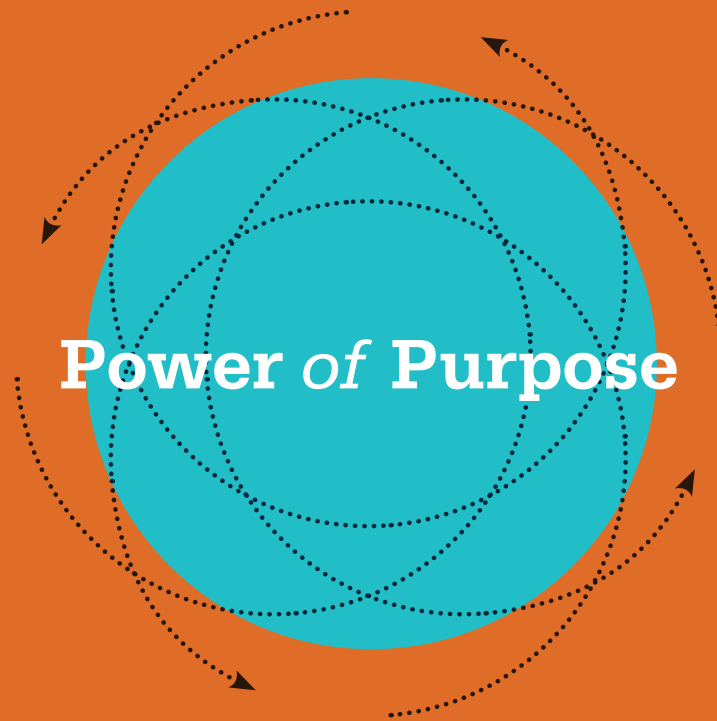


LeadingAge[®]
New Jersey

2017 Annual Meeting and Expo



Registration Brochure

Harrah's Waterfront Hotel & Conference Center
Atlantic City, New Jersey
June 14 – 16, 2017

Continuing Education

Certificates will be awarded to participants who attend the conference and submit completed evaluations forms. The number of continuing education credits awarded will be based upon the number of conference hours attended and the requirements of the specific accreditation body.

- LeadingAge New Jersey is an approved provider of: **Licensed Nursing Home Administrators/ Certified Assisted Living Administrators** [LNHA/CALA] continuing education credits in accordance with N.J.A.C. 8:34-7-3(a).
- This activity has been submitted to **New Jersey State Nurses Association** for approval to award contact hours. New Jersey State Nurses Association is accredited as an approver of continuing nursing education by the **American Nurses Credentialing Center's Commission on Accreditation**.
- LeadingAge New Jersey is a licensed Continuing Provider of Education (CPE) sponsor for the **New Jersey Board of Accountancy**.
- This activity has been submitted to the **Human Resource Certification Institute** for review.
- Additional applications for CEUs have been made to the following accreditation bodies:
 - **Certifying Board for Dietary Managers**
 - **National Certification Council for Activities Professionals**
 - **National Executive Housekeepers Association**
 - **The New Jersey Chapter of the National Association of Social Workers**

Who Should Attend?

Our Annual Meeting has been designed to meet the educational needs of aging services professionals including executive officers administrators, senior executives, board members and trustees, finance professionals, nursing leaders, quality and safety officers, compliance officers, housing professionals, department managers, marketing professionals, human resource managers, and activities professionals.

Why Attend?

As the premier association for non-profit senior living, services and housing providers in New Jersey, we provide everything you need to succeed:

Cutting Edge Content. Senior care is an ever-changing field. We bring you the information you need to keep abreast of new trends, regulations, best practices, and more.

New Concepts. Our education session will inspire fresh ideas, winning strategies, and innovative improvements you can implement in your organization.

Networking. Connect with old friends and make new acquaintances. Mingle at receptions, chat during a break, and join your counterparts from across our membership at special Roundtable sessions on Wednesday afternoon.

Wide Range of Products and Services. Our Expo Hall features vendors showcasing the latest products and services. Find solutions that will save your organization money and help you perform even more efficiently.

Earn Credits. Earn up to 11.5 hours of continuing education credit for a variety of credentials.

What is LeadingAge New Jersey?

LeadingAge New Jersey is the association of non-profit and mission-based senior care facilities. We are dedicated to advancing quality aging services in New Jersey through advocacy, education, and fellowship. In support of our mission, Leading Age New Jersey encourages collaboration with businesses, communities, state and local government, and other public and private entities committed to enhancing quality of life for New Jersey's seniors.

