

Thank you to our 2021 LeadingAge Kansas Partners



LeadingAge Kansas COVID-19 Weekly Update September 17, 2021

www.leadingagekansas.org/covid19



LeadingAge™
Kansas

Guest Presentation

Joyce Sadewicz with Harmony Healthcare



COVID-19
 The Delta Variant

LeadingAge Kansas
 9.17.21



1

COVID-19
 The Delta Variant

Harmony Healthcare International (HHI)
 "HHI C.A.R.E.S. about Care"

C

ompliance

A

udit
nalysis

R


eimbursement
egulatory
ehabilitation

E

ducation
fficiency

S

urvey



V.9.16.21 Copyright © 2021 All Rights Reserved

2

About Kris

Kris Mastrangelo OTR/L, LNHA, MBA
President and CEO

Owens and operates Harmony Healthcare International (HHI) a Nationally recognized, premier Healthcare Consulting firm specializing in **C.A.R.E.S.** There are no nonfinancial disclosures to share.

“HHI C.A.R.E.S. About Care.”



C
A
R
E
S

ompliance
udit
nalysis
eimbursement
egulatory
ehabilitation
ducation
fficiency
urvey




3

3

Speaker and Planning Committee Disclosure

- **Disclosures:** The planners and presenters of this educational activity have no relationship with commercial entities or conflicts of interest to disclose. Please visit <https://www.harmony-healthcare.com/hhi-team> for all speaker’s financial and nonfinancial disclosures
- **Planners:**
 - Kris Mastrangelo, OTR/L, LNHA, MBA
 - Leslie Bell, RDN/LD
 - Joyce Sadewicz, PT, RAC-CT
 - Pamela Duchene, PhD, APRN-BC, NEA, FACHE
- **Presenter:**
 - Joyce Sadewicz, PT, RAC-CT



V.9.16.21 Copyright © 2021 All Rights Reserved 4

4

COVID-19 Delta Variant

5

Delta Variant

- The CDC tells us that the Delta variant of SARS COVID-19 is more than 2x as contagious as previous variants. For most of us in the industry, the Delta surge has rekindled memories of previous outbreaks.
- On 7/30/21, many major news outlets including The Washington Post, New York Times, CNBC, Reuters, Newsweek, and Al Jazeera reported that a leaked CDC memo indicates that the Delta variant of SARS COVID-19 is more transmissible than MERS, SARS, Ebola, a common cold, seasonal flu, and smallpox and is as contagious as chicken pox.

6

Delta Variant

- Later, on 8/11/2021, NPR reported that the Delta Variant, while highly transmissible, is **not** as contagious as Chicken Pox. They cite Tom Wenseleers, an evolutionary biologist and biostatistician from the University of Leuven in Belgium. Wenseleers was among the first scientists to formally calculate the transmission advantages of both the Delta variant and the Alpha variant over the original versions of SARS-CoV-2.
- The CDC on 8/16/2021 recommended that people with “moderately to severely compromised immune systems” receive a booster- a third injection of mRNA COVID-19 vaccine- at least 28 days after their second dose of the Pfizer or Moderna vaccines.

V.9.16.21 Copyright © 2021 All Rights Reserved

7

7

Delta Variant

- To quote the CDC website, “CDC does **not** recommend additional doses or booster shots for any other population at this time.”
- On the same date, 8/16/21, The Washington Post reported in its Health section “Biden administration to announce most Americans will need coronavirus booster shots,” explaining that “Administration officials believe people should get additional shots eight months after being fully vaccinated,” citing “the administration’s health and science experts.”

V.9.16.21 Copyright © 2021 All Rights Reserved

8

8

Delta Variant

- Here we go again, indeed.
- Is it any wonder that people are confused?
- Where do we, as health care professionals in Long-term care and Skilled Nursing, go to sort it all out?

