



Annual Payment and Financial Issues Conference

November 19, 2024 | 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 regarding federal initiatives including the federal minimum staffing mandate, specific Virginia Medicaid initiatives affecting reimbursement and the next rebasing; the COPN process to move or purchase beds; Value-Based Purchasing (VBP) best practices; and financing issues from valuation to purchasing facilities.

Who should attend?

This event will be valuable for administrators, CEOs, COOs, CFOs, and corporate financial staff.

Agenda

8:30 – 9:00 am **Registration and Continental Breakfast**

9:00 – 10:00 am **View from Washington – Industry Outlook**

Martin Allen | Senior Vice President, Reimbursement Policy | AHCA/NCAL
Grant Beebe, DrPH, MBA, NHA | Director of Medicaid Policy | AHCA/NCAL

Martin Allen and Grant Beebe will discuss major national trends impacting the post-acute and long-term care profession and related AHCA/NCAL advocacy and member support work, focusing on the upcoming federal minimum staffing requirement.

10:15 – 11:00 am **Medicaid, Reimbursement and Policy Issues Updates**

Steve Ford | Senior Vice President for Policy and Reimbursement | VHCA-VCAL

Steve Ford will describe various state issues and programs affecting LTC providers.

- 2024 Session Recap and 2025 Session Planning
- SFYs 2025, 2026, & 2027 Rebasing Results and Findings
- RUGs to PDPM-like Medicaid Payment Transition Update
- 2023 Wage Survey Analysis
- Virginia Staffing Mandate

11:00 – 11:15 am **Break**

11:15 – 11:45 am **Medicaid Reimbursement Overview and Tips to Optimize Reimbursement**

Sam Phillips | Principal | Walker-Phillips Healthcare Consulting

Medicaid cost reports ending in CY24 are scheduled to be used for the next 3-year Medicaid rebasing cycle. Many providers still have time to influence these payment rates. Sam Phillips will share insights to help you understand how Medicaid rates are calculated and how providers can appropriately optimize their next Medicaid rates. Phillips will also walk through how Medicaid calculates rebasing.

11:45 – 12:15 pm **Should You be Moving Beds Between Your Facilities?**
Matt Cobb | Partner | Williams Mullen

Since changes were made to the COPN regulation allowing the transfer of beds within and, in some instances, to different Planning Districts (PD), there have been over 60 successful nursing home bed transfers. Should your group consider moving beds within your portfolio or purchasing beds from another operator? Matt Cobb will discuss how to do this, the potential financial benefits of moving beds to another PD, and tips to ensure your application will be approved.

12:15 – 1:15 pm **Lunch**

1:15 – 2:15 pm **Optimizing Medicaid Value-Based Purchasing (VBP)**
Steve Ford | Senior Vice President for Policy and Reimbursement | VHCA-VCAL
Chanda Robson | VP of Reimbursement | Saber Healthcare Group, LLC
Honor Chriscoe | Director of Strategic Initiatives | CCR
Mark Klyczek | President/CEO | Virginia Health Services, Inc.
Robert McClintic | CEO/COO | Kissito Healthcare
Katie Perry | Chief Financial Officer | Kissito Healthcare

The average VBP payment in SFY25 is estimated to be over \$30 per Medicaid day, and investment in quality-based programs continues to grow in popularity. Our panel of experts will review this program and share best practices on maximizing your payment with a team approach.

2:15 – 2:45 pm **How to Get Your Facility Ready for Permanent Financing**
Kevin Guisti | Senior Managing Director – Real Estate Finance | Walker & Dunlop

Kevin Guisti will discuss how to transition your facility from bridge to permanent financing and optimize its valuation to obtain the best financing terms. He will also discuss what goes into a senior living valuations.

2:45 – 3:00 pm **Break**

3:00 – 4:15 pm **Every Deal Is Finance Related – Panel Discussion**
Jim Bailey | Partner | Williams Mullen

Jim Bailey and panel participants will discuss how people who want to buy facilities can get there. They will discuss leasing, seller financing, HUD, and other available avenues.

Continuing Education

NAB approval pending.

Register online: www.vhca.org/calendar.