LeadingAge New Jersey members include:

- Adult Day Programs
- Assisted Living Communities
- Home- and Community-Based Services (HCBS)
- Independent Living Senior Housing
- Life Plan Communities (CCRCs)
- Nursing Homes

Bring More & Save

- 3 or more registrants from the same community receive a \$25 per person discount!
- 5th Person FREE! Receive a FREE registration for every 5th person from the same community.

(Discounts may be combined.)

The Power of Purpose

A clear sense of **PURPOSE** enables you to focus on what matters most, taking risks regardless of the challenges or obstacles ahead. We are lucky. As aging services providers, it's easy for us to see the value of our work. The lives we touch and the families and caregivers we support—all have an impact well beyond the walls of our organizations. However, to find real purpose and meaning in what we do, it is important that we tap our own potential, find the courage and determination to live our mission with focus on the values, talent, skills, and passion of those we serve to make a difference in the world.

Schedule of Events

Wednesday, June 14

1:00 – 3:00 p.m. Pre-Conference Session: Foster the Extraordinary!

3:45 – 4:45 p.m. Roundtables

6:30 – 8:00 p.m. Welcome Reception

Thursday, June 15

8:00 – 9:00 a.m. Sunrise Education Sessions

8:15 – 9:15 a.m. Continental Breakfast in Expo Hall

9:30 – 10:45 a.m. Education Breakout Sessions

11:00 a.m. – 12:15 p.m. General Session
featuring Laurie Hernandez

12:15 – 1:30 p.m. Lunch in Expo Hall

1:30 – 2:45 p.m. Education Breakout Sessions

2:45 – 3:30 p.m. Dessert with Exhibitors

3:15 p.m. Exhibitor Raffle Drawing

3:45 – 5:00 p.m. Education Breakout Sessions

5:00 – 7:00 p.m. Cocktail Reception
honoring Gary Puma and
featuring Preakness Healthcare Center's
D.J. Dance Party Trio

Friday, June 16

8:30 – 10:00 a.m. Education Breakout Sessions

10:15 a.m. Brunch & Closing General Session
featuring Installation of Officers and Trustees
and Jeffrey Coleman

Accommodations

Guest rooms have been reserved at **Harrah's Waterfront Resort & Conference Center Hotel** in Atlantic City for LeadingAge New Jersey meeting attendees. Special rates for single and double are \$92 per night, plus applicable taxes and fees. Reservations must be made no later than Monday, May 22nd in order to guarantee the special rate. **Call 1-888-516-2215** and reference LeadingAge New Jersey Conference and group code **SH06LE7**.

Refunds & Substitutions

Registration Deadline: Registration forms must be received by **Friday, June 2, 2017**. If you are unable to register by June 2, you must register on-site. An additional \$25.00 per person will be charged for on-site registrations.

Refunds: No refunds will be granted after June 5, 2017. Substitutions are encouraged.

Substitutions: There is no charge for substitutions if changes are received by June 5, 2017. All substitutions must be made in writing via email to **HCritelli@leadingagenj.org**. Any substitutions made after June 5th must be made on-site and will be charged an administrative fee of \$25.00 per substitution.

Complaints/Grievances

If you are not satisfied and/or strongly object to information and/or materials presented, please contact Michele Mount, LeadingAge New Jersey Executive Vice President, at 609.452.1161, via email at **MMount@leadingagenj.org**, or on-site at the Registration Desk. We will make every attempt possible to reach a satisfactory resolution.

Fees

Fees include educational sessions, breakfasts, lunch, refreshment breaks, and receptions. For additional registrants, copy the registration form on Pages 7-8.

This year's conference begins with a Pre-Conference Session designed to help organizations embody diversity and inclusion as key components of creating a thriving work experience and ultimately cultivate staff satisfaction.

Foster the Extraordinary!



Cultivating Staff Satisfaction by Embracing Differences in the Workplace & Empowering the Team through Integration

1:00 p.m. – 3:00 p.m.

Claudia S. Blumenstock, NHA
President & CEO, Copernicus, Inc.

The “happier” employees are, the better will be their attitudes towards the work, the higher their motivation, and the better will be their performance. Join us for this two-hour interactive session that will provide approaches to help you embody diversity and inclusion as key components of creating a thriving work experience. The exercises will explore strategies to broaden comfort zones and downsize judgmental tendencies, expanding tolerance and staff satisfaction. It will examine factors that impede creating respectful work environments and approaches for growing a kinder workplace as well as consider ways to help staff adapt to change and minimize its negative impact.

