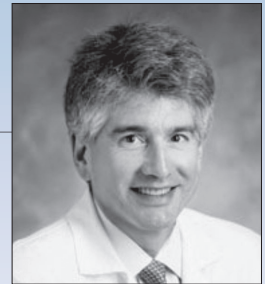




American Academy of Home Care Physicians Annual Report to the Membership 2011

Letter from the President



Dear Members,

As an Academy, we are your resource and advocate. But YOU are the growing professional field of home care medicine. So let me start this year with celebrating you - the members of the Academy - who are helping to define and execute the models of care that are gradually defining this field. We as a profession should be pleased with the gradual growth of house calls despite a challenging Medicare fee schedule. Especially gratifying is the growth in participation of nurse practitioners and physician assistants in Medicare fee for service practices, and the growth of the VA Home-Based Primary Care Program. And, I am pleased at the demonstration and replication of the Hospital at Home model. The major event of the year was the official beginning of the IAH demonstration, a decade-long effort of the Academy. Special thanks to the "IAH Legislative Team" - Jim Pyles, Drs. George Taler, Peter Boling, Gresham Bayne, Eric DeJonge, Bruce Kinosian and Tom Edes, Constance Row and others.

Grant support, volunteer effort and collaboration with other organizations are the lifeblood of the Academy's educational efforts. Grant funding from The Retirement Research Foundation supported an on-site IAH meeting, webinars and creation of the *Field Guide*. Grant funding from VPA made possible the production of the Laboratory Study, also newly added to the *Field Guide*. Many Academy volunteers made the update of the *Medical Management of the Home Care Patient* possible, a multi-year collaboration with the AMA. Our practice management and technical assistance efforts were substantially expanded this year, and we achieved victories in the form of audits turned off and reimbursement for services turned on.

Finally, we are evolving toward a broader definition of who we are. The name American Academy of Home Care Medicine will become official in 2014, but note the gradual change in our newsletter and other printed materials. We welcome the physicians, nurse practitioners, physician assistants and many others who are helping grow and define our field. Remember that we depend on volunteers! If you have an interest in the Annual Meeting, Public Policy, Education, Research or other Academy work groups, please let us know.

Sincerely,

Bruce Leff, MD
AAHCP President

2011 Board of Directors

Bruce Leff, MD

President

Johns Hopkins Care Center
Baltimore, MD

Thomas E. Edes, MD

Immediate Past President

Department of Veterans Affairs
Washington, DC

Thomas Cornwell, MD

President Elect

HomeCare Physicians
Wheaton, IL

Brent T. Feorene

Treasurer

Colonnade Healthcare Solutions
Westlake, OH

Kathy A. Kemle, MS, PA-C

Secretary

Family Health Center
Macon, GA

C. Gresham Bayne, MD

Call Doctor Medical Group
San Diego, CA

Peter A. Boling, MD

Virginia Commonwealth University
Richmond, VA

Eric DeJonge, MD

Washington Hospital Center
Washington, DC

Michael Fleming, MD, FAAFP

Amedisys, Inc.

Baton Rouge, LA

Alan Kronhaus, MD

Doctors Making Housecalls
Durham, NC

Steven Landers, MD, MPH

Cleveland Clinic, Center for Home
Care Services
Independence, OH

Wayne C. McCormick, MD, MPH

University of Washington Medicine
Long Term Care Service
Harborview Medical Center
Seattle, WA

Steven L. Phillips, MD

Geriatric Specialty Care
Reno, NV

James C. Pyles, Esq.

