



NYSHFA/NYSCAL 66TH ANNUAL CONVENTION

June 28 - July 1, 2015 • Saratoga Hilton & City Center • Saratoga Springs, New York

INFORMATION AND REGISTRATION MATERIALS

A total of 15.0 CEUs are available for LNHA and ACF/AL.

First time attendees receive a \$75.00 discount off the registration fee.

Kosher meals provided by: Price Chopper Kosher Deli. Supervision through Vaad Hakashruth of the Capital District.



Co-Sponsors:



Program

S indicates SNF track

AL indicates AL track

AL-N indicates AALNA (AL Nurses) track

Sunday • June 28, 2015

4:00 p.m. - 8:00 p.m.

Convention Registration

4:00 p.m.

Hospitality Room Opens

Sponsor: OneGroup

Dinner is on your own.

Monday • June 29, 2015

7:00 a.m. - 10:00 a.m.

Breakfast on Your Own. Bagels/Muffins served at morning education programs. Kosher food provided.

8:00 a.m. - 4:00 p.m.

Convention Registration

8:00 a.m.

Golf Tournament

Saratoga Spa Golf Course, Saratoga Springs, NY
(10 minutes from the Hilton)

Sponsor: The Bonadio Group, LLP

S AL AL-N

9:00 a.m. - 4:00 p.m.

ALZHEIMER'S ASSOCIATION VIRTUAL DEMENTIA TOUR

Does your staff possess the sensitivity and compassion required to handle the unique challenges of caring for a person with Alzheimer's disease or dementia? Wouldn't it be great to have a training tool that would help your staff learn how to more effectively relate to residents, ultimately resulting in better quality care?

The Alzheimer's Association of Northeastern New York can help.

The Virtual Dementia Tour™ (VDT) was created to help professionals better understand the person with Alzheimer's disease and provides a distinctive perspective into the lives of those we care for. Developed by Second Wind Dreams, Inc™ and PK. Beville, the Virtual Dementia Tour™ has been used to sensitize caregivers of elders to the issues of dementia, as well as some of the physical problems associated with aging. The VDT offers a first-hand simulation in which each participant will experience what it is like to have dementia by altering their physical and sensory abilities. The VDT lasts approximately 20 minutes per participant and includes a pre- and post-test and debrief session, as well as the simulation experience.

S

8:00 a.m. - 10:00 a.m.

Don't Let Your Billing Be Managed by Managed Care

Ms. Andrea Hagen, MBA

The Bonadio Group, Rochester, NY

Managed Care rules can quickly overwhelm a revenue cycle. Losing control to Managed Care can lead to confusion, stress and inefficiency. Whether you are a billing specialist or manager you need to ensure you and your team are handling Managed Care billing. Case studies that include contract requirements and claim examples will be reviewed.

The speaker will assist attendees in understanding the different types of Managed Care, how they impact billing, what is needed in order to generate a clean claim the first time, and accounts receivable follow-up techniques.

AL

8:00 a.m. - 10:00 a.m.

Managed Care Contracting for Assisted Living

Ms. Carla Williams & Caitlin Monjeau, Esq.

O'Connell & Aronowitz, Albany, NY

The landscape has evolved quickly as it relates to managed care. In order to insure that your GPS is properly programmed, this workshop will provide an in-depth discussion of the current status of managed care activities and emphasize contracting issues that are impacting providers and plans. Discussion of warning signs, construction zones and the best routes to a balanced managed care contract will be presented. Workshop participants will leave armed with navigational information that will support decision-making and management of contracts. The presenters are experienced in programmatic, regulatory and legal implications of managed care.

AL-N

8:00 a.m. - 12:00 p.m.

The BCAT Approach: The Gold Standard in Rapid Assessment and Treatment

Ms. Sarah Kneisler

Senior Innovative Solutions, Seymour, WI

Proficiency in the cognitive assessment of persons who have a subjective or objective memory or cognitive complaint is critically important to effective diagnosis, treatment, education and support. This session will assist learners in understanding the three major cognitive stages: normal, mild cognitive impairment and dementia and understand why cognition should be assessed, understand the BCAT Gold Standard test systems and be able to apply test results to optimize care and promote the highest practicable functioning level.