Learning objectives include:

- Develop skills to accept conflicting perspectives through hands-on learning experiences that explore comfort zone and judgement
- Develop techniques to create respectful working environments focused on self-respect and the esteem of others
- Examine the ways in which personal impact and ineffective communication influences the essence of the team environment and develop strategies to adjust language and behavior to alter attitudes
- Develop skills and strategies to embrace change and build the team community

Claudia Blumenstock, founder of Copernicus, Inc., is a nationally recognized presenter and consultant. Her work focuses on providing a more engaging aging environment for older adults by improving customer satisfaction and enhancing the resident experience. Educational programs deliver innovative and interactive learning experiences about loss, humor, communication, relationships and collaboration to caregivers in long-term care environments. Through a visceral learning model, session participants gain an empathetic awareness of aging, which deepens their understanding of how to be compassionate and caring and at the same time, multiplies their opportunities for richer encounters and improving satisfaction and quality of life with the older population. She also provides training and coaching for organizational leadership which centers on conflict resolution and infusing creativity into the workplace.

Roundtables

Share your **purpose** with your fellow LeadingAge New Jersey members during our inaugural Roundtable Networking Sessions. All staff are invited to participate in these 90-minute conversations led by fellow members.

Opening Reception

6:30 p.m. – 8:00 p.m. | Seven Star Lounge

Enjoy great food and great drink as you mix 'n mingle with fellow members, business partners, exhibitors, and guests in this exclusive venue.

Expo Highlights

- Meet & Greet with Laurie Hernandez
- Glam Up with PS Lifestyles
- Continental Breakfast
- Lunch
- Dessert
- Prizes
- And More!!

General Session



Going for Gold: Finding Your Purpose

11:00 a.m. – 12:15 p.m.
Laurie Hernandez

Finding her Purpose at a young age, 2016 Olympic Gold Medalist Laurie Hernandez will share her story about growing up with the dream of becoming an Olympian and what it took to win gold. Janine Strafaci, an award-winning journalist, will moderate a discussion with Laurie about her loving family, her grandmother's care at Reformed Church Home, her rigorous training, her intense sacrifices, and her amazing triumphs. You will fall in love with and be mesmerized by America's newest sweetheart all over again.

Laurie Hernandez burst onto the Senior Elite gymnastics scene in 2016, just in time for the Rio Olympic Games. She accomplished her goal to make an Olympic Team, and earned a team gold medal and individual silver medal in the process! Laurie is known for her dazzling floor exercise routine where she has been nicknamed the “human emoji” for her outgoing facial expressions and for her grace and artistry on the balance beam.

Laurie is a second generation American, as her grandparents are from Puerto Rico, making her the first U.S. born Latina to make the U.S. team since 1984. Laurie credits her hard work, leadership skills, and her never give up attitude to her Mom, who was in the Army Reserves while Laurie was growing up. Since bringing home the Gold and Silver medals at the 2016 Rio Olympic Games, Laurie has gone on to win the coveted Mirror Ball Trophy on Dancing with the Stars Season 23 and her first book titled, *I Got This: To Gold and Beyond*, chronicling her journey thus far was published in January 2017, hitting the New York Times Best Sellers list.

Cocktail Reception

Honoring Gary Puma & Featuring the Preakness D.J. Dance Party

5:30 p.m. - 7:30 p.m. | Terrace

Join us we raise a glass (or two) to Gary Puma, retiring CEO of Springpoint Senior Living, as the Preakness Dance Party Trio spins your favorite tunes.

Stand Alones Are Not Alone Networking Breakfast

7:30 a.m. – 8:15 a.m.

Join your peers for a networking breakfast to discuss the unique challenges of autonomous communities who are not part of larger systems.

Brunch & Closing Session



10:15 a.m.

Our Annual Meeting concludes with a delicious brunch, installation of new Board Officers and Trustees, and an uplifting presentation. Jeffrey Coleman, author of *With All Due Respect*, will present *A CULTURE of GRATITUDE: Building Joyful Communities in an Age of Anxious Incivility*. Be sure to stay until the end for a chance to win a free 2018 Annual Meeting registration and hotel stay, plus other exciting prizes.

Jeffrey Coleman is the author of *With All Due Respect: Recovering the Manners & Civility of Political Combat (2017)*. A former Pennsylvania state lawmaker and communications strategist, he helps organizations and leaders clarify their mission and identity. Jeff is the Director of Branding & Design at Princeton Strategic Communications.



