HCAW Board Packet

November 18, 2021

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HCAW November 2021 Board Meeting Agenda

Our Vision: We are inspired to position homecare services as a leader in healthcare in Washington State.

Date: 11/18/21		**Time:** 10:00 a.m.-11:00 a.m.	**Location:** GoTo Meeting	
TIME	**TOPIC**	**DISCUSSION**	**ACTION PLAN**	**RESPONSIBLE**
10:00 a.m.	Call to Order	Welcome/Updates • Consent Agenda: October 2021 Minutes • HCAW PAC • Membership Committee Co-Chairs • Website Audit	Acceptance	Rachel / All
10:05 a.m.	Financial Reports	• October Financials: Update and Acceptance	Acceptance	Brent
10:15 a.m.	Discussion Items	• RCTC Learn Report • MedBridge Podcast • DEI Interim Appointment • Marc Berg Contract – Reporting	Discussion	Rachel / Carissa / All
10:35 a.m.	Legislative Updates	• Clinical Director Report • Public Policy Report	Review and Questions	Leslie Donna

10:45 am	Committee Reports	• Membership Committee
		  ○ Membership Renewals
		  ○ Prospective Member Outreach
			Discussion	Kelly / Jason

10:55 am	Open Discussion	NAHC Fall Meeting Round Robin	Discussion	All
10:55 a.m.	Strategic Plan	Review open items from strategic planning	Review and Discussion	All
11:00 a.m.	Adjourn/Action Items	*Our Mission: To promote the long-term growth and sustainability of in-home services in Washington State. HCAW provides leadership for consumers by unifying in-home services providers through public outreach, education, legislative advocacy and supporting practice standards.*		

Board Meeting Teleconference Minutes
Wednesday October 21, 2021

10:00 am-11:00 am

Our Vision: We are inspired to position homecare services as a leader in healthcare in Washington State.

ATTENDANCE

Board: Officers: President; Rachel Manchester, President-Elect/Treasurer; Brent Korte, **Directors:** Gina Anderson, Jason Darling, Lisa Shaw, Deb Strom, Amber Hahn-Keenan, Lisa Shaw, Geoff Meinken, Imee Nebres

Staff: Leslie Emerick, Public Policy Director; Donna Goodwin, Clinical Director

Not in Attendance: Directors: Melinda Moore, Shelly McDiarmed, Sheena Paylor, Carissa Linnane Executive Director (Excused), Kelly Pajinag,

CALL TO ORDER

Meeting called to order at 10:01 am
Consent Agenda: September Minutes accepted with minor revisions (date, attendees)

FINANCE REPORTS

Financial Reports:
Brent reviewed the financial reports. Deb Strom requested the narrative text summary reports to be included in the board packet moving forward. (Rachel will request this of AMI). Question of what are invoiced dues? (Brent will follow up with Carissa)

Amber K. requested we review the A/R as she is concerned this may be overstated. (Brent will investigate with Carisa).

Jason asked who manages our investments? Rachel answered Baird and we will get these statements to the board on a monthly basis as well. Discussion that we "could" consider reviewing portfolio in the future as it is a bit conservative.

September Financials accepted as provided with request to include narrative text in board packets moving forward at 10:17 by Amber and Jason.

General Announcements:

Voting Items

Reminded directors that Marc's version C was approved in September; Marc was

presented this information and is fine with it; next steps will be to sign the contract ONCE THE NAME IS AMENDED AT TOP AND BOTTOM TO HOME CARE (not homecare) and discuss report cadence and distribution. Carissa will be notified to change the contract prior to signing.

Donna led this discussion and offered for her and Carissa to work with Marc on the above. Leslie recommended we have 2 consistent board members assigned to the CON talks. Need to identify who this will be as this process is scheduled to begin this Fall.

Donna then described the SEPSIS tool kit work with the home care association of New York and Al Cardillo. Work still needs to be done re: how to access this tool kit and how to share with the membership and what to charge each member (if anything). Deb requested a small group meet offline and prepare a recommendation to the board for November's meeting. Rachel and Deb to meet after this meeting to discuss next steps around this.

A motion was presented and passed to allow HCAW to spend $1,500 for access to the SEPSIS tool kit at 10:28 by Kelly, Imee and Lisa.

Donna mentioned NAHC's email from Calvin McDaniels earlier this week describing better jobs better care included in the legislation; this could bring higher wages for home care and increase available $ to our industry.

Donna then mentioned the HCA pilot for MCO patients and the $3,000 per patient pilot going on from 10/14 – 10/31/201 and encouraged us to accept these referrals.

PUBLIC POLICY REPORT

Complete report in board packet.
Leslie did a perfect Segway from Donna's report about the MCO funding/pilot. Reviewed a few key topics in her report.

DISCUSSION ITEMS

Brent Korte mentioned we likely missed the conversation over vaccine mandates as we are governed by the state in health care but instead took the opportunity to ask all members to participate in a survey. Provided a link to the survey in the chat at 10:43.

Held a vote to include Sheena Paylor as our new Secretary; motion passed at 10:58 by Deb and Lisa Shaw.

STRATEGIC PLAN REVIEW

- Reviewed the strategic plan in the EXCEL file; noted this was not the most up to date version as Liz and Rachel had made some updates, but we rolled with

it. Several committees still need to call their groups together.
    - Leslie needs the board to create a legislative plan
    - Donna needs the board to work with her on key director initiatives
    - Education committee needs more volunteers and a new leader (Deb may be interested but wants to meet about this with Rachel offline).
    - The strategic plan will be a standing agenda item each month

ACTION ITEMS

- **Carissa:**
    - Follow-up with Marc Berg to finalize the terms of an Option C on his research proposal based on the motion approved in the above record.
    - Fix Marc Berg contract before sending from HOMECARE to Home Care. 😊
    - See notes in Strategic Plan
    - Provide the narrative text summary reports of the finances to all board members monthly (not just treasurer)
    - Provide Baird investment statements to all board members monthly.
    - Write a $1,500 check to HCA of NY for Sepsis Alliance inclusion
- **Rachel:**
    - Update Carissa on meeting action items
    - Meet with Deb off-line about the small committee as well as the education committee
    - Fix September meeting minutes and send back to AMI (Done 10/21/2021)

MEETING AJOURNED at 11:00 am

	Last Month	This month	Last Year	Year-to-Year Change	
	Sep 30, 21	Oct 31, 21	Oct 31, 20	$ Change	% Change
ASSETS					
Current Assets					
Checking/Savings					
Baird Cash and Equivalents	36,395.98	36,670.58	33,970.00	2,700.58	7.95%
Bairds Investment Assets	119,628.17	122,592.22	92,493.21	30,099.01	32.54%
Columbia Checking 0944	81,675.73	70,359.74	35,666.14	34,693.60	97.27%
Columbia Money Mkt #0936	65,693.30	65,693.86	65,683.49	10.37	0.02%
PAC - Columbia #0951	1,179.81	1,179.81	0.00	1,179.81	100.0%
Paypal	0.00	0.00	525.00	-525.00	-100.0%
Total Checking/Savings	304,572.99	296,496.21	228,337.84	68,158.37	29.85%
Accounts Receivable					
Accounts Receivable	15,614.90	6,464.90	13,400.00	-6,935.10	-51.75%
Total Accounts Receivable	15,614.90	6,464.90	13,400.00	-6,935.10	-51.75%
Other Current Assets					
Prepaid Annual Meeting Expenses	750.00	750.00	750.00	0.00	0.0%
Prepaid Expenses	5,900.00	5,712.50	0.00	5,712.50	100.0%
Prepaid Insurance	2,329.22	2,198.80	1,473.33	725.47	49.24%
Prepaid Workshop Expenses	12,880.00	12,520.00	6,080.00	6,440.00	105.92%
Undeposited Funds	175.00	366.00	0.00	366.00	100.0%
Total Other Current Assets	37,649.12	21,547.30	8,303.33	13,243.97	159.5%
Total Current Assets	357,837.01	324,508.41	250,041.17	74,467.24	29.78%
TOTAL ASSETS	357,837.01	324,508.41	250,041.17	74,467.24	29.78%
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
Accounts Payable	660.00	660.00	2,828.75	-2,168.75	-76.67%
Total Accounts Payable	660.00	660.00	2,828.75	-2,168.75	-76.67%
Other Current Liabilities					
Deferred Dues					
Affiliate Dues	887.41	887.41	151.70	735.71	484.98%
Provider Dues	42,525.81	42,525.81	28,316.95	14,208.86	50.18%
Total Deferred Dues	43,413.22	43,413.22	28,468.65	14,944.57	52.5%
Payable to HCAW PAC	100.00	100.00	0.00	100.00	100.0%
Total Other Current Liabilities	43,513.22	43,513.22	28,468.65	15,044.57	52.85%
Total Current Liabilities	44,173.22	44,173.22	31,297.40	12,875.82	41.14%
Total Liabilities	44,173.22	44,173.22	31,297.40	12,875.82	41.14%
Equity					
Retained Earnings	59,762.07	59,762.07	-51,012.49	110,774.56	217.15%
Unrestricted Net Assets	237,544.50	237,544.50	237,544.50	0.00	0.0%
Net Income	742.32	-16,971.38	32,211.76	-49,183.14	-152.69%
Total Equity	298,048.89	280,335.19	218,743.77	61,591.42	28.16%
TOTAL LIABILITIES & EQUITY	342,222.11	324,508.41	250,041.17	74,467.24	29.78%