V.9.16.21 Copyright © 2021 All Rights Reserved

9



9

Delta Variant

- CMS is our regulatory agency. We follow CMS regulations and guidance. CMS cites the Centers for Disease Control and Prevention (CDC) and the US Department of Health and Human Services (HHS) and informs the industry through its website, COVID-19 Stakeholder calls, and publications.
- Audio files and transcripts of COVID-19 Stakeholder calls are available at <https://www.cms.gov/COVIDvax>

V.9.16.21 Copyright © 2021 All Rights Reserved

10



10

Delta Variant

- A basic understanding of how the Delta variant is different from the SARS COVID-19 outbreaks we saw in 2020 is helpful. On 8/10/21, the Tampa Bay Times published a guest column written by Dr. J. Stacey Klutts, a Clinical Associate Professor of Pathology at the University of Iowa. He is the Chief of the Central Iowa VA Health Care System Pathology and Laboratory Service, and is the Immediate Past President of the Academy of Clinical Laboratory Physician Scientists (ACLPS).

V.9.16.21 Copyright © 2021 All Rights Reserved

11



11

Delta Variant

- In his guest column, Dr. Klutts explains in easy to understand language why the Delta variant is more transmissible than its predecessors. COVID-19 has the “spike protein” that the virus uses to attach and enter the human cells. The Delta Variant has mutations in the spike protein that makes it **much more effective** in attaching and entering human cells.

V.9.16.21 Copyright © 2021 All Rights Reserved

12



12

Delta Variant

- The “viral load” is the amount of virus that is detected in the lab tests. So, if the Delta variant attaches and enters human cells easier than its predecessors, it stands to reason that the viral load will be higher. Dr. Klutts cites two recent publications that report the viral load in the back of the throat are 1000x higher with the Delta variant than with the original SARS COVID-19 or previous variants.

V.9.16.21 Copyright © 2021 All Rights Reserved

13

13

Delta Variant

- Generally speaking, viral load is correlated with severity of symptoms. As early as December of 2020, Daniel Griffin, MD, PhD, clinical instructor of medicine, and Stephen Goff, PhD, the Higgins Professor of Microbiology & Immunology and Biochemistry & Molecular Biophysics at Columbia University were reporting that COVID 19 patients with mild symptoms saw a significant drop in viral load within the first week of infection, while patients whose viral loads remained high after a week of infection were “significantly more likely to be hospitalized or die.”

V.9.16.21 Copyright © 2021 All Rights Reserved

14

14

Delta Variant

- Dr. Klutts reports that recent publications have data that shows that the initial viral loads of vaccinated and unvaccinated persons rise at “identical rates” for the first few days. Around day 5, the viral load in vaccinated persons begin to drop quickly.
- This information helps people understand how vaccinated persons can still spread the virus without getting seriously ill themselves. During the first five days of infection, their viral load is high, but it drops quickly, so they don’t get seriously ill.

V.9.16.21 Copyright © 2021 All Rights Reserved

15

15

Delta Variant

- So, what are we to do?

V.9.16.21 Copyright © 2021 All Rights Reserved

16

16

Delta Variant

- First, it's imperative that we put personal opinions and politics aside and focus on what we do know, **Evidence Based Practice**.
- In a world where incomplete and conflicting information abounds, **Evidence Based Practice** should be our constant.
- We should **never forget** that each level of precautions is an enhancement of the previous level. When we use Contact Precautions, we don't forget Standard Precautions. We still wash our hands. We still treat every surface as though it is contaminated.

V.9.16.21 Copyright © 2021 All Rights Reserved

17

17

Delta Variant

- When we enhance mask use in Droplet Precautions, we must not forget all the other principles of Infection Prevention and Control. We still must remember that when a contaminated item comes in contact with a clean item, the clean item is now contaminated.
- The mask and/or eye protection you wear all day on the floor is potentially contaminated. Every time you touch it, what is contaminated now? Your hands! And then, without proper hand hygiene, what else becomes contaminated? **Everything you touch!**
- What is the answer for unvaccinated staff? **Evidence Based Practice.**

V.9.16.21 Copyright © 2021 All Rights Reserved

18

18

Delta Variant Things to Know

19

Delta Variant is Highly Contagious

- As of July 22, nearly 80% of UC Davis Health patients who tested positive for COVID-19 had the Delta variant. According to the CDC during the same week, the Delta variant accounted for more than 80% of new cases in the U.S. Health experts say it's typical for a new strain of a virus to be more contagious because it often becomes much more efficient and easily transmitted.

