

The dates and locations for this seminar offering are as follows:

Tuesday, October 17, 2017
Country Springs Hotel
2810 Golf Road
Pewaukee, WI 53187
262-547-0201

Wednesday, October 18, 2017
Liberty Hall Banquet
& Conference Center
800 Eisenhower Drive
Kimberly, WI 54136
920-731-0164

Friday, October 20, 2017
Sleep Inn Conference Center
5872 33rd Avenue
Eau Claire, WI 54703
715-874-2900

LeadingAge Wisconsin
204 South Hamilton Street
Madison WI 53703
Tel: 608-255-7060
Fax: 608-255-7064
info@LeadingAgeWI.org
www.LeadngAgeWI.org

2017 Medicaid Nursing Home Formula Update and The New Medicare Reimbursement World

Wisconsin Medicaid will again set rates quarterly starting July 1, 2017 using MDS 3.0, RUGS IV, and the Medicare quarterly assessments. Is your nursing facility receiving the Medicaid reimbursement to which it is entitled based on the MDS assessments? This seminar will focus on the “Hot Spots” for Medicaid reimbursement and MDS accuracy. The reimbursement seminar will assist you in understanding how Medicaid rates are set and how \$21.3 million will be used to adjust rates for changes in resident acuity using an average quarterly case mix index (CMI), and fund increases in direct care targets, and the behavior score incentive.

This year’s reimbursement seminar will provide you with an understanding of what sections of the MDS 3.0 are used to ensure appropriate Medicaid reimbursement, highlight the impact of changes in labor factors, and review the key sections of the Nursing Home Methods of Implementation. The seminar will assist you in meeting the challenges of quarterly rate increases and decreases as a result of the many Medicaid CMI changes. The seminar will review the key adjustments to the Medicaid cost report that impact your Medicaid rates.

This seminar will highlight the October 1, 2017 changes in SNF PPS including the Medicare rates effective October 1, 2017, SNF Value Based Purchasing (SNF VBP) and the Quality Reporting Program (QRP). The seminar will discuss the new quality measures and the impact on reimbursement from data nursing homes will start collecting in October. The seminar will also highlight the MDS changes that have changed for October.

Medicare rules continue to evolve as The Centers for Medicare and Medicaid Services proposed many new initiatives that affect Post-Acute Care providers. The seminar will discuss the proposed Resident Class System (RCS-1) that replaces the current RUG IV system and the potential ramifications to nursing facilities.

Changes in the Medicaid and Medicare Reimbursement Systems continue to provide significant challenges to nursing home. This expanded annual reimbursement seminar is designed to implement strategies to ensure your nursing facility survives in the new world of reimbursement.

Learner Objectives:

- Discuss how the Medicaid CMI is used to calculate Medicaid rates.
- Analyze how MDS 3.0 coding affects the Medicaid CMI.
- Identify effective strategies to implement for working successfully with the MDS for 2017-18.
- Review the key sections in the Nursing Home Methods of Implementation.
- Outline how changes to labor factors will affect July 2017 Medicaid rates.
- Compare and contrast your facility's nursing home costs with other facilities' costs.
- List key items on the MDS 3.0 that have the greatest impact on Medicaid RUG 48 score.
- State the changes to the Medicare PPS rates effective October 1, 2017.
- Analyze opportunities for setting the assessment reference date to optimize reimbursement while minimizing staff work load.
- Discuss how processes may need to change in the facility to meet new objectives.
- Identify new CMS initiatives that will be implemented over the next three years.
- Analyze the “Hot Spots” for documentation to ensure appropriate reimbursement.
- Review key adjustments to Medicaid cost reports that impact Medicaid rates.
- Discuss how to implement strategies to ensure your nursing facility survives the many reimbursement changes.

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Schedule

8:00 a.m. to 8:45 a.m.

Registration and Continental Breakfast

8:45 a.m. to 11:30 a.m.

**Medicaid Reimbursement Formula Update
– July 2017**

- Update on the July 2017 Nursing Home Reimbursement Formula
- Key sections in the Nursing Home Methods of Implementation
- Using the Medicaid average quarterly CMI to calculate the direct care allowance
- Impact of changes in labor factors
- Key changes to the July 2017 Medicaid rate calculations
- Key changes to the Behavioral Cognitive Impairment Incentive
- Using Medicaid rates for payments from Managed Care Organizations
- Medicaid auditor cost report adjustments impacting your rates.
- LeadingAge Wisconsin members participating in the LeadingAge Wisconsin data base will receive a cost analysis of their 2016 cost report data as compared to other nursing facilities
- Medicare Rates for 10/1/17

11:30 a.m. to 12:15 p.m.

Lunch

There will be a 15 - minute break during the morning and afternoon sessions.

