

MINUTES OF MONTHLY BUSINESS MEETING
September 11, 2013
HCANJ Executive Offices, Hamilton, NJ



The meeting was convened at 1:10 p.m.

The minutes of the July 10, 2013 meeting were approved and the Treasurer's Report was accepted as read.

A motion was made, seconded and approved to accept the Associate Member applications of those businesses listed on the attached addendum.

Legislative – It has been pretty quiet because all legislators are up for re-election.

Rule Adoptions:

The Division of Medical Assistance and Health Services published notice of its January 1, 2013 administrative changes to the eligibility income standards for aged, blind, and disabled persons who make application for Medicaid Only program benefits. The adjustment includes a cost of living adjustment to the monthly income levels for persons in a Title XIX approved facility, including nursing homes. The cap is now \$ 2,130.00.

Notice of this adjustment appears in the August 5, 2013 *New Jersey Register* at 45 N.J.R. 1917(a).

The Division of Medical Assistance and Health Services published notice of its January 1, 2013 Medicaid only administrative changes adjusting the maximum and minimum amounts of a community spouse's share of a couple's combined countable resources. The maximum amount is increased from \$113,640 to \$115,920 and the minimum amount is increased from \$22,728 to \$23,184.

Notice of this change appears in the August 19, 2013 *New Jersey Register* at 45 N.J.R. 1960(b).

There were three congressional visits to nursing facilities, during the last week in August. They were all good visits. It was a good opportunity to let them see firsthand what we do. Staff will travel to Washington DC on October 2nd to lobby against further cuts to Medicare bad debt payments. New Jersey is one of 20 states that do not reimburse skilled nursing facilities when Medicare beneficiaries are unable to pay their required co-pay.

During the bimonthly meeting with DOH the requirement that all facilities now be fully sprinkled was discussed. We are currently waiting for information from CMS regarding scope and severity of deficiencies. Members were asked to notify HCANJ if they are using technology of any sort to monitor residents.

Clinical – MDS roster review...discharged residents must have a discharge MDS. Facilities will be tagged for failure to do this. New Jersey hospital readmission rate was reduced by 2.9% from 17.6 since this time last year. 61 out of 63 NJ hospitals will be penalized for their readmission rates. Two-thirds of the nation's hospitals have been penalized. New Jersey is #5 in the country for reduction in psychotropic drug use.

Waiver – Currently in the process of getting the provider transition workgroup to put together criteria that will form the basis for the training of those participating. Waiting for the managed care companies to get contracts. There will probably be six companies. Questions are being formulated by the four subgroups and will be sent out to subject matter experts who will answer the questions appropriate to their expertise and return. There will be a Managed Care Committee Meeting on September 30 at 10 a.m. at the HCANJ offices. All are welcome to attend, however, only 50 can be accommodated. Please notify HCANJ if you plan to attend.

APPI, an energy aggregator will give a presentation at the November meeting.

Several other reports were given and topics discussed, however, no further formal action was taken. There being no further business before the membership, the meeting was adjourned at 2:09 p.m.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "P. Langevin", written over a horizontal line.

PAUL R. LANGEVIN, JR.
President

Addendum: Associate Members approved at September 11, 2013 meeting:

Caring Hospice Services, Mt. Laurel, NJ. Randolph Brown, COO
Hospice Services.

CCI Systems, Brooklyn, NY. Erin Frisbie, Office Manager.
Remote Video Surveillance, Security Cameras, etc.

Kodiak Systems, Piscataway, NJ. John Haddad, Vice President.
Cloud based IT systems.

Fax Unlimited Inc., Spring Valley, NY . Isaac Breuer, President.
Copiers, Fax, Printers. Sales, leases and service.

Senior Care Capital, Cedarhurst, NY. Rivky Nachman, Office Manager.
Capital provider to all continuum care healthcare facilities.

Tepper & Rubin Consultant, Mount Laurel, NJ. Elyse Tepper, Consultant
Pharmacist. Consultant Pharmacist.

Central Care Solutions, Linden, NJ. Brian Powers, V.P. Off premise linen and resident
Clothing services.

Cleantex Services, Linden, NJ. Brian Powers, V.P. On Premises Housekeeping Services.

New Jersey Respiratory Associates, Fairfield, NJ. Daniel Pino, President.
Comprehensive Respiratory Services.

Gentell, Bristol PA. Brian Schorn, VP of Sales. Manufactures a comprehensive line of
Wound management and skin care products.

Colcom Inc., Exton, PA. Bill Gannon, Sales Manager. Patient Safety; Fall Monitoring equipment
and education.

Service Lamp Corp, Voorhees, NJ. Jeana Tuddenham , VP Sales and Marketing.
Full line of industrial, commercial lamps, ballasts and fixtures.

Advanced Tissue, Little Rock, AR. Martha Hendrix, Marketing Director.
DME.

CMS Compliance Group, Melville, NY. Linda Elizaitis, President. Post acute and long term
Care provider consulting, including survey consulting.

MedPart, Brooklyn, NY. Kelly Briem, Purchasing. Durable medical equipment for homes and
Nursing homes.

Allstate Medical, Brooklyn, NY. Jack Weiss, President.
Provider of equipment to the healthcare industry.

SmartLinx Solutions, N. Charleston, SC. Jaime Johnson, Marketing Comm. Mgr.
Labor Management Software.

Aflac, Fairfield, NJ. Linia Rodriquez, District Sales Coordinator.
Supplemental Insurance.

Grace Healthcare Services, Edison, NJ. Terry Lynn White, Director Business Development.
Hospice.

Jersey Shore Pharmacy, LLC. Galloway, NJ. Kimberly Baker, Manager.
Complete and competitive pharmacy services.

Multiflow Industries L.P., Huntingdon Valley, PA. Mark Adams, Business Development Manager.
Manufacturer of beverages and supplier of beverage equipment.

M & T Bank, Saddle River, NJ. Aaron Anglada, Banking Officer.
Customized Healthcare banking solutions.

Your Arts Desire, LLC., Avi Polinsky, Director.
Decorative art work.

Senior TV, Akron OH. Brian Hunt, Vice President.
Discount cable TV for senior residents.

MedOptions, Old Saybrook, CT. Jay Henig, Director of Business Development.
Behavioral health services to residents of nursing homes and assisted living.

Complete Health Care Resources-Eastern, Inc., Dresher, PA.
Lisa Defibaugh, VP, Business Development. Full service management, consulting,
Education to Senior living providers.

FDR Services Corp., Hempstead, NY. Fatina Aci, Senior Account Executive.
Complete laundry services to long term care facilities.

Optima HealthCare Solutions, Palm City, FL., Les Mackie, Marketing.
Software for Rehabs.

Invacare, Elyra, OH. Ben DeGiulio, Sales Representative.
Manufacturers of beds, case goods, lifts, etc.