20

Delta Variant Symptoms Are The Same

- The symptoms of the Delta variant appear to be the same as the original version of COVID-19. However, physicians are seeing people getting sicker quicker, especially for younger people. Recent research found that the Delta variant grows more rapidly – and to much greater levels – in the respiratory tract.
- Typically, vaccinated people are either asymptomatic or have very mild symptoms if they contract the Delta variant. Their symptoms are more like those of a common cold, such as cough, fever or headache, with the addition of significant loss of smell.

V.9.16.21 Copyright © 2021 All Rights Reserved

21



21

Delta Variant is Affecting Unvaccinated People More

- Most patients hospitalized at UC Davis Medical Center are people who have not received the COVID-19 vaccine. Nationally, 97% of patients hospitalized with COVID-19 are unvaccinated, as of July 22. Vaccines are highly effective at preventing COVID-19 infection and are also effective in fighting against the Delta variant.
- In California and across the U.S., data shows that areas with lower vaccination rates tend to have higher COVID-19 infection rates. Health experts urge that COVID-19 vaccines work to prevent severe disease, which may be fatal.

V.9.16.21 Copyright © 2021 All Rights Reserved

22



22

Breakthrough Cases for Vaccinated People are Rare

- When a vaccinated person tests positive for COVID-19, most either have no symptoms or have very mild symptoms, and it rarely results in hospitalization or death. Their symptoms are more like those of a common cold, such as cough, fever or headache, with the addition of significant loss of smell.
- No vaccine is 100% effective. With the COVID-19 vaccines averaging about 90% efficacy, health experts expect about 10% of those vaccinated could be infected. According to the U.S. Center for Disease Control and Prevention, about 0.005% of the vaccinated population has reported breakthrough cases of COVID-19.

V.9.16.21 Copyright © 2021 All Rights Reserved

23



23

Delta Variant Could be Catastrophic in Some Communities

- In communities with lower vaccination rates, particularly rural areas with limited access to care, the Delta variant could be even more damaging. This is already being seen around the world in poorer countries where the COVID-19 vaccine isn't as accessible. Health experts say the impact could be felt for decades to come.

V.9.16.21 Copyright © 2021 All Rights Reserved

24



24

Many Unvaccinated Patients with COVID-19 Wish They had Gotten the Vaccine

- UC Davis Health physicians have noted that a number of younger patients, when they come in with critical illness, say that they wish they would have gotten the COVID-19 vaccine. Many patients have told their physicians, "Why did I not get the vaccine?" or "Why did I not listen?"

V.9.16.21 Copyright © 2021 All Rights Reserved

25



25

Some Experts are Recommending to Wear Masks, Even if You're Fully Vaccinated

- Many health experts across the country are wearing masks themselves even though they're fully vaccinated against COVID-19. They're also advising vaccinated people to avoid large gatherings and mask up indoors where the vaccination status of other people is unknown.

V.9.16.21 Copyright © 2021 All Rights Reserved

26



26

More COVID-19 Variants are Likely to Come

- The Delta variant is currently the most prominent strain of COVID-19, but the Lambda variant out of South America is also emerging. Health experts urge that if people want to get back to normal, a significant portion of the population needs to be vaccinated. As long as a chunk of people across the world are unvaccinated, new strains of the virus will continue to develop and cause problems.

