



American
Academy of
Home Care
Physicians

Annual Report to the Membership 2009



Letter from the President

Dear Members,

The past year has seen unprecedented success for our Academy. Passage of the final health reform bill was a historic event that not only brought the promise of increased health insurance coverage for millions, but also renewed the hope that more of Medicare's frailest patients will have access to medical care thanks to Independence at Home demonstrations programs. The culmination of this three-year effort would not have been possible without your efforts and those of our sponsors, co-sponsors, the Coalition, volunteer leadership physicians, contractors and staff. We've seen achievements on other fronts as well. Our agreement with Lockton Affinity continues, allowing medical malpractice insurance to be offered to Academy members. We have begun to address issues on meaningful use, advocating for providers who do not have broadband access and urging that PAs be allowed to participate in the bonus program. We continue to educate our members on the audit appeals process and have begun a fundraising effort to fund a legal opinion letter. Recognizing the educational needs of our large medical director membership, a proposal for training seminars is in negotiation. By the time you receive this letter, a brand new Academy website will be up and running, and all of our publications have been updated, with a new booklet in review. Last year's annual meeting saw record attendance, and we were able to honor Dr. Theresa Soriano as House Call Doctor of the Year. Dr. Thomas Caprio received the Poster of the Year award.

Much work remains to be done in the areas of IAH, audits, HIT and technology. Serving as your President has been an amazing experience thus far. I continue to be awestruck by the energy, integrity and dedication of our members. More and more of our members have stepped up to leadership activities, and this trend must continue. This Annual Report provides a chance to reflect on last year's accomplishments and look ahead to the exciting challenges and opportunities on the horizon. The Academy's strength lies in our membership and you are shaping the future of healthcare!

Sincerely,

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1989-1992 Joseph M. Keenan, MD

1988-1989 John Lewis, MD

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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 nearly 1,800 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 10% percent of the Academy's membership. About 85% of our membership is made up of physicians, including medical directors (49% 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, 106 home care medical providers have passed the exam. Early stage plans are underway to refine and update the current exam.

b. Medical Director Training Seminar: Due to the large percentage of medical director membership in the Academy, we have recognized the need for education specifically targeted to this population. A proposal for Medical Director training seminars is in negotiation.

3. Publications. This year, the following booklets were revised and updated: *Making House Calls Work in Your Practice*, *Making Home Care Work in a Medical Practice: A Brief Guide to Reimbursement and Regulations*, *Medical Directorship of Home Health Agencies: A Brief Guide to Physician Reimbursement in the Realm of the Home Health Industry*, and *Medical Visits in Assisted Living Facilities and Other Congregate Care Settings*. 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 and revisions will begin in 2010. A new booklet on advanced issues in house call program management was developed this year and will be published shortly.

4. Annual Scientific Meeting and Member Recognition. The 2009 program "Building a Thriving House Call Practice and Profession" featured presentations on the world in which we practice, what makes a thriving house call practice, house call education and practice management, homecare literature, roads not to travel, realistic technology, improving transitions in care, clinical pearls and vignettes by various members. Winner of the Eric Baron House Call Doctor of the Year Award was Theresa A. Soriano, MD. Poster of the Year Award winner was Thomas V. Caprio, MD.

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, including a Medical Director column. 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 included in the final passed health reform legislation. The Academy has continued to fight for member interests in the areas of meaningful use, audit appeals and technology.

7. Medical Malpractice Insurance. Our agreement with Lockton Affinity continues, allowing medical malpractice insurance to be offered to our members.

Financial Information: 2009

(preliminary)

Total Revenue:	\$411,200
Expenses:	
Program Services	\$225,813
Management and General	\$69,688
Fundraising	\$1,260
Payments to Affiliates	-0-
Total expenses	\$296,760
Excess or (deficit) for the year	\$114,440
Net assets or fund balances at the end of the year	\$900,776

AAHCP Publications & 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.

To order AAHCP publications and training materials, please visit www.aahcp.org, and click on "Ordering publications and materials."

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