



# 2017 MCMCFC Fall Financial Conference

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Soaring Eagle Casino & Resort | Mt. Pleasant, MI  
November 30 - December 1, 2017



MICHIGAN COUNTY  
MEDICAL CARE  
FACILITIES  
COUNCIL

*Our Mission Sets Us Apart*

# 2017 MCMCFC Fall Financial Conference

November 30, 2017 and December 1, 2017

Soaring Eagle Casino and Resort | Mt. Pleasant, MI

BEGIN	END	TOPIC	PRESENTER
<b>Thursday, November 30, 2017</b>			
7:00 AM	3:30 PM	Registration	
8:00 AM	8:55 AM	Breakfast	
8:55 AM	9:00 AM	Welcome and Conference Overview	Renee Beniak <b>MCMCFC</b>
9:00 AM	10:00 AM	Post-Acute State of the Industry	Ken Leonczyk <b>Advisory Board</b>
10:00 AM	10:45 AM	Understanding Your Community's Workforce Pool	Sally Heffernan and Eric Dumont <b>Plante Moran Living Forward</b>
10:45 AM	10:55 AM	Break	
10:55 AM	11:55 AM	Therapy: In the Crosshairs	Lyle Townsend <b>Impact Wellness</b>
11:55 AM	12:40 PM	Lunch	
12:40 PM	1:10 PM	When My Census Drops, I Should ...	Jon Lanczak and Nick Maeder <b>Plante Moran</b>
1:10 PM	1:55 PM	Low Income Housing	Rob Edwards and Yvonne McNulty <b>Plante Moran</b>
1:55 PM	2:25 PM	Quality Incentive Program	Jon Lanczak - <b>Plante Moran</b> Renee Beniak - <b>MCMCFC</b>
2:25 PM	2:35 PM	Break	
2:35 PM	3:20 PM	Reimbursement Update	Jon Lanczak and Victoria Schnaidt <b>Plante Moran</b>
3:20 PM	3:50 PM	Benchmark Data Analysis	Jon Lanczak and Nick Maeder <b>Plante Moran</b>
3:50 PM	4:45 PM	MCF Role in Changing Healthcare Landscape	Panel Discussion Nick Maeder - Moderator Mark Stevens - <b>Ingham Co. MCF</b>
5:30 PM	6:00 PM	Networking Reception   Cash Bar	
6:00 PM	TBD	Board Meeting Dinner	
<b>Friday, December 1, 2017</b>			
8:00 AM	9:00 AM	Breakfast	
9:00 AM	10:00 AM	State of Michigan Update	Dick Miles - <b>MI DHHS</b> Penny Rutledge - <b>MI Dept. of Community Health</b>
10:00 AM	10:30 AM	Accounting and Auditing Update	Carolyn Bielawski and Sara Hoeft <b>Plante Moran</b>
10:30 AM	10:45 AM	Break	
10:45 AM	11:15 AM	Defending the MCF Role in Your County	Phil Alt and Nick Maeder <b>Plante Moran</b>
11:15 AM	12:00 PM	Final Roundup	Eric Conway <b>Plante Moran</b>

All activities have been submitted to MI Licensing and Regulatory Affairs for NHA credits, as well as submitted to ONA for nursing credits.



# Session Details

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## **Thursday, November 30, 2017**

### **Post-Acute State of the Industry**

This presentation focuses on the latest industry developments, including how the recent election altered the outlook for current and future reform in our health care system, and the regulatory and market forces that will impact post-acute care. – *Ken Leonczyk*

### **Understanding Your Community's Workforce Pool**

This discussion will provide details surrounding staffing retention and recruitment, market study research, and master planning related to staffing. Learners will gain a better understanding of the current staffing outlook, be provided additional resources for attracting and retaining staff, and overall organizational planning as it pertains to staffing. – *Sally Heffernan & Eric Dumont*

### **Therapy: In the Crosshairs**

In this session, Lyle will discuss the current audit climate for Medicare and Managed Care providers, the impact on reimbursement, successful strategies to defend your claims, and external therapy provider contract language. – *Lyle Townsend*

### **When My Census Drops, I Should ...**

This session will provide attendees with an update to reimbursement trends for Michigan SNF providers, including frequent audit adjustments, new QAS provider tax and quality incentive programs, how facilities can mitigate reimbursement risk as census numbers drop, results of the recent variable cost limit (VCL) runs, and other general reimbursement issues. – *Jon Lanczak & Nick Maeder*

### **Low Income Housing**

This session provides an update on the process for applying for a low income housing property, review benefits and challenges in operating a property and requirements to comply with regulatory guidelines in operating the property, and the current funding environment. Learners will have an understanding of the environment around low-income housing properties and be able to make an informed decision if they are considering starting the process of pursuing the development of a property.