V.9.16.21 Copyright © 2021 All Rights Reserved

27



27

References

- <https://health.ucdavis.edu/coronavirus/covid-19-information/delta-variant.html>

V.9.16.21 Copyright © 2021 All Rights Reserved

28



28



29



30



Connect With HHI
Follow Our Weekly Blog

<https://www.harmony-healthcare.com/blog>

 harmonyhealthcareinternational
 harmonyhealthcareinternational
 harmonyhealthcareinternational
 @harmonyhlthcare

31

31



Our Process

- Prescribed **medical record review process** that encompasses HHI's core business
- HHI Specialists provide expertise through teaching and training and an extensive chart audit process in order to ensure:
 - MDS Accuracy
 - MDS Supporting Documentation
 - Billing Accuracy
 - Nursing Documentation
 - Therapy Documentation
 - Clinically Appropriate Care

32

32

HHI Services and Plans

List of HHI Services

Gold C.A.R.E.S.
2 Year Service Plan

Platinum C.A.R.E.S.
3 Year Service Plan


PDPM Training and Audits | Medicare | Compliance | Rehab Program Development | Seminars | MMQ Audits | Mock RAC Audits | Rehab Certification | Mock Health Inspection Survey | MDS Competency | Talent Management | Denials Management | Compliance Certification | Clinically Appropriate Stay | QAPI | QIS | Medicare Part B Program | MDSC Mentor Program | Case Mix Consulting | Professional Development | Leadership Trainings | Regulatory and Survey Assistance | Five Star | PBJ | Quality Measures | Analysis | Staff Training | Infection Control and More!

Silver C.A.R.E.S.
1 Year Service Plan

A La C.A.R.E.S.
Customized Service Plan

33

33



Our Senior HHI Specialists

- Founded in 2001
- Privately owned and operated
- Ranked among Inc. Magazine's top 5,000 fastest growing private companies in America three years in a row
- Active monthly contracts in 24 states
- Over 1,000 Skilled Nursing Facilities serviced
- Over 3,000 Clinicians Certified on the MDS

34

34

<https://www.harmony-healthcare.com/harmonyhelp>

Live Support Available
8:00 a.m. – 5:00 p.m. EST

HarmonyHelp

With **HarmonyHelp**, Harmony Healthcare International (HHI) provides an invaluable resource for the entire interdisciplinary team. Imagine having questions answered by a HHI Specialist within minutes of the inquiry. Fill out the form on the right to learn more about HarmonyHelp and our various Service Plans.

The **Knowledge Center** is loaded with **information** that will assist with your daily responsibilities at your facility. This self-help site is broken up into **5 Sections**:

Manuals | Tools | C.A.R.E.S. Community | Hot Topics | FAQ (Frequently Asked Questions)

35

35

Month	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17
Total Part A Revenue	\$189,711.70	\$202,597.35	\$228,482.48	\$176,144.00	\$192,312.99	\$148,861.18
Rehab Revenue	\$181,514.58	\$201,611.41	\$227,975.42	\$175,546.71	\$190,248.65	\$146,559.14
Therapy Portion	\$80,485.58	\$83,627.77	\$100,444.89	\$79,055.91	\$86,172.60	\$67,514.29
% Therapy of Total Revenue	42.4%	41.3%	44.0%	44.9%	44.8%	45.4%
% Therapy of Total Revenue	95.7%	99.5%	99.8%	99.7%	98.9%	98.5%
% Therapy RUG Days (P)	91.9%	99.4%	99.6%	99.5%	98.6%	97.5%
Part A Rate	\$442.22	\$434.76	\$464.40	\$465.99	\$453.62	\$462.30
% of Max Rate	61.9%	60.9%	65.0%	65.3%	63.5%	64.8%
ADC	14.30	15.03	15.87	13.50	13.68	10.73

Complimentary HHI Offerings

- PDPM Revenue and Risk Analysis
- Medicare Part A Revenue and Risk Analysis
- Five-Star Quality Measure Points Analysis
- PEPPER Analysis

36

Harmony Healthcare International

36

Harmony Healthcare International (HHI)

C.A.R.E.S.TM

— HHI C.A.R.E.S. About Care —

**Compliance | Analysis | Audit | Regulatory | Rehabilitation
Reimbursement | Education | Efficiency | Survey**

Copyright © 2021 All Rights Reserved



V.9.16.21 Copyright © 2021 All Rights Reserved 37

37



harmony21
HHI C.A.R.E.S. About Care

harmony21 is the nation's leading interdisciplinary
long-term post-acute care symposium

