



# MHCC

## Nursing Home Situational Update



# June, 2020

## Searching for Silver Linings in a Global Pandemic



LIFESPAN  
NETWORK

# Intelligent Deployment of Technology and HR-Data Hub Project

- Concept supported by CRISP, LifeSpan, HFAM, LAMD, MHA, HSCRC, MHCC
- HB 1022
- Supports Maryland's Focus on Care Transformation
- Use data for:
  - Early pandemic/communicable disease warnings using surveillance
  - Reduction of unnecessary hospital admissions
    - **Better for patients!!** Better outcomes
    - Care transformation – waiver impact
    - Reduction in hospital costs



# Surveillance

- Data Hub Project includes data mining and call center to identify outbreaks of infectious disease 5 – 8 days earlier than present
- Data scrapes take place on daily basis
- Takes early info – O2 saturation, resp rates, elevated temps, etc. and identifies building hot spots, enabling intelligent deployment of support teams and other resources
- Coordinates with nursing homes, state agencies on response

# Hospital Admission/Readmission Reduction

- Software mines the Electronic Health Records, including algorithmic review of charts, for interventional moments
  - Weight gain with a history of congestive heart failure
  - No Bowel movement for 72 hours
  - ADL changes
- Feeds info to call center and sends push notifications directly to nursing home clinical and leadership staff
- Call center works with nursing home to make sure protocols are followed
- Reduces hospitalizations dramatically
- Recent study of an HSCRC grant project in Montgomery County demonstrated significant decrease in admissions and lower cost of care
  - Similar program and results in Anne Arundel County