Powers, Pyles, Sutter & Verville, PC
Washington, DC

Joe W. Ramsdell, MD

University of California San Diego
San Diego, CA

Edward Ratner, MD

University of Minnesota Medical
School
Minneapolis, MN

Lori A. Reaves, DO

Visiting Physician Associates of
South Jersey
Hammonton, NJ

George Taler, MD

Washington Hospital Center
Washington, DC

Jean A. Yudin, MSN, RN, CS

Institute on Aging
University of Pennsylvania
Health System
Philadelphia, PA

Past AAHCP Presidents

2009-2011

Thomas Edes, MD

2007-2009

Joe Ramsdell, MD

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

Staff

Constance F. Row, LFACHE
Executive Director

Gary Swartz, JD, MPA
Associate Executive Director

Jessica E. Quintilian, CHES
Assistant Executive Director

Bernie Sciuto
Director of Financial Services

Audrey McDonough
Director of Administration and
Membership Services

Membership, Programs & Services

1. Membership Diversification

The AAHCP continues to be delighted with the growth in diversity of our membership, with a current total membership around 1,550. Medical Directors continue to make up 27% of our membership. Nurse Practitioners, Registered Nurses and Physician Assistants make up nearly 13% of our membership. About 70% of our membership is made up of physicians (including Medical Directors), and the remaining members are employees of home health agencies, administrators, residents and students, flat rate groups and small groups.

2. Publications

This year, the major publishing effort was production of the *Home Care Medicine Field Guide*, a major new resource for the field, which includes clinical practice guidelines. Also, the fourth edition of *Medical Management of the Home Care Patient: Guidelines for Physicians*, written with the American Medical Association, was published. The following booklets were revised, redesigned and updated: *Making House Calls a Part of Your Practice*, *Making Home Care Work in a Medical Practice*, *Medical Directorship of Home Health Agencies*, *Medical Visits in Assisted Living Facilities and Other Congregate Care Settings* and *Advanced Issues in House Call Program Management*.

3. Services

New services offered this year included the *Home Care Medicine Field Guide* subscription and the Practice Management and Technical Assistance Services program.

4. Annual Scientific Meeting and Member Recognition

The 2011 program "Health Care is Going Home: The Future is Now" featured presentations on successful management of the home care medical practice, the changing home care neighborhood, innovations in health care, emerging technologies, telemedicine, update on IAH, the regulatory environment in home health care, and clinical and educational topics. Winner of the Eric Baron House Call Doctor of the Year award was Dr. Stephanie Bruce. Winner of the Clinician of the Year award was Kathryn Corbet, NP. Poster of the Year Award winner was Dr. Bruce Kinosian.

5. Newsletter

This year's bi-monthly editions of *Frontiers* have covered abstracts of the home care medicine literature and a variety of public policy, clinical and practice management topics, including a Medical Director's column and new technology and strategic thinking columns. A weekly e-Newsletter continues to communicate the most up-to-date regulatory and practice management information to members. Back

issues of *Frontiers* and the e-Newsletter are available in the member's only section of the website.

6. Public Policy

The major event of the year was the beginning of the Independence at Home demonstration, a decade-long effort of the Academy. The AAHCP also provided comments on numerous regulations including reform of the Medicare physician payment formula, meaningful use measures, audit and billing issues.

7. Medical Malpractice Insurance

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

Financial Information: 2011

Total Revenue:	\$544,538
Expenses:	
Program Services:	\$421,705
Management and General:	\$144,185
Fundraising:	-0-
Payments to Affiliates:	-0-
Total expenses:	\$565,890
Excess or (deficit) for the year:	(21,352)
Net assets or fund balances at the end of the year:	\$901,726

Sponsors

Amaji Health Information Systems
American Physician Housecalls
ExpressMD Solutions
Gerontological Advanced Practice Nurses Association
Hopkins Medical Products
InTouch Health
Invacare Corporation
Janus Health, Inc.
Lakeland Housecalls
Nightingale Home Healthcare/Techs to Suit
Omni Medical Supply, Inc.
Oncology Care Home Health Specialists, Inc.
Sterling Medical Services
Sunovion Pharmaceuticals, Inc.
WellDoc, Inc.
Wyatt Matas & Associates

AAHCP Publications & Training Materials

Home Care Medicine - A Field Guide to Developing Successful Practices and Programs

Covering all aspects from building the program, design and implementation, measuring success, and growing your program, this manual will give you the guidance you need to start your program right and develop its success. Includes the first set of standards, called Guidelines, for the field of home care medicine.

