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OAMES 42nd Annual Meeting & Exhibition Conference Agenda

October 18-19, 2023 • The Grand Event Center • Columbus, Ohio

Presented by Flagship Sponsors: Compass Health and OxyGo

Conference Sponsors: ACU-Serve, ACHC, Brightree, Coloplast, Mead Johnson/Reckitt Nutrition, Pride Mobility/Quantum Rehab, Professional Medical Inc., Rifton, The VGM Group

Education Contributors: American Association for Homecare, Brown & Fortunato PC, Compass Health, Professional Medical Inc., The VGM Group, The van Halem Group

Wednesday, October 18, 2023

8:30 am – Registration and Continental Breakfast

9:00 am – Welcome by OAMES President Anthony LaCute and Executive Director Kam Yurichich

9:15 am – National Outlook for the HME Industry

- **Cara Bachenheimer, Esq., Head of Government Affairs – Brown & Fortunato PC and Jay Witter, Senior Vice President of Public Policy – American Association for Homecare**
Jay and Cara will deliver a legislative, regulatory, and legal update; an in-depth and insightful policy briefing covering the latest issues facing the HME industry. AAHomecare is highly engaged in advocacy to prevent Medicare payment cuts, specifically supporting Senate Bill 1294, the Competitive Bidding Relief Act of 2023, that proposes to extend the 75/25 blended rates through 2024, as well as a potential House bill. We'll delve into what AAHomecare and HME stakeholders nationwide are doing now and what we are likely to face in the critical election year of 2024.

10:30 am – Coffee Break

10:45 am – Hot Issues on the Payer Front: Price Transparency, Medicare Advantage, Oversight & More

- **David Chandler, Senior Director of Payer Relations – American Association for Homecare and Craig Douglas, Vice President of Payer and Member Relations – The VGM Group**
AAHomecare Payer Relations Council engages in efforts across the country working alongside state associations with Medicaid programs and commercial payers, to problem-solve and educate decision-makers on the HME benefit. David stays on the forefront of payer activities to either support, or more often redirect, problematic policies, contracting practices and reimbursement issues. Craig serves on the Council helping drive many of these projects as well bringing

national expertise to these critical discussions. This session will tackle some of the hottest HME payer issues such as the federal price transparency rule required for commercial payers, the on-going issues surrounding Medicare Advantage plans and other payer trends to help you position your company for future initiatives.

12:00 pm – Lunch

1:00 pm – OAMES’ Annual Recognitions

1:15 pm – Ohio Medicaid: What’s in Store for 2024? Director’s Message and HME Policy Overview

- **Maureen Corcoran, Director – Ohio Department of Medicaid**
From the launch of the Ohio Department of Medicaid’s Next Generation managed care program, to ARPA relief for home and community-based providers, and unprecedented increases in the state’s fiscal operating budget for non-institutional providers, the past two years have been historic for HME providers. We’re honored to welcome ODM Director Corcoran back to OAMES to highlight program initiatives implemented, and forthcoming, for Medicaid providers and consumers.
- **Ryan Spindler or Mark Rogers – ODM Bureau of Health Plan Policy, Non-Institutional Policy Section**
The ODM Policy team has been working the past two years on Medicaid DMEPOS policies that are up for review under the state’s “five-year rule review” required of all agencies. We’ll hear from ODM administrators to discuss the rules affected, summary of key changes, timeline for adoption including proposed HME rate increases as part of the state’s budget bill.

2:30 pm – Coffee Hour with Ohio’s Next Generation Managed Care Plans

- **Medicaid Managed Care Pavilion featuring: AmeriHealth Caritas Ohio, Anthem BCBS, Buckeye Health Plan, CareSource, Humana Healthy Horizons, Molina Healthcare, United Healthcare Community Plan**
OAMES is pleased to present this exclusive exhibit area in The Grand Event Center pre-function area featuring exhibitors from the Ohio Medicaid’s Next Generation managed care plans. This hour will provide time to network with plan representatives, make introductions and connect in-person with Ohio’s Medicaid managed care partners.

3:30 pm – Leveraging Vendor Relationships and Purchasing Strategies to Reduce Operational Costs

- **Rob Clear, Director of Sales, Midwest – Compass Health and Zach Markiewicz, Director of Strategic Sales – Professional Medical Inc.**
With the rising costs of goods and services, companies of all class of trades are experiencing the same dilemma – “where do I find savings?” This is arguably most significant in the healthcare sector given the demand for products, strain on the supply chain and competitive nature of staffing. “Savings” comes in many forms; itemized savings is what we all look at first but what more can be done to tighten business operations and reduce expenses? This interactive session, with both a manufacturer’s and distributor’s perspective, will explore this question and offer ideas and tactics for getting the most out of your business partnerships to rein in costs, gain efficiencies and help your company’s bottom-line.