### **Quality Incentive Program**

This session provides attendees with an overview of QAAP in Michigan and discussion about the importance of the program on the industry as a whole. Jon and Renee will review the Nursing Facility QM Initiative and discuss the potential benefit to nursing facilities. They will also review cost reporting requirements of Nursing Facility QM Initiative and how spending or not spending the net benefit affects reimbursement. – *Jon Lanczak & Renee Beniak*

### **Reimbursement Update**

This session will provide attendees with an update to reimbursement trends for Michigan SNF providers, including frequent audit adjustments, new QAS provider tax and quality incentive programs, how facilities can mitigate reimbursement risk as census numbers drop, results of the recent variable cost limit (VCL) runs, and other general reimbursement issues. – *Jon Lanczak & Victoria Schnaidt*

### **Benchmark Data Analysis**

Jon and Nick will review benchmarking data and how the MCF group stacks up to each other and other providers. Items to be discussed will include how managed care organizations may view these results, what benchmarks the MCFs can make a meaningful impact on, and other observations to add value to the management of the MCF facilities. Attendees will learn how to evaluate financial and quality benchmarking data to assist with decision support and to help identify opportunities for success. – *Jon Lanczak & Nick Maeder*

### **MCF Role in Changing Healthcare Landscape**

In this session, a panel discussion will be led by a moderator, discussing with the panelists various questions focused on hot topics and other issues MCFs deal with and how their facility has handled those challenges. – *Nick Maeder: Moderator, Mark Stevens: Panelist, Jayne Sabaitis: Panelist*

## **Friday, December 1, 2017**

### **State of Michigan Update**

Penny will provide an update on the MI Health Link and other programs the State has been rolling out and how those programs will impact the Michigan Medicaid program as a whole. – *Dick Miles & Penny Rutledge*

### **Accounting and Auditing Update**

Provide attendees information related to recently adopted accounting standards and new accounting standards to be adopted during 2017 and in the near future and how these new accounting standards will apply to MCFs. – *Carolyn Bielawski & Sara Hoeft*

### **Defending the MCF Role in Your County**

The session will focus on the benefits MCFs bring to a County and the impact to a County if the decision was made to sell the facility. Further, resources will be shared to help MCFs respond to inquiries from the County and the public related to this conversation. Develop a strategy to develop relationships with local health systems and managed care organizations to ensure referrals to their facility continue or improve and allow the facility to flourish in the new health care environment. – *Phil Alt & Nick Maeder*

### **Final Roundup**

Eric will provide a summary of the various topics discussed during the fall financial conference and how it can impact the MCFs now and into the future. Discussions will include the continued focus on maintaining the class III provider status, staying true to the mission of caring for the needs of their county's seniors, and being the safety net for low income seniors. – *Eric Conway*



# Registration Information

 **\$225** Registration Fee

 **\$25** Board Meeting Dinner Ticket\*

\*If you do not plan to attend the Board Meeting, no ticket is needed and dinner is on your own.



[Click Here to Register Online](#)

Registration is available online only.



Please make checks payable MCMCFC and mail to the following address:

Capitol Towers  
110 W. Michigan Ave.  
Suite 200  
Lansing, MI 48933

**Cancellation Policy:** Cancellations must be received by email to [conference@mcmcfc.org](mailto:conference@mcmcfc.org) no later than **November 17, 2017**. Refunds will be given, minus a \$30 administrative fee. No refunds will be issued after November 17, 2017.

If you have questions or need assistance, please contact:

Casey Benda  
[conference@mcmcfc.org](mailto:conference@mcmcfc.org)  
517.668.6029







# *Soaring Eagle*

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Guest room rates are nightly and subject to applicable Tribal taxes and Resort fees. Room rates quoted are for either single or double occupancy. Additional persons in room (up to 4) will be at the rate of \$10 per person, per night. Group rates will be honored after the cut-off date, but only subject to availability.



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