



# ANNUAL REPORT TO THE MEMBERSHIP 2005

## Letter from President



Dear Members,

This was the year of the **Domiciliary Care victory**, a raise in the Medicare code values for these facilities to make them comparable to house calls. Like the Academy's earlier breakthrough with house call codes in 1998, this victory represented the hard work of Academy Board volunteer leadership; in this case, Dr. George Taler. But it also represented time and effort by the many Academy members who filled out the RUC questionnaires, and the dedication of our small Central office, who saw to it that results were compiled and all of the details required for the RUC process were completed. Breakthroughs like this one take years to complete, but represent the milestones of our progress toward a day when home care medicine becomes an accepted part of the U.S. health care system.

However, this was not the only major point of progress this year. Our mission remains educational, and to that end, we thank Board member Dr. Jeremy Boal for his work as **Newsletter** editor, increasing the clinical content and refocusing much of the content.

We have two **new publications**, one on Assisted Living and Congregate Settings, the other a revision and expansion of the "blue booklet" on home care regulations and reimbursement. Our thanks to Past-Presidents Wayne McCormick and Ed Ratner for authorizing these new or expanded publications.

**Clinical guidelines** are another effort area. This year, Dr. Taler has also served as writer and editor for the lengthy, comprehensive Wound Care guideline which will shortly be coming to you in CD format in the mail.

**Practice Management** education has become a real focus under the leadership of Board member Dr. Kevin Jackson. I am pleased to have contributed to that effort which will expand in future years.

But your hard-working Board and small part-time Central office staff cannot continue to do our work without you. As you will see from our financial results, we need your help! Join the Academy and get others to join. And renew your membership! Together, we can be the voice of home care medicine on behalf of our patients.

Sincerely,  
Gresham Bayne, MD  
President

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Director of Long Term Care, Washington Hospital Center  
Washington, DC

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## Past AAHCP Presidents

2002-2004	Wayne McCormick, MD, MPH
2000-2002	Edward Ratner, MD
1998-2000	George Taler, MD
1996-1998	Peter A. Boling, MD
1994-1996	Allen I. Goldberg, MD, MBA, FAAP, FCCP, FACPE
1992-1994	Joanne Schwartzberg, MD
1989-1992	Joseph M. Keenan, MD
1988-1989	John Lewis, MD