S

10:00 a.m. - 12:00 p.m.

Prevention of Medicare Denials: Create Proactive Compliance and Rehabilitation Systems

*Ms. Holli Benthussen, OTR and Ms. Margaret Kopp, M.S.
Select Medical Rehabilitation Services, Oldsmar, FL*

More and more government audits are impacting the long term care industry. These include the RACs, MACs, ZPICs, (FI) prepayment and post-payment audits, and OIG. Most facilities wait and react to these types of audits, which can take months to get up to compliance, impacting both cash flow and further denial rates/timelines. This session will show you how to implement a proactive approach to denial management in four reasonable steps including 1) Identification, 2) Reporting, 3) Documentation and 4) Assessment.

AL

10:00 a.m. - 12:00 p.m.

Assisted Living Policy and Quality Update - A National Perspective

*Mr. David Kylo, Executive Director
NCAL, Washington, D.C.*

This seminar provides an overview about Congressional and Administration activities that affect assisted living, including challenges with implementation of the new CMS rule governing home and community-based settings under Medicaid waiver programs. Federal government statistics comparing five sectors of long term care will be presented, along with several initiatives being undertaken by federal departments and agencies that affect assisted living, including common senior scams. Risk management and key quality initiatives that help assisted living providers thrive in a changing marketplace will also be discussed.

12:30 p.m. - 1:30 p.m.

NYSCAL Board of Directors Meeting (Lunch Provided)

12:00 p.m.

Lunch On Your Own

S

AL

AL-N

2:00 p.m. - 4:00 p.m.

FEMA 907 Active Shooter - What You Can Do. Shots Fired!

*Mr. Dave Weidner, Director of Emergency Preparedness
HCANJ, Trenton, NJ*

This presentation will explore the complexities associated with AL/LTC response to an Active Shooter event in the facility. Attendees will understand the key response options to an Active Shooter event and be able to evaluate the facility plans, policies and procedures to respond to such an event. In addition,

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participants will learn what actions to take when confronted with an Active Shooter and responding to law enforcement officials. Attendees will be able to recognize potential workplace violence incidence and be able to prevent and prepare for potential Active Shooter incidents.

Sponsor: Jay M. Sackman Consulting Services

4:00 p.m. - 6:00 p.m.

Trade Show and Cocktail Reception

Sponsor: Shoppers Service, Inc.

6:00 p.m. - 7:30 p.m.

Reception and "Dine Around"

Make reservations for great restaurants in Saratoga.

Sponsor: Century Health Capital, Inc.

7:30 p.m.

Hospitality Room Opens - DJ. Night

Sponsor: Jackson Lewis, LLP

Tuesday • June 30, 2015

7:00 a.m. - 10:00 a.m.

Breakfast on Your Own. Bagels/Muffins served at morning education programs. Kosher food included.

8:00 a.m. - 4:00 p.m.

Convention Registration



8:00 a.m. - 9:45 a.m.

President's Message/Election of Officers

*Mr. Richard Herrick, President and CEO
NYSHFA/NYSCAL, Albany, NY*

Staff Policy Updates

Presented by NYSHFA Staff

Legal Update

*Cornelius Murray, Esq., General Counsel
O'Connell & Aronowitz, P.C., Albany, NY*



8:00 a.m. - 9:45 a.m.

Leading with Ethics & Integrity

*Mr. Robert Cooper
RL Cooper Associates, New City, NY*

This presentation provides leaders with a comprehensive understanding of ethical leadership and its impact on others, and the overall long term success of their organization.

Key topics to be discussed include recognizing the difference between compliance and ethics; learning specific approaches that sustain a culture of positive ethics and integrity; the importance of demonstrating

high emotional intelligence, core values and guiding principles.



8:00 a.m. - 9:45 a.m.

