2022 HOSPICE FINANCIAL MANAGEMENT ACADEMY - What Next for Hospice?

September 19 - 20, 2022
Hotel Monteleone, New Orleans

The Health Group

Registration Now Available; Welcome Back to New Orleans

PROGRAM INTRODUCTION

The Health Group, LLC is excited about the 2022 Hospice Financial Management Academy and our return to the Hotel Monteleone. The networking opportunities coupled with the ability to react to the educational needs of attendees make live programming so much more beneficial than webinars and other forms of distance education. We limit attendance at our programs to further enhance the benefits of the program.

For 2022 we are focusing on prospective financial and compliance issues of hospices, while still addressing retrospective reporting issues. We recognize the importance of compliance, preparing for the integration of hospices into Medicare Advantage Plans ("MA"), accurate and meaningful financial reporting, and meeting the various financial challenges facing hospices today and in the future. Although numerous topics are scheduled for the 2022 program, it is our intent to clearly focus on the interrelationship of the diverse topics and their importance to the hospice.

Hospice payment rates and the hospice CAP are proposed for revision as part of CMS efforts to better control hospice expenditures. These revisions, as all modifications, will result in financial winners and losers. Hospices need to develop ongoing tools for monitoring changes in reimbursements, compliance, and managing, avoiding, or minimizing CAP liabilities. As efforts to reduce reimbursement continue reporting issues are increasingly important.

While hospices continue to modify operations based on the COVID-19 PHE experience, CMS continues to modify enrollment and revalidation filings, increase the frequency of claim audits, and permanently address some of the changes that were incorporated during the PHE. A successful hospice operation must be continuously informed regarding current and expected financial issues. The program is intended to provide comprehensive coverage regarding matters which impact the hospice today and into the future.

Our program is directed at not just financial management personnel, but also administrative personnel, outside consultants, and accounting staff. Speakers are available at the end of the days programs for general Q&A.

We hope you will be part of this event and look forward to seeing you in New Orleans.

ABOUT THE HEALTH GROUP, LLC

The Health Group, LLC was formed in 2010. The professionals at The Health Group, LLC have provided quality financial and consulting services to healthcare providers for many years, as part of The Health Group, LLC, and previous associations, and have provided quality educational programming since 1993. On August 1, 2018, The Health Group, LLC affiliated with Gray, Griffith & Mays – Morgantown, PLLC to enhance audit, tax, and accounting services to healthcare clients. Currently, The Health Group, LLC serves healthcare clients in forty-four states and Puerto Rico.

GENERAL PROGRAM INFORMATION

REGISTRATION – Registration is $650 for the two-day program. Register by July 15, 2022 and save $50 ($600). Additional attendees from the same organization save an additional $50 from published rates ($550 for early registration and $600 thereafter). Registration includes all materials, buffet breakfast and lunch, as well as refreshments, on both days of the program.

CONFERENCE CANCELLATIONS – The Health Group, LLC reserves the right to cancel any program due to circumstances that might arise. If such were to occur, all registration fees would be refunded; however, any cancellation by an attendee must be received by September 1, 2022, to receive a refund. Any cancellation received after that date will not be refunded but may be applied to a future program.

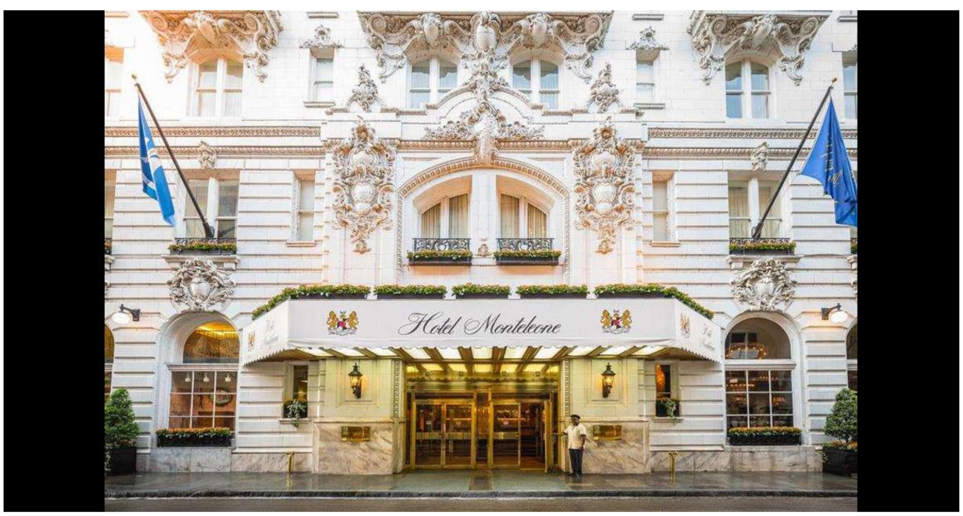
HOTEL RESERVATIONS – Special rates have been secured with Hotel Monteleone, 214 Royal Street, New Orleans, Louisiana; however, to secure these rates you must inform the hotel that you are attending the Hospice Financial Management Academy when making reservations. Online reservations can be made here or by calling group reservations at (800) 217-2033. The reservation link indicates the conference nights of September 18-20, 2022; however, when clicking on the calendar all nights available will be indicated. Limited rooms for Saturday, September 17, 2022, are available at the discounted rate due to high demand on the Hotel Monteleone during these dates.