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July through October 2021

	This month	YTD		
	Oct 21	Jul - Oct 21	Budget	% of Budget
Ordinary Income/Expense				
Income				
PAC Contributions	0.00	500.00	0.00	N/A
MEMBERSHIP				
Affiliate Dues	0.00	1,149.90	3,200.00	35.93%
Provider Dues	0.00	47,815.83	180,000.00	26.56%
Total MEMBERSHIP	0.00	48,965.73	183,200.00	26.73%
OPERATING				
Job Target/Career Board	0.00	0.00	1,300.00	0.0%
Total OPERATING	0.00	0.00	1,300.00	0.0%
PROGRAMMING				
Annual Meeting/Conv - Spring				
Sponsorships/Endorsements/Rebat	0.00	0.00	3,000.00	0.0%
Annual Meeting/Conv - Spring - Other	0.00	0.00	41,000.00	0.0%
Total Annual Meeting/Conv - Spring	0.00	0.00	44,000.00	0.0%
Conf Trade Show Booth	0.00	0.00	3,000.00	0.0%
OCS OASIS Partnership	0.00	0.00	1,500.00	0.0%
Workshops/Seminars	732.00	1,006.90	21,250.00	4.74%
Total PROGRAMMING	732.00	1,006.90	69,750.00	1.44%
Total Income	732.00	50,472.63	254,250.00	19.85%
Gross Profit	732.00	50,472.63	254,250.00	19.85%
Expense				
PAC Expenses	194.84	194.84	0.00	N/A
ADMINISTRATIVE				
Professional Fees				
Tax Return Prep	3,316.35	3,316.35	0.00	N/A
Total Professional Fees	3,316.35	3,316.35	0.00	N/A
Bank / Merchant Fees	55.60	89.40	2,900.00	3.08%
Business License	0.00	0.00	10.00	0.0%
Insurance	130.42	652.10	2,300.00	28.35%
Management	6,900.00	27,600.00	82,800.00	33.33%
Office Supplies	0.00	7.10	300.00	2.37%
Postage	1.00	4.10	350.00	1.17%
Printing/Copies	13.87	75.73	400.00	18.93%
Publications/Subscriptions	0.00	375.84	1,500.00	25.06%
Telephone	25.97	103.98	500.00	20.8%
Total ADMINISTRATIVE	10,443.21	32,224.60	91,060.00	35.39%
ADVOCACY				
Lobbyist Expenses	0.00	0.00	1,750.00	0.0%
Lobbyist/Legislative Consultant	8,000.00	19,700.00	44,400.00	44.37%
Policy & Advocacy	125.00	625.00	1,500.00	41.67%
Total ADVOCACY	8,125.00	20,325.00	47,650.00	42.66%
COMMUNICATIONS				
Website- Reg & Maint	0.00	3,130.00	2,400.00	130.42%

Home Care Association of Washington
Profit & Loss Budget vs. Actual
July through October 2021

	This month	YTD		
	Oct 21	Jul - Oct 21	Budget	% of Budget
Total COMMUNICATIONS	0.00	3,130.00	2,400.00	130.42%
LEADERSHIP				
Board Meetings	0.00	0.00	1,750.00	0.0%
Strategic Planning	0.00	650.00	1,500.00	43.33%
Total LEADERSHIP	0.00	650.00	3,250.00	20.0%
MEMBERSHIP SERVICE/RETENTION				
Clinical Director	2,500.00	10,000.00	30,000.00	33.33%
Clinical Director Expenses	0.00	0.00	500.00	0.0%
NAHC Dues/Other Memberships	62.50	312.50	1,500.00	20.83%
Public Relations/ Awards	0.00	0.00	250.00	0.0%
Total MEMBERSHIP SERVICE/RETENTION	2,562.50	10,312.50	32,250.00	31.98%
PROGRAMS				
Annual Mtg/Convention Spring				
A/V - Technology	0.00	0.00	8,300.00	0.0%
Food and Beverage	0.00	0.00	18,500.00	0.0%
Speaker	0.00	0.00	9,000.00	0.0%
Syllabus	0.00	0.00	2,500.00	0.0%
Total Annual Mtg/Convention Spring	0.00	0.00	38,300.00	0.0%
Workshops/Seminar Expense				
A/V-Technology	360.00	1,800.00	3,250.00	55.39%
Food and Beverage	0.00	0.00	2,000.00	0.0%
Lodging & Transportation	0.00	0.00	1,500.00	0.0%
Other Workshops/Seminar Expense	0.00	125.00	2,000.00	6.25%
Speaker	0.00	0.00	10,000.00	0.0%
Syllabus Copies	0.00	0.00	2,500.00	0.0%
Total Workshops/Seminar Expense	360.00	1,925.00	21,250.00	9.06%
Total PROGRAMS	360.00	1,925.00	59,550.00	3.23%
Total Expense	21,685.55	68,761.94	236,160.00	29.12%
Net Ordinary Income	-20,953.55	-18,289.31	18,090.00	-101.1%
Other Income/Expense				
Other Income				
Interest & Dividends	275.80	952.83	750.00	127.04%
Gain/Loss on Investments	2,964.05	365.10	0.00	N/A
Total Other Income	3,239.85	1,317.93	750.00	175.72%
Net Other Income	3,239.85	1,317.93	750.00	175.72%
Net Income	-17,713.70	-16,971.38	18,840.00	-90.08%

Home Care Association of Washington
Profit & Loss Prev Year Comparison
July through October 2021

