



ADVOCATING TO PRESERVE AND EXPAND ACCESS TO HOME HEALTH IN MAINE AND THROUGHOUT THE NATION: Androscoggin Home Healthcare + Hospice CEO, Ken Albert Stands at the Forefront of Our Industry's Fight

A new bill that would prevent the Centers for Medicare & Medicaid Services (CMS) from reducing home health payments beginning this year through 2026 was introduced in the Senate July 25, 2022. Known as “The Preserving Access to Home Health Act”, the bill was introduced by Senators Debbie Stabenow, a Democrat from Michigan, and Susan Collins a Republican from Maine, both of whom have been long-time advocates of accessible at-home care.

That same day, Androscoggin Home Healthcare + Hospice President and CEO, Ken Albert, joined forces with Mary Myers, President and CEO of Johns Hopkins Home Care Group, and Keith Myers, President and CEO of LHC Group – one of the Nation’s largest home health and hospice providers – to address the importance and urgency of this bill with more than 700 health care executives.

In comparing the current effort to 2017, when CMS attempted to change the home health payment system to the Home Health Savings Model, advocates should be feeling confident. The support that the National Association for Home Care & Hospice



Kenneth Albert, III, RN, Esq.,
President & CEO Androscoggin Home
Healthcare + Hospice

(NAHC) was able to gain overruled the bill then – and members remain hopeful that diligence will allow them to prevail once again, but not without help. NAHC remains committed to pushing CMS on a regulatory level, as well viewing the proposed rule from a legal lens. According to NAHC’s own analysis, 44% of agencies would be operating with a negative margin should the current proposed rule go into effect in 2023.

“So, 40% of the providers will go into a negative margin if the rule holds,” Ken Albert, R.N., Esq., Chairman of the Board of Directors for NAHC and President and CEO of Androscoggin Home Healthcare + Hospice, said on a panel at NAHC’s Financial Management Conference Monday.

“This isn’t about some whining and complaining about having a little less in our pockets; this is about access to quality home health care.”

Disagreements abound between the home health industry and CMS, primarily regarding “budget neutrality” – and if the two sides agree on anything, it’s that the Patient-Driven Groupings Model (PDGM) has not been budget neutral, with one side believing home health providers have been paid far too much for their services, while the other seeing the opposite. For those in the home health industry, the ultimate goal is to keep home health providers afloat – without dealing with a negative adjustment – until some sort of understanding between the sector and CMS can be reached.

In early July a group of advocates converged on Washington, D.C., joining William Dombi, NAHC President to ensure that this bill would be created. The legwork had been done beforehand, and a final push was made by some of the largest names in the industry - including Ken Albert.

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The word of the day, heard repeatedly during the discussions was transparency – specifically, the lack thereof from CMS during the entire process. While CMS has stated that it is unnecessary to release additional data or dig deeper in regards to its decision making process, NAHC members and home health care advocates strongly disagree.

“The transparency is an issue. As is the methodology that they chose to use. And part of that is the methodologies

they chose not to use,” Dombi and Albert stated. “So, we’re in the fight.” As of September 2022, Albert has been appointed to serve on the National Hospice Special Focus Program (SFP) Technical Expert Panel (TEP). Following the final ruling of the 2022 Home Health Prospective Payment System (HH PPS), the NAHC spearheaded the creation of such a panel to ensure the program would be specifically developed with hospice programs in mind.

“CMS has chosen the very best that the hospice and home care community has to offer in selecting Ken Albert to serve on the Hospice Special Focus Program Technical Expert Panel,” said William A. Dombi. “Ken’s credentials and combined experience as a state survey director and as a provider of home health, hospice, and palliative care services make him an excellent choice, and we are grateful to Ken for once again volunteering his time and expertise for the good of the community.”



Phillip Harriman and Heather Printup Appointed to Board of Directors

Androskoggin Home Healthcare + Hospice is proud to announce the appointment of **Phillip Harriman** and **Heather Printup** to its Board of Directors.