Medication Disposal

*Dr. Joan Kennedy
New York State Department of Environmental
Conservation, Albany, NY*



10:00 a.m. - 12:00 p.m.

Keynote Presentation -

Leading a 5-Star Service Team

*Mr. Bryan Williams
B. Williams Enterprise, LLC, Bowie, MD*

This session will review the leadership skills and competencies needed to lead a 5-star caliber team. Special emphasis will be placed on proven techniques and processes used by highly effective leaders worldwide.

The speaker will discuss how to build a team of highly engaged employees; 11 Non-negotiables of 5-star leaders; becoming a leader that others want to follow; communicating the purpose of each person's role.

Sponsor: New York Chapter American College of Health Care Administrators

11:30 a.m. - 1:30 p.m.

Trade Show/Exhibitor Appreciation Luncheon

Sponsor: Shoppers Service, Inc.

2:30 p.m.

Hospitality Room Opens

Sponsor: HMM, CPAs LLP



2:00 p.m. - 4:00 p.m.

Innovative Practice Award Winners

The Clinical & Quality Services Committee is pleased to present the 14th Annual Innovative Practice Award Winners.

5:30 p.m. - 6:30 p.m.

Chairperson's Reception

Dress is business attire.

6:30 p.m.

Awards/Installation Banquet

Dress is business attire.

9:30 p.m.

Hospitality Room Opens

Wednesday • July 1, 2015

7:00 a.m. - 10:00 a.m.

Breakfast on Your Own. Bagels/Muffins served at morning education programs. Kosher included.



8:00 a.m. - 11:00 a.m.

Part I: Sex, Drugs and Wheelchairs: The Rights of Nursing Home Residents

*Patrick Formato, Esq.,
Abrams, Fensterman, Lake Success, NY*

A presentation on nursing home resident rights addressing such controversial issues as a resident's right to have sexual relations or engage in other sexual entertainment, a resident's right to smoke and/or drink; and the nursing home's obligations to accommodate residents.

Part II: Post Acute Marketing to Hospitals: Your Partnerships to Gain

*Mr. Clint Maun
Maun-Lemke, Omaha, NE*

The healthcare delivery system will and has become a bundled set of partnerships. What does your post acute organization need to do for profitability and successful business growth? This session will offer immediate techniques for your hospital relationship.

At the completion of this presentation, the attendees will have learned proven methods to be able to utilize outcome information to market an enhanced business partnership with the hospital; implement a simple partnership scorecard; strategize on other business partnerships with the hospital beyond taking patients; remove barriers for improved patient transitions to your organization; develop the right physician relationships in coordination with your hospital; organize your increased success in managed care.

Sponsor: COMS Interactive, LLC



8:00 a.m. - 11:00 a.m.

Department of Health Update

*Mr. Mark Kissinger & Ms. Valerie Deetz
NYSDOH, Albany, NY*

NYSDOH leadership will provide attendees with the most current information necessary to enhance their daily operations.

10:00 a.m. - 12:00 p.m.

Boxed lunch to go.

Hotel Information

Saratoga Hilton & City Center • Saratoga Springs, New York
NYSHFA/NYSCAL 66th Annual Convention
June 28 – July 1, 2015

Room Rates:

Standard Room • \$172.⁰⁰

Signature Suite • \$222.⁰⁰

Luxury Suite • \$360.⁰⁰

Taxes of 7% (sales) and 6% (hotel occupancy) will be added to guest room rates. NOTE: Reservation requests are subject to availability. Register early to secure your reservation. In the event that the rate or room type is not available, your second or third selection will be assigned.

Each person in a room must also be registered with NYSHFA/NYSCAL

Online Reservations: Go to the NYSHFA website (www.nyshfa.org) and click on Events Education/Convention and click on Hotel Reservations or you can go to <https://resweb.passkey.com/go/NYSHFA2015>. Accommodation descriptions are included.

Room Block Cutoff Date: Thursday, May 28, 2015. Please reserve your room before this date to secure the group rate.

