

2011 LeadingAge accomplishments

In 2011, our members faced an incomparable set of challenges: governmental threats to implement a devastating across-the-board Medicare cut, to either cap or block grant Medicaid payments, to eliminate the CLASS provisions from the Affordable Care Act, to further reduce the availability of U.S. Department of Housing and Urban Development (HUD) funds for low-income housing and to conduct an Internal Revenue Service (IRS) assault on tax-exempt bond financing.

Quality

Quality the public can trust is the core of our mission. Trust results from excellence in service, transparency in governance and operations and an enduring commitment to people and community.

- Assembled a web-based LeadingAge Quality First and Social Accountability Toolkit of resources.
- As a founder of Advancing Excellence, celebrated the fifth anniversary of the campaign, which now includes nearly 50% of U.S. nursing homes, 53 Local Area Networks of Excellence, 3,000 consumers and 2,000 nursing home staff.
- Delayed implementation of the “short-cycle dispensing rule” for nursing home medications.
- Received the 2011 Design for Aging Ten-Year Award.

Transitions

Consumers deserve a clear path to affordable, accessible services and supports as their needs change.

- Created a coalition of members, U.S. Department of Health and Human Services (HHS), HUD officials and foundations to advance housing-with-services as a model of service delivery.
- Attained a \$200 million increase in the House appropriation for HUD Section 202 housing, more than doubling the initial funding of 594 units and including funding for assisted living conversion.
- Prevented legislation that would be detrimental to the HUD Section 202 program.
- Co-convened the Summit on Aging in Public Housing.

Talent

From the frontline to the boardroom, talent is highly correlated with quality. A healthy workplace culture supports teamwork, trust and competence to advance missions.

- Completed the fifth successful year of our Leadership Academy, graduating a total of over 150 emerging leaders.
- Produced two national conferences featuring more than 250 educational offerings on a range of topics relevant to aging-services providers across the continuum of care.
- Provided technical assistance, networking and educational opportunities for boards of directors and trustees through conferences, seminars and retreats.

Finance

Current methods of financing aging services are not adequate for individuals, families or government – and are financially unsustainable.

- Successfully raised funds and provided technical support, resulting in a landmark overturning of an IRS audit determination that subjected entrance fee proceeds to arbitrage restrictions.
- Analyzed the Centers for Medicare and Medicaid Services’ (CMS) rule for Medicare payment of nursing homes in FY 2012; identified and reported to CMS errors in the agency’s calculations that may result in payment reductions far in excess of what is warranted.
- Developed and distributed online payment calculators to members to quantify the impact of proposed CMS payment rules for nursing homes and home health care providers.
- Conducted a campaign to prevent changes to Medicaid and Medicare programs that would have an adverse impact on beneficiaries and providers.
- Negotiated with the Motion Picture Licensing Corporation for a discounted license for aging services providers.
- Researched and wrote *Long-Term Care for the Elderly* (Dr. Robyn Stone, Urban Institute Press, 2011), a book focused on the financing and delivery of care for the elderly today and tomorrow.
- Unified the efforts of 7,000 aging-services providers and 26 associations (LeadingAge and 25 state affiliates) through a uniquely structured, member-driven company called Value First; generated \$10 million in savings for members who purchased through our programs.
- Trained 49,000 member employees in risk management with 99 percent neutral to highly satisfied ratings through the Aon Quality Institute.

Technology

Technology holds great promise as a catalyst for improving quality of life as people age.

- Published *Bringing Aging Services to the Table: A Role for CAST in the Implementation of Health Reform and Leading by Example: CAST’s Role in Helping LeadingAge Members Turn Core Competencies into Sustainable Business Models*.
- Responded to more than 380 member inquiries directed to our Center for Aging Services Technologies (CAST); approximately 240 of these inquiries were technical in nature.
- Developed two journal papers, and a government report summarizing the findings of the AHRQ-funded hypertension study.