\$90 members; \$100 non-members (plus \$12 shipping)

Advanced Issues in House Call Program Management

Serving as a complement to "Making House Calls a Part of Your Practice," this publication is intended for those who have an established practice and are seeking to refine it.

\$21 members, \$28 non-members (plus \$3.50 shipping)

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.

\$13 members, \$15 non-members (plus \$3.50 shipping)

Making House Calls A Part of Your Practice

Offers practical tips for those considering adding house calls to their practice.

\$21 members, \$28 non-members (plus \$3.50 shipping)

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.

\$30 members, \$50 non-members (plus \$3.50 shipping)

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 fa-

cilities 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.

\$21 members, \$28 non-members (plus \$3.50 shipping)

Recommended Clinical Practice Guidelines

These guidelines cover the basic elements of structure and process of care typically required by accrediting organization such as JCAHO enhanced with specific sections on issues specific to home care medicine. They are offered as a guide to "best practices" as we know them, and will be updated as further information becomes available.

\$15 members, \$35 non-members (plus \$3.50 shipping)

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.

\$20 members, \$25 non-members (price includes shipping)

Medical Management of the Home Care Patient: Guidelines for Physicians, 4th edition (Developed with the AMA)

A broad overview of the field of home care, including medical management of patients in the home. Helps physicians identify and oversee the wide range of medical and social services available to assist patients at home. Careful utilization of appropriate services can prevent unnecessary rehospitalizations, emergency department visits and poorer than expected health outcomes.

\$19 members; \$35 non-members (plus \$3.50 shipping)

To order these publications and training materials, please visit www.aahcp.org and click "Online Store" or call the AAHCP at 410-676-7966.

Honor Roll of Donors

For the Period June 1, 2011 through May 24, 2012.

Thank you to the following members for their generous and thoughtful gifts in support of our programs and services:

C. Gresham Bayne, MD
Robin A. Beck, MD
***Edmund Bujalski**
Thomas Cornwell, MD
Linda DeCherrie, MD
K. Eric DeJonge, MD
Tracey E. Doering, MD
Thomas E. Edes, MD
B.J. Entwisle, MD
Brent T. Feorene, MBA
Michael Fleming, MD, FAAFP
Hector L. Garcia, MD
Donald B. Gibson, MD
Allen I. Goldberg, MD, MM
Dino A. Graziano, MD
Mayer J. Heiman, MD
Noyemi Isnar, MD
Kathy A. Kemle, MS, PA-C
Thomas F. Kline, MD, PhD, CMD
Alan Kronhaus, MD
Steven Landers, MD, MPH
Elizabeth A. Landsverk, MD
Maria Bun-Ching Lee, MD
Bruce Leff, MD
Russell C. Libby, MD
Roberta Shepard Mardocco
Wayne C. McCormick, MD, MPH

William R. Mills, MD
Milton Mintz, DO
Douglas P. Nagle, PA-C
Camille R. Newton, MD
Melinda Boye-Nolan, DO
Donna Jean Parker, MD
Thomas S. Parker, MD, FACP
Steven L. Phillips, MD
Suzanne Pinon, MD
Joe W. Ramsdell, MD
Edward Ratner, MD
Lori A. Reaves, DO
Kathi D. Rubles, MD
Theresa A. Soriano, MD, MPH
***Robert J. Sowislo**
Anthony Sposato, MD
George E. Taffet, MD
George Taler, MD
Igor Talis, MD, DO
Henry Tripp, MD
***Mike Tudeen, MS**
Janice L. Walcott, GNP
Jean Yudin, MSN, RN, CS
Minzalia Zoubtsova, MD

***President's Council member**