	Jul - Oct 21	Jul - Oct 20	$ Change	% Change
Ordinary Income/Expense				
Income				
PAC Contributions	500.00	0.00	500.00	100.0%
MEMBERSHIP				
Affiliate Dues	1,149.90	303.32	846.58	279.11%
Provider Dues	47,815.83	51,619.82	-3,803.99	-7.37%
Total MEMBERSHIP	48,965.73	51,923.14	-2,957.41	-5.7%
OPERATING				
Job Target/Career Board	0.00	118.16	-118.16	-100.0%
Total OPERATING	0.00	118.16	-118.16	-100.0%
PROGRAMMING				
Annual Meeting/Conv - Spring	0.00	3,208.33	-3,208.33	-100.0%
Workshops/Seminars	1,006.90	1,450.00	-443.10	-30.56%
Total PROGRAMMING	1,006.90	4,658.33	-3,651.43	-78.39%
Total Income	50,472.63	56,699.63	-6,227.00	-10.98%
Gross Profit	50,472.63	56,699.63	-6,227.00	-10.98%
Expense				
PAC Expenses	194.84	0.00	194.84	100.0%
ADMINISTRATIVE				
Professional Fees				
Tax Return Prep	3,316.35	0.00	3,316.35	100.0%
Total Professional Fees	3,316.35	0.00	3,316.35	100.0%
Bank / Merchant Fees	89.40	0.00	89.40	100.0%
Insurance	652.10	341.25	310.85	91.09%
Management	27,600.00	7,500.00	20,100.00	268.0%
Office Supplies	7.10	0.00	7.10	100.0%
Postage	4.10	0.00	4.10	100.0%
Printing/Copies	75.73	0.00	75.73	100.0%
Publications/Subscriptions	375.84	0.00	375.84	100.0%
Telephone	103.98	0.00	103.98	100.0%
Total ADMINISTRATIVE	32,224.60	7,841.25	24,383.35	310.96%
ADVOCACY				
Lobbyist Expenses	0.00	375.00	-375.00	-100.0%
Lobbyist/Legislative Consultant	19,700.00	18,500.00	1,200.00	6.49%
Policy & Advocacy	625.00	375.00	250.00	66.67%
Total ADVOCACY	20,325.00	19,250.00	1,075.00	5.58%
COMMUNICATIONS				
Website- Reg & Maint	3,130.00	0.00	3,130.00	100.0%
Total COMMUNICATIONS	3,130.00	0.00	3,130.00	100.0%
LEADERSHIP				
Strategic Planning	650.00	0.00	650.00	100.0%
Total LEADERSHIP	650.00	0.00	650.00	100.0%
MEMBERSHIP SERVICE/RETENTION				
Clinical Director	10,000.00	3,982.50	6,017.50	151.1%
NAHC Dues/Other Memberships	312.50	0.00	312.50	100.0%

Home Care Association of Washington
Profit & Loss Prev Year Comparison
July through October 2021

	Jul - Oct 21	Jul - Oct 20	$ Change	% Change
Total MEMBERSHIP SERVICE/RETENTION PROGRAMS	10,312.50	3,982.50	6,330.00	158.95%
Workshops/Seminar Expense				
A/V-Technology	1,800.00	1,080.00	720.00	66.67%
Other Workshops/Seminar Expense	125.00	0.00	125.00	100.0%
Total Workshops/Seminar Expense	1,925.00	1,080.00	845.00	78.24%
Total PROGRAMS	1,925.00	1,080.00	845.00	78.24%
Total Expense	68,761.94	32,153.75	36,608.19	113.85%
Net Ordinary Income	-18,289.31	24,545.88	-42,835.19	-174.51%
Other Income/Expense				
Other Income				
Interest & Dividends	952.83	563.17	389.66	69.19%
Gain/Loss on Investments	365.10	7,102.71	-6,737.61	-94.86%
Total Other Income	1,317.93	7,665.88	-6,347.95	-82.81%
Net Other Income	1,317.93	7,665.88	-6,347.95	-82.81%
Net Income	-16,971.38	32,211.76	-49,183.14	-152.69%

Home Care Association of Washington
A/R Aging Summary
As of November 12, 2021

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
A Helping Hand Homecare	0.00	0.00	0.00	0.00	4,240.00	4,240.00
Martha and Mary Home Services	0.00	0.00	0.00	0.00	2,090.00	2,090.00
RCTCLEARN NET	0.00	0.00	0.00	0.00	134.90	134.90
TOTAL	0.00	0.00	0.00	0.00	6,464.90	6,464.90

PREMIER CLIENT STATEMENT

Statement Period: **OCTOBER 1 - OCTOBER 31, 2021**
Account Number: **8084-3137**
Account Solution: **Brokerage**
For more information, go to www.bairdwealth.com/retailinvestor

BAIRD

ACCOUNT SUMMARY

	This Period October 1, 2021	*Year-to-Date January 1, 2021*
Beginning Balance	**$156,024.15**	**$143,787.84**
Cash Deposits		
Cash Withdrawals		
Income and Distributions	274.60	2,948.41
Other Transactions		
Change in Value*	2,964.05	12,526.55
Total Assets: October 31, 2021	**$159,262.80**	**$159,262.80**

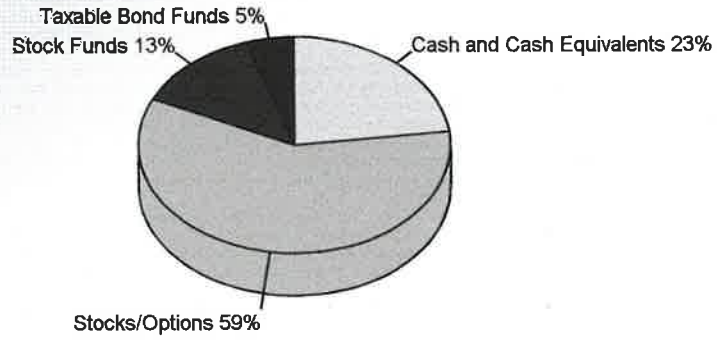
* Change in Value may include assets received in and/or delivered out.

INVESTMENT OBJECTIVE

Growth with Income

If you have any questions concerning your investment objective, or wish to make a change, please contact your Baird Financial Advisor.

ASSET ALLOCATION



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HOME CARE ASSOCIATION OF WA
5727 BAKER WAY NW STE 200
GIG HARBOR WA 98332-5811

FROM YOUR BAIRD FINANCIAL ADVISOR

Bill MacGeorge
Telephone (206) 664-8850

Office Servicing Your Account
925 Fourth Ave Ste 3600
Seattle WA 98104

Current Opportunities

In a complex and uncertain world, it can be hard to know what the right decision is when it comes to your finances. The choices you make today can have long-lasting implications. Visit www.bairdwealth.com to understand how your Baird Financial Advisor can help you plan for your future and prepare you for the unexpected.

Portfolio Bulletin Board

Contact your Baird Financial Advisor if you are interested in investment alternatives.

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Assets in your Baird account are protected by SIPC, subject to applicable limits. Baird provides additional coverage in excess of SIPC limits through an insurance policy with Lloyd's of London. Your balances in the bank deposit account are insured by the FDIC subject to applicable limits. For more information on FDIC insurance, please see rwbaird.com/cashsweeps.

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Change in Circumstances
Contact your Financial Advisor immediately if there is a material change in your financial or tax situation. If you participate in a discretionary investment advisory program, please contact your Financial Advisor if you wish to impose or modify reasonable restrictions on the management of your account.

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Information provided with respect to cost basis is derived from transactions in your account or information supplied by you or your agent, if applicable. Although Baird maintains cost basis for each trade processed through us, your statement may display the net cost of your current holdings. There is no guarantee as to the completeness of cost basis information or the gain and loss information provided on this statement. Certain transactions may have complex tax consequences that may require adjustments to the cost basis of assets acquired and/or sold. These transactions include reorganization activity (mergers, spin-offs, etc.), wash sales and post year-end cost basis adjustments. When reporting your cost basis information, please see the tax information below. Cost basis associated with covered securities in taxable (reportable) accounts will be reported to the IRS in the year of sale.

Tax Information
Tax information is reported based on data available to us at the time your statement is created. Taxable dividends are segregated into qualified and non-qualified income. In order to take advantage of the reduced rate, you must determine if you meet the QDI holding period requirement for each payment. Certain post-year-end adjustments may subsequently change the tax information presented on your statement. Distributions paid by mutual funds, closed-end funds, real estate investment trusts and unit investment trusts may be reflected as non-qualified income and subsequently changed after year-end based on the issuer's tax reclassification information. When reporting your tax information, please rely exclusively on substitute Form 1099-B that you will receive from us for your taxable (reportable) accounts. For retirement accounts, the cost basis information and tax information sections are provided for informational purposes only. Form 1099-R will report distributions from your retirement account.

