



ANNUAL REPORT TO THE MEMBERSHIP 2006

Letter from President



Dear Members,
I am going to combine 2006 with 2007 this time. This has been an exciting year on many fronts. We began with knowledge that housecalls were increasing at a rate faster than office visits, growing membership, and lots of ideas. We ended 2006 and began 2007 with housecalls leveling out and a reduction in payment, yet dramatic evidence of new support at every level for increasing the physician's role (and reimbursement) in the field.

Meanwhile, there is the prospect of four new CME conferences on physician housecalls in the fall, planned in conjunction with HouseMDToday, a private CME company committed to the expansion of the very knowledge base we have worked so hard to create. Membership has actually grown despite the speed bump of work RVU decreases. Articles appear weekly in the major journals and papers extolling the virtue of housecalls. The Academy showed its influence by having a major Local Carrier Decision withdrawn. It is being rewritten with our strong influence so as not to threaten payment for housecall clinicians. The beginnings of a Class Action lawsuit is gaining momentum to provide respite to the near-universal Carrier misunderstanding of how to audit and pay for home visits.

Most importantly, this spring we completed the working draft of our major new legislative proposal, called the Independence at Home Act, which has been received with strong support by members of both the House and Senate. This legislation, which we hope to have introduced by the end of 2007 and passed next year, is an important answer to the coming Medicare insolvency. By awarding a share of global savings in both Part A and B Medicare for providing comprehensive care in the home for that group of patients consuming nearly half of the Medicare budget, home care clinicians can finally anticipate having the resources and incomes to coordinate, and control, all aspects of care where the patient wants to be. With this higher vision, we now lead the discussions with other professional societies, rather than try to hang onto coattails.

It has been a great privilege to share expertise with like-minded clinicians in the past many years. The sacrifices we make to prevail in what is, in fact, an entirely new delivery model of healthcare are extraordinary. To see the dramatic and immediate response of contributions over \$50,000 for the Fund for Home Care Medicine in less than two months when we called for help showed that Satchel Paige was right: "If you want to get something done, ask the busy man....the other kind won't have the time."

It is a mission worthy of one's life's goal: to promote the art, science, and practice of medicine in the home.

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

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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Jessica E. Quintilian, CHES

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Bernie Sciuto

Director of Administration and Membership Services

Membership, Programs, and Services

1. Membership Diversification: While the AAHCP's membership remains small (around 740 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 nearly 20 percent of the Academy's membership. Sixty-seven 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, more than 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. The **Residency Training Faculty Development Seminar Materials** are available for those interested in hosting a seminar.

3. Publications:

The most important publication produced this year was the updated *Medical Management of the Home Care Patient: Guidelines for Physicians*, written with the American Medical Association. Single copies are available on our website or can be ordered. Bulk copies can be ordered through the AMA.

4. Annual Scientific Meeting and Member

Recognition: Called "The Expanding Role of High Technology Medicine in the Home," the 2006 program included presentations on computerized impedance cardiography, application of the community acquired pneumonia guidelines in the home-based patient and the Personal Visiting Physician Delivery System model. Winner of the Eric Baron House Call Doctor of the Year Award was Dr. Elizabeth Glazier, and of the Poster of the Year Award, Dr. George Shannon. Dr. George Taler was given an Award for Special Achievement. The first full-day Practice

Management Session was held the day prior to the Annual Meeting.

5. Newsletter: This year's bi-monthly editions have covered abstracts of the home care literature, and a variety of public policy, clinical and practice management topics. The Newsletter is available in the member's only section of the website.

6. Public Policy: 2006 saw us begin the process of trying to assure more adequate payment as proposed and enacted declines were published. Activity is ongoing in 2007.

Financial Information: 2006

Total Revenue:	\$161,551
Expenses:	
Program Services	\$96,512
Management and General	\$87,291
Fundraising	\$10,222
Payments to Affiliates	-0-
Total expenses	\$194,025
Excess or (deficit) for the year	\$(32,474)
Net assets or fund balances at the end of the year	\$620,195

Sponsors

Advanced Clinical Solutions
Amedisys, Inc.
Care Level Management
Home Physicians Management, LLC
KCI, Inc.
VNA of Greater Philadelphia
Visiting Physicians Association

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 common 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).

Practice Management Tool Kit: Practical information on electronic medical records, business basics, payment and billing issues, clinical issues, Stark regulations and many other practice management tips for physicians. \$20 members (\$25 non-members).

An Approach to the Management of Pressure Ulcers: A Home Care Perspective (CD-Rom): Produced by the AAHCP through an unrestricted grant provided by KCI, Inc.; Dr. George Taler, editor and lead author. Intended

for primary care physicians, nurse practitioners, physician assistants and nurses to enable the use of best practices in preventing and treating typical pressure ulcer wounds found in home care medical practice. CD-Rom. \$20.00 members (\$25.00 non-members).

Medical Management of the Home Care Patient: Guidelines for Physicians, 3rd edition: A collaboration of the AMA and AAHCP, this valuable resource contains everything physicians need to know about a variety of topics for managing their patient's home-based care. Booklet. \$18.00.

All prices include shipping and handling.

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 _____