Schedule of Events

Thursday, June 15

		AL	H	HCBS	LPC	SNF
7:00 a.m. – 3:30 p.m.	Registration	●	●	●	●	●
8:00 a.m. – 9:00 a.m.	Rise n' Shine Education Sessions					
	1-A. Keeping Your Staff Healthy, Happy & Terrific!	●	●	●	●	●
	1-B. Preventive Maintenance: A Little Training Can Go A Long Way	●	●	●	●	●
	1-C. Ask the Experts: Housing Legal Issues		●			
8:30 a.m. – 9:15 a.m.	Continental Breakfast in Exhibit Hall	●	●	●	●	●
9:30 a.m. – 10:45 a.m.	Concurrent Education Sessions					
	2-A. Create the Extraordinary!* <i>Please note that this session will begin at 9:15 a.m.</i>	●	●	●	●	●
	2-B. LITE: Leadership Training Experience Empowering the Front Line Professional	●				●
	2-C. Employment Practice Claims in the Trump Era				●	
	2-D. Strategic Planning: An Advisory Approach	●			●	●
11:00 a.m. – 12:15 p.m.	General Session	●	●	●	●	●
12:15 p.m. – 1:30 p.m.	Lunch in Exhibit Hall	●	●	●	●	●
1:30 p.m. – 2:45 p.m.	Concurrent Education Sessions					
	3-A. Minimum Income Households: What Can Be Counted?		●			
	3-B. Building the Bridge	●	●	●	●	●
	3-C. Reality of Redefining Your Food Service Program				●	
	3-D. What's New in MLTSS	●		●		●
2:45 p.m. – 3:30 p.m.	Dessert with Exhibitors	●	●	●	●	●
3:15 p.m.	Exhibitor Raffle Drawing	●	●	●	●	●
3:45 – 5:00 p.m.	Concurrent Education Sessions					
	4-A. QAPI: Meeting the RoP Phases I & II				●	●
	4-B. The Journey from 78% to 93%: A Case Study	●		●	●	
	4-C. A Primer on Utilizing Low Income Tax Credits	●		●		●
	4-D. Culture Shocks: Creating Inclusive Communities	●	●	●	●	●
5:30 p.m. – 7:30 p.m.	Cocktail Reception <i>Honoring Gary Puma & Featuring the Preakness D.J. Dance Party</i>	●	●	●	●	●

Friday, June 16

7:30 a.m. – 8:15 a.m.	Stand Alones are Not Alone Networking Breakfast	●	●	●	●	●
8:30 a.m. – 10:00 a.m.	Concurrent Education Sessions					
	5-A. Exploring Alternate Staff Models: The Value of Collaboration with Research and Care					●
	5-B. Tips for Improving Budgets to HUD		●			
	5-C. Update from NJDOH	●				●
	5-D. Covering Your Assets	●	●	●	●	●
10:15 a.m.	Brunch & Closing Session	●	●	●	●	●

Column Key:

AL = Assisted Living

HCBS = Home and Community Based Services

H = Affordable/Independent Housing

LPC = Life Plan Community (Continuing Care Retirement Community)

SNF = Skilled Nursing Facility

Annual Meeting Registration Form



ATTENDEE REGISTRATION INFORMATION

Name: _____

Title: _____

E-mail: _____

Facility Name: _____ Phone: _____

Pre-Conference Session • Wednesday, June 14 • 1:00 – 3:00 p.m.			Fees
Provider Member & Business Partner	With additional registration or Exhibit booth		\$75
	This session only		\$100
Non-Member Provider	With additional registration or Exhibit booth		\$125
	This session only		\$150
LeadingAge New Jersey Members		Early Bird (Through May 15)	Regular (Through June 2)
Provider Member	Full Conference	\$295	\$325
	Thursday only (June 15th)	\$225	\$250
	Friday only (June 16th)	\$125	\$150
Multiple Registrant Discount	Full Conference only (3 or more registrants from the same community)	\$250	\$275
5th Person FREE!	Receive a FREE registration for every 5th FULL CONFERENCE attendee from the same community		
Non-Exhibiting Business Partners		\$600	
Non-Member			
Full Conference		\$425	
Thursday only (June 15th)		\$300	
(Note: Register on-site after June 2. Additional \$25 fee applies)			Total Fees Due

Please indicate your session choices in the grid below. Specify session with the associating Number and Letter.