A lifelong resident of Yarmouth and four-term Maine Senator, Phillip Harriman is a founding partner of Lebel & Harriman LLP, a financial advisory firm established in 1978, Board Chair of Make A Wish Maine, member of the Board of Trustees for Husson University, and Political Analysis for Newscenter Maine, Political Brew. Formerly, Harriman served as President of Million Dollar Round Table (MDRT), an international financial services professional services organization, as well as Director of the Yarmouth Clam Festival.

A native of Auburn, now Poland resident, Heather Printup is a Community Relations professional boasting more than two decades with BlueTriton Brands, formerly Nestle Waters North America, representing the Poland Spring Brand. Printup is a member of the Maine State Chamber of Commerce and an executive board member of the Poland Spring Preservation Society.

eligibility at over 11,000 people per day,” says Ken Albert. “The economics and regulatory dynamics in our Maine health care system are challenging, and it takes a special group of people in our community who want to dedicate themselves to governing organizations like ours.

We are so fortunate to have a strong and engaged board of directors who

With the many challenges faced today in the healthcare industry at large, an organization is only as strong as the foundation provided by its Board of Directors.

“Health care in Maine and the United States is in a period of significant transformation as Medicare prepares for a massive infusion as baby boomers, who are today aging into Medicare

share their time and talents with us at Androskoggin. Adding Heather and Phil to the team will make us even stronger. We are excited to work with them both.”



First In-Person Hike for Hospice Benefit Held at Pineland Farms

Volunteers, families, and friends all gathered at Pineland Farms in New Gloucester this year to celebrate the lives of loved ones and enjoy a fun-filled day of hiking, games, and music. All in support of Androskoggin's Hospice Services.



A Celebration to Remember: Androscoggin Home Healthcare + Hospice's 2022 Butterfly Release

poems, and live music performed by Androscoggin employees, **Karen Flynn**, **Sarah Gillespie**, and **Kerry O'Leary**.

The celebration concluded with the much-anticipated reading of loved ones' names and the release of 800 Monarch butterflies, providing a tranquil backdrop for guests of all ages to enjoy the company of the butterflies and each other.

"Every time I come to one of these events, I'm moved by the stories I hear", said Ken Albert. "It's incredible to hear people share the impact that hospice care had made in their lives and for their families."

On Saturday, July 16, nearly 400 individuals gathered at Geiger Elementary School in Lewiston for Androscoggin Home Healthcare + Hospice's annual Butterfly Release Celebration. Held in person for the first time since 2019, guests came together to honor and remember loved ones in a uniquely beautiful way. Led by Master of Ceremonies, **David Eid** of WGME-13, the ceremony included stories of remembrance,



As part of Androscoggin's **Life Lives On** program, each guest and every dollar raised through special events ensures that the memories of loved ones continue through everything the organization does. Raising nearly \$30,000 with a record breaking 400 guests in attendance, proceeds from the annual Butterfly Release Celebration support end-of-life care for hospice patients and their families, providing compassionate and dignified care for all patients, without worry of financial hardship.



Spearheaded by a dedicated and caring committee of business leaders and volunteers, Androscoggin Home Healthcare + Hospice celebrated a record-breaking year for its 19th annual Autumn Night Out benefit. Held September 9, 2022, at the picturesque Poland Spring Resort, this year's Autumn Night Out dinner and auction welcomed 300 guests raising a total of \$140,000.

With this year's Emerald City theme and led by emcee **Erin Ovalle** of Maine

Life Media, guests followed the Yellow Brick Road to enjoy dinner, cocktails, and a silent and live auction, while raising critical resources for Androscoggin Home Healthcare + Hospice. The evening concluded with a display of fireworks, compliments of Central Maine Pyrotechnics.

Proceeds from Autumn Night Out support end-of-life care for hospice patients and their families, ensuring compassionate and dignified care for all, without worry of financial hardship.



