



Annual Payment and Financial Issues Conference

November 14, 2023 | Hilton Richmond Hotel & Spa/Short Pump

Overview

Join VHCA-VCAL for this day-long conference featuring experts who will discuss the state of the nursing facility industry in terms of federal initiatives and finances, and specific Virginia Medicaid initiatives. Two panels of experts will also tackle issues related to the change of ownership in SNFs and navigating the high interest environment.

Who should attend?

Administrators, CEOs, COOs, CFOs, and corporate financial staff will gain valuable insights by attending this event.

Agenda

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| 8:30 – 9:00 am | Registration and Continental Breakfast |
| 9:00 – 10:00 am | View from Washington – Industry Outlook
Martin Allen Senior Vice President of Reimbursement Policy AHCA/NCAL

Martin Allen will discuss major national trends impacting the post-acute and long-term care profession and related AHCA/NCAL advocacy and member support work, including the federal minimum staffing requirement. |
| 10:00 – 10:15 am | Break |
| 10:15 – 11:30 am | Medicaid Reimbursement and Policy Issue Updates
Steve Ford Senior Vice President for Policy and Reimbursement VHCA-VCAL
Sam Phillips Principal Walker-Phillips Healthcare Consulting

Steve Ford and Sam Phillips will describe various state issues and programs affecting LTC providers: <ul style="list-style-type: none">• 2023 Session Recap and 2024 Session Planning• Nursing Facility Value-Based Purchasing Program Update• 2024 Rebasing / RUGS to PDPM-like Medicaid Payment Methodology (2025)• Annual DMAS Wage Survey & the Medicaid Rate Inflation Setting Process• Potential TBI Waiver – Neurobehavioral Units (institutional)• Medicaid Specialized Care Vent Program |
| 11:30 – 12:30 pm | Lunch |

12:30 – 1:15 pm **Medicaid Reimbursement Overview & Tips to Optimize Reimbursement**
Sam Phillips

Medicaid cost reports ending in CY24 are scheduled to be used for the next Medicaid 3-Year rebasing cycle. Many providers are already operating in this rebasing period. Sam Phillips will share insights to help you better understand how Medicaid payment rates are developed and how providers can appropriately optimize their rates. He will also discuss items for new operators in Virginia to be aware of to optimize Medicaid reimbursement including Medicaid Fair Rental Value capital reimbursement.

1:15 – 2:00 pm **The Future of Payment Reform: Understanding Data Trends and UPAC Initiatives**

Joe C. Eaton | Chief Strategist | Broad River Rehab
Renee Kinder | EVP of Clinical Services | Broad River Rehab

The post-acute care (PAC) spectrum represents an important component of the healthcare delivery system in the United States, with the Medicare fee-for-service program spending more than \$57 billion on these services. PAC providers include SNFs, inpatient rehabilitation facilities, long term care hospitals, and home health agencies. This session will explore recent changes in individual settings, claims data trends, and recent reports to Congress related to potential Unified Post Acute Care (UPAC) structures.

2:00 – 2:15 pm **Break**

2:15 – 4:00 pm **Panel Discussions**

CHOW Now – The Current State of SNF Change of Ownership

Moderator: Jim Bailey | Partner | Williams Mullen

Investor Outlook and Navigating the Current High-Interest Environment

Moderator: Kevin Oakley | Director | Lument

Panelists

Matthew Cobb | Partner | Williams Mullen

Jay Gormley | Chief Investment Officer & COO, Advisory | Zimmet Healthcare Services Group, LLC

Robert McClintic | CEO/COO | Kissito Healthcare

Steve Thomes | Executive Managing Director & Head of Business Development | Blueprint

Continuing Education

NAB approval pending.

Register online at www.vhca.org/calendar.