Wednesday 6/14/17		Thursday 6/15/17						Friday 6/16/17		
Round Table Networking 3:15pm-4:45pm	Welcome Reception 6:30pm-8:00pm	Education Session 1 8:00am-9:00am	Education Session 2 9:30am-10:45am	General Session 11:00am-12:15pm	Education Session 3 1:30pm-2:45pm	Education Session 4 3:45pm-5:00pm	LANJ Reception 5:30pm-7:30pm	Stand Alone Networking Breakfast 7:30am-8:30am	Education Session 5 8:30am-10:00am	General Session 10:15am
Yes (or no)	Yes (or no)	1-B	2-A	Yes (or no)	3-D	4-A	Yes (or no)	Yes (or no)	5-C	Yes (or no)

DIETARY RESTRICTIONS

Please indicate any dietary restrictions to which you must adhere:*

MEDICAL ACCOMMODATIONS

Please indicate any special medical accommodations you may require (i.e. hearing impaired, mobility challenges, etc.):

**LeadingAge New Jersey will make every attempt to honor your request, however all requests are not guaranteed to be met. You will be contacted if we are unable to meet your request.*

PHOTOGRAPHY DISCLAIMER

LeadingAge New Jersey may take photographs, and/or video recordings during this event, which may be used in advertising, communications, and other promotional materials, whether in print, electronic, and other media, including the LeadingAge New Jersey website and social media platforms. By participating in the event, you grant LeadingAge New Jersey the right to use your name and likeness for such purposes.

Signature _____

METHOD OF PAYMENT

Check: Check # _____

Please make checks payable to: **LeadingAge New Jersey**

Mail to: **3705 Quakerbridge Road – Suite 102 • Hamilton, NJ 08619**

Credit Card: American Express Master Card Visa

Credit Card # _____ Exp. Date _____

Security Code # _____ Billing Zip Code _____

Authorization (Please print name on card) _____

You may also send your registration via:

Email: HCritelli@LeadingAgeNJ.org fax 609-452-2907

PHOTOCOPY THIS REGISTRATION FORM FOR YOUR RECORDS

Concurrent Education Sessions

Concurrent sessions are designed to offer a variety of topics under the aging services umbrella ranging from clinical care to staff development. Attendees may select any topic of interest.

Our areas of focus will build upon the theme of *Power of Purpose*:

- **Living Your Purpose**
(i.e., staying true to your mission, culturally/socially-based programs, sexuality, ethnicity, religion, mental health)
- **Sustaining Your Purpose**
(i.e., regulatory, legal, public policy, advocacy)
- **Evolving Your Purpose**
(i.e., marketing, innovation, strategic and succession planning, home and community based services)
- **Fueling Your Purpose**
(i.e., talent recruitment, team and workforce development and evolution, human resource training, employment issues, fundraising, development, plant operations)

Thursday, June 15 • 8:00 a.m. – 9:00 a.m.

1-A **KEEPING YOUR STAFF HEALTHY, HAPPY & TERRIFIC!**

Rafael Haciski, Esq., & Bette McNee, RN, NHA, The Graham Company

We all understand how important our staff is to our organization. During this lively and humorous discussion, you will learn why current methods are not working and how organizations like yours have changed their culture and created one that promotes a healthy, happy, and terrific environment.

Fueling Your Purpose

1-B **PREVENTIVE MAINTENANCE: A LITTLE TRAINING CAN GO A LONG WAY**

Marty Rosica, Hawks & Company

Learn about the importance of preventive maintenance, and how your current in-house maintenance team can save you money, including how to identify what preventive maintenance tasks can be brought inside vs. paying a contractor. It is important to understand how your buildings operate. We'll also touch up the difference between 10- and 90-degree days, loop temperatures, domestic temperatures, and safety devices.

Fueling Your Purpose

1-C **ASK THE EXPERTS: UNDERSTANDING HOUSING LEGALESE**

David Barmak, Esq., Barmak & Associates, LLC; and Marshall I. Goldberg, LNHA, Med-Net Healthcare Consulting, LLC

Do you struggle with legal issues in your Housing Communities? Our panel of experts will answer your most pressing questions on such topics as Violence in the Workplace, Privacy, Sexual Harassment, etc. *Questions must be submitted no later than June 1, 2017.*

Sustaining Your Purpose

Thursday, June 15 • 9:30 a.m. – 10:45 a.m.