This year's fund-a-need paddle raise aided the vital work of Androscoggin's Pediatrics Services and the impact it has on the youngest lives of those throughout our communities. Among those in attendance were three of Androscoggin's pediatric patient families, as well as 18 members of Androscoggin's clinical pediatric team. This team of caring, dedicated, and skilled individuals care for 325 pediatric patients throughout nine Maine counties.



Paul Andersen,
Chairman
Androscoggin
Foundation



Loved ones
remembered at
the annual Paver
Stone Ceremony



Volunteer at the
Hospice House
spring clean-up



Bereavement
volunteer works
with child on
Art of Grieving
project

Dear Friends,

I hope this message finds you having enjoyed the past summer months and looking forward to the holiday season ahead. Over the course of this year, Androscoggin Home Healthcare + Hospice has had much to celebrate. In February this year, the organization acquired the highly respected agency, Care and Comfort. With this acquisition, Androscoggin greatly expanded its healthcare services to include Home Care and Behavioral Health, while adding five additional satellite offices and approximately 300 new employees throughout Maine. The addition of Care and Comfort has been a real boon, not only from our ability to expand our services, but also for the talent and skills their clinicians and staff have brought to the Androscoggin family. Androscoggin has welcomed their new colleagues with open arms while embracing the talents that they have brought in strengthening the overall excellence of this organization.

Throughout the summer, Androscoggin has seen a tremendous outpouring of support for the return of its community facing events. This year's Hike for Hospice, held at the picturesque Pineland Farms in New Gloucester, greeted more than 200 hikers of all ages who braved the unseasonable heat in May to hike Pineland's trails in memory of loved ones lost. In July, Androscoggin returned to Geiger Elementary School for its annual Butterfly Release Celebration. More than 450 individuals gathered to celebrate family members and friends in this uplifting but moving tribute for those that have passed.

As we enter the final months of 2022, Androscoggin is eternally grateful for the outpouring of gifts that it has received thus far this year. While we are sensitive to the inflationary pressures that have been placed upon us, your ongoing support of Androscoggin's people and programs is essential in maintaining our compassionate mission, while caring for individuals and families throughout Maine's 16 counties. Androscoggin is not alone in facing several post pandemic challenges. With a mission to provide uncompromising care for all, I hope you are in a position when the time comes to renew your support with a generous gift to Androscoggin's Annual Campaign. In doing so, you are ensuring that individuals and families across the state receive the quality care they need, and where they need it: at home. In 2021, Androscoggin provided more than \$1.64 million in charity care to individuals and families, while continuing to invest in the professional development of its highly skilled and compassionate clinicians - an investment that translates into uncompromising quality care that is reflected across the board in our consistently high patients' satisfactory survey scores.

As Chairman of the Foundation Board, I am humbled by the overwhelming generosity and support from our friends and families, shared throughout this issue of AndroFriends.

We have had a good year thus far, as reflected in the participation and support of our community events, in our gift and giving results, and the increase in the thoughtful bequests and intentions from members of our 1966 Society. In short, this outpouring of support ensures that we have the privilege to care for all regardless of their circumstances while continuing to invest in the strong future of this organization. For this, I simply but sincerely say, Thank You.

Sincerely yours,

Paul H. Andersen, Chairman
Androscoggin Foundation

THE 1966 SOCIETY

Good News - Gift Annuity Rates Just Increased! Here's what it means for you:

Those who plan to establish an Androscoggin Home Healthcare + Hospice charitable gift annuity will receive larger payments than you would have received from an annuity established earlier.

The payout rate, also known as the annuity rate, is the percentage of the gift Androscoggin pays to its beneficiaries. For example, if an annuity were established with a gift of \$10,000 after July of 2022 to a beneficiary aged 75, the annuity rate would have been 6% and the annual amount paid to the beneficiary would be \$600. If that annuity had been established earlier, under the previous rate, the annuity rate would be 5.4% and the annual payment would have been \$540. This represents an 11% increase in the amount of payment.

The graph below compares the old and new rates at three ages.