4:30 – 6:00 pm – Exhibits Open! Reception in the Exhibit Hall

- Join us after a full day of learning for enjoyable networking in OAMES’ exhibit hall. **SPONSORED BY BUCKEYE HEALTH PLAN, COLOPLAST, PRIDE MOBILITY PRODUCTS, PROFESSIONAL MEDICAL AND THE VGM GROUP**

7:00 – 9:00 pm – After-Party at Hofbräuhaus

- Take a stroll next door for a unique experience at Hofbrauhaus Brewery & Restaurant to unwind and enjoy authentic Bavarian bier and menu favorites in the Biergarten! **SPONSORED BY ACU-SERVE AND MOVAIR**

Thursday – October 19, 2023

7:30 am – Continental Breakfast in Exhibit Hall

8:00 am – What’s Next for Medicare Audits in a Post-PHE Environment?

- **Noel Neil, Vice President of Auditing and Corporate Compliance – ACU-Serve** **SPONSORED BY ACU-SERVE**

Many providers are wondering how the changes implemented during the public health emergency and now ended will impact Medicare audits. There are many questions, including: Are there any changes/waivers that began during the PHE that will remain permanent or that will extend post-PHE? Will claims with dates of service during the PHE-era be subject to audit and, if so, using what criteria? Join Noel as he addresses these questions and more by unpacking current government guidance, reviews the types of audits to watch for, and previews what you may expect heading into 2024. He will also provide practical easy-to-apply guidance to enable you to be “post PHE audit-ready”, highlight effective current audit trends and share successful audit and appeal strategies.

9:00 am – Coffee Break in Exhibit Hall

9:30 am – Bringing Your ‘A’ Game to Today’s Workforce Challenges

- **Miriam Lieber, President – Lieber Consulting LLC *SPONSORED BY ACU-SERVE* and Kit Shellhouse, Director of Business Development – The van Halem Group *SPONSORED BY VAN HALEM GROUP***

Hiring challenges and employee retention are not new to businesses. However, changes in the economy, a decrease in workers, and the demand for remote work are forcing employers to adjust their hiring strategy in the current job market. Creating a workplace that attracts new talent and inspires your most veteran employee is essential for a sustained, happier workforce with optimum productivity. The healthcare field is demanding, brings compliance challenges and contending with employee burnout is real. So where do you begin and how do you sort through these components in your organization? Join Miriam and Kit for a candid and engaging discussion on how to assess and position your company to get the best from your team and create the stability and performance you need for effective, successful operations.

10:45 am – Win-Win Payer Solutions Start With Negotiations – Industry Resources & Contracting Strategies

- **David Chandler, Senior Director of Payer Relations – American Association for Homecare and Craig Douglas, Vice President of Payer and Member Relations – The VGM Group**

HME providers arguably have more credibility and value today than ever before due to the public health emergency caused by COVID-19. Payers, regulators and legislators may appreciate the role of homecare but investing in this benefit by adopting effective policy and fair reimbursement is a heavier lift. Homecare is cost-effective and offers better quality of life, but it wasn’t until now that we’re seeing a more deliberative investment in this sector such as “hospital at home” or “value-based care” programs. We’ll spend this session discussing HME-specific resources to help you leverage these discussions with payers to demonstrate the value of HME and provide evidence on costs and operational challenges. We’ll also discuss strategies and share market analysis to improve your company’s success with third party payer contracts.

11:45 am – OAMES Give-Back Recipient: Sunshine Communities

OAMES continues its proud tradition of recognizing and supporting an Ohio-based non-profit organization at our Annual Meeting. We are pleased to announce this year's recipient is Sunshine Communities in Maumee, Ohio. Representatives will be on-hand to provide a brief presentation and exhibit display to share their mission focused on providing support for people of all ages with development disabilities through residential, vocational, clinical, therapeutic & recreational services.