October 21st and 22nd, 2021

Encore
BOSTON HARBOR

38



39



Savannah James
Co-Founder & CEO
978.998.1335
savannah.lee@hopforce.com

40

Gold Sponsor

TrinityRehab
Moving Forward

Susan Lewis
 CEO
 sue.lewis@trinityrehabservices.com

harmony21

41

Gold Sponsor

Maun-Lemke
 Changing the Results of Healthcare

Maun-Lemke Speaking & Consulting, LLC
 402.391.5540
 maunlemke.com

harmony21

42

Silver Sponsor

PHARMSCRIPT

Jamie Billings
Field Marketing Specialist
717.645.1172
jbillings@pharmscript.com



The banner features a background with blue and yellow geometric patterns, including stylized leaves and a sunburst. The text is centered and right-aligned.

43

Silver Sponsor



ACHCA
American College of
Health Care Administrators

Bill McGinley
President
800.561.3148
bill@achca.org



The banner has a blue and teal background with wavy lines. The ACHCA logo is a stylized globe with a sunburst. The text is centered and right-aligned.

44

Silver
Sponsor



Joseph Smith
CEO
800.847.0745
jsmith@O2safe.com



45

Bronze
Sponsor



IX-VII-MMXVI
Camargo Chauffeur, LLC.

Marcos Camargo
Owner
781.799.5488
camargo.chauffeurservicellc@gmail.com



46

Bronze
Sponsor



Joe Lino
Owner
913.207.5146
linoselux@yahoo.com



47

Bronze
Sponsor

LTC Matters, LLC

Stephanie Tymula
Managing Partner
978.770.7105
stephanie@ltc-matters.org



48

Harmony Healthcare International (HHI)

C.A.R.E.S.TM

HHI C.A.R.E.S. About Care

**Compliance | Analysis | Audit | Regulatory | Rehabilitation
Reimbursement | Education | Efficiency | Survey**

Copyright © 2021 All Rights Reserved

V.9.16.21 Copyright © 2021 All Rights Reserved

49



State Update

KDADS Restores Waivers for CNA/CMA training and clinicals

- Allows use of simulated lab for clinical training. [Read Revised Guidance Dated 9/14/2021.](#)
- Allows Trainee II hours to count toward hands-on clinical hours. [Read Revised Guidance Dated 9/14/2021.](#)

Follow up on new CDC/CMS guidance on use of community transmission rates

- KDADS has confirmed that nursing facilities should use the CDC [COVID-19 Data Tracker](#) to determine frequency of testing for unvaccinated staff. The KDHE data we have been using does not match up with the formula used by the CDC.
- KDADS plans to update the guidance for state-licensed providers today to match the new federal requirements. In other words, assisted living et al will also need to use the CDC data tracker.

LeadingAge Kansas Advocacy Update

- **Letter to Governor and LCC requesting emergency waivers and regulatory flexibility**
 - As feared, we continue to face a lot of obstacles related to confusion around new emergency management law, and its requirements that the Gov and Legislative leaders work in tandem on these issues.
 - Meeting with Governor's staff next week to explore more options
- **ARPA emergency funding proposals**
 - Appreciate hospitals being the guinea pig on the new SPARK process
 - ARPA funds are much more restricted and come with a lot more strings and reporting requirements than CARES Act money we have previously received.
 - Medicaid funding proposals
 - Exploring options and any new ideas to improve medicaid funding, especially around staffing
- **Nurse Aide Training Needs**
 - Met with a small coalition of providers and WSU Tech staff on their struggles with offering nurse aide training classes and proposals to KDADS to make instructor recruitment easier.
- **Coming Up Next Week**
 - Meeting with Governor's office on emergency waiver needs
 - Bethell KanCare Oversight Committee Sept 22 and 23
 - Assisted Living discharge taskforce recruitment

Special request

- Please complete the survey coming your way next week.
- We need fresh data on workforce shortages, wage wars, financial deterioration within the LTC provider community. From what we are hearing, a lot has changed since the last survey we did and the Delta variant came into play.
- This data is critical for us to tell the collective story of what is going on, and to help with advocacy efforts.