Assets Not Held at Baird
In certain instances, we may include on your statement information about assets "not held" by Baird identified by a pound sign (#) on your statement. Baird does not maintain custody or control of such assets which may be held by you or a third-party custodian. Any information reflected on your statement about assets "not held" at Baird may be provided by you, your third-party custodian or other agent. Baird does not guarantee the accuracy of any information provided on this statement with respect to assets "not held" at Baird, including but not limited to the quantity, value or cost basis of any such assets reflected on your statement. If such assets are held with another custodian, your third-party custodian is responsible for providing you year-end tax reporting information (Form 1099) and separate periodic statements for such assets. Information provided by the third-party custodian may vary from the information included on your Baird statement for certain reasons, such as different reporting periods and valuation sources.

Physical and Lost Certificates
Transactions involving physical certificates are processed by Baird on a best efforts basis and may be subject to separate processing fees. Baird will not be liable for any damage, loss, cost or expense, including lost profits, that you may incur arising directly or indirectly from circumstances beyond Baird's reasonable control including, without limitation, actions or failures to act of third parties unaffiliated with Baird. If your statement indicates that securities were delivered out of your account and you have not received them in physical form, please notify Baird immediately in writing. If written notification is received within 120 calendar days of the mailing of the statement to you, replacement will be made free of charge. Thereafter, a fee for replacement may apply.

Transaction Dates
All securities transactions are reflected on a trade date basis.

Free Credit Balances
Any free credit balances in any account will be paid to you on demand, in the normal course of business, along with any fully paid securities to which you are entitled, and any securities purchased on margin upon the full payment of any indebtedness to Baird. Free credit balances are not segregated and may be used in our business, subject to limitations imposed by applicable regulation.

Margin Accounts and Margin Account Interest Charges
If you have applied for margin privileges and have been approved by us, this statement is a combined statement of your securities account and a special miscellaneous (or margin) account maintained for you under Regulation T issued by the Board of Governors of the Federal Reserve System. The permanent record of the separate miscellaneous account required by Regulation T is available for your inspection upon request. Securities held in a margin account are identified by the letter "M" on your statement. Distributions made from securities loaned to a third party over a dividend record date may be reported on substitute Form 1099-MISC as substitute payments and will be taxed at ordinary income tax rates. The margin interest period includes the second last business day of the prior statement period through the third business day prior to the last day of the current statement period. The margin interest charge is computed by multiplying the rate of interest by the average net daily settled debit balance and a fraction, the numerator of which is the number of days the debit balance existed, and the denominator of which is three hundred sixty (360). The rate of interest is determined by the cost of borrowing money and other factors and is subject to change without notice. The average net daily settled debit balance includes any settled credit and settled debit balances in your cash and margin accounts during the period.

Commissions, Markups, Advisory Fees and Other Fees and Service Charges
Please see www.bairdwealth.com/retailinvestor or contact your Financial Advisor for information about commissions, markups, order handling fees, investment advisory fees and various other fees and service charges which may pertain to your account.

Cash Sweep Program
Baird offers a Cash Sweep Program in which uninvested cash in a client's account is automatically swept or deposited into one or more FDIC-insured, interest-bearing deposit accounts at one or more banks up to $1,250,000 (or $2,500,000 for joint accounts) in aggregate, with excess cash automatically invested in a Dreyfus money market fund. A third-party administrator assists in the administration of the program. Baird receives compensation for the services it provides in connection with the Cash Sweep Program. Such compensation consists of a monthly per account fee that applies to IRA advisory accounts, which is generally paid out of the total interest that the banks agree to pay on the aggregate client deposits (the "bank all-in interest") and therefore does not appear on client account statements; and a fee applicable to all other accounts that is equal to the amount remaining after deducting the interest paid to clients on their cash and the administrator's fee from the bank all-in interest. Such compensation, which may be up to 2% per annum of aggregate client cash balances, presents a conflict of interest in that it gives Baird a financial incentive to have clients participate in the Cash Sweep Program and to maintain cash balances in the Cash Sweep Program. Clients with investment advisory accounts will pay both the asset-based fee on all of the assets in those accounts, including cash, which means that Baird receives both the asset-based advisory fee and compensation under the Cash Sweep Program on cash balances. Advisory account clients may choose to maintain their cash balances in a brokerage account in which there is not an asset-based fee. Money market mutual funds and other cash equivalent investments may be purchased outside the Cash Sweep Program. The banks participating in the Cash Sweep Program, the bank priority lists that apply to the cash balances in clients' accounts and the interest rates that are paid on those cash balances may change from time to time following notice provided on Baird's website for the Cash Sweep Program at www.rwbaird.com/cashsweeps. For more information about the Cash Sweep Program, the participating banks, bank priority lists, and current interest rates or yields, see www.rwbaird.com/cashsweeps.

Estimated Annual Income and Yields
Estimated annual income and yields are calculated by annualizing recent distributions, which may not reflect historical experience and is not a prediction or guarantee of future results. The actual income and/or yield may be lower or higher than the estimated amounts. The estimated yield only reflects the income generated by an investment and may change based on price fluctuations and other factors. Certain types of securities could generate returns of principal or capital gains, which would cause the estimated annual income and yield amounts to be overstated.

Option Transactions
Option transactions are subject to the following: 1) Commissions and other charges related to the execution of option transactions have been included in confirmations of such transactions previously furnished to you, and will be made available promptly upon request; 2) You should advise us promptly of any material changes in your investment objective or financial situation; and 3) Assignment notices for option contracts are allocated among customer short positions pursuant to an automated procedure which randomly selects from among all customer short option positions those contracts which are subject to assignment, including positions established on the day of assignment. Additional information pertaining to the procedures used for automated random selection is available upon request.

Services Offered, Client Relationship Booklet and Other Helpful Information for Retail Investors
We offer to clients both brokerage services and investment advisory programs and services. Depending upon a client's particular needs and goals, a client may have brokerage accounts, advisory accounts or both. You should understand that there are important differences between brokerage accounts and advisory accounts. Brokerage accounts and advisory accounts are governed by different laws and regulations and also different terms and conditions in a client's agreements with Baird. Those accounts also have different services, features, costs, and methods for compensating us. Information about the services, characteristics, costs, fees and expenses, and conflicts of interest associated with brokerage and investment advisory accounts is available through your Financial Advisor and in Baird's Client Relationship Summary and Client Relationship Booklet, which you have received, current versions of which are available at www.bairdwealth.com/retailinvestor. Other useful information is provided at www.bairdwealth.com/retailinvestor to assist clients in considering the type of accounts and investments that are appropriate for them. It is important that you fully understand the characteristics of the accounts and services provided to you by your Financial Advisor and the account options available when investing through Baird. Actual fees charged to your account for the services provided are detailed in your client statements. Commissions charged on brokerage accounts are disclosed as required on your transaction confirmations. Please consult with your Financial Advisor in the event you have any questions regarding charges to your account, the services provided or account options available. Additional information is also available on our website at www.bairdwealth.com/retailinvestor.

Embedded Commissions Paid to Third Party Brokers
If the account incurred an embedded commission that was paid to a third party broker, please refer to the document "*Important Information about Investment Managers' Placement of Client Trade Orders and Their "Trade Away" Practices* available at www.bairdwealth.com/retailinvestor.

SIPC Protection
Baird is a member of the Securities Investor Protection Corporation (SIPC). SIPC protects securities customers of its members up to $500,000 for cash and securities held in your Baird account for which you act in a separate capacity. Up to $250,000 of that coverage may be applied toward uninvested cash. For more specific information about the limitations of coverage, please see www.sipc.org or visit rwbaird.com. Baird also provides coverage in excess of SIPC limits through an insurance policy through Lloyd's of London, with an aggregate coverage limit of $250 million for all eligible Baird claims. The policy has a sublimit of $1.9 million per customer for cash awaiting reinvestment. Please see rwbaird.com or contact your Financial Advisor for details.

Errors and Inquiries
It is important that you review your statement carefully and notify the Branch Manager of the office servicing your account immediately in the event you suspect an error. We will consider your statement correct unless we receive a written inquiry from you within 10 calendar days of the mailing of the statement to you. Any oral communications you have with Baird regarding possible errors in your statement should be reconfirmed in writing to protect your rights, including your rights under the Securities Investor Protection Act. All correspondence regarding your statement should include: (1) your name and account number; (2) the date and a complete description of each entry in question and why you feel that the entry may be in error; and (3) detail regarding any oral communication you have had with Baird regarding the statement prior to the mailing of your written correspondence.

