

COUNCIL OF STATE HOME CARE ASSOCIATIONS

2012 Annual Meeting - Virginia Beach, Virginia

The annual meeting of the Council of State Home Care Associations was held on Tuesday August 7, 2012 at the Wyndham Hotel in Virginia Beach, Virginia. The meeting was called to order at 1:20 pm by Council Chair Marcia Tetterton.

The roll call was taken by Secretary Cathy Cranston. In attendance were: Marcia Tetterton, Vicki Hoak, Deb Hoyt, Joanne Cunningham, Sarah Myers, Jeff Lycan, Kip Bowmar, Bobby Lolley, Kim Foltz, Rachel Hammond, Casey Blumenthal, Sherl Brand, Rachel Wong, Tim Rogers, Jennifer Sorenson, Gina Balkus, Peter Cobb, Joie Glenn, Jane Kelly, Mary Shantz and Cathy Cranston.

At the request of Tim Rogers the names of Council Board members were named:

Officers are: Marci Tetterton, Chair; Vicki Hoak, Vice-Chair; and Cathy Cranston, Secretary/Treasurer. Also serving on the Board of Directors are: Pat Kelleher, Jane Kelly, Annette Mays, Sarah Myers, Casey Blumenthal, Christy Johnson and Kim Foltz.

An agenda and packet of information including a financial report, Board meeting minutes and recommended policies and procedures for Council operation was distributed.

The financial report was presented by Cathy Cranston, Treasurer. Cathy reported that the Pennsylvania Home Care Association will be managing the Council finances and that a Council bank account has been set up at PNC Bank. Most funds have been transferred from the New Iberia Bank in Louisiana to PNC Bank with the goal of closing the Louisiana account as soon as all checks have cleared. Cathy thanked Warren and Liz Langley from the Louisiana Association for the many years of service managing the finances of the Council.

Total assets and liabilities through August 2, 2012 were \$83, 524.64 with net income January through August 2, 2012 at \$13,156.58. Based on the budget prepared midyear, we expect to generate \$42,250 in income and expend \$44,636. Cathy also reported that the 990 for 2011 was almost complete and would be sent to the IRS the second week of August.

Sherl made the following motion which was seconded by Bobbie Lolley and unanimously approved: **That all financial reports are sent to the full Council prior to the annual meeting so that members are better able to have an informed discussion.**

In order to enhance transparency, avoid misinterpreting roles and provide for general good stewardship of the Council, Marci appointed Pat and Jane to draft Council policies for Board approval. A copy of each policy was distributed to the members. As of August, the Board had approved the document retention policy; the conflict of interest policy and the whistleblower policy. Two important policies; The Apparent Authority and Sponsorship policies have yet to be approved and members were asked for input.

Significant discussion ensued on planning and goal setting. In regards to the **ORASI** study, Jeff Lycan presented on how he is using the results from the survey in Ohio. His strategy includes the following;

1. A webinar on the study, which is foundational and goes through the results to explain what each data set means.
2. A second webinar on the value proposition of home care and hospice and how to negotiate with MCOs, ACOs and other providers who are responsible for controlling costs.
3. Annual conference includes a leadership dinner on negotiating with new partners.

Health Dimension group is the consultant group that Jeff is working with on this project. Joanne commented that it is important that big thinkers and experts on bundling, and new payment models be reviewed and addressed if homecare agencies want to compete and be involved in new models of care delivery.

1. The question arose as to whether states should work on ORASI results alone or if there is a way to have several states work together. Marci asked for volunteers to work on this. Jeff Lycan, Vicki Hoak, Joanne Cunningham and Heather Jones volunteered to work together on how states could collaborate on this effort.

The *Bring the Vote Home* campaign was discussed. Twenty eight states have agreed to participate. A member asked if this campaign was a Council initiative or a Partnership initiative. Several people expressed discomfort with the Politico and other media interviews, which appear to align the COS with the Partnership.

Peter Cobb voiced his opposition with any activity with the Partnership. Extensive discussion followed about what the Board of the Council can decide and when issues should go before the full Council membership. It was agreed that there needs to be a threshold that signals when full membership should vote on particular actions.

Rachel moved and Sherl Brand seconded a motion that all Board meetings be open to all members and that board meeting agendas are also distributed to the full membership. The motion carried unanimously.

Joie Glenn commented that the Council needs a process to work through difficult topics or differing opinions. She stated that members should feel comfortable to openly discuss their view points and that open dialogue should be encouraged at all times.

Joanne Cunningham voiced concerned that there appears to be blurred lines between the role of the State Forum and role of Council especially as it relates to advocacy. Some small associations may wonder why they are paying dues to both groups if their functions overlap.

Sarah Myers said that seven years ago when the Council was formed it was expected that it would do advocacy in addition to supporting State Executives such as sharing resources. Jane Kelly noted that she may have trouble justifying the cost of both groups but Joie stated that the tool kit from the Partnership was helpful but so was the association management resources provided by the Council.

Sarah continued to say that we need to air differences in respectful and honorable ways and that the Council purpose will evolve as new leadership governs the Council. The need for more succinct, useful and timely information from Washington was voiced by Rachel who said that we need to create strategies and information to meet our needs ourselves.

Sarah said that the Board should vet partnering opportunities based on scenarios of what impact the decision will have on the COS then take it to the full membership for approval. Bobby Lolley talked about the need for efficiencies especially in this economy and stated that the expertise and knowledge vault we have among our group is an amazing resource. We need to come up with an asset map and a needs assessment so that Council members can benefit from other members expertise and experience. This will also lead to more collaboration among states in the future.

Joanne said that state associations' sustainability is a good project and she wants to be involved. Deliverables are needed and Marci and Warren agreed to make a report as soon as possible.

The meeting adjourned at 3 pm.