

DEC 6-7

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THE  
FALL  
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27th ANNUAL

2022

ALBANY MARRIOTT

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2022 NYSHFA | NYSCAL PLATINUM SPONSORS:

**Friedlander**  
The Workers' Compensation Leader in NY

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**ZIMMET HEALTHCARE  
SERVICES GROUP, LLC**

10 CEUs / 10 CPEs

Approved for LNHAs / ACF / AL & CPAs

Kosher meals provided by Price Chopper Certified Kosher Chef, Tom Barone  
Certified through VaaD Hakashruth of the Capital District

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**8:00 am – 9:00 am**  
**REGISTRATION & BREAKFAST WITH VENDORS**

**9:00 am – 10:30 am**

OPENING KEYNOTE:

**THE FUTURE OF LONG-TERM CARE  
 – A CONTINUING CONVERSATION**

Robert Kramer | Nexus Insights & Anne Tumlinson | ATI Advisory  
 Mark Parkinson | AHCA / NCAL

Long-term care providers are constantly facing unanticipated changes and extraordinary disruptions to existing systems of delivering care. These disruptions alter many of the patterns in which providers operate and deliver care, including matters ranging from workforce shortages, reimbursement, technology and communication applications to transparency issues, market assessments and data analysis. This panel will discuss these and other topics in examining the future of long-term care and the changes that are temporary and those that are permanent moving forward.



**10:30 am – 10:45 am »»» BREAK WITH VENDORS**

**10:45 am – 12:15 pm**  
**LEGAL UPDATE PANEL**

SPEAKERS: Neil Murray, Esq. & Colleen Pierson, Esq. | O'Connell & Aronowitz  
 MODERATER: Stephen B. Hanse, Esq. | NYSHFA | NYSCAL

This presentation will cover the landscape of important litigation and regulatory enforcement efforts by both the NY State Department of Health (DOH) and the Centers for Medicare and Medicaid Services (CMS) affecting the long term care sector in New York with specific reference to the imposition of mandatory spending and staffing requirements.

**10:45 am – 12:15 pm**  
**PREPARING FOR NYSDOH SURVEYS:**

*Tips to Reduce Survey Citations with Top Citations  
 and How to Identify & Correct Them*

SPEAKER: Frank Rose | RFR Consulting Group, Inc.

Preparing for a NYSDOH Survey is an essential part of an ACF operation. This session will focus on areas of operation most frequently cited and present tips and tools to better help you prepare for when the survey team arrives at your door.

**12:15 pm – 1:15 pm »»» LUNCH WITH VENDORS**

**1:15 pm – 2:45 pm**  
**REIMBURSEMENT PANEL**

SPEAKERS: Joseph Martello, CPA | HMM, CPAs LLP  
 Robert Nasso, CPA | The Bonadio Group

MODERATER: Douglas Wissmann, CPA  
 Hillside Manor Rehab & Extended CC LLC

This session will include a joint presentation by top reimbursement experts Joe Martello and Rob Nasso. The presentation will include the latest updates on reimbursement issues, mandated spending programs (70/40/5) and 3.5 hour nursing hour minimum staffing impacts and potential for additional reimbursement. In addition, they will provide information and data on current trends and challenges in the industry, as well as suggestions and solutions for meeting these challenges.

**1:15 pm – 2:45 pm**  
**MAKING QUALITY ASSURANCE  
 WORK FOR YOU**

SPEAKER: Linda Elizaitis | CMS Compliance Group Inc.

Quality Assurance requirements for Assisted Living may not be new, but the Department of Health has indicated that providers will need to make their Quality Assurance programs more robust with new regulatory requirements. In this session, attendees will learn how to operationalize their Quality Assurance Plans by implementing a Quality Assurance Committee to help make QA work for them. The presenter will provide insight on tips for implementing a Committee that will help facilities with regulatory compliance as well as infection control.