2-A **CREATE THE EXTRAORDINARY! CULTIVATING RESIDENT ENGAGEMENT AND INTERACTION SKILLS TO ENHANCE CUSTOMER SATISFACTION***

Claudia Blumenstock, NHA

This extended interactive session offers exercises and explores strategies to help consider other points of view in order to expand opportunities to understand resident perspectives. Respect, including its components and ways in which we give and earn respect, will be examined along with how this respect impacts care planning and satisfaction. Through group activities, you will gain a broader foundation of empathy and expand abilities to train staff at a deeper level about compassion. You will also explore ways to create a more interdependent community environment.

***Session begins at 9:15 a.m.**

Fueling Your Purpose

2-B **LITE: LEADERSHIP IN TRAINING EXPERIENCE: EMPOWERING THE FRONT LINE PROFESSIONAL**

Laurie Loughney, Emma Reading, Keirol Sandi, and Takima Williams, Jewish Community Housing Corporation of Metropolitan New Jersey

Front line professionals are vital to long term care organizations' success. This session will delve into the ways to improve front line professional retention rates, including identifying training programs that challenge these team members to look at ethics, mentoring, and problem-solving skills.

Living Your Purpose

Thursday, June 15 • 9:30 a.m. – 10:45 a.m.

2-C **POLITICS & EMPLOYMENT PRACTICE CLAIMS: WHAT DOES THE TRUMP ERA MEAN FOR SENIOR LIVING COMMUNITIES?**

Jeffrey M. Daitz, Esq., and Rashmee Sinha, Esq., Peckar & Abramson, P.C.; Patrick J. Mullen, Johnson Kendall & Johnson; and Laura Lapidus, CAN Insurance

A new Administration brings new rules. Learn about the latest trends in employment practices liability as well as the root causes that lead to claims, the evolution of such claims, and best practices to minimize exposure while managing the insured and the carrier's expectations. You'll also discover the top five loss trends, effective risk prevention, and the benefits of having an employment liability insurance policy in place.

Fueling Your Purpose

2-D **STRATEGIC PLANNING: AN ADVISORY APPROACH**

Sophie Campbell, Beverly Asper, Debra Bowes, and Brian Gabriel, Baker Tilly

Discover the benefits of strategic planning with a multi-disciplinary Advisory Team. Using specific examples, you will gain an understanding of how the Advisory Team approach enhances the work of your Leadership and Board. Trends that examine and emphasize the right levels of necessary care for different senior living organizations and recommended market intelligence, financial planning concepts, and clinical evaluations that providers are embracing will also be provided.

Evolving Your Purpose

Thursday, June 15 • 1:30 p.m. – 2:45 p.m.

3-A **MINIMUM INCOME HOUSEHOLDS: WHAT CAN BE COUNTED?**

Theresa Davis and Bonnie Kelly, Ridge Oak, Inc.

In HUD Multi-Family Properties, where the resident's rent is calculated based upon income, ascertaining all sources of income is essential. Using role play and an extensive questionnaire, we will present some practical tools to a frustrating situation—determining what a fair rental cost is when a household is reporting no, or very little income.

Sustaining Your Purpose

3-B **BUILDING THE BRIDGE**

David Glenn, United Methodist Communities; Donald McDermott, DG McDermott Associates LLC

This session will discuss the importance of the alignment of the bridge between an organization's business strategy and its compensation and performance management philosophy and practices. It will illustrate why and how a New Jersey Senior Living Provider partnered with a compensation and performance management consultant to assess, implement, and monitor a comprehensive compensation program and a performance management system, which both reflected and promoted the organization's mission, vision, values, and strategic plan.

Fueling Your Purpose

3-C **REALITY OF REDEFINING YOUR FOOD SERVICE PROGRAM**

J.D. Landis, SFCS Architects; Bill Chodan, FLIK; and Schelley Hollyday, The Hollyday Group

Your food service program can be the deciding factor whether prospective residents choose your community. Our panel of experts will expose campus leaders with current trends, operational tactics, design innovations, and interactive examples that can help keep senior living dining programs and venues fresh and exciting.

Evolving Your Purpose

3-D **WHAT'S NEW IN MLTSS**

Representatives from the Division of Medical Assistance and Health Services, Division of Aging Services, and the five Medicaid managed care plans will discuss current trends and topics in managed long term services and supports (MLTSS), including policy updates and efforts underway to address stakeholder concerns related to authorization and claims payment.

Sustaining Your Purpose

Thursday, June 15 • 3:