Where to Find Additional Information
Additional important information regarding the disclosures above, the products and services available to you, applicable fees and charges and the terms and conditions applicable to your Baird accounts is contained in your Client Relationship Agreement and related disclosure documents. If you have an investment advisory account, additional important information is contained in Baird's Form ADV Part 2A Brochure. The disclosures in this document are only a summary of important information applicable to you and those disclosures are qualified in their entirety by the more complete disclosures contained in the documents referenced above. You should have already received copies of those documents. You are urged to review those documents for more complete information. A copy of those documents are also available by contacting your Financial Advisor.

A Consolidated Statement of Financial Condition of Robert W. Baird & Co. Incorporated is available at our Web site, www.rwbaird.com. A copy will also be mailed to you upon request.

ASSET SUMMARY

	Value as of October 31, 2021				Gains/(-)Losses		
						Realized	
	At Baird	Not at Baird	Total	% of Assets *	Unrealized	This Period	Year-to-Date
Cash	53.40		53.40	0.03%			
Money Market/Bank Deposit	36,617.18		36,617.18	22.99%			
Cash and Cash Equivalents	**$36,670.58**		**$36,670.58**	**23.02%**			
Stocks/Options	93,543.50		93,543.50	58.74%	19,072.97		
Stock Funds	20,858.72		20,858.72	13.10%	7,880.95		
Preferred Stocks							
Balanced Funds							
Tax-Exempt Bonds							
Tax-Exempt Bond Funds							
Taxable Bonds							
Taxable Bond Funds	8,190.00		8,190.00	5.14%	-3,354.05		
Unit Investment Trusts							
Annuities							
Baird Capital							
Other Investments							
Portfolio Assets	**$122,592.22**		**$122,592.22**	**76.98%**	**$23,599.87**	**$0.00**	**$0.00**
Total Assets	**$159,262.80**		**$159,262.80**	**100.00%**	**$23,599.87**	**$0.00**	**$0.00**

INCOME & DISTRIBUTION SUMMARY **

		This Period	Year-to-Date
Dividends	Tax-Exempt		
	Taxable - Qualified	75.90	1,394.00
	Taxable - Non-Qualified	198.40	967.88
Interest	Tax-Exempt		
	Taxable	0.30	5.23
Capital Gain Distributions			581.30
Return of Principal			
Other			
Total Income and Distributions		**$274.60**	**$2,948.41**

TAX INFORMATION SUMMARY

		This Period	Year-to-Date
Accrued Interest Paid	Tax-Exempt		
	Taxable		
Accrued Interest Received	Tax-Exempt		
	Taxable		
Gross Proceeds			
Federal Withholding			
Foreign Taxes Paid			
Margin Interest Charged			

* Please note "% of Assets" figures are shown gross of any amounts owed to Baird and/or net short positions.
** Certain distributions made in the current year that are reported in the prior year and/or receiving securities whose fair market value is taxable as a dividend may cause a difference in totals between the Income and Distribution Summary and Activity Summary tables.

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ASSET DETAILS

This section shows the cash, cash equivalents and/or securities in your account. It reflects market values as of the close of business, October 31, 2021.
Please note, unrealized gain/loss is being prepared for informational purposes only and should not be used for tax preparation without the assistance of your tax advisor.
Cumulative Investment Return on funds and unit investment trusts is provided for informational purposes only to assist you in comparing the total current value of your position with your total amount invested, excluding reinvestment activity. Cumulative Investment Return may be misstated if any cost information is inaccurate or if you have sold part of your position since your original investment.

CASH AND CASH EQUIVALENTS

Any balances reflected in this section held in a bank deposit account or in shares of money market mutual funds may be liquidated on your order and the proceeds returned to your account or remitted to you. We encourage you to visit www.rwbaird.com/cashsweeps and to speak to your Financial Advisor about alternatives for your idle cash as there may be material differences in yield and other important factors to consider (e.g. liquidity, safety) when choosing the best solution to meet your needs.

	Current Value	Cost	Unrealized Gain/(-)Loss*	Anticipated Annualized Income	Current Yield %
CASH	53.40	53.40			
FDIC INSURED DEPOSIT MULTI-BANK	36,617.18	36,617.18		3.30	0.01%

Net yield from 10/01/21 - 10/31/21 was 0.01%.

Deposits are insured by the FDIC up to $1,250,000 per depositor (or $2,500,000 for joint accounts).

Program Banks	*Current Value*
CITIBANK, N.A.	36,518.58
HSBC BANK USA	98.60

Total Cash and Cash Equivalents	**$36,670.58**	**$36,670.58**		**$3.30**	**0.01%**

PORTFOLIO ASSETS

	Symbol/CUSIP Bond Rating+	*Quantity*	*Current Price*	*Average Unit Cost*	*Current Value*	*Cost*	*Unrealized Gain/(-)Loss**	*Anticipated Annualized Income*	*Current Yield %*
Stocks/Options									
ABBVIE INC	ABBV	80	114.6700	97.0486	9,173.60	7,763.89	1,409.71	451.20	4.92%
ALASKA AIR GROUP INC	ALK	100	52.8000	65.5800	5,280.00	6,558.00	-1,278.00	N/A	N/A
DIVERSIFIED HEALTHCARE TRUST SBI	DHC	300	3.6400	23.6135	1,092.00	6,334.57***	-5,242.57	12.00	1.10%
EXPEDIA GROUP INC	EXPE	55	164.4100	128.5516	9,042.55	7,070.34	1,972.21	N/A	N/A
FIVE STAR SENIOR LIVING INC NEW	FVE	20	4.1100	3.7100	82.20	74.20	8.00	N/A	N/A
RMR GROUP INC CL A	RMR	3	34.7900	11.8900	104.37	35.67	68.70	4.56	4.37%

ASSET DETAILS continued

Stocks/Options continued	Symbol/CUSIP Bond Rating+	Quantity	Current Price	Average Unit Cost	Current Value	Cost	Unrealized Gain/(-)Loss*	Anticipated Annualized Income	Current Yield %
RAYTHEON TECHNOLOGIES CORP	RTX	93	88.8600	82.4149	8,263.98	7,664.59	599.39	189.72	2.30%
SIX FLAGS ENTERTAINMENT CORP NEW	SIX	150	41.1300	56.0749	6,169.50	8,411.24***	-2,241.74	N/A	N/A
STARBUCKS CORP	SBUX	125	106.0700	14.2369	13,258.75	1,779.61	11,479.14	245.00	1.85%
UNITED PARCEL SERVICE INC CL B	UPS	60	213.4700	115.9950	12,808.20	6,959.70	5,848.50	244.80	1.91%
U S BANCORP DE NEW	USB	165	60.3700	43.2977	9,961.05	7,144.12	2,816.93	303.60	3.05%
VERIZON COMMUNICATIONS INC	VZ	150	52.9900	51.2033	7,948.50	7,680.50	268.00	384.00	4.83%
WEYERHAEUSER CO	WY	290	35.7200	24.1176	10,358.80	6,994.10	3,364.70	197.20	1.90%
Total Stocks/Options					**$93,543.50**	**$74,470.53**	**$19,072.97**	**$2,032.08**	**2.17%**
Stock Funds									
WASHINGTON MUTUAL INVESTORS CL A REINVESTMENTS	AWSHX	353.358	59.0300	36.7269	20,858.72	12,977.74	7,880.95	322.58	1.55%
Total Stock Funds					**$20,858.72**	**$12,977.74**	**$7,880.95**	**$322.58**	**1.55%**
Taxable Bond Funds									
TEMPLETON GLOBAL INCOME FUND	GIM	1,500.000	5.4600	7.6960	8,190.00	11,544.05***	-3,354.05	304.50	3.72%
Total Taxable Bond Funds					**$8,190.00**	**$11,544.05**	**-$3,354.05**	**$304.50**	**3.72%**
Total Portfolio Assets					**$122,592.22**	**$98,992.32**	**$23,599.87**	**$2,659.16**	**2.17%**
Total Assets					**$159,262.80**	**$135,662.90**	**$23,599.87**	**$2,662.46**	**1.67%**

\+ Bond ratings of securities displayed on your statement were obtained from various rating services. There is no guarantee with respect to the accuracy of this information.