GENERAL PROGRAM INFORMATION (continued)

The Health Group, LLC is a registered sponsor with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy has the final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of Sponsors through its website https://www.nasbaregistry.org/.

COMPLAINTS OR PROBLEMS – If any issues arise that need addressed (complaints, problems, or other issues), do not hesitate to contact us at (304) 241-1261 or contact@healthgroup.com. It is our intent to provide you with educational programs that meet or exceed your expectations.

SPACE IS LIMITED – Programs offered by The Health Group, LLC are limited to ensure the quality of the program and provide the best networking opportunity available to attendees. We encourage you to register early. The program will be compliant with any COVID-19 requirements that may be in effect at the time of the program.



THE PROGRAM

The tentative agenda has been provided; however, The Health Group, LLC retains the authority to modify the published agenda to better ensure the up-to-date quality of the program. Other topical coverage may be added based on events and circumstances at the date of the program.

POST COVID-19; THE CHANGING HOSPICE LANDSCAPE – FINANCIAL AND MANAGEMENT ISSUES TODAY AND GOING FORWARD

Monday, September 19, 2022 (9:00 a.m. – 10:15 a.m.)

Hospice financial operating results during 2020 and 2021 reflect significant changes in the financial aspects of hospice delivery and the continued focus of the government to reduce hospice expenditures. These changes, coupled with anticipated changes going forward, are critical to strategic financial planning for hospices. This session will focus on current developments, changing hospice activities and finances will provide the underlying basis for the program and facilitate discussion as targeted topics are presented.

PROGRAM INTEGRITY; UPDATE ON TPE, SMRC, UPIC, AND OTHER CLAIM RECOVERY EFFORTS BY CMS (CONCURRENT)

Monday, September 19, 2022 (10:30 p.m. – 12:10 p.m.)

The Centers for Medicare and Medicaid Services ("CMS") Center for Program Integrity ("CPI") is claiming millions of dollars have been improperly paid to hospice agencies. These CPI audits review hospice records to ensure the patients are eligible for service, the service provided is appropriate and the providers are authorized to deliver the care. Claim recoveries can take various forms, including Targeted Probe and Educate ("TPE"), Supplemental Medical Review Contractor ("SMRC") reviews, Unified Program Integrity Contractors ("UPIC") reviews, and other reviews resulting in claim denials. Post COVID, an acceleration of these programs is expected. This session will focus on current and planned activities, including identification of risk. PEPPER Report highlights and their importance will also be discussed.

ACCOUNTING AND FINANCIAL REPORTING FOR HOSPICE MANAGEMENT AND TAX AND COST REPORTING COMPLIANCE

Monday, September 19, 2022 (1:00 PM -2:15 PM)

Working with hundreds of hospice clients annually, The Health Group, LLC has identified numerous reporting problems which are based on not appropriately capturing financial information on a continuous basis. This can cause difficulties in accurately providing information for cost reporting, tax return preparation, management, and even potential buyers. The format for reporting financial activity must be directly to multiple users of the financial information. This program is intended to provide discussion of the critical elements of capturing financial information for cost reporting, tax reporting, and management reporting. The needs of the user are important, and attendees will be able to use this information to develop key summary information to simplify, but enhance, financial information reported, regardless of the intended user. Accounting for alternative interim reimbursement will be provided.

ACCOUNTING & FINANCIAL REPORTING UPDATE; FOCUS ON GAAP AND EXTERNAL FINANCIAL REPORTING

Monday, September 19, 2022 (2:30 p.m. – 4:10 p.m.)

Expanding on the previous session, this program will address the latest accounting and financial reporting changes, generally accepted accounting principles, and focus on those difficult accounting areas as well as those most commonly misreported by hospice providers. Applying generally accepted accounting procedures throughout the year, as well as maintaining appropriate documentation will reduce outside financial reporting costs and audit fees if your hospice is subject to annual audit by being prepared to minimize audit time required.

