

# ACMESA Winter Meeting February 21 - 22, 2023

**NEW LOCATION:** Grandover Resort & Conference Center - 1000 Club Road, Greensboro, NC 27404 (336) 834-4839

**2023 SPONSORS:** **PLATINUM:** Philips Respironics, VGM; **GOLD:** Drive/DeVilbiss, Fisher & Paykel, ResMed  
**SILVER:** Brightree, Compass, McKesson, O2 Concepts, Van Products Mobility/Commercial Upfit  
**BRONZE:** ACHC, Allegiance Group, Pharmacists Mutual, Pride Mobility, Prochant, Virginia Medical Repair  
**\*RENEW NOW IF YOU DON'T SEE YOUR COMPANY - email Beth@atlanticcoastmesa.org**

## Tuesday, February 21

9:00 am Board Meeting - Open to Membership  
10:00 am **Exhibitor Set Up Begins**  
12:00 noon Meeting Registration Open - Pick up Meeting Materials  
12:30 pm **President's Welcome, General Meeting, Presenting 2023 Slate & Committee Reports**  
12:45 pm **Kim Brummett, VP Regulatory Affairs, AAHomecare**  
**Regulatory Updates & Trends**

Kim will update you on the latest regulatory news and speak to what is ahead.

1:30 pm **Sarah Hanna, ACU-Serve SPONSOR ACU-SERVE**  
**Leadership Qualities that Bring Results**

Value-based Successful companies are those that have a strong leadership team. With the changes in the industry today, leaders are needed to propel their organizations into the next dimension of healthcare and secure their company's future. Understanding what truly drives individuals to accountability and performance is what separates the average company from the exceptional. Coaching rather than "bossing" is an important element to success. This seminar will provide the path that will evoke change within you and help motivate your team toward achievement..

2:30 pm **Wayne Grau, Executive Director, NCART SPONSOR NCART**  
**State of the Complex Rehab Industry & Moving Forward in 2023**

Wayne will provide an update on the Complex Rehab Industry- The present challenges we face and how as a unified industry we will fight to ensure that CRT providers are successful moving forward in 2023

3:00 pm **Dessert Break in Meeting Room**  
3:15 pm **Wayne van Halem, President, The van Halem Group**  
**Audit Landscape & Post PHE Expectations**

As PHE winds down, CMS gives clues on what their audit and oversight focus will be. This presentation will provide an overview of what we are seeing in the current audit environment, including Managed Care, Medicaid, and other payers. It will also provide some perspective and insight on what we can expect in the coming year.

4:15 pm **Judie Roan, CGS Jurisdiction C DME MAC**  
**Medicare Update & Q&A**

Judie from CGS gives updates and answers questions regarding Medicare program participation.

**SPECIAL! 5:15 pm TBD - NC Legislators invited**  
**6:00 pm Exhibit Reception: Cocktails & Heavy Hors-d'oeuvres - SPONSOR VGM**

**FUN EVENT?** Working on FUN Option. For now, it's Dinner on your own - whatever we do will be **Included in Your Meeting Fee**

## Wednesday, February 22

8:00 am **Continental Breakfast with Exhibitors**  
8:45 am **Sarah Hanna, ACU-Serve SPONSOR ACU-SERVE**  
**Millennials and the Perennials: Your Secret Sauce for Success**

Value-Leveraging a workforce which can bring the best to your company has never been more important than in today's business environment. Millennials comprise the majority of the labor force today, but have you heard of the Perennials? Perennial is a term that is cross generational. They know what's happening in the world, stay current with technology and have friends of all ages. Perennials get involved, stay curious, mentor others, are passionate, compassionate, creative, and collaborative. Learn how to enhance the talent of the Millennials as well as reap the rewards of the Perennials to increase productivity and profits.

9:45 am **Break with Exhibitors**  
10:15 am **OPOLE Update: Office of Program Operations & Local Engagement - CMS**

Office of Program Operations and Local Engagement (OPOLE) Combines the regionally-based Medicare operations work, local oversight of Federally-facilitated Exchange plans, and external affairs. Relationship management and communication channel between CMS and plans.

11:15 am **Laura Williard VP Payer Relations, AAHomecare**  
**State Payer Relations Updates & Trends**

Laura will inform us of the many projects & other initiatives at AAHomecare that benefit the provider and supplier community plus share national trends to avoid and embrace.

12:00 pm **Lunch with Exhibitors SPONSOR: Drive/DeVilbiss**  
1:00 pm **John Gallagher, VP Government Relations, VGM SPONSOR VGM**  
**Federal Washington Update - It's an Election Year**

John gives us his Legislative update with focus on what's going on in Washington, our state delegations, HHS & CMS and what to expect in 2023.

2:00 pm **NC Division of Medical Assistance Presentations - invited**  
**Dave Richard - Deputy Sec. DHHS; John Vitiello, DMEPOS Mgr; Sheri Spainhour, PT; Brenda Allen, RN DHHS**  
**Medicaid Update, Managed Care, NC Tracks in NC & More**

DMA & Management staff gives an overview of the program updates, in-depth look at current issues plus Medicaid Managed Care with Q&A Session to follow.

**BREAKOUTS - 2:15pm VA; 3:00pm WV - VA Medicaid & WV Medicaid Roundtable Discussions - Breakout Meeting Room**  
Judie from CGS gives updates and answers questions regarding Medicare program participation.

4:00 pm **Adjourn**

**Note:** ACMESA reserves the right to change agenda/meetings due to emergencies, insufficient registrations, etc. ACMESA takes pride in presenting speakers on topics of interest and the speakers we offer are widely recognized as experts in their field. However, the ACMESA staff and its officers and board of directors are not able to evaluate the accuracy and content of their presentations which are highly technical in nature and often require professional judgments. For this reason, ACMESA and its staff, officers, and directors assume no liability growing from the advice and information such speakers present. Email [beth@AtlanticCoastMESA.org](mailto:beth@AtlanticCoastMESA.org)