* Please note, "Unrealized Gain/(-)Loss" does not equal the total current value minus the total cost if any value or cost amounts are missing.

*** The original cost of this security has been adjusted to reflect principal payments, return of capital or amortization/accretion based on our records and/or provided by you.

ACTIVITY SUMMARY

Type of Activity	Activity	This Period	Year-to-Date
	Opening Balance - Cash and Cash Equivalents	**$36,395.98**	**$34,514.95**
Buy and Sell Transactions	Assets Sold/Redeemed		-792.78
	Assets Bought		
Cash Deposits and Withdrawals	Deposits		
	Withdrawals		
Income and Distributions	Dividends	274.30	2,361.88
	Interest	0.30	5.23
	Capital Gain Distributions		581.30
	Return of Principal		
	Other		
Margin Interest	Margin Interest Charged		
Cash Management Activity	Debit Card Activity		
	ACH/ATM Activity		
	Checks You Wrote		
Other	Other Transactions		
	Closing Balance - Cash and Cash Equivalents	**$36,670.58**	**$36,670.58**

ACTIVITY DETAILS

Date	Activity	Quantity	Price	Description	Total
	Opening Balance			**Total Opening Balance**	**$36,395.98**
10/01/21	Purchase			FDIC INSURED DEPOSIT	
10/15/21	Dividend			U S BANCORP DE NEW	75.90
10/18/21	Purchase			FDIC INSURED DEPOSIT	
10/19/21	Dividend			WEYERHAEUSER CO	145.00
10/20/21	Purchase			FDIC INSURED DEPOSIT	
10/29/21	Interest			FDIC INSURED DEPOSIT	0.30
10/29/21	Asset Bought-Reinv			FDIC INSURED DEPOSIT	
10/29/21	Dividend			TEMPLETON GLOBAL INCOME FUND	53.40
	Closing Balance			**Total Closing Balance**	**$36,670.58**

SUBACCOUNT ACTIVITY

Cash	Money Market	Margin
$54.00	**$36,341.98**	**$0.00**
-54.00	54.00	
75.90		
-75.90	75.90	
145.00		
-145.00	145.00	
0.30		
-0.30	0.30	
53.40		
$53.40	**$36,617.18**	**$0.00**

Home Care Association of Washington

Clinical Director Report

October 2021

Legislative/Regulatory:

Certificate of need rules for home health to be opened for review some time this fall. I am working with Leslie and Marc Berg on next steps to move forward.

The final rule for Medicare home health for 2022 is available to review. NAHC has provided excellent overview of details. Overall, no huge surprises this time around.

CHOOSE Home – Monitoring progress of this bill which could be huge for home care.

Social worker payment for Medicaid home health:

Participated in discussion around the SW payment method for home health patients covered by Medicaid. Even though the bill included a July 1, 2021 start date that likely won't take effect until January 1, 2022 without a retro option.

Medicaid incentive payments to home health agencies:

Participating in discussions with HCA regarding the payment incentive of $3000 to home health agencies who will accept difficult to place patients. We anticipate that 25 patients will be admitted under this pilot statewide. Agencies should work with the MCOs on these referrals.

***Representing HCAW*:**

I attend the following meetings throughout the month representing HCAW:

Forum of States; DOH COVID 19 vaccine webinars (multiple); CON call with member agency; WSHA – STAR – Sepsis webinars; Bree Collaborative; WSHA Readmission Round table meeting, NAHC Town Hall meetings, LPN apprentice workforce.

November 5, 2021

HCAW November 2021 Public Policy Report

Prepared by Leslie Emerick, HCAW Public Policy Director

Policy Overview

It looks like legislative committee hearings in 2022 may be virtual again and floor action will be in person for legislators. That will mean that lobbyists will probably be barred from the Capital Campus again this session. Nothing formal has come out to confirm this…just conversation with legislators at this point! Just a reminder that next session will be the "Short" 60-day Legislative Session: January 10 – March 11, 2022.

In a recent article in The Olympian, it states that the Senate Facilities and Operations committee voted to allow floor sessions for Senators and only 12 people in the side galleries, which is where the lobbyists typically sit to watch the proceedings. Lawmakers are encouraged to hold their meetings remotely with in-office meetings capped at 3 people.

I am gearing up for the 2022 Legislative session and have started conversations with legislators on issues impacting in-home services agencies. As you know we have been working cooperatively with WSHPCO and WAHCA for a long time on issues of concern for our industry and have participated in over 6 years of attending a joint legislative day together. Many of our issues overlap such as workforce shortages and Mediciad reimbursement. All three associations membership are licensed and regulated under DOH through RCW 70.127. Since these meetings are short, I often go over the main issues impacting all three in-home services associations.

We have a meeting scheduled on November 10th with Amber Leaders, Governor Office Health Policy Staff, to discuss our legislative agenda for In-Home Services providers issues related to home health, home care and hospice. We are encouraging Amber to please consider home care home health and hospice to be include in discussions around Long-Term Care issues that are mainly focused on at DSHS regulated entities. We are definitely part of the long-term care spectrum!

Proposed In-Home Services Legislative Agenda for 2022 Session

1. **Palliative Care Insurance Benefit:** Palliative care for patients with a serious or chronic illness is not being reimbursed in a standardized way for palliative care providers in

Washington state, even though the actual services are being provided around the state. Currently the reimbursement is a patchwork of various billing codes that can be cobbled together to cover the existing provision of this care or disincentivizing palliative care. This proposal would include coverage under the state's Medicaid program as well as private insurers. The stakeholder work has begun, and we are reviewing whether a Sunrise Review for new Mandated Benefit makes sense to do over the 2022 interim. Feedback in my meetings with legislators are telling me that we may have another path forward! Suggestions are a bundled payment system that includes existing services under the Essential Health Benefits. We are also considering talking about renewing the rule making with HCA.

2. **Private Duty Nursing Agency Reimbursement:** Private Duty Nursing (PDN) agencies who care for medically intensive children and adults are being paid at the same rate as an independent provider nurses with no agency overhead costs. PDN agencies provide supervision, payroll and oversight and assure shifts by nurses are covered. Currently DSHS pays home care agencies a higher rate to address the overhead costs vs. independent providers. We are requesting that PDN agencies gain additional reimbursement for being an agency provider vs an independent provider. Maintain rates that were provided by federal COVID dollars for retention of current nurses. I have been given permission to work on this with Ways and Means Committee staff by Senator Cleveland and we had our first meeting with DSHS staff on November 4, 2021. They are going to research the rates for PDN and also how home care agencies are paid vs IPs in the home care world.

3. **Medicaid Home Health 10% Rate Increase Budget Proviso:** Home health did not get a rate increase during the COVID 19 Emergency and is still bearing the high cost of serving the Medicaid population with reimbursement much less than the cost of providing service.

4. **Maintain COVID-19 Funding for Medicaid Home Care Agencies:** Home care agencies are struggling to hire workers and must remain competitive in their wages to compete. We request that the state maintain the amount of funding available during the after the pandemic after the state of emergency is declared over.

5. **Workforce Shortage Issues and Impacts on hiring Home Care Aides, Certified Nursing Assistants and LPN/ RNs:** We are supportive of the Nursing Care Quality Assurance Commissions efforts to create an apprenticeship pathway for Home Care Aides and Certified Nursing Assistants to become LPN/RNs to increased capacity in the LTC workforce.

Fall Legislative Committee Days: are coming up and here are the virtual public hearings that are scheduled impacting in-home services. I plan to attend these meetings and listen in for issues related to in-home care. I have highlighted a few areas of potential policy impacts. You can also access these hearings on TVW afterwards or during the hearings.

