity monitoring technologies
- Published CAST Commission proceedings entitled *Accelerating Innovation: “Harnessing the Power of Technology for the Success of LTPAC Organizations and the People they Serve”*
- Developed a new tool to help incorporate information technology into an overall strategic plan entitled: *“Strategic IT Planning for Long-Term and Post-Acute Care (LTPAC) Providers: A “How-To” Workbook”*
- Revised the CAST Medication Management portfolio with an expanded product/vendor matrix and four additional case studies

Engage Consumers

- Introduced a new annual award—Older Adult of Distinction—to recognize a remarkable older adult for extraordinary volunteer contributions to a LeadingAge member and the broader community
- Launched a member directory enabling members to showcase their services to over 9,400 visitors, with increased viewing time of directory listings by 40% over last year
- Initiated the development of a formal relationship with the National Continuing Care Residents’ Association (NaCCRA)
- Featured a variety of website, magazine and e-newsletter consumer-centric articles/resources

Check out our new member-only benefits at LeadingAge.org/Member_Services