MEDICARE ENROLLMENT UPDATE – RECENT DEVEOPMENTS AND EXPERIENCE AS A RESULT OF INCREASED FOCUS AND REVALIDATIONS

Tuesday, September 20, 2022 (9:00 a.m. – 10:15 a.m.)

Changes to the requirements for Medicare provider enrollment significantly expanded future enrollment and revalidation submissions. Now that revalidations have been reinitiated, MAC reviews indicate specific areas of focus hospices need to be aware of. This session will provide critical elements of submissions, what and when. Be prepared. Do not be the provider that loses Medicare billing privileges. Understand the importance of disclosures to the Medicare enrollment record.

UPDATE ON MEDICARE ADVANTAGE AND HOSPICE CARE – WHERE DOES YOUR HOSPICE FIT

Tuesday, September 20, 2022 (10:30 a.m. – 12:10 p.m.)

The expansion of Medicare Advantage ("MA") to include hospice is rapidly moving forward. This session will address the Value-Based Insurance Design ("VBID") Model – Hospice Benefit Component, and the VBID demonstration which began on January 1, 2021. For 2022, the number of plans participating will double from 2021. What is next and what is being experienced by hospices dealing with Medicare Advantage Organizations ("MAO").

DEALING WITH MEDICARE CAP TODAY AND IN THE FUTURE; IMPACT OF POTENTIAL CHANGES IN CALCULATION

Tuesday, September 20, 2022 (1:00 p.m. – 2:15 p.m.)

Over 19% of hospices currently exceed the CAP according to MedPAC. How can your hospice deal with and monitor the liability? The number of hospices exceeding the CAP could rapidly double. Even if your hospice has never had a problem, this session will be eye opening. This session will also address the CAP implications of claims denials and other current CAP related issues. Various ongoing monitoring strategies will be provided including where data is available to assist you.

COST REPORTING UPDATE – FOCUS ON CHANGES AND IMPORTANCE IN FUTURE RATE SETTING (CONCURRENT)

Monday, September 19, 2022 (2:30 p.m. – 4:10 p.m.)

The Hospice Cost & Data Report is being used to set hospice reimbursement rates. In fact, CMS has already used the data to rebase reimbursement rates and reset the labor component of the reimbursement rate. Both changes significantly altered payment rates to the hospice. As providers, you need to remedy data and reporting errors that are influencing rates. As cost report preparers, you need to correct those errors that are influencing rates, including the new labor components. If others prepare the cost report, you need to provide appropriate information to the preparer and review the submission.

	PROGRAM AGENDA	
	Day 1, September 19, 2022	Day 2, September 20, 2022
8:00 a.m.	Registration and Breakfast Buffet	Breakfast Buffet
9:00 a.m.	POST COVID -19; THE CHANGING HOSPICE LANDSCAPE- FINANCIAL AND MANAGEMENT ISSUES TODAY AND GOING FORWARD	MEDICARE ENROLLMENT UPDATE - RECENT DEVELOPMENTS AND EXPERIENCE AS A RESULT OF INCREASED FOCUS AND REVALIDATIONS
10:15 a.m.	Break	Break
10:30 a.m.	PROGRAM INTEGRITY; NEW DEVELOPMENTS AND UPDATE ON CONTINUING CLAIM RECOVERY EFFORTS BY CMS	UPDATE ON MEDICARE ADVANTAGE AND HOSPIC CARE - WHERE DOES YOUR HOSPICE FIT
12:10 p.m.	Lunch	Lunch
1:00 p.m.	ACCOUNTING AND FINANCIAL REPORTING FOR HOSPICE MANAGEMENT AND TAX AND COST REPORTING COMPLIANCE	DEALING WITH MEDICARE CAP TODAY AND IN THE FUTURE; IMPACT OF POTENTIAL CHANGES IN CALCULATION
2:15 p.m.	Break	Break
2:30 p.m.	ACCOUNTING AND FINANCIAL REPORTING UPDATE; FOCUS ON GAAP AND EXTERNAL FINANCIAL REPORTING	COST REPORTING UPDATE - FOCUS ON CHANGES AND IMPORTANCE IN FUTURE RATE SETTING
4:10 p.m.	End of Day Programming	End of Day Programming
	FINAL PANEL Q&A	FINAL PANEL Q&A

