



# ANNUAL REPORT TO THE MEMBERSHIP 2007

## Letter from President



Dear Members,

This has been a significant year for the Academy. The year has seen a significant reorganization and revitalization of our committee structure, with an emphasis on member services and developing a cadre of new leaders within the Academy. There's been growth in the membership and a renewed interest by medical directors in joining the organization. Nurse practitioners and physician assistants continue to be a vital and important membership group. We had a highly successful annual meeting and were able to honor Dr. Robin Beck and nurse practitioner Ancy Zacharia. Catherine Smigelski received the Poster of the Year award. All of this would be a good year's work for any group, but the most exciting development has been the progression of Independence at Home to the legislative process. It now appears, thanks to the hard work of Jim Pyles, George Taler, Peter Boling, Gresham Bayne, Eric De Jonge and Connie Row, that Independence at Home legislation may be introduced within the next few weeks. This is a project conceived, developed and moved by your Academy alone. Time will tell whether it becomes law, but it represents a significant accomplishment for this organization.

Much remains to be done in all of the areas of focus, and we need to continue to develop new leaders and grow our organization. The annual report, however, gives us an opportunity to reflect on the year's accomplishments. In submitting this report for your approval, your Board and I thank the membership for its ongoing support.

Sincerely,  
*Joe W. Ramsdell, MD*  
President

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## **George Taler, MD**

Director of Long Term Care, Washington Hospital Center  
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## Past AAHCP Presidents

2004-2007	C. Gresham Bayne, MD
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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## Staff

### **Constance F. Row, LFACHE**

*Executive Director*

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

*Assistant Executive Director*

### **Bernie Sciuto**

*Director of Administration and Membership Services*

# Membership, Programs, and Services

**1. Membership Diversification:** The AAHCP has seen a tremendous growth in the number of medical directors this year, bringing our current total membership to around 1,064 members. We continue to be 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 about 15% percent of the Academy's membership. About 75% of our membership is made up of physicians, including medical directors (35% of our membership), 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, 97 home care medical providers have passed the exam. This year, the Academy updated its bibliography of articles relating to home care that serves as a study guide for the exam.

**b. The Faculty Development Seminar:** The Residency Training Faculty Development Seminar Materials are available for those interested in hosting a seminar.

## 3. Publications:

This year, the third edition of *Medical Management of the Home Care Patient: Guidelines for Physicians*, written with the American Medical Association, was published. Individual copies can be ordered from our website. Bulk copies can be ordered through the AMA. "Medical Directorship of Home Health Agencies: A Brief Guide to Physician Reimbursement in the Realm of the Home Health Industry" was also revised for 2007.

## 4. Annual Scientific Meeting and Member Recognition:

Called "Home Care Medicine – A Systems Perspective", the 2007 program featured presentations on public policy, models of home care medicine and healthcare systems including the VA system and hospital in the home, case studies and an annual review of home care literature. Winner of the Eric Baron House Call Doctor of the Year Award, presented in association with the Pfizer Medical Humanities Initiative, was Dr. Andrew Lyons. Winners of the House Call Clinician of the Year Award were Deborah Bryant, RN, MSN, NP-C and Scharmaine Lawson, APRN, FNP-C. Poster of the Year Award winner was Dr. Thomas Edes. The second 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. Back issues of the Newsletter are available in the member's only section of the website.

**6. Public Policy:** We achieved victory in increasing work RVUs for 2008 home and domiciliary care visits. With member financial support, we also moved toward introduction of Independence at Home and argued for change in two regional Local Carrier Determinations (LCDs). Activity is ongoing in 2008.

## Financial Information: 2007 (preliminary)

<b>Total Revenue:</b>	\$318,065
<b>Expenses:</b>	
Program Services	\$173,939
Management and General	\$65,423
Fundraising	\$6,344
Payments to Affiliates	-0-
Total expenses	\$245,706
<b>Excess or (deficit) for the year</b>	\$72,359
<b>Net assets or fund balances at the end of the year</b>	\$689,487

## Sponsors

Advanced Clinical Solutions  
Amedisys, Inc.  
American Physician Housecalls  
Boehringer Ingelheim Pharmaceuticals, Inc.  
Diversified Business Communications  
Janus Health, Inc.  
Home Physicians Management, LLC  
KCI, Inc.  
Nightingale Home Healthcare  
Personalized Physician Care, Inc.  
Pfizer Medical Humanities Initiative  
Senior Care of Colorado, Inc.  
Visiting Nurse Association 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:** Revised and re-formatted bibliography of home care articles with 238 citations including 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.*

*To order, fax completed order form to 410-676-7980 or mail to AAHCP, P.O. Box 1037, Edgewood, MD 21040. You may also order online at [www.aahcp.org](http://www.aahcp.org).*

## Order Form for AAHCP Titles

Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_

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

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

Check one:  VISA/MasterCard

Payment enclosed

(check payable to AAHCP)

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

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

Signature \_\_\_\_\_