**2:45 pm – 3:00 pm »»» BREAK**

**DEC 6th**

**3:00 pm – 4:30 pm**  
**IMPACT OF COVID, REGULATORY AND INFLATIONARY PRESSURES ON FACILITY VALUE AND FINANCING**



**SPEAKERS:** Tony Ruberg | VIUM Capital, LLC  
Jay Gormley | Zimmet Healthcare Services Group

The last few years have been very challenging for operating margins and gross revenue across NY. Costs have increased. Staffing has been challenging and occupancy has decreased. Yet at the same time facility valuations have skyrocketed. This presentation seeks to breakdown why this has happened and give insight for the future. We will discuss the impact of current debt markets, 70/40/5 regulation, safe staffing, inflation and other factors from both a national and NYS perspective. We will also discuss what we can learn from other markets. We hope to help operators identify where the opportunities are and where the pitfalls are in the current turbulent markets.

**3:00 pm – 4:30 pm**  
**RECENT DEPARTMENT OF HEALTH PROPOSALS TO CHANGE ASSISTED LIVING REGULATIONS**

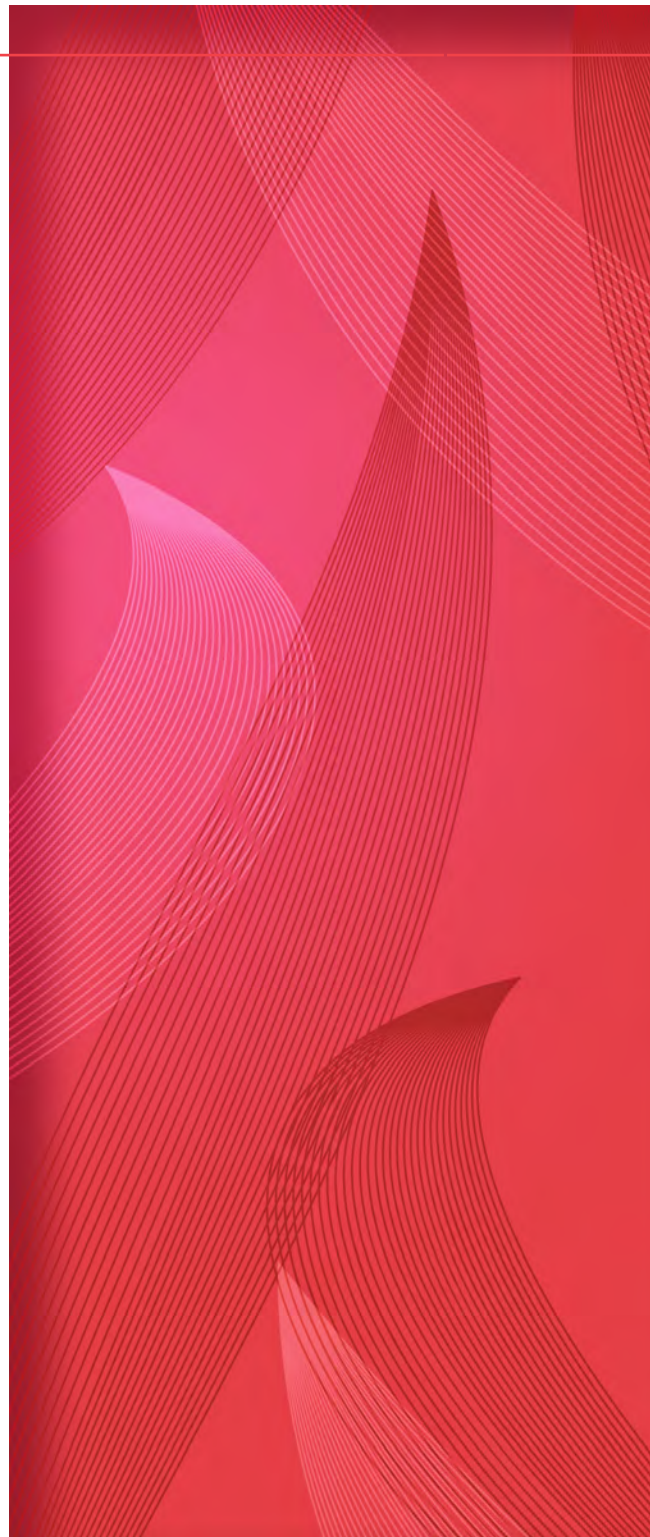


**SPEAKER:** Kurt Bratten, Esq. | O'Connell & Aronowitz

Kurt Bratten, a Partner with O'Connell and Aronowitz, will explain several recent Department of Health proposed regulatory changes that directly impact Assisted Living Facilities. In 2022, the Department published various Dear Administrator Letters (22-17, 22-19, 22-25 and 22-33) expressing its intention to make substantial regulatory changes that will impact the Assisted Living industry. These initiatives concern resident admission standards, quality assurance, the approval of management agreements, HCBS compliance, resident rights, veteran status, visitor access and case management, among others. The speaker will explain the significance of these proposals and how they may impact your facility.

**4:30 pm - 6:00 pm »»» RECEPTION**

**6:00 pm »»» KOSHER DINNER**



**DEC 7th**

**8:30 am – 10:00 am**  
**NEW YORK'S HEALTHCARE WORKFORCE**



**SPEAKER:** Jean Moore, PhD | SUNY Center for Health Workforce Studies

The health workforce is a vital part of New York's health care delivery system. Efforts to expand access to care, improve the quality of care, and improve the cultural competence of the health care delivery system depend on the availability of a diverse, well-trained, and adequately sized health workforce.