12:00 pm - 1:30 pm – Lunch with Exhibitors and Closing Keynote Speaker *SPONSORED BY THE VGM GROUP*

- **“Life Lessons from the Trail” Keynote by Jeff Alt**

Jeff takes you on his highly acclaimed adventure over 2,000-miles along the Appalachian Trail. He shares edge of your seat tales involving bears, bugs, blisters, skunk bedmates, and hilarious food cravings intertwined with profound, unique, and powerful "life lessons" that he has transferred to life in the real world. Jeff lived in the woods for 147 days and survived subzero temperatures, snowstorms, blisters, and driving rain. He dedicated his journey to his brother who is developmentally disabled which inspired an annual walk that has raised over \$500,000 for people with developmentally disabilities. Jeff demonstrates how BIG goals can be accomplished. He inspires you to set BIG goals and go after them. His dynamic, high-energy, multimedia presentation is full of humor and entertainment. Jeff fills audiences with plenty of inspiration and "Life Lessons" to take with you on your own trail of life. Jeff Alt's 'Life Lessons from the Trail' are chronicled in his award-winning book, *A Walk for Sunshine*.

1:30 pm – Prize Give-aways and Conference Adjourns

OAMES 42nd Annual Meeting & Exhibition

Registration and Hotel Information

October 18-19, 2023 • The Grand Event Center • Columbus, Ohio

HOST HOTEL INFORMATION:

OAMES host hotel is the Marriott Courtyard Hotel, 780 Yard Street, Columbus, Ohio. Phone: 614-453-4420

Overnight Dates: October 17 and October 18, 2023

- OAMES has a room block for the Annual Meeting & Exhibition at the discounted group rate of \$159/night.
 - Use the link below to make your reservation. **Cut-off date is September 29 or sooner based on availability:**
<https://www.marriott.com/event-reservations/reservation-link.mi?id=1686590810427&key=GRP&app=resvlink>
-

REGISTRATION INFORMATION:

Registration – Sign up using OAMES [secure online system](#) or use the hard copy registration form on the next page to fax, mail or email your registration to the OAMES office.

- Early-bird discount registration rates expire 10/12/2023.
- Registrants will receive confirmation and facility directions via email.
- Refunds will be granted minus a \$25 processing fee until October 12, 2023.
- No refunds will be issued after October 12, 2023. Substitutions are welcomed.

Three easy ways to sign up:

1. Register on-line at www.oames.org (Links also available on the homepage and “upcoming events” calendar.)
 2. Fax this form with credit card information to 614-467-2071 or email to Kam Yuricich at Kam@oames.org
 3. Mail this form to OAMES, 4182 Worth Ave., No. I-115, Columbus, Ohio 43219
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QUESTIONS?

Contact OAMES staff:

- Kam Yuricich, Office: 740-739-7638, Cell: 614-581-2958 or kam@oames.org;
- Victoria Fastenau, Office: 740-739-7638, Cell: 614-800-4164 or victoria@selectassociatiomanagement.com

2023 OAMES Annual Meeting & Exhibition Registration • October 18-19, 2023

Company: _____

Address: _____ City/ST/Zip: _____

Name of 1st Attendee: _____

Title: _____

Phone: _____ Email: _____

Name of 2nd Attendee: _____

Title: _____

Phone: _____ Email: _____

Check here if you require special services including accommodations for disabilities, dietary restrictions/food allergies, etc. Please describe your needs in writing on a separate sheet of paper and enclose it with your registration so that we may do our best to assist you. Thank you!

**For additional representatives, please list the information above on a separate page and submit with payment.

FEES By October 12 After October 12

MEMBER

Please check your registration option(s)

- Full Conference\$299/\$269*\$329/\$299*
- Wednesday (10/18) Only ...\$199/\$179*\$249/\$229*
- Thursday (10/19) Only.....\$179/\$159*\$229/\$209*

* Rates for first attendee and additional registrants from the same company.

NON MEMBER Please check your registration option(s)

- Full Conference\$399 \$429
- Wednesday Only\$309\$359
- Thursday Only\$289\$339



Watch your email for conference handouts!

OAMES provides registrants with links to the session materials prior to the conference; allowing each participant to print the handouts beneficial to them and their conference experience. You may also choose not to make copies and view the handouts from your laptop or tablet at the conference.

The links will be sent via email the prior to the event, so be watching your email! We look forward to seeing you soon!

PAYMENT Total Amount Enclosed \$

- Check here to pay by credit card Check here if you are paying by check (Payable to OAMES)

Circle one: VISA/MasterCard/AmEx Account#: _____

Exp. _____ Security Code: _____

Cardholder Name: _____ Signature: _____

Billing Address _____

REGISTRATION & CANCELLATION POLICY

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