FACULTY

William T. ("Ted") Cuppett, CPA
ted.cuppett@healthgroup.com

Ted Cuppett has over 30 years of experience serving healthcare clients. He was the Hospice/Home Health Niche Leader for Dixon-Hughes, PLLC from 2001 until August 2010 and serves all types of healthcare clients, providing a vast array of accounting, auditing, tax, and consulting services. Clients served include hospitals, nursing homes, hospices, home health agencies, physicians and clinics, and others. His experience with healthcare providers includes auditing, strategic and organizational planning, corporate compliance, reimbursement, litigation support, mergers and acquisitions, and tax filings for taxable and tax-exempt entities. Ted is a frequent speaker for national and state healthcare organizations and frequently authors on healthcare financial matters. He served on the AICPA "Healthcare Expert Panel" and the "Healthcare Audit and Accounting Guide Revision Task Force". He is a previous member of the AICPA MCS Executive Committee, MCS Practice Standards Subcommittee, and numerous healthcare committees and task forces of the AICPA. Ted currently maintains memberships in numerous organizations including the AICPA and American Health Lawyers Association.

J. Ryan Lindsay, CPA
rlindsay@ggmcpa.net

Ryan Lindsay, CPA, CHFP, CGMA, a current Director at Gray, Griffith & Mays, a.c., has over 15 years of experience in accounting, auditing, tax, and consulting services. He currently focuses on attestation engagements, compliance, prospective financial statements, and strategic planning. A sizable portion of his practice is serving healthcare providers. Effective August 1, 2018, Ryan became a Director with The Health Group, LLC, focusing considerable time on the healthcare clients currently served by The Health Group, LLC in addition to the healthcare clients at Gray, Griffith & Mays, a.c. He is a member of the AICPA, Healthcare Financial Management Association, and West Virginia Society of CPAs.

FACULTY

Melinda A. Gaboury, COS-C
mgaboury@healthcareprovidersolutions.com

Melinda A. Gaboury is co-founder and Chief Executive Officer of Healthcare Provider Solutions, Inc. (HPS). HPS provides financial, reimbursement, billing, operational and clinical consulting to the home care and hospice industries. With more than 30 years in home care, Melinda has over 20 years of executive speaking and educating experience, including extensive day-to-day interaction with home care and hospice professionals. She routinely conducts Home Care and Hospice Reimbursement Workshops and speaks at state association meetings throughout the country. Melinda has profound experience in Medicare PPS training, billing, collections, case-mix calculations, chart reviews and due diligence.

Bill Johnson, CPA
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William ("Bill") Johnson, CPA, MBA, CHFP is a 2010 graduate of Cedarville University (B.A. Accounting) and a 2017 graduate of Marshall University (MBA). He has more than 10 years of experience in accounting, auditing, tax, and consulting services. He specializes in healthcare and non-profit attestation engagements. Bill provides services to a variety of clients including hospices, Federally Qualified Health Clinics (FQHC's), hospitals, nonprofit organizations, privately held businesses, and manufacturers. He is a member of the AICPA, Healthcare Financial Management Association, and West Virginia Society of CPAs.

FACULTY

Amanda Makon
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Amanda Makon is a Senior Associate with The Health Group, LLC with over 16 years of experience in accounting. Her primary focus at the firm is serving hospice and home health agency clients. During the past seven years with The Health Group, LLC, Amanda has principally provided cost reporting, CAP reporting, and reimbursement-related services. Other healthcare client experience includes accounting and financial statement services. Amanda is a member of numerous professional organizations including the American Institute of Certified Public Accountants (AICPA), Healthcare Financial Management Association (HFMA), Health Care Compliance Association (HCCA), and West Virginia Society of Certified Public Accountants (WVSCPA).

Dining in New Orleans and the Hotel Monteleone is unforgettable

PROGRAM REGISTRATION

To register, remit payment and this completed registration form to The Health Group, LLC, 1300 Fort Pierpont Drive, Suite 102, Morgantown, WV 26508, fax to (304) 241-1265 with credit card information, email with credit card information to **conference@healthgroup.com** **or call us at (304) 241-1261.**

On-site registration will not be accepted. Registration on or before July 15, 2022, is $600 for the first individual and $550 for additional individuals from the same organization. After July 15, 2022, registration is $650 for the first individual and $600 for additional individuals from the same organization.

Name of Attendee (As it should appear on name badge)	**E-Mail**	**Cost of Program**
	Total:	**$**

Organization______________________________________ Telephone___________________________

Credit Card Billing Address ____

City ____________________________________ State________________ Zip__________________

Please fill in amount enclosed:

Registration fee(s) $ _________________________ ☐ Check enclosed ☐ Bill my credit card

Visa Card # _______________________________ Master Card # _________________________________

Name of Cardholder____ Exp. Date _____________

Signature of Cardholder ____ Date __________________

Sorry – We do not accept American Express or Discover