**The New Medicare/Medicaid
Reimbursement World**

12:15 p.m. to 1:15 pm

Medicaid Reimbursement

- “Hot Spots” for MDS documentation
- MDS Changes, Accuracy and Impact on Medicaid Reimbursement
- Picture Quarter Management

1:15 p.m. to 2:30 p.m.

New Medicare Changes

- SNF Value Based Purchasing
- Quality Reporting Program
- New Quality Measures
- Changes to the MDS
- Impact on Reimbursement from Collecting New Data

2:30 p.m. to 3:30 p.m.

CMS Initiatives that Affect Post-Acute Providers

- RCS-1 vs RUGs IV
- Accountable Care Organization Models

3:30 p.m.

Adjournment

The deadline for registration is Friday, October 13, 2017.

Guarantee your seat at this information-packed seminar by submitting your registration today!

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Suggested Audience

This information-packed seminar is designed specifically for individuals interested in maximizing their reimbursement under the Medicaid payment system and/or persons wanting critical information linking the refined Medicare PPS RUG system to daily clinical practice and reimbursement. This includes, but is not limited to Administrators, Assistant Administrators, Executive Directors, Financial Directors, Directors of Nursing, Assistant Directors of Nursing, Staff Development, MDS/PPS Coordinators, Clinical Department Heads (e.g., Activities, Social Services, Dining Services), Clinical Consultants (e.g., Dietitians, Pharmacists), Specialized Therapies, Business Office Managers, Regional and Corporate Staff.

Continuing Education Units (CEUs)

LeadingAge Wisconsin has requested this educational program be approved for six (6.0) hours of continuing education for nursing home administrators; that request has been submitted (but not yet approved) to the NAB/NCERS. Call LeadingAge Wisconsin at 608-255-7060 for further information.

Registration

The Registration Fee to attend this seminar is \$120 per person for LeadingAge Wisconsin members and subscribers. Non-members/Non-subscribers must add \$20 per person. This registration fee covers seminar instruction, handout materials, continental breakfast, break refreshments, and lunch.

Please send registration information with appropriate remittance by Friday, October 13, 2017 to: LeadingAge Wisconsin, 204 South Hamilton Street, Madison WI 53703. Please make checks payable to LeadingAge Wisconsin. You may pay by credit card by calling the LeadingAge Wisconsin office at 608-255-7060.

For Additional Information

For further information regarding this seminar, please contact:

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204 South Hamilton Street
Madison WI 53703
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Presenters

Brian R. Schoeneck

Brian Schoeneck is Vice President of Financial & Regulatory Services for LeadingAge Wisconsin. Before joining LeadingAge Wisconsin in January of 1984, he had served as the long term care specialist for the Wisconsin Counties Association and also was employed by the state's Division of Health Care Financing as a Medical Assistance auditor.

Patricia J. Boyer, MSM, RN, NHA

Patricia J. Boyer, MSM, RN, NHA has more than 30 years of professional health industry experience. Her areas of expertise include long-term care and subacute operations, state and federal compliance programs, and performance improvement process development.

Prior to founding Boyer & Associates, LLC (which merged with Wipfli in February 2014), Pat was an Operations Consultant for BDO Healthcare Group, LLC. Pat also worked for a national nursing home company, where her roles included director of nursing services, administrator, quality improvement specialist and director of regulatory compliance. In these roles, Pat used the Resident Assessment Instrument (RAI) to improve survey outcomes and facility processes.

She has extensive experience in evaluating facility processes, documentation systems, and developing performance improvement plans to improve efficiency and effectiveness of facility systems. Pat has conducted numerous workshops on related topics at the national, state, and local levels. Her recent experience includes conducting RUGs-based Medicare and Medicaid operational assessments in nursing facilities. Pat also authors the monthly Ask the Payment Expert column in McKnights Long-Term Care News.

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October 13, 2017.**

Registration

2017 Medicaid Nursing Home Formula Update

and

The New Medicare Reimbursement World

Facility/Organization _____

Address _____

City, State, Zip Code _____

Area Code and Telephone # _____

_____ If anybody attending from your organization requires special accommodation as specified under the ADA, please check here and attach a separate sheet explaining these needs in detail.

_____ If anybody attending from your organization requires special menus for food functions, please check here and attach a separate sheet explaining these needs in detail.

Name and Title of Seminar Participants <i>Please type or print clearly</i>	Please check which session each participant will attend.		
	Oct. 17 <i>Pewaukee</i>	Oct. 18 <i>Kimberly</i>	Oct. 20 <i>Eau Claire</i>
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			

Please note that each session is identical.

Fee Calculation:

Number of Persons Attending _____ @ \$120 per person \$ _____

If You Are Not a Member or Subscriber of LeadingAge Wisconsin,
please add \$20 per person \$ _____

Total Amount Enclosed (Please make checks payable to LeadingAge Wisconsin.) \$ _____

LeadingAge Wisconsin

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