Given the current recruitment and retention challenges faced by health care providers, shortages of health care workers are likely to worsen. Monitoring the supply of health workers in relation to demand for them can help inform the best strategies to address current and future workforce gaps. Dr. Moore will share her research to help lead informed decision-making.

**10:00 am – 10:15 am »»» BREAK**

**10:15 am – 11:15 am**  
**WASHINGTON, D.C. UPDATE**



**SPEAKER:** Clif Porter | AHCA / NCAL

This presentation is to inform participants on the current happenings in Washington DC. This will also serve as an update on the status of the industry while we continue to manage the COVID-19 pandemic. Clif will also give an update on the current state of the sector, as well as discuss our path forward as we move towards a post-COVID environment. Lastly, Clif will provide an outlook as we look towards 2023 and beyond.

**11:15 am – 11:30 am »»» BREAK**

**11:30 am – 1:00 pm**  
**WINNING AT IDR AND IRP: SECRETS TO CRAFTING AN EFFECTIVE SURVEY CHALLENGE**



**SPEAKER:** Jane Burke, Esq. | Hodgson Russ, LLP

In this session, Jane Burke breaks down the process of developing a winning nursing home IDR and assisted living IRP. Using the investigatory process as a tool, this session walks through the mechanics, from incident to survey to filing, to help you to avoid the pitfalls and maximize the impact of your submission. This session also provides the tools you need, including checklists, sample forms and specific language, to complete and submit your survey challenge with confidence. In this session, participants will: understand when and how to use IDR and IRP to challenge regulatory violations; learn strategies for preparing and submitting effective survey challenges; and acquire tools to guide and streamline the survey challenge process.

**1:00 pm »»» LUNCH**

## WHO SHOULD ATTEND

This conference is recommended for Owners, Owner/Operators, Administrators, Executive Directors, Financial Directors, and other members of the interdisciplinary team. Ten (10.0) hours of CEUs have been applied for from the National Association of Boards of Examiners of LNHA/ACF/AL Administrators. Ten (10.0) hours of CPE's are approved for Licensed Certified Public Accountants (CPAs) by the NYS Education Department.