Contact Members of Congress to Urge Their Support

1. \$55 billion to increase Medicaid reimbursement for nursing homes so they can pay wages that enable them to recruit and retain staff, especially frontline workers.
2. \$1 billion investment in the aging services workforce to implement strategies to strengthen recruitment, career, and training opportunities that our nation's direct care workers need to care for millions of older Americans and people with disabilities.
3. \$190 billion for HCBS to increase reimbursement rates, including increasing pay for the staff who provide the help. Require rates to be updated every 2 years.
4. \$7.5 billion to address the nation's shortage of affordable housing for older adults with very low incomes through HUD's Section 202 Supportive Housing for the Elderly program.

More info at <https://leadingage.org/legislation/better-care-better-jobs-act-innovative-models-address-hcbs-workforce>

To Make Your Voice Heard go to https://leadingage.org/grassroots/make-your-voice-heard?_ga=2.168406306.2083638248.1631732997-347257451.1608306319

Federal Update

- HHS Announces New \$25.5 Billion in COVID-19 Provider Funding

<https://www.hhs.gov/about/news/2021/09/10/hhs-announces-the-availability-of-25-point-5-billion-in-covid-19-provider-funding.html>

1. \$8.5B for rural providers through the American Rescue Plan
2. Phase 4 PRF - \$17B for broad range of providers for revenue losses and expenditures from 7/1/2020 - 3/31/2021
3. More on eligibility requirements, application process and documents and information providers need to complete application for PRF Phase 4 and ARP Rural payments <https://www.hrsa.gov/provider-relief/future-payments>
4. Application portal will open on September 29, 2021. - The key is to file EARLY

- Phase 3 news

1. PRF Phase 3 60-day grace period
2. Opportunity for reconsideration of incorrect PRF Phase 3 payment. See methodology at <https://www.hrsa.gov/sites/default/files/hrsa/provider-relief/phase-3-methodology-overview.pdf>

Value First PPE and Testing Update

- **McKesson, Value First's preferred distribution partner, supply chain update:**
 - The Abbott BinaxNow and the Quidel Quickvue rapid tests continue to be under allocation however small allotments may become more available in the coming weeks.
 - McKesson does have availability on the CareStart rapid antigen test if your community has that need. (Item #1197186) Your shipment may be backordered however they are anticipating continued supply for now.
 - Due to the very high demand, they are requesting limiting orders to 30-day supply.
 - McKesson does still have inventory on Gowns, Gloves as well as Honeywell N95 masks.
 - Continue to be in close contact with your McKesson representative (scott.fleet@mckesson.com) with the additional needs you might have. You may also reach out to ann@leadingagekansas.org

2021 Virtual Fall Conference - Registration is Open!

Learn more by visiting our website!

<https://www.leadingagekansas.org/2021-fall-conference-and-expo>

Register today for \$10 off your registration!



Virtual Fall Joint Provider Surveyor Wrap-Up

- Thank you to the attendees
- We appreciated our knowledgeable speakers
- If you missed it the recording will be available for purchase and CEUs, keep an eye out for that availability next week

Statewide LTC Webinar – Sept. 17

The Use of Monoclonal Antibody Treatment in Long-Term Care
Friday September 17th 1:30:00 – 4:00 PM

Dr. Jessica Kalendar-Rich, KUMC, Landon Center on Aging

Monoclonal antibody usage in the long-term care setting including data around the benefits, protocol information and tips and tricks.