Joint (House and Senate) Legislative Executive Committee on Planning for Aging and Disability Issues 11/17/2021 2:00 PM Virtual
Work Session: To view committee documents: https://app.leg.wa.gov/committeeschedules
See https://app.leg.wa.gov/CSIRemote/Joint to register for remote public testimony.

1. Medicare affordability.
2. Update on the Developmental Disability North Star Project.
3. Impact of Medicaid rates methodologies on workforce in long-term care and developmental disability settings.
4. Update on the WA Cares Fund.
5. Public comment. (Remote testimony.)

Senate Ways & Means 11/15/2021 3:30 PM Virtual
Work Session: See https://app.leg.wa.gov/CSIRemote/Senate for testimony options.:
https://app.leg.wa.gov/committeeschedules

1. Revenue and caseloads update.
2. Update on COVID-19 response funding.
3. Impacts of vaccine mandate on agency operations.
4. Blake implementation.
5. Broadband expansion.

Senate Health & Long Term Care 11/15/2021 10:30 AM Virtual
Work Session: To view committee meetings: https://app.leg.wa.gov/committeeschedules

1. Health care workforce challenges.
2. COVID-19 pandemic update. .

House Health Care & Wellness 11/18/2021 8:00 AM Virtual
Work Session: To view committee meetings: https://app.leg.wa.gov/committeeschedules

1. Rural health financing.
2. Health Care Cost Transparency Board update.
3. Behavioral health bed capacity update.
4. Update on state pharmaceutical purchasing initiatives.

House Appropriations 11/18/2021 3:30 PM Virtual
Work Session: To view committee meetings: https://app.leg.wa.gov/committeeschedules

1. Update on Use of Funding for the Temporary Assistance for Needy Families Program.
2. Update on Use of Funding for the Dan Thompson Trust Fund.
3. Update on Use of Funding for Transitioning Aging and Long-Term Care Support Administration (ALTSA) Clients from Acute Care Hospitals to Community and Other Settings.
4. 2022 Session Fiscal Preview.

Legislative Proposal for a WA State Psilocybin End-of Life Bill based (on the Oregon bill): I was invited to a meeting with Senator Jesse Salomon (D) representing the Shoreline area. He wanted to discuss how the Oregon bill is being implemented and if there are any things that we

could do better if we run the bill in WA State. He referred to the John Hopkins Study as a basis for the bill. He may be asking for the associations support if they move forward with this proposal next session.

Health Care Authority (HCA)

$3,000 Incentive Payments for Medicaid Home Health: Donna, Brent Korte and I met with the Governor's Policy Staff, and Jason McGill at the HCA regarding incentive payments for home health and hospice to get difficult to discharge patients out of hospitals and into their homes. Based on that discussion, HCA decided to move forward with the following pilot project:

Medicaid discharge incentives for skilled nursing facilities, home health agencies, & hospitals: HCA has approval to fund a new home health incentive supporting hospital discharge during the current COVID-19 surge. HCA has implemented a small home health incentive program of $3K for 25 new episodes of home health care for clients ready to discharge from hospitals. MCOs will send HCA requests for funding, and HCA will pay home health agencies directly. The deadline has been extended until the funds run out so please reach out to your MCOs soon! You can also direct questions to Glory Dole, Section Manager for Medicaid Contracts and Compliance glory.dole@hca.wa.gov.

I recently spoke with Glory Dole about how the pilot is going. She said that only half the 25 slots have been approved and we are having some problems with the MCOs getting them to approve the pilot provisions. HCAW has offered to facilitate these determinations by MCOs, but she said that hospital discharge planners are also of concern as they are not sending appropriate patients to home health and they often are readmitted, and the hospital does not get reimbursed for being patients who are readmitted. I requested that we participate in discussions with the WA State Hospital Association around this issue to improve readmission rates and provide safe discharges into patient's homes. I also suggested that they take a closer look at the Home Care Association of New York collaborative efforts with hospitals that was put into place during the pandemic. Hospital-Home Care Collaboration – HCA-NYS

Social Worker for Home Health: The new reimbursement program will start up on January 1, 2022. HCA has already had their first stakeholder meeting to discuss implementation. The reason it will not be retroactive from July 1, 2021, is that they have to amend the State Plan (SPA) which is their contract with the federal government and renegotiate the contracts with the Managed Care Organizations (MCOs).

Social Worker for Home Health Rulemaking has been initiated: HCA has started the rulemaking process to amend the WAC to allow for reimbursement of a social worker for home health. HCA Preproposal - Statement of Inquiry (CR101) **182-551** Home Health WSR 21-20-063

Purpose: The 2021-2023 operating budget included a proviso (section 211(65), chapter 334, Laws of 2021) specifying that certain appropriated funds are provided to reimburse social workers as part of the medical assistance home health benefit. The agency is amending home health rules in chapter 182-551 WAC, subchapter II, to include medical social services within the home health program.

Comments are due by Wednesday, November 17 on the rules draft below. Return your comments to: Brian Jensen, Rules & Publications Program Manager:brian.jensen@hca.wa.gov
Direct policy questions to: Cynthia Rivers, Clinical Quality and Care Transformation, via email at: Cynthia.rivers@hca.wa.gov with a cc: to brian.jensen@hca.wa.gov

Chapter 182-551
Home Health_External

Private Duty Nursing issue and Seattle Children's Hospital (SCH): Medically fragile children on vents and trachs are cared for by our Private Duty Nursing Agencies and are regulated by both the Health Care Authority and DSHS. SCH has initiated a workgroup to discuss how to address medically fragile children being backed up at the hospital for up to 3 years due to the shortage of private duty nurses and low reimbursement rates in the state. I attended a 2-day conference in Seattle with SCH to discuss ways to help expand care for this kids in the home. I have been appointed to work on this issue through their workgroup. One of the issues that came out of this meeting was that PDN agencies are paid at the same rate as their independent contractor RNs, which does not take into account agency overhead. We are working with DSHS and legislators to try and fix this in the next legislative session.

Department of Health (DOH)

COVID-19 Guidance: The following guidance documents include changes to references that include the secretary of health's masking order; change in quarantine length for fully vaccinated, exposed residents from 14 days to seven days (with completion of post-exposure testing); and removal of links to archived CDC guidance.

- Outdoor Visitation Guidance for Long-Term Care (LTC) Settings
- Risk Assessment Template to Assess COVID-19 Exposure Risk for Residents/Clients after Community Visits
- Supplemental Guidance for Long-Term Care Facility Visitors
- Interim Guidance for SARS-CoV-2 Source Control in Health Care Settings
- L&I and DOH Respirator and PPE Guidance for Long-Term Care: Employer responsibilities for respiratory protection program and provision of personal protective equipment (PPE)

- L&I and DOH Respirator and PPE for In-Home Care Agencies: Employer responsibilities for respiratory protection program and provision of personal protective equipment (PPE)

The Certificate of Need Program's 2021-2022 hospice need forecasting methodology and updated application form are now available.

- Updated hospice application form PDF
- Hospice need forecasting methodology PDF

The methodology will also be available on our website. This methodology is based on the adopted hospice rules under WAC 246-310-290. Deadlines for letters of intent and the corresponding applications are county-specific.

On October 29, 2021 the Certificate of Need Program announced it is delaying its final posting for its year 2021 final hospice numeric methodology. Although the notification we sent out on October 1, 2021 stated we expected to send out the final on or before November 1, 2021, staffing issues have delayed the release of some impactful decisions to this method. Namely for:

Pierce County decision released October 27, 2021
King County decision anticipated November 5, 2021

In order to release the most accurate need projections possible, the final numeric methodology will be posted on or before November 10, 2021, with the above decisions included. As many of you know this methodology is based on the adopted hospice rules under WAC 246-310-290.

Deadlines for letters of intent and the corresponding applications are county-specific. You may find these deadlines in Table A, included in the link above. If you have questions, please contact the Certificate of Need Program at FSLCON@doh.wa.gov.