## WHAT'S INCLUDED IN YOUR REGISTRATION FEE?

- All Education Sessions
- Lunch on December 6th & 7th
- Trade Show Admission
- Reception on December 6th
- Continental Breakfast on December 6th & 7th & All Coffee Breaks
- Kosher Dinner on December 6th

## OVERNIGHT ACCOMMODATIONS

Albany Marriott | 189 Wolf Road | Albany | NY 12205

A room block has been established at the Albany Marriott at a discounted rate of \$149.00. Reservations need to be made by November 6th. Please note: Hotel Rooms might be sold out prior to the cutoff date. You are encouraged to book your room well in advance. Reservations can be made by calling 800.228.9290 or 518.458.8444 and referring to the NYSHFA meeting.

## AMERICANS WITH DISABILITIES ACT

If you need services identified in the A.D.A. in order to attend this conference, please call Scott Jackson at 518.462.4800, ext. 27.

## CONFERENCE APP:

SPONSORED BY HEALTH SYSTEM SERVICES



NYSHFA | NYSCAL will utilize a Conference App for all presentations and handouts. In addition to presentations, the schedule, speaker list, exhibitor and sponsor information will be included on the app. The app is available for viewing for mobile, tablet or desktop access. No paper conference material will be distributed.

## NYSHFA | NYSCAL'S CANCELLATION POLICY

Cancellations must be received five business days prior to the conference. Cancellations need to be in writing, and should be sent via email to Erin Armstrong, [earmstrong@nyshfa-nyscal.org](mailto:earmstrong@nyshfa-nyscal.org). Telephone cancellations will not be accepted. Registration fees of those who cancel less than five business days of the program or fail to attend are forfeited. No shows will be billed. Substitutions are permitted and encouraged.

## REGISTRATION

Registration is on a first come, first serve basis. Early registration is advised and appreciated.

**EARLY BIRD\* MEMBER RATE: \$375<sup>00</sup> | EARLY BIRD\* NON-MEMBERS: \$425<sup>00</sup>**

*\*Early Bird rate will increase for registrations received after Nov 5th*

**MEMBER RATE: \$400<sup>00</sup> | NON-MEMBERS: \$450<sup>00</sup>**

*Registrants may also "split" their registrations, i.e. one staff member may attend day one and the second staff member from the same facility may attend day two. Please contact Erin Armstrong at ext. 22 for assistance with this option.*

Dates Attending:  December 6th  December 7th

Name: \_\_\_\_\_ NAB Identifier R: \_\_\_\_\_

Title: \_\_\_\_\_

Phone: \_\_\_\_\_

Email\*: \_\_\_\_\_

Emergency Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

*\*Must be Attendee email. Required for registration confirmation and the Conference App*

Kosher:  Yes  No  Other Dietary Requirements: \_\_\_\_\_

Facility Name: \_\_\_\_\_

Skilled Nursing Facility  Assisted Living / Adult Home

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

## FOUR WAYS TO REGISTER FOR THE FALL EDUCATION CONFERENCE!

**\*FAX: 518.426.4051 EMAIL: [earmstrong@nyshfa-nyscal.org](mailto:earmstrong@nyshfa-nyscal.org) ONLINE: NYSHFA-NYSCAL.ORG**

**MAIL:** Foundation for Quality Care, 33 Elk Street, Suite 300, Albany, NY 12207

*\*If you have faxed your registration and are paying by check, please make sure you mail the original with your payment*

**METHOD OF PAYMENT:**  CHECK (Please make checks payable to Foundation for Quality Care)

AMEX  DISCOVER  MASTERCARD  VISA

Credit Card Number:	Exp. Date:
Cardholder Name:	
Authorized Cardholder Signature:	

**TOTAL REGISTRATION AMOUNT: \$ \_\_\_\_\_**

*I authorize NYSHFA/NYSCAL/FQC to use the above Discover, MasterCard, VISA, or AMEX to charge applicable registration fees. I also understand that registration fees of those who cancel less than 5 days prior to the program or fail to attend are forfeited.*

*Please note: Payment will show on your credit card statement as NYS Health Facilities Association.*

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**NYSCAL**  
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