

## ACL-n4a Preconference Intensive

**Saturday, July 11**

**1:00 pm to 4:45pm**

### **Preconference Intensive: Building Community-Based Integrated Care Networks – Part I**

*Preregistration required for this workshop. This two-part intensive begins on Saturday and Concludes on Sunday. A \$50 materials fee applies for all attendees. Materials will be provided electronically.*

**1:00-1:30 pm**

#### **ACL Welcome and Updates**

This session will highlight opportunities, challenges and successes community-based organizations have experienced in developing new partnerships with the healthcare sector.

Speakers:

- Marisa Scala-Foley, Administration for Community Living

**1:30-2:30 pm**

#### **Finding Champions and Building Partnerships**

Learn how to identify and partner with funders, key stakeholders and health care “champions” that will strengthen your agency’s position in the community to create a more comprehensive and coordinated system of care for older adults and people with disabilities.

Speakers:

- Diane Oyler, Erie County Department of Senior Services
- Randy Hoak, Erie County Department of Senior Services
- Jennifer Raymond, Hebrew SeniorLife
- Nora Obrien-Suric, Hartford Foundation

**2:30-2:45 pm**

**Break**

**2:45-3:45 pm**

#### **After the Contract**

You finally signed a contract with a managed care organization or other integrated care entity – now what?

Speakers:

- Kathy Vesley-Massey, Bay Aging Area Agency on Aging
- June Simmons, Partners in Care Foundation
- Joan Hatem-Roy, Elder Services of Merrimack Valley

**3:45-4:45 pm**

#### **Data-Driven Decision Making: Metrics of Success**

If you don’t measure it, you cannot prove the quality of your work or quantify the results that deliver value. Learn what information you should be capturing and then what to do with it to improve your services.

Speakers:

- Lisa Shugarman, Health Management Associates
- Deborah Stone-Walls, Maui County Office on Aging
- Rosanne DiStefano, Elder Services of the Merrimack Valley

## ACL-n4a Preconference Intensive

**Sunday, July 12**

**8:30 am to 11:45 am**

### **Preconference Intensive: Building Community-Based Integrated Care Networks – Part II**

**101: Business Acumen Basics**

**201: Taking Next Steps**

*Preregistration required for this workshop. This two-part intensive begins on Saturday and Concludes on SundayA \$50 materials fee applies for all attendees. Materials will be provided electronically.*

With the goal to support growth in your organization’s capacity to address emerging needs and opportunities, this set of concurrent workshops has been split into two tracks – 101: Business Acumen Basics and 201: Taking Next Steps.

Both tracks focus on building skills and knowledge across aging services and business disciplines; but are specifically tailored to meet the needs of organizations in different places on their journey of contracting with integrated care entities.

**8:30-9:30 am**

#### **101: Organizational Culture Change**

Deciding to pursue integrated care opportunities is about more than dollars and cents, it’s about changing your organizational culture from one that is grant-based to one that is more entrepreneurial.

Speakers:

- Doni Green, North Central Texas COG AAA
- Marisa Scala-Foley, Administration for Community Living

#### **201: Structuring Your Network**

Learn about the various network structures AAAs have built to contract with health care partners. This session will feature models for different AAA infrastructures (county, private non-profit, etc.)

Speakers:

- Brenda Schmitthenner, San Diego County Aging and Independent Services
- Martha Pelaez, Health Foundation of South Florida
- Crystal Lowe, PA AAA Association

## ACL-n4a Preconference Intensive

**9:30-10:30 am**

### **101: Is My Agency Ready?**

To be successful, you need to look at your strengths as well as gaps. This session will provide information and tools to help AAAs assess their agency's readiness to offer vended services to managed care organizations (MCOs), hospitals, and other payers.

Speakers:

- Abigail Morgan, Direction Home Akron Canton Area Agency on Aging
- Maresa Corder, Humana
- Jess Eller, AmeriHealth

**10:30-10:45 am**

**Break**

**10:45 – 11:45 am**

### **101: Market Analysis**

What does your organization do as well or better than anyone else in your area? Where do you have the potential to be a market leader and to build upon your strengths? Learn how to make strategic decisions regarding future growth opportunities and building new revenue streams.

Speakers:

- Tim McNeill, ACL consultant
- Joan Hatem-Roy, Elder Services of Merrimack Valley

### **201: Rate Determination**

This session will discuss the Medicare/Medicaid rate setting for providers and plans, as well as the dual demo rate methodology. It will also cover the CBO perspective on how to reach rate agreements with contracted health care entities.

Speakers:

- Sandy Atkins, Partners in Care Foundation
- Lisa Shugarman, Health Management Associates

### **201: Accreditation**

Why is accreditation important? Why would a AAA choose to explore accreditation? What possible avenues can community-based organizations pursue when it comes to accreditation? Learn the answers to these questions and more.

Speakers:

- June Simmons, Partners in Care Foundation
- Torshira Moffett, NCQA