Hospice CON Rulemaking: We did get an update from Eric Hernandez, DOHN CON Manager, "We have already started our planning for rulemaking, now that we have some resources to get this work done. We anticipate holding workshops starting in late winter to early spring. We are currently working on how best to tackle the enormous amount of work we have before us. The entire WAC 246-310 is open, so our internal group are still strategizing on how best to divide this work so that we can get done efficiently and with the most participate with stakeholders.

Home Health CON Rulemaking: We are still waiting to hear back from DOH when this rulemaking will begin. HCAW has contracted with Marc Berg to begin the analysis of the data for home health in WA State.

In-Home Services Rules: DOH plans to update the In-Home Services Rules. No date set yet. Do you have suggestions for changes to the hospice related rules that should be made? We need to let John Hilger at DOH know soon so he can begin to incorporate into the draft for stakeholder review.

DOH Preproposal Statement of Inquiry (CR-101) Supervisory Visits: Regarding WAC 246-335-510, WAC 246-335-545, WAC 246-335-610, and WAC 246-335-645 in chapter 246-335 WAC, In-Home Services Agencies. DOH will consider amending requirements for how in-home services agencies perform supervisory visits. This may include permanently adopting some measures used throughout the coronavirus disease 2019 (COVID-19) pandemic, such as expanding the definition of "telemedicine," removing the requirement that supervisory visits must occur during an on-site visit, and other regulatory flexibilities as appropriate. Additionally, the department will consider whether amendments are necessary to align with Engrossed Substitute House Bill (ESHB) 1196 (chapter 157, Laws of 2021), audio-only telemedicine legislation that was passed during the 2021 legislative session filed as WSR# 21-20-084.

Palliative Care Roadmap Still Available!! It's posted on DOH Rural Health webpage, as well as the WA Rural Palliative Care Initiative portal To order: https://prtonline.myprintdesk.net/DSF/

Palliative Care-Rural Health Integration Advisory Team (PC-RHIAT): For more information on their efforts go to: https://waportal.org/partners/home/washington-rural-palliative-care-initiative The group met on November 3 to review how the Cohort programs are going around the state.

Nursing Care Quality Assurance Commission (NCQAC)

LPN Apprenticeship and LTC Nursing Workforce: The LPN Apprenticeship and LTC Nursing Workforce virtual summit was help on October 22, 2021. The meeting was over 6 hours long and discussed creating the LPN apprenticeship pathway, ways to get involved, including how to apply to become a pilot site and more! Here is a link to the agenda. I am on this workgroup and will continue to offer ideas from our association membership.

- NCQAC LTC Virtual Summit - LPN Apprenticeship Summit & Agenda.pdf

Emergency Rule Making (CR-103E) Amending NAC and NAR training requirements:

WAC 246-841-405, 246-841-420, 246-841-470, 246-841-490, 246-841-500, 246-841-510 and 246-841-555. Amending specific training requirements for Nursing Assistant Certified (NAC) and Nursing Assistant Registered (NAR). The Nursing Care Quality Assurance Commission (commission) has adopted emergency rules as the permanent rulemaking process continues. The rules in chapter 246-841 WAC provide regulatory requirements for NACs and NARs. These amendments allow additional pathways to comply with current standards. This is the fifth emergency rule and it continues the emergency rule that was filed on May 20, 2021 under WSR 21-12-011 without change. Prior filings were June 26, 2020, WSR 20-14-066; October 23, 2020, WSR 20-22-023; and January 20, 2021, WSR 21-04-004. Transition from emergency to permanent rules

were approved by the commission and a notice of intent to begin rulemaking was filed on February 8, 2021, under WSR 21-05-021. Filed as WSR# 21-19-091.

DSHS and DOH Stakeholder Workgroups on SHB 1218: SHB 1218 addresses the quality of life, health, and safety of long-term care residents during a state of emergency, such as a pandemic. During the 2021 legislative session, the legislature passed two bills in response to the COVID-19 public health emergency with major impacts on long-term care facilities and homes. I have been participating in these meetings. There is an October 2021 deadline to submit a draft to state agencies for review before December 2021 deadline. Here is a copy of the draft and feedback form:

SHB 1218 Draft Interim Report 9.29.21

SHB 1218 Interim Report Feedback Forr

Office of the Insurance Commissioner (OIC)

Telemedicine and audio-only telemedicine services rulemaking from OIC: Telemedicine Audio-Only 2021 Legislation: Substitute House Bill 1196 was passed during the 2021 legislative session and requires OIC to do rulemaking regarding the practice of telemedicine. OIC held a number of stakeholder meetings and most recently the CR 102 rules public hearing and there were no additional stakeholder comments for the telemedicine and audio-only telemedicine services in the proposed rule (R 2021-06). We reviewed the rule and had no further comments as they rules were well written. For more information, visit the rule's webpage.

Ongoing Public Policy Meetings

WA State Senior Citizens Lobby: I attended the full day conference and listened to legislators and Governor staff talk about the state budget and next session. The state is in good financial condition considering a pandemic and employment issues!

Dementia Action Collaborative: There will be new legislation proposed in 2022 to continue the efforts of the DAC and update the state Dementia Plan. I have been participating in the states Dementia Collaborative for several years. I am working on a readmissions committee with this group that includes discussions around in-home services.

WA State Hospital Association (WSHA) Readmissions Workgroup: I am in the WSHA Readmissions Workgroup. I am trying to incorporate in-home services into their discussions!

WA State Telemedicine Collaborative: I participate in these meetings to follow issues closely related to providing telemedicine services in the home. The latest meeting was held on November 4th, 2021. There was further clarification on what an established relationship is for telehealth visits. They must have a report to the legislature done by the end of November 2021. I will send out when the final draft is released.

Education Committee

Chair(s): Rachel Manchester, Gretchen Anderson, Debra Strom

- Added Debra as a co-chair in Octoberm (PeaceHealth Home Health, Vancouver)
- Meghan Guthrie from Sunshine Home Health will join our committee (thank you Gretchen)
- Shelly Davidson EvergreenHealth Home Care will join our committee and function as liaison with the Evergreen speakers (thank you Brent)

Accomplishments

- Reengaged the committee leadership
- Recommend using Zoom platform for ease of use for presenters and attendees
- Updated the committee goals to align with HCAW Board Strategic Plan
    - Oasis Answers: Blueprint for OASIS Accuracy Workshop and Exam
        - 6/1-6/3 at Providence Home Services in Tukwila, WA
        - 10/5-10/7 at Sunshine Health Facilities in Spokane Valley, WA
    - One annual conference April 26-28
    - Monthly webinars 2nd Thursday monthly from 8:00-9:00am (9 per calendar year)
        - No honorarium at this time; no cost to us
        - No fee for members, considering minimal fee for non-members
    - Confirmed Topics & Presenters:
        - Geriatric Physical Therapy – January 13th
            - Joanie Howie JMHowe@evergreenhealthcare.org, Evergreen
        - Vestibular Rehab
            - Jason Hanson jihanson@multicare.org, Evergreen
        - Dementia
            - Lisa McAllister lsmcallister@evergreenhealthcare.org, Evergreen
        - Wound Care
            - Meghan Guthrie, Sunshine Home Health
        - Topic: TBD
            - Speaker Unknown, Providence
        - Topic- TBD: February 10th
            - Speaker from DOH (Margaret Holm)
    - Survey created and sent to Board/Committee members to determine topics for DOH to present and best time of day for their organization

Next Steps

- Investigating costs to set to cover fee for CEU credits
- Investigating bundle educational offering to launch at annual conference
- Investigate adding a Learning Management System (LMS) to build up a library for members to access. Possibility Learndash?
- Restart full Education Committee Meetings

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- Investigating updating resource links to other organizational education/information

Challenges

- Short time frame to get caught up
- Need a larger, more diverse Education Committee membership

Assistance needed from the Board

- Suggested speakers from vendors who could cover topics already suggested; or a great presentation you think would be valuable to our membership
- Suggest a member from your team to participate on the education committee; it looks good on a CV and provides networking opportunities. We need some representation from Rural Home Health and Palliative Care…

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