The Private Duty Source
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FEATURE ARTICLE

Call for Private Duty Education Proposals for the 2021 Home Care and Hospice Conference & Expo

Submit your proposal here!
Deadline to submit your proposal is May 14, 2021

NAHC is excited to announce we are now accepting proposals for education sessions for the 2021 Home Care and Hospice Conference and Expo, October 3-5, 2021, in New Orleans, Louisiana. Get started here!

The National Association for Home Care & Hospice is seeking engaging presenters with topical expertise vital to the professional growth of home health, hospice, and private duty organizations. All you need to submit right now is a title for your session(s) and a list of objectives. Do you have detailed expertise on a variety of aspects of care delivery in the home health and hospice settings?

If so, choose from a list of 18 topics developed by the NAHC Education Committee, which may apply to the Home Care, Hospice, and/or Private Duty settings:
Emerging Legal Trends in Home Care & Hospice, Part 1: Patient Acceptance & Discharge

The National Association for Home Care & Hospice is pleased to announce an important new webinar series, *Emerging Legal Trends in Home Care & Hospice*, which will cover the most timely and important legal issues facing the industry today and tomorrow.

The first episode in the series is on Thursday, May 6, 2021 from 1:00-2:00PM Eastern.

NAHC Advises Congress on Key HCBS Legislation

Medicaid coverage of home and community-based services is, by far, the leading source of support for health care in the home for millions of individuals with disabilities and infirmities of all kinds beyond the incredible efforts of unpaid family and friends who are the backbone of home caregivers in our nation.

Each year, millions of children, adults, and seniors are provided the opportunity to have their health care needs met at home in a cost-effective and clinically successful manner. Still, there are hundreds of thousands of
individuals on waitlist for home care and many more outside without access to comprehensive home care options due to uneven supports by state Medicaid programs. The **HCBS Access Act of 2021** addresses many of the limitations and weaknesses in the current Medicaid home care support system.

**Building Capacity in the Direct Service Workforce: Moving Forward from the Summit**

On April 28, 2021, in follow-up to their December Summit, the Centers for Medicare & Medicaid Services (CMS) hosted a webinar entitled "Building Capacity in the Direct Service Workforce: Moving Forward from the Summit."

The session focused on three key subject areas including:

- Person-Centered Practice- Delivering Quality Supports People Want
- Coordinating Care Across Systems and Settings
- Professional Development- Building Key Competencies

It is encouraging that CMS is showing its commitment to the direct service workforce and is actively looking for insight and collaboration across sectors to address the existing workforce challenges. The conversation and participation at this webinar session was lively and many representatives from various organizations and states were sharing their perspectives on opportunities but also discussing innovative solutions.

**Bill in Congress Would Allow Health Savings Accounts to Pay for Home Care**
New legislation introduced in both the Senate and House of Representatives would allow health savings account (HSA) funds to be spent on home care services.

U.S. Senators Kyrsten Sinema (D-AZ), Rob Portman (R-OH), Marco Rubio (R-FL), Tom Carper (D-DE) and Representative Katie Porter (D-CA) along with 20* of her House colleagues as original cosponsors have introduced the Homecare for Seniors Act, which will allow individuals over 65 the ability to use savings from their tax-free health savings accounts (HSAs) for qualified homecare expenses that supports seniors with activities of daily living.

HSAs provide individuals a pre-tax opportunity to save for medical expenses. Currently seniors who retire with an HSA are not allowed to use those savings for home care expenses, such as assistance with meals, personal care, or medication. These types of critical services ensure that seniors can remain in their homes and receive the support they need. The legislation would allow disbursements of health savings account (HSA) funds to be eligible for qualified home care services. Specifically, those services include assistance for activities of daily living.

A White Paper on Using M&A to Create Value in Home Care

Our partners at Polsinelli have released a white paper on The Strategy for Value Creation, a report that uses the "Health Care 'Prime'" framework to examine consolidation trends and opportunities for optimizing inorganic growth within the Home Care industry through Systematic Health Care M+A.

The home care industry is continuing its consolidation trend. Home health, home care and hospice agencies (collectively "home-based care" agencies) with enterprise values less than $10 million are increasingly pursued as attractive acquisition candidates by a variety of prospective acquirers. Over the past several years, private equity funds, large health care and home-based care providers, healthcare insurers and other payer models have
completed hundreds of home-based care agency acquisitions. In fact, home-based care transactions reached a national high in 2020, with a recorded deal count of over 240 and an aggregate deal value of over $13 billion. While opportunities to transact had previously been reserved primarily for larger home-based care agencies with multistate footprints, large work forces and higher revenues and EBITDA, the recent proliferation of smaller-sized deals is helping contribute to acquirers’ increased earnings and market share and other benefits of inorganic growth.

Digitally Engaging, Training and Supporting Family Caregivers

- **Thursday, May 6, 2021 ; 3:00-4:00pm Eastern**
- **REGISTER**

When an aging parent or relative needs their help, family members are often thrust into a caregiving role that they’re not equipped to handle with their existing knowledge or skills. The more you can support them with easy-to-understand educational materials and guidance, while demonstrating how your services can ease their burden, the better your opportunity to connect with this vital audience sooner. This webinar will cover how to best leverage your digital presence and technology platforms to effectively reach family caregivers, convert them into clients, train and support them, and sustain stronger brand loyalty.

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Private Duty Home Care at NAHC is a fully integrated service line of the National Association for Home Care & Hospice focused on Leadership, Education, Advocacy, and Innovation exclusively for the private duty home care community.

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