



ANNUAL REPORT TO THE MEMBERSHIP 2008



Letter from the President

Dear Members,

This has been one of the most exciting years in the history of the Academy. Most notably, Independence at Home was introduced this year, with reintroduction of this important piece of legislative reform taking place on May 21.

We remain hopeful that IAH will be included among the care coordination and pilots and demonstrations proposed in President Obama's budget. After many years of hard work, our members now have access to malpractice insurance companies who will provide policies tailored to the needs of home care medicine providers and administered by Lockton Risk Services. We have begun to face the challenges presented by current CCHIT and e-prescribing regulations, and continue to oppose payment reductions in certification/recertification and care plan oversight. We are partnering with other organizations on these issues and Dr. Edward Ratner has been appointed to applicable work groups. Board members Dr. Gresham Bayne and Jim Pyles have been nominated to the national HIT standards committee and national HIT Policy Committee, respectively. The Academy presented a fall meeting at the FMDA conference and our Annual Scientific Meeting was a sold-out success. The President's Council continues to be a vibrant source of ideas and support, and new leaders have risen within our membership this year. There has been continued growth in medical directors joining our organization, and nurse practitioners and physician assistants continue to be a vital membership group, bringing essential perspectives and expertise to the Academy.

The coming year promises to be just as exhilarating. Our Academy is growing at a rapid rate and expanding on all fronts. This annual report gives us the chance to reflect on the past year's accomplishments and to anticipate the challenges and opportunities to come. May it serve to rejuvenate your personal commitment to the art and science of medical care in the home. None of these efforts are possible without you! It is a great privilege to walk alongside you on this journey, and your Board and I thank you for your continued dedication and support.

Joe W. Ramsdell, MD
President

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Joe W. Ramsdell, MD

President

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Medical Director, UCSD Home Care
San Diego, CA

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Executive Director, Institute for the Future of Aging Services,
American Association of Homes and Services for the Aging
Washington, DC

George Taler, MD

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

Past 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, FACP
1992-1994	Joanne Schwartzberg, MD
1989-1992	Joseph M. Keenan, MD
1988-1989	John Lewis, MD

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 continued to see growth in the number of medical directors this year, bringing our current total membership to approximately 1,400 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 12% percent of the Academy's membership. About 81% of our membership is made up of physicians, including medical directors (46% 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. CME is offered through the University of Minnesota. To date, 99 home care medical providers have passed the exam. Early stage plans are underway to refine and update the current 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, *Medical Directorship of Home Health Agencies: A Brief Guide to Physician Reimbursement in the Realm of the Home Health Industry* was revised and included in all new medical director membership packets. Both *Making House Calls Work in Your Practice* and *Making Home Care Work in a Medical Practice: A Brief Guide to Reimbursement and Regulations* were also updated. The third edition of *Medical Management of the Home Care Patient: Guidelines for Physicians*, written with the American Medical Association, continues to be a valuable resource available for purchase. A new *Compendium of Rules and Regulations for Home Care Medicine* was posted on our website.

4. Annual Scientific Meeting and Member Recognition. Called "New Initiatives for Chronic Care Management: Independence at Home and Other Models," the 2008 program featured presentations on IAH concepts, implications for practice management, managing under IAH and related demonstrations, Medicare Advantage, billing, coding and LCD issues, technology, provider relations, homecare literature review, clinical issues and management approaches, implementing IAH and case studies on the contrasts in management of patients, now and under IAH. Winner of the Eric Baron House Call Doctor of the Year Award, presented for the second year in association with the Pfizer Medical Humanities Initiative, was Dr. Robin A. Beck. Winner of the House Call Clinician of the Year Award was Ancy Zacharia, RN, MSN, GNP. Poster of the Year Award winner was Dr. Catherine Smigelski.

5. Newsletter. A new Medical Director's column was added to the Newsletter in 2008. 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. The Independence at Home Act was introduced in September, and reintroduced in May. The Academy has begun fighting for member interests in e-prescribing and HIT. We fought to continue to oppose CMS payment reductions in certification/recertification and care plan oversight. A set of codes was added to the denominators of PQRI measures enabling our members to report in the PQRI program.

Financials - 2008

(preliminary)

Total Revenue:

\$350,326

Expenses:

Program Services	\$190,335
Management and General	\$63,169
Fundraising	\$190
Payments to Affiliates	-0-
Total expenses	\$253,694

Excess or (deficit) for the year

\$96,632

Net assets or fund balances at the end of the year

\$783,488

Sponsors

Advanced Clinical Solutions/Advantage Pharmacy
Amedisys, Inc.

American Physician Housecalls
Home Physicians Management, LLC
Janus Health, Inc.

KCI, Inc.

LHC Group

Personalized Physician Care, Inc.

Pfizer Medical Humanities Initiative

Senior Care of Colorado

Senior Home Care, Inc.

Visiting Nurse Association of Greater Philadelphia

Visiting Physicians Association

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 members (\$25 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.

All prices include shipping and handling.

Order Form

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 _____