Reservation Guarantee: All reservations must be guaranteed using a credit card or advance deposit. Guests will be penalized for early departure. All reservations must be guaranteed for the entire stay. Unless the reservation is changed prior to check-in, guests having an early departure will be charged the full room rate for their entire scheduled stay. Visa, MasterCard, American Express & Discover are all acceptable.

Cancellation Policy: Cancellations less than 48 hours prior to the scheduled arrival date will result in forfeiture of your deposit or if a credit card was used, a charge equal to one night's stay will be applied to the credit card.

Check-in Time: Rooms will be available by 3:00 p.m. Earlier arrivals are welcome to use the Hotel's facilities prior to checking in. Check-out time is 12:00 p.m.

Directions to the Saratoga Hilton: Saratoga Hilton & City Center is located at 534 Broadway in Saratoga Springs, New York. For directions, please visit <http://www.saratogahilton.com/>

Meal Plan: New for 2015. The hotel rate is "room only". Meals are not included as in the past. **Meals:** If you wish to attend the Awards Banquet on Tuesday, June 30, 2015, you must purchase a meal ticket. Attendees must purchase the Tuesday Awards Banquet from NYSHFA/NYSCAL in order to attend.

Special Diets: Call NYSHFA/NYSCAL directly. Scott Jackson (518) 462-4800, extension 27.

Americans with Disabilities Act: If you need services identified in the ADA in order to attend this Convention, please call Scott Jackson at (518) 462-4800, extension 27.

RECOMMENDED DINE-A-ROUND RESTAURANT LIST

Cantina (Mexican)

430 Broadway, Saratoga Springs
518-587-5577

Jacob & Anthony's (American Fare)

38 High Rock Avenue, Saratoga Springs
518-871-1600

Stadium Café (Sports Bar)

389 Broadway, Saratoga Springs
518-226-4437

Chianti's (Italian)

18 Division Street, Saratoga Springs
518-580-0025

Olde Bryan Inn (American Fare)

123 Maple Avenue, Saratoga Springs
518-587-2990

Wheatfield's Restaurant (Homemade Pasta)

440 Broadway, Saratoga Springs
518-587-0534

Druthers Brewing Company (Pub Food)

381 Broadway, Saratoga Springs
518-306-5275

Prime at Saratoga National (Fine Dining)

458 Union Avenue, Saratoga Springs
518-583-4653

Other restaurants are listed on the Saratoga Convention & Tourism Bureau website www.DiscoverSaratoga.org

Forno Bistro (Italian)

541 Broadway, Saratoga Springs
518-581-2401

Sperry's (Steak/Seafood)

30 ½ Caroline Street, Saratoga Springs
518-584-9618

Registration Packages

NYSHFA/NYSCAL 66th Annual Convention June 28 – July 1, 2015

Complete a NYSHFA/NYSCAL Convention Registration Form for each person to attend the Convention and mail to NYSHFA/NYSCAL with payment. Children under 20 years of age are complimentary; however, a form must be completed. **All attendees MUST register.** Return to NYSHFA/NYSCAL with the appropriate Convention Registration fee or necessary credit card information. Checks payable to NYSHFA. **Lodging and meals are additional.**

Note: Members of NYALTCA, NYPA and the NYCACHCA may register at the NYSHFA/NYSCAL Member rate. Please indicate membership by checking the box located under the Name Badge Information section.

Early Bird registration is available for all registration forms post marked prior to May 31, 2015. Registrations post marked after May 31, 2015 need to add \$100.⁰⁰.

Lodging: New for 2015. The hotel rate is "room only". Meals are not included as in the past. **Meals:** If you wish to attend the Awards Banquet on Tuesday, June 30, 2015, you must purchase a meal ticket. Kosher Meals Provided By: Price Chopper Kosher Deli. Supervision through Vaad Hakashruth of the Capital District.

*First time attendees receive a \$75.⁰⁰ discount off of the Full/Daily registration fee.