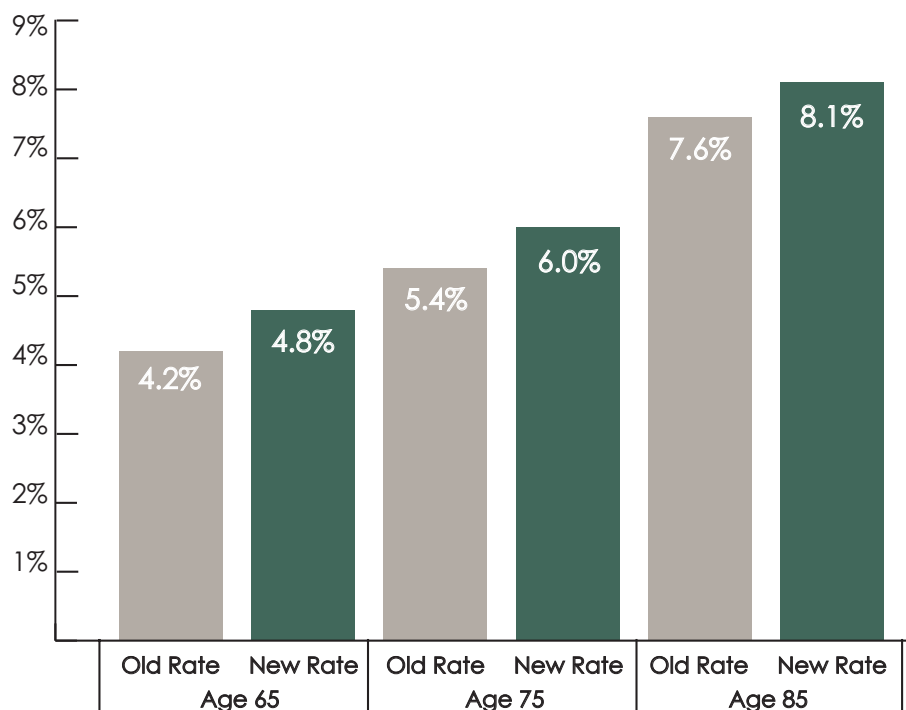
Most gift annuities are immediate payment. The gift is made now, with payments beginning the very next pay period. Charitable Gift Annuities appeal to those who want an immediate impact on their cash flow. However, a number of individuals may choose a deferred-payment gift annuity, meaning they make their gift now, but elect to start payments at some future time. Their annuity serves as a supplemental retirement plan.

Suppose, for example, that a person aged 52 gifts \$10,000 to establish an Androscoggin Home Healthcare + Hospice deferred-payment gift annuity with payments beginning at age 67. If the old rates applied, the annual payment amount beginning at 67 would be \$660; however, per the new rates, it would be \$840. A 27% increase!

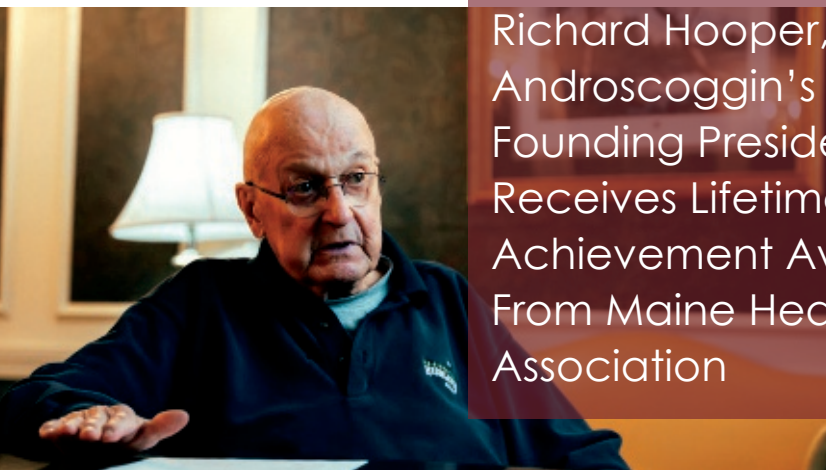
One question that is always asked:

Are Androscoggin Charitable Gift Annuities safe? The answer is a definitive YES. A charitable gift annuity is a general obligation of Androscoggin Home Healthcare + Hospice and is backed by Androscoggin's assets. Androscoggin also maintains a reserve fund with sufficient, actuarially determined reserves to ensure payments.

