Welcome to the AHCA Annual Report! As I’m sure you’ve noticed, this is a fairly new report (second year) designed to give an overview of where the association stands. It’s kind of an accounting of what the association has done over the last year.

Since 1953, the Arizona Health Care Association has served the long term care profession. Its longevity is a true testament to the strength and dedication of its membership. It is that same strength and dedication that has allowed Arizona’s long term care providers to persevere against the often difficult odds we face in this state.

It has been my honor and privilege to serve as the AHCA President for the last year and a half. One of my main goals when I first started was to continue to increase the influence of long term care throughout the state. Personally, I believe we work to accomplish this every day through the efforts made by each member facility throughout the state in providing excellent care to our residents and patients. Our focus on quality is evident through the proliferation of the AHCA/NCAL Quality Awards (over 37 applications made this year alone), increased attendance at our education and convention programs, expansion of the Disaster Ready program and our solid public policy performance.

My second goal was to increase our communication effort. I think we can check the box on that one just by looking at the outstanding weekly newsletters that go out to the entire membership. I hope you find those helpful and I appreciate the efforts by the AHCA staff to give us timely and pertinent information. The A2Z Videos, the new Quality and Regulatory newsletter, as well as this Annual Report also contribute to this effort.

The third goal was to keep us on solid financial footing. That accomplishment was made possible by you through membership retention, increased dues dollars and increased attendance at the annual convention and expo.

For all of this I take my hat off and THANK YOU...our facility and Business Affiliate members!!! As I continue through my second year, I continue to pledge to listen to your issues – good and bad – and make this association better in my wake than when I first joined. If you ever have an issue or just want to talk about new things the association could do, please give me a call. As always, thank you for your membership.

Matt Ham, AHCA President

### AHCA Board of Directors

- **Matt Ham**
  - President
  - Life Care Centers of America

- **Heather Friebus**
  - Vice President
  - Devon Gables Rehab Center

- **Cindy Leach**
  - Secretary-Treasurer
  - Copper Village

- **Sean Mockbee**
  - Immediate Past President
  - View Point Senior Care

- **Kelly Bojorquez**
  - Region 1
  - The Forum at Desert Harbor

- **John Checkett**
  - AHCA General Counsel
  - Checkett Law Offices

- **Brian Elison**
  - Business Affiliate Rep
  - Medline Industries, Inc.

- **Jim Guschl**
  - Region 1
  - Ensign Services

- **Heather Hudson**
  - Region 3
  - Prescott Nursing & Rehab

- **Forrest Peterson**
  - Region 1
  - Ensign Services

- **Jeron Walker**
  - Region 3
  - Windsor Healthcare

- **David Voepel**
  - CEO

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**2019 Income**

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<th>Item</th>
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<tr>
<td>Dues</td>
<td>$1,262,810</td>
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<tr>
<td>Education</td>
<td>$265,570</td>
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<tr>
<td>Convention &amp; Expo</td>
<td>$477,361</td>
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<td>Other Programs</td>
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<td>Service Corp</td>
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<td><strong>Total Income</strong></td>
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**2019 Expenses**

<table>
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<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Personnel &amp; Consultants</td>
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<tr>
<td>AHCA/NCAL &amp; NAHCA</td>
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<td>Convention &amp; Expo</td>
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<td>Administrative/Office Rent/Supplies</td>
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<td>Grants</td>
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<td>Communication &amp; Marketing</td>
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<td>Board, Committees, Travel</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$2,293,980</td>
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2019 ACCOMPLISHMENTS

Arizona Health Care Foundation
- Granted more than $104,000 to grant Live a Dream wishes since 1999.
- Awarded over $355,000 in scholarships to long term care staff in member centers since 1999.
- Hosted annual AHCA Business Affiliate Member Appreciation Luncheon.

American Health Care Association/National Center for Assisted Living
- Member of National Center for Assisted Living (NCAL) Board of Directors.
- Member of Association of State Health Care Association Executives (ASHCAE) Executive Committee.
- Member of AHCA/NCAL Independent Owners Committee.

APN
- Paid more than $100,000 to AHCA members of Alliance Purchasing Network (APN).

Disaster Ready
- Completed the first Behavioral Pilot Study and developed a tool kit to use around the state.
- Offered expanded consulting services in life safety, emergency management and disaster planning along with table top exercises and participation in regional community-wide exercises through the ADHS Disaster Ready program.

NAHCA
- Partnered with National Association of Health Care Assistants (NAHCA) to serve 100 AHCA member centers and communities.

Business Affiliates
- Continued to strengthen Business Affiliate membership.
- Promoted AHCA First Campaign to encourage facilities to utilize AHCA Business Affiliates.
- Hosted annual AHCA Business Affiliate Member Appreciation Luncheon.

Medicaid/Medicare
- Worked with members on Medicaid/Medicare claims issues resolving claims worth millions of dollars.
- Received CMP funds for wound care certification course for SNFs.

Salary Survey
- Completed 15th Annual Salary Survey for participating members.

Managed Care Plans
- Met with leadership of AHCCCS Managed Care Plans on a semi-monthly basis to discuss trends, concerns and to strategically plan. Provided technical assistance to members on contract and managed care issues.

PUBLIC POLICY
- Conducted state legislative visits with elected officials, provided testimony in committees and expert assistance to key staff.
- Started a Political Action Committee (PAC) raising over $8,000 in first year.
- Held lobby day for Careforce Academy and Leaders programs.

EDUCATION
- Provided over 70 hours of state and national approved education credits.
- Record attendance at AHCA Annual Convention and Expo.
- Initiated technical assistance and education on new CMS Requirements of Participation (RoP) Phase 3 and PDPM.

COMMUNICATION
- Provided a bi-weekly electronic publication – AHCA Update to all members – full of helpful information and resources to help save money and support quality improvement efforts.
- Started a new bi-weekly newsletter, AHCA Quality Connection about regulatory issues.
- AHCA A2Z Video helped to clarify major issues of the day.

Increased Reimbursement and Rates for Nursing Centers and Assisted Living Communities

$16,783,673
Added to the rates of skilled nursing centers and assisted living communities

$5,385,382
Amount for differential Adjusted Payments (DAP) for Pressure Ulcers and UTIs - 1-2% increase

5.7% SNF ALTCs EPD rate increase

11.5% AL HCBS rate increase

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Phoenix, AZ 85014
602-265-5331  www.azhca.org

Arizona Health Care Foundation
Increased Reimbursement and Rates for Nursing Centers and Assisted Living Communities

PARTNERSHIPS