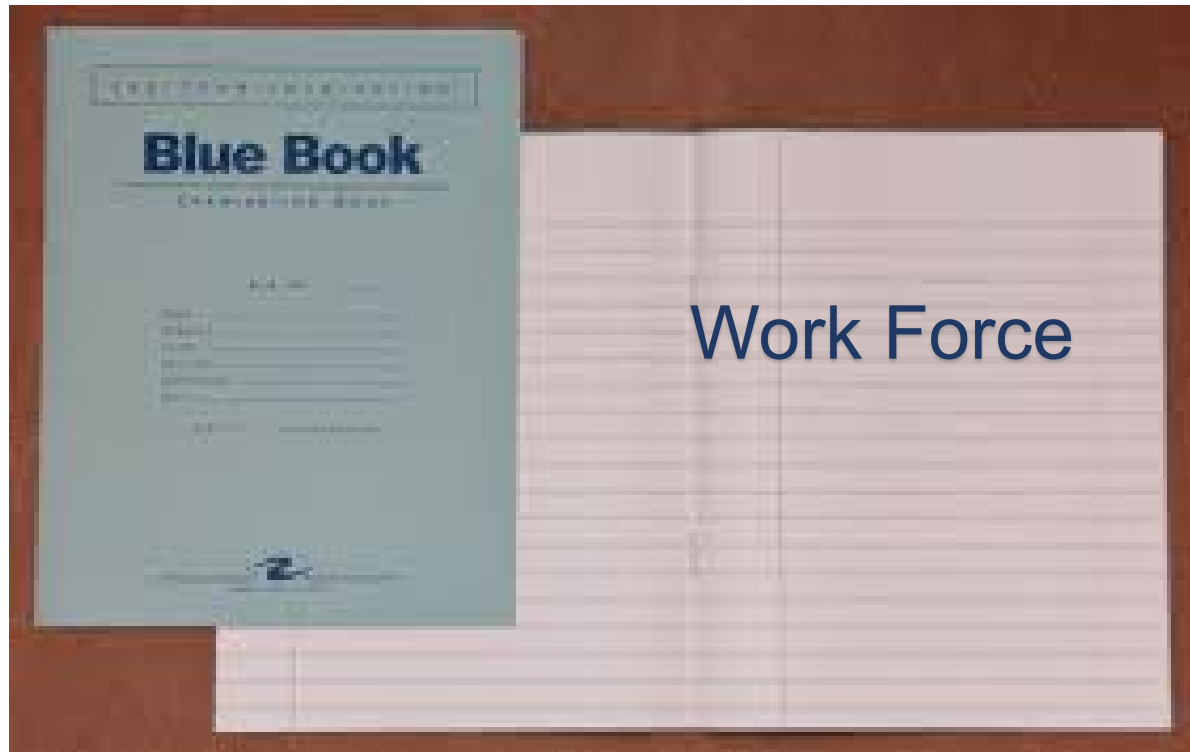
# Cost

- \$5 million (estimated) covers software, call center, and support
  - Final cost TBD based upon RFP bid results
  - Eligible for 75% federal contribution
  - Includes epidemiology staff to look for pandemic hot spots
- CRISP and LifeSpan administer
- RFP process will be used to pick vendors
  - At least four exist
- Yearly evaluation of results by outside party



# Staffing, Staffing, Staffing – Online/Hybrid Nursing Certification Program

The 30+ Year Reality in Nursing Homes



# Historical Barriers to Entry

Transportation

Child Care

Schedule

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Other Challenges



# Other Hurdles

New Program

MBON, MHEC



Scale

Retention

Competition among  
providers



# How Will We Together Mitigate Barriers?

Transportation	➔	Didactic online content
Child Care	➔	Pausable
Schedule	➔	Asynchronous
\$\$\$	➔	Fully scholarshipped
Other Challenges	➔	Office Hours, support team

# 2022 and Beyond

MBON – approved

MHEC – final approval expected this spring

Lab equipment in transit – donations  
and grants

Marketing Plan – GWDB, providers, and  
digital advertising firm

Program launch expected by midyear



# Acquisitions and Transfer of Ownership



August 5, 2021

Ben Steffen, Executive Director  
Linda Cole, Chief, Long Term Care Policy and Planning  
Maryland Health Care Commission  
4180 Patterson Avenue  
Baltimore, MD 21215  
VIA ELECTRONIC MAIL

Dear Ben and Linda,

As you know, there have been increasing concerns regarding the acquisition of nursing homes, especially by real estate investment trusts. While Maryland has a process for approving acquisitions, often it is difficult to even determine who is truly owning and operating the nursing homes. This has lent itself to concerns over quality of care. Therefore, LifeSpan recently coordinated a Nursing Home Quality Work Group, comprised of a broad swath of LifeSpan members who both own and operate Maryland nursing homes, with the purpose of addressing concerns related to the transfer of ownership process that is currently in place for Maryland nursing home buyers and sellers. Specifically, the Work Group compared the transfer of ownership process that exists for nursing homes in several Mid-Atlantic states to Maryland, as well as analyzing the transfer of ownership process that exists within Maryland for CCRCs versus nursing homes. The goal of the group has been and is to identify potential recommendations for MHCC and OHCQ as it considers the high volume of transfers that have taken place over the past several years, and the corresponding impact on quality of care across the State.

To that end, LifeSpan has developed several recommendations for changes to the process that we would like to share with you for your consideration in the coming months. They are as follows:

- **Recommendation for a mandatory interview process for new prospective owners/ownership groups**, whether based in Maryland or elsewhere. The interview should include individuals who have financial and management authority for the license, so as not to have lower-level staff members or "agents" of the individuals participate in their place. The interview should be rigorous, lengthy, and thorough, well in advance of the issuance of a license.
- **Recommendation for requiring submission of a first-year budget** to accompany traditionally-required financials (P&L, balance sheet, etc.), as well as documentation on the proposed staffing pattern.
- **Recommendation for requiring submission of quarterly P&L Statements, Balance Sheets, and staffing.**
- **Recommendation for request for information from new prospective owners/ownership groups**, related to nursing homes already owned/owned elsewhere, and disclosure of G level deficiencies, CMPs or judgments.