To request a personal illustration on how an Androscoggin Charitable Gift Annuity may fit into your personal circumstances, please call Tom Fogarty, Community Engagement Officer, at 207.795.9389 or email thomas.fogarty@androscoggin.org.



Rate Increase Even Larger for Deferred Gift Annuities



Richard Hooper, Androscoggin's Founding President & CEO Receives Lifetime Achievement Award From Maine Health Care Association

Richard Hooper was celebrated at the annual Maine Health Care Association annual *Remember ME* event in Augusta. As the cofounder and first president and CEO of Androscoggin Home Healthcare + Hospice, Richard Hooper explains, "When asked about the meaning of my life, the answer is unequivocal – involvement in an enduring benefit for my community." Today, Androscoggin is Maine's largest and most respected non-profit home healthcare organization and an integral component of Maine's healthcare system.

As a youth in Wellesley, MA, Richard enjoyed sports and discovered a love for running. He was team captain-elect at Wellesley High School and continued cross-country at Hebron Academy. After graduation, Richard enrolled at Bates College to study education and run on the track team. Richard joined the Air Force during his sophomore

year, reveling in the opportunity to meet people from diverse origins and learn more about the world. Richard returned to finish at Bates College and then earned a master's degree from Northeastern University. Richard accepted a dual position as a teacher and Principal of Minot Consolidated Schools in 1961 and then at Montello Elementary School from 1964–1965. Shortly after, Richard became the director of Androscoggin County's, Head Start program. That same year, Medicare and Medicaid was established, and Richard received an offer that defined his career.

In 1966, Richard received a call from a Bates College faculty member's wife. She was passionate about creating a new type of agency to bring nursing and therapy services to people's homes and knew Richard would be just the right person to embrace her vision.

Richard joined a small committee to raise awareness and educate the public about this new healthcare service made possible by legislation signed into law in 1965 by Lyndon Johnson, establishing Medicare and Medicaid previously unavailable in Androscoggin country.

Androscoggin Home Health Services was founded in mid 1966 with Richard serving as President. Steady gains were made, as interest and acceptance by the public and physician community grew. Richard briefly left the organization to serve as Executive Director of Tri-County Health Planning Agency, however, in 1972, he returned to Androscoggin as the Executive Director until 1980. He was then appointed Administrative Officer and Vice President of Stephen's Memorial Hospital, with the added responsibility of Administrator of Market Square Health Care from 1988–1998. Richard served on many boards, including Androscoggin's, the L/A United Way, Auburn School Committee, and the Governor's Health Task Force and HHS Medicaid Advisory Committee.

In retirement, Richard enjoyed traveling throughout the U.S. and Canada with his partner, Marion. Among their favorite destinations were the Grand Canyon and the Toronto Space Needle. These days, Richard, 89, spends his time reading history books and relaxing in his apartment at Schooner Estates.

Community Partners Who Are Advancing A Mission for Life



The Julie Shackley Memorial Scholarship for Nursing Education

Androscoggin Home Healthcare + Hospice is pleased to announce that **Laura Bachelder** and **Trisha Dubois** have been selected as the 2022 recipients for the Julie Shackley Memorial Scholarship for Nursing Education. This scholarship is available to Androscoggin employees wishing to pursue or advance their professional education in nursing.

Chosen due to their exemplary demonstration of Androscoggin's values of integrity, compassion, excellence, and community commitment, Bachelder and Dubois will be awarded \$2,000 each to be distributed as \$1,000 per semester.

During its inaugural year in 2021, three Androscoggin employees were named scholarship recipients: Leann Sebrey, Leanne Pray, and Shauna Lane.



Julie Shackley, R.N., M.S.N.