Registration/Badge Information

Name: _____ Name for Badge: _____

Title: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Work Phone: (_____) _____

Work Fax: (_____) _____

Email: _____

FIRST TIME ATTENDEE

KOSHER REQUESTED

Please complete the information below only for the registrant named above:

NYSHFA / NYSCAL Facility Member

Facility Based Non-Member

NY Chapter ACHCA Member

NYSHFA / NYSCAL Associate Member

NYPA Member

NYALTCA Member

NEW FOR 2015!

In 2015, the conference hotel rate is **ROOM ONLY**. Meals are **NOT** included.

If you wish to attend the Awards Banquet on Tuesday, June 30th, you must purchase a meal ticket in advance.

Please reference the Conference Registration Form for further information.

Conference Registration

MULTIFACILITY PACKAGE

Includes all education programs/materials, receptions, admission to the Trade Show, Hospitality Suite and welcoming gift.

	Early Bird Postmarked by 5/31/15	Postmarked after 5/31/15
<input type="checkbox"/> Multi Facility Group Registration (This fee is designed for multi facilities. It allows them to register all employees, spouses and children for a combined group fee. Please attach a separate list of registrant names, titles, facilities and emails.)	\$2,500.00	\$2,600.00

FULL PACKAGE

Includes all education programs/materials, receptions, admission to the Trade Show, Hospitality Suite and welcoming gift.

	Early Bird Postmarked by 5/31/15	Postmarked after 5/31/15
<input type="checkbox"/> Primary Registration	\$450.00	\$550.00
<input type="checkbox"/> Secondary Registration (To receive this special rate, your facility must also purchase a Primary Registration.)	\$350.00	\$450.00
<input type="checkbox"/> Third Registration Package / Spouse / Guest / Adult Child (21+) (To receive this special rate, your facility must also purchase a Primary & Secondary Registration.)	\$250.00	\$350.00
<input type="checkbox"/> Non-Member Fee (Non-Members add this fee for each registrant.)	\$100.00	\$100.00

DAILY PACKAGE

Single Day Package includes admission to all events on the day(s) purchased, excluding golf. These include: All education programs/materials, receptions, admission to Trade Show, Hospitality Suite and welcoming gift.

	Early Bird Postmarked by 5/31/15	Postmarked after 5/31/15
<input type="checkbox"/> Monday (excludes golf)	\$150.00	\$250.00
<input type="checkbox"/> Tuesday	\$150.00	\$250.00
<input type="checkbox"/> Wednesday	\$150.00	\$250.00
<input type="checkbox"/> Non-Member Fee (Non-Members add this fee for each registrant.)	\$50.00	\$50.00

AWARDS BANQUET MEAL TICKET

• Lodging: New for 2015. The hotel rate is "room only". Meals are not included as in the past.
• Meals: If you wish to attend the Awards Banquet on Tuesday, June 30, 2015, you must purchase a meal ticket in advance.

	Early Bird Postmarked by 5/31/15	Postmarked after 5/31/15
<input type="checkbox"/> Awards Banquet • Tuesday, June 30th	\$75.00	\$75.00

Special Meal Requests: Kosher Vegetarian Vegan Gluten-Free

NYSHFA/NYSICAL Refund and Cancellation Policy: Refund requests received two weeks prior will be issued a full refund, after two weeks a full refund minus a \$75.00 administrative fee. No refunds during or after the convention will be accepted.

PAYMENT INFORMATION

Check (Payable to NYSHFA) AMEX Discover MasterCard VISA

Card Number: _____ Expiration Date: _____

Name on Card: _____

Credit Card Billing Address: _____

Cardholder Signature: _____

I authorize NYSHFA/NYSICAL to use the above MasterCard, Discover, VISA, or AMEX to charge applicable registration fees. I also understand that registration fees of those who cancel the day of the program or fail to attend are forfeited.