Upcoming Webinars

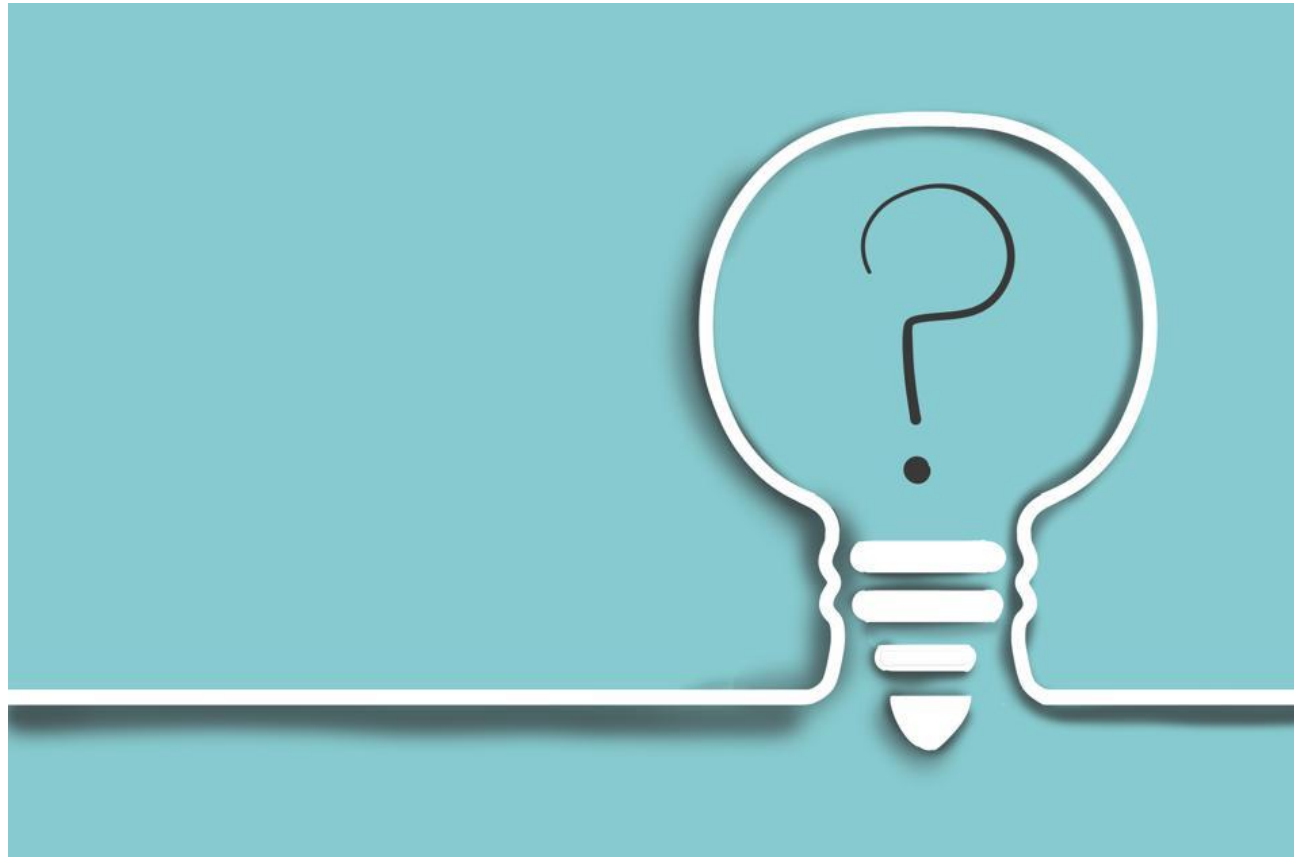
Medicaid Case Mix Reimbursement for Kansas Nursing Homes

September 28th | 1:00-2:00 PM

Presenter – David Halferty with Myers and Stauffer

- Reconcile/confirm the nursing facility rate calculations on the case mix rate schedule using cost report data and information from resident listings
- Project future rates (Jan 1 rate adjustments) using 7/1 rate schedules and information from residents listings (for 7/1 and 10/1)
- Be prepared to provide informed feedback on proposed reimbursement methodology changes.

[Click to Register](#)



www.leadingagekansas.org/covid19