Named in memory of Julie Shackley, R.N., M.S.N., who served as the President and CEO of Androscoggin from 2005–2016, Julie was a clinician at heart who spent many years caring for patients, practicing primarily in home healthcare and hospice, as well as a driving force in founding the first freestanding Hospice House in Maine. Julie earned her Bachelor of Science degree in Nursing in 1980 and her Master of Science degree in Nursing in 1997 from the University of Southern Maine. Julie was an advocate for quality, professional development, having served as Androscoggin's Supervisor of Staff Development prior to joining executive leadership.

To make a gift to the Julie Shackley Memorial Scholarship Fund, please contact Tom Fogarty, Community Engagement Officer, at 207.795.9389 or thomas.fogarty@androscoggin.org.

Maine CDC's Dr. Nirav Shah Recognizes Androscoggin with Gratitude

On Thursday, September 22, **Dr. Nirav Shah** of the Maine CDC paid a visit to Androscoggin Home Healthcare + Hospice during his region-wide tour to reconnect with the community and thank healthcare providers for their efforts throughout the past two years. During his visit, Dr. Shah and his team inquired about other public health issues that Androscoggin is witnessing, as well



Androscoggin Senior Management Team meets with Dr. Nirav Shah during his visit.

as any issues affecting the delivery of care. Among the topics discussed were the impending cuts from CMS and the ramifications those cuts would have on the delivery of home healthcare and the greater community. Other considerations discussed were that of the use of telehealth and remote patient monitoring, ageism, provider access, and behavioral health as it relates to safety for staff and providers. Dr. Shah

also inquired as to what Androscoggin was seeing in relation to social isolation of older adults, their transportation needs, and the rise in food insecurity.

Dr. Shah concluded his visit by again thanking Androscoggin for the efforts put forth during the pandemic to keep people safe in their homes while providing outstanding home healthcare and hospice services during a major public health crisis.



ANDROSCOGGIN

Home Healthcare
+ Hospice

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2022 Remembrance Ornament

Remember someone special during
the holidays, each and every year.

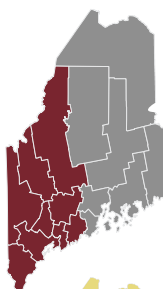
\$25 gift

This year's Remembrance Ornament
is a beautiful pewter cardinal,
which can be obtained in memory
of a loved one. Ornament proceeds
support hospice and home care
patient services.

Order yours at Androscoggin.org
or by contacting
the Development Office at 207.795.9402.
Quantities are limited.
All ornaments will be mailed.



ANDROSCOGGIN
Home Healthcare
+ Hospice

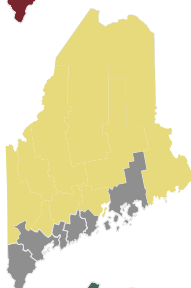


Skilled Home Health Services

- Home Health Care
- Hospice
- Palliative Medicine
- Transitional Care

Counties currently served*

| | |
|--------------|-----------|
| Androscoggin | Oxford |
| Cumberland | Sagadahoc |
| Franklin | Somerset |
| Kennebec | York |
| Lincoln | |

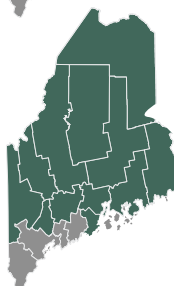


Personal Support & Home Care Service

- Private Duty
- Personal Care
- Long Term Adult and Pediatric In-Home Nursing Care

Counties currently served*

| | |
|--------------|-----------|
| Androscoggin | Oxford |
| Cumberland | Sagadahoc |
| Franklin | Somerset |
| Kennebec | York |
| Lincoln | |



Behavioral Health Services

- Outpatient Therapy
- Behavioral Health and Community Support Services
- Children's Case Management Services
- Adult Community Supports
- Home And Community Support Services For Children

Counties currently served*

| | |
|--------------|-------------|
| Androscoggin | Knox |
| Aroostook | Oxford |
| Franklin | Penobscot |
| Hancock | Piscataquis |
| Kennebec | Somerset |
| | Waldo |
| | Washington |