**Complete this form and return with payment to: Sharon O'Brien, NYSHFA, 33 Elk Street, Suite 300, Albany, NY 12207-1010
Fax: 518.462.4370 • E-mail: sobrien@nyshfa.org**

Golf

NYSHFA/NYSCAL Golf Tournament • Saratoga Spa State Golf Course • Monday, June 29, 2015

If you are interested in participating in the golf tournament, please complete the registration form and mail with payment. (The golf tournament is not included in your Convention registration fee). **The cut-off date for registration is June 14, 2015.**

Scramble Format

- Shot gun start 8:00 a.m.
- Complete the registration form and mail it to NYSHFA/NYSCAL with your payment prior to June 14, 2015. A separate registration is required for the Golf Tournament.
- Registrants must complete one form per person. Make copies, if needed.
- Include your handicap for appropriate pairings.
- **GOLFERS SHOULD TRANSPORT THEIR OWN BAGS TO THE TOURNAMENT.**

All attendees who wish to participate must complete this form and pre-pay for this event.

Play will be at the Saratoga Spa Golf Course, 60 Roosevelt Road, Saratoga Springs, NY 12800. The tournament will feature a scramble format (four-person teams, selected to match players of various skill levels who team up to card one score per hole). We believe this format allows each team member to be an active part of the effort.

In order to pay the lower registration fee, you must be registered as either a "Full" registrant, purchase the "Daily" Package for Monday, June 29th, or be a registered exhibitor. As a "Guest," you are purchasing only the golf tournament as a "Single Event" and you will not be able to attend other NYSHFA/NYSCAL activities.

Total cost of the tournament includes shared cart, green fees, refreshments/lunch, tournament prizes, tournament giveaways and two chances to win \$5,000 for a hole in one!

Golf Registration • \$125.⁰⁰ *or* Guest • \$140.⁰⁰

Total Enclosed: \$ _____

You may pay by check payable to New York State Health Facilities Association, Inc., or by credit card.

Credit card payment information ONLY: AMEX Discover MasterCard VISA

Card Number: _____ Expiration Date: _____

Name on Card: _____

Credit Card Billing Address: _____

Cardholder Signature: _____

I authorize NYSHFA/NYSCAL/FQC to use the above MasterCard, Discover, VISA, or AMEX to charge applicable registration fees. I also understand that registration fees of those who cancel the day of the program or fail to attend are forfeited.

One form per person. Each golf registrant must complete a form. Handicap of the registrant only. (Max. is 36 for men and women.)

Name: _____ Handicap: _____

Facility/Company: _____

Address: _____

City/State: _____ Zip: _____

Phone Number: () _____

Fax Number: () _____

Email: _____

**Complete this form and return with payment to: Sharon O'Brien, NYSHFA, 33 Elk Street, Suite 300, Albany, NY 12207-1010
Fax: 518.462.4370 • E-mail: sobrien@nyshfa.org**

NYSHFA
New York State Health Facilities Association

33 Elk Street, Suite 300
Albany, New York 12207-1010
Phone: 518.462.4800, ext. 22
Fax: 518.462.4370
E-mail: sobrien@nyshfa.org
Website: www.nyshfa.org

NYSCAL
New York State Center for Assisted Living

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ALBANY, N.Y.
PERMIT #808

Join us!

NYSHFA/NYSCAL 66th Annual Convention

June 28 – July 1, 2015 • Saratoga Hilton & City Center • Saratoga Springs, New York

Don't miss NYSHFA/NYSCAL's 66th Annual Convention in beautiful downtown Saratoga Springs!
Register before May 31st to take advantage of the early bird special!

Convention Sponsors Include:

The Bonadio Group, LLP • Golf Prizes
CMS Compliance Group • Key Cards
Dentserv Dental Services P.C. • Name Badges
Genesee Health Facilities Assoc. • Awards Program
Harter Secrest & Emery LLP • Main Gift
McKesson Medical Surgical • Silent Auction
Omnicare, Inc. • Lanyards
PharmScript • Kosher Food
Physicians' Reciprocal Insurers • Tote Bags

Sponsorship opportunities are still available! Contact Scott Jackson at (518) 462-4800, extension 27 or sjackson@nyshfa.org for more information.