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*Executive Director*

### **Jessica E. Quintilian, CHES**

*Assistant Executive Director*

### **Bernie Sciuto**

*Director of Administration and Membership Services*

# Membership, Programs, and Services

- 1. Membership Diversification:** While the AAHCP's membership remains small (just over 700 members), we are delighted with the growth in diversity of our membership, reflecting the diversity of interest in our field. Today, Nurse Practitioners, Registered Nurses, and Physician Assistants make up 22 percent of the Academy's membership. Sixty-six percent of our membership is made up of physicians, and the remaining members are employees of home care agencies, residents, and students.
  - 2. Building and Documenting Qualifications**
    - a. The Home Care Credentialing Examination:** This self-study examination, taken over from the American Board of Internal Medicine, gives home care medical professionals (MDs, NPs, PAs, and others) the opportunity to gain a credential that will document their advanced qualification in this field. To date, 60 home care medical providers have passed the exam. The Academy has also developed a bibliography of articles relating to home care that serves as a study guide for the exam.
    - b. The Faculty Development Seminar:** In the seminars, invited faculty who teach residents are given a program to acquaint them with options for teaching house calls and home care medicine to residents. This year, successful seminars were held at Virginia Commonwealth University in Richmond, VA and at the University of Pennsylvania in Philadelphia, PA. The **Residency Training Faculty Development Seminar Materials** are available for those interested in hosting a seminar.
  - 3. Developing Best Practice Guidelines and Recommendations and Member Recognition**
    - a. Guidelines:** *An Approach to the Management of Pressure Ulcers: A Home Care Perspective*, supported by an educational grant from KCI and begun in 2004, will be mailed to members in June 2006.
    - b. Booklets:** The Academy's popular booklets "**Making Home Care Work in A Medical Practice**" and "**Making House Calls A Part of Your Practice**" were updated to include new formats and additional topics. A new booklet, "**Medical Visits in Assisted Living Facilities and Other Congregate Care Settings: A Primer for Facility Operators and Medical Providers,**" was also introduced.
  - c. Medical Directorship of Home Health Agencies:** "**Medical Directorship of Home Health Agencies,**" written for physicians who either are or are considering becoming medical directors for home care agencies, covers topics such as the role of the medical director; rules, regulations, and standards; billing and reimbursement; Stark regulations; and includes sample contracts and forms. In addition, the **Medical Director Binders** that were developed for the course given in the late 1990s are available for purchase, as well as **Communication Templates** to facilitate doctor-nurse communication.
  - d. Annual Scientific Meeting and Member Recognition:** Called "Caring Comes Home: Managing Complex Patients," the 2005 program included presentations on ElderPac, models of house call programs, home-based chronic care, home hospital models, and practice management for those beginning a practice and those in established practices. Winner of the House Call Clinician of the Year Award was Bruce Grau, GNP, of the House Call Doctor of the Year Award, Dr. Lori Reaves, and of the Poster of the Year Award, Dr. Steve Counsel.
  - e. Newsletter:** This year's bi-monthly editions have covered the successful Academy-led effort to change domiciliary care rates, choosing an electronic medical record, chronic care management and models of house call programs, billing and coding fraud allegations and management, care plan oversight, abstracts of the home care literature, and a variety of public policy, clinical and practice management topics. The Newsletter format was updated this year and continues to be a valuable resource to all working in the field.
- 4. Public Policy:** 2005 was the year of the major **AAHCP Domiciliary Care Victory!** Under the leadership of Dr. George Taler, the Academy's case persuaded CMS officials to raise rates and add codes to make domiciliary care rates to levels comparable to house calls. This major victory means Academy members now can include home visits to assisted living and other congregate care facilities at no penalty!

# AAHCP Publications and Training Materials

**The Home Care Certification Examination:** Exam, detailed score report, and the Home Care Bibliography. CD-Rom. \$325.

**Home Care Bibliography:** The first-ever bibliography of home care articles with 130 full-text articles and dozens of abstracts. CD-Rom. \$30.

**Residency Training Faculty Development Seminar Materials:** One-day course designed for internal medicine and family practice residency faculty. Binder, diskette of presentations, grant template, licensing agreement, and the videotape "The House Call: An Introduction." \$1,000.

**Making House Calls A Part of Your Practice:** Offers practical tips for those considering adding house calls to their practice. Booklet. \$21.50 members (\$28.50 non-members).

**Making Home Care Work in a Medical Practice: A Brief Guide to Reimbursement and Regulations:** Covers codes and billing, domiciliary care visits, documentation for com-

mon house call codes, CPO billing, HME orders, and other issues. Booklet. \$13.50 members (\$15.50 non-members).

**Medical Visits in Assisted Living Facilities and Other Congregate Care Settings: A Primer for Facility Operators and Medical Providers:** Highlights the similarities and differences between making visits to assisted living facilities and individual homes. Introduces administrators and staff of congregate care facilities to the feasibility and benefits of arranging for home medical care services and provides an educational tool for providers who have an interest in providing service in these settings. Booklet. \$21.50 members (\$28.50 non-members).

**Medical Directorship of Home Health Agencies:** Covers topics such as the role of the medical director; rules, regulations, and standards; billing and reimbursement; Stark regulations; and includes sample contracts and forms. Booklet. \$33.50 members (\$53.50 non-members).

*All prices include shipping and handling.*

## Financial Information: 2005 (pre-closing)

<b>Total Revenue:</b>	\$143,206
<b>Expenses:</b>	
Program Services	\$104,096
Management and General	\$50,003
Fundraising	-0-
Payments to Affiliates	-0-
Total expenses	\$154,099
<b>Excess or (deficit) for the year</b>	\$(10,892)
<b>Net assets or fund balances at the end of the year</b>	\$654,948

## Sponsors

VNA Housecalls  
Amedisys, Inc.  
KCI, Inc.  
Care Level Management  
Visiting Physicians Association

## Order Form for AAHCP Titles

Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Title(s) ordered: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Amount due (refer to prices in list above): \$ \_\_\_\_\_

Check one:  VISA/MasterCard

Payment enclosed

(check payable to AAHCP)

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_