



MINUTES OF MONTHLY BUSINESS MEETING
September 10, 2014
HCANJ Executive Offices, Hamilton, NJ

The meeting was convened at 1:05 p.m.

The minutes of the July 9, 2014 meeting were approved and the Treasurer's Report was accepted as read.

A motion was made, seconded and carried to accept the applications for Associate Membership of the business appended to this document.

MLTSS Transition

Discussions continue with the Assistant Commissioner of DHS regarding some of the largest issues.

Responses to questions directed to the Managed Provider Relations Unit have been quick.

Resident-specific provider questions should be emailed to the State Office of Managed Health Care. Do not copy HCANJ on these e-mails as this could result in a HIPAA violation.

- If no resolution occurs, call the Division of Medical Assistance and Health Services.
- Call HCANJ if there is still no resolution.

The Office of Community Choice Options (OCCO) has been experiencing backlogs with community admissions and transfers, and level of care transfers. They are addressing this with additional staff, etc.

If you have a community eligible admission there is no need to reapply for eligibility.

Quality/Clinical Services:

AARP issued a report that ranked New Jersey #49 in the nation for the incidence of pressure ulcers.

- HCANJ, NJHA, LeadingAge, Rutgers Center for Quality and HQSI, along with DOH have formed a coalition to determine the RCA of such a high incidence of pressure ulcers.
 - Plan to launch an all-out effort to prevent and lower the development of pressure ulcers.
Two studies are in development.

Atlantic ACO reports that 69 nursing facilities have completed applications to be considered as post acute providers.

A CMP-sponsored study using a thermographic camera to detect the difference between a Stage 1 wound and a DTI began September 1.

Independent owners are being encouraged to attend the Bronze Quality Award Workshop at HCANJ on November 19.

- It is an opportunity to walk away with a completed Quality Award application.

Education/Convention:

The possible closing of the Trump Taj Mahal Casino Hotel is scheduled for November 13 and will not affect our convention.

A DON roundtable breakfast will take place on the first day of convention.

- 50 slots – registration is required.

Reimbursement:

Committee met and will meet again in October.

Two motions were brought forward by the Committee:

- D-SNP Receivables – In consideration of the potential of a long delay by the State in finalizing the reconciliation for payment of the outstanding custodial stay receivables for former D-SNP enrollees in nursing facilities – the Association should write a letter to the Director of Medicaid requesting 50% payment on claims pending full resolution of ancillary issues.
- Medicaid eligibility – The Association should move forward in pressing for reforms in the long term care Medicaid eligibility determination process. The Association will draft and lobby for legislation that would require payment of 50% of claims for nursing facility residents whose Medicaid applications are still pending after 90 days from filing of the original application.
 - Both motions were seconded and approved.

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 2:40 p.m.

Respectfully submitted,

Jon Dolan
President/CEO

Applications for Associate Membership:

Curtain Care Plus, Garfield, NJ. John Mazzaccaro, VP of Sales and Marketing.
Privacy curtain maintenance programs.

AmeriWound, Mayfield Heights, OH. Milton Schachter, CEO. Physician bedside wound care management.

Generation Pharmacy Group, LLC., Boonton, NJ. Lyndsee Manna, Vice President.
Pharmaceutical Services.

Clean-Tex Services, Linden, NJ. Brian Powers, VP. Off Premise linen and residential clothing services.

Fowler Equipment Company, Union, NJ. Susan Gaspar, Administrator Assistant.
On premise laundry equipment.

Direct Supply, Milwaukee, WI. Nathalie Oehlers, Corporate Customer Experience Specialist.
Build, equip and run communities.

Apollo Corporation, Somerset, WI. Marah Graham, Marketing Specialist. UV water purification system.

New Jersey Respiratory Associates, Inc., Daniel Pino, President.
Rehabilitation / Therapy.

Central Care Solutions, Linden, NJ. Brian Powers, VP.
Food and medical supply purchasing group.

Village Office Supply, Somerset, NJ. Joe Bell, Furniture Manager.
Office supplies, printing, etc.

Total Program Management Inc., Ronkonkoma, NY. Mathew Blake, Director Business Development.
Providing a safe workplace and having lower Workers' Compensation costs.

Zounds, Cherry Hill, NJ. Jim Kennedy, Co President.
Sell, fit and service hearing aids.

Victory Pest Solutions LLC, Boonton, NJ. Len Oppenberg, President.
Pest Control .

Curtain Care Plus, Garfield, NJ. John Mazzaccaro, VP of Sales and Marketing.
Full service privacy curtain maintenance.

Azar Decorating, Monroe, NY. David Goldberger, President.
Furnishings/Interior Design

Hub International, Brooklyn, NY. Dave Gelb, Vice President/Sales.
Insurance

Pinnacle Dietary, Newburgh, NY . Emily Hodge, Executive Assistant.
Full service dietary management.

DermaRite Industries, North Bergen, NJ. Mark Friedman, Vice President.
Medical Surgical Supplier.

American Medical Technologies, Teaneck, NJ . Howard Dimenstein, Regional Manager.
Accredited DMEPOS Medicare Part B supplier of wound care products.

Easy Meal/Oregon Freeze Dry, Albany, NY. Pam Bentley, Sales Account Manager.
Emergency Preparedness Food Plan.

Scoles Florshine Industries/SFI Pure Laundry & Warewash, Farmingdale, NJ.
Evan Ghen, VP Sales & Distribution. Full service janitorial supply & equipment company.

Shieldline, LLC, Hackensack, NJ. Joseph Kastner, President. Manufacturer of disposable medical products.

Vericare, San Diego, CA. Heather Golden, HR Recruiting. Mental Health Services.

The Graham Company, Philadelphia, PA. Rafael Haciski, Health & Human Services.
Insurance services.

Pill Terminator – Combined Distributors Inc., Toms River, NJ. Brenda Doman, Marketing.
Pharmaceutical services.

The Alliance Group LLC, Little Silver, NJ. Mark Toriello, Managing Member.
Risk management and commercial insurance placement.

Med-Part, Brooklyn, NY. Kelly Briem, Purchasing. Medical equipment and supplies.

Serenity Health Group, Lakewood, NJ. Devora Follman, President. Psychiatric, medical, psychological and behavioral services to seniors.

Delta Recovery Systems, New Holland, PA. Jeanine Batistoni, Director of Operations. Global Collection agency in LTC collections.

Long Valley Long Term Pharmacy, Long Valley, NY. Mikey Singh, Owner
Pharmaceutical Services.