



Mergers, Acquisitions and the Changing Dynamics of Long Term Care in New Jersey

WEBINAR

Jan. 20, 2016

Member fee: \$59 / Non-member fee: \$99

OVERVIEW:

The long term care field is changing in numerous ways as a result of demographic changes, the implementation of managed long term supports and services, increased presence of Medicare Advantage and other managed care payers, greater focus on readmissions, quality measures and length of stay, among others. These factors, combined with internal forces within organizations, have led to changing dynamics within the field with respect to mergers, acquisitions, consolidations, partnerships and collaborations. Participants in this Webinar will learn details of the state of the current market in New Jersey, discuss industry trends and hear a forecast of what is likely to come.

OBJECTIVES:

1. Understand the impact of multiple factors on the market dynamics for long term care
2. Identify external and internal factors that are determinants of a provider's market position
3. Learn about the transactions and other business relationships that have occurred and are in process
4. Understand which metrics are most important and why with respect to market position.

TARGET AUDIENCE:

Nursing home, assisted living, CCRC and other senior care management and financial staff.

CONTINUING EDUCATION:

This continuing education program is sponsored/conducted by the Health Research and Educational Trust and is in compliance with N.J.A.C. 8:34-7.3 to provide licensed nursing home administrator (LNHA) and certified assisted living administrator (CALA) education credits accepted by the Nursing Home Administrators Licensing Board. This education activity may only be used for continuing education credit and not to meet academic college credits.

This education activity has been approved for 1.5 LNHA/CALA credits.

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AGENDA

Jan. 20, 2016

2:30 p.m. **Welcome and Introduction**

Theresa Edelstein, MPH, LNHA
Vice President, Post-Acute Care Policy
New Jersey Hospital Association
Regulatory Consultant
LeadingAge NJ

2:35 p.m. **Industry Overview**

David G. Kostinas
David G. Kostinas & Associates

- Description of current inventory of LTC facilities including bed capacity, type of legal ownership, multi-facility ownership and average payer mix by category
- Consolidation of ownership over the past few years with an overview of initiatives by multi-facility providers
- Description of new attention being focused on hospital-based sub-acute units
- Focus on higher acuity patients
- Consolidation of providers and options for single facility ownership, including ethnic and religious specialties
- Current and projected value of facilities, including overview of possible merger or sale methods
- Property taxes and non-profit centers

3:15 p.m. **Changes in Payer Models**

Matthew D'Oria
Matthew D'Oria, LLC

- Description of recent and evolving payment categories for Medicare and Medicaid, including Medicare Advantage plans and MLTSS' Medicaid Managed Care plans; identification of implementation dates and major insurance plans
- Description of the potential impact on Medicaid occupancy after full implementation of managed care
- Increase in bundled payment plans (at-risk models) with hospitals, nursing homes, home health agencies and physician practices

3:55 p.m. **Industry Trends: Quality, Length of Stay, Readmissions**

Theresa Edelstein, MPH, LNHA
NJHA/LeadingAge NJ

- Description of evolving sub-acute / Medicare models
- Increased emphasis on quality indicators and length of stay
- Description of hospital preferred provider lists and general guidelines being utilized

4:15 p.m. **Questions & Answers and Closing Remarks**

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- Program inquiries - contact Theresa Edelstein at tedelstein@njha.com

Registration Guidelines for 2015 *(cont'd)*

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- Cancellations must be received by Jan. 15 and will receive a refund minus a \$20 administrative fee.
- No refunds will be issued after the deadline.

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Dates:	Jan. 20
Location:	Webinar
Fee:	NJHA Member: \$59 Non-Member: \$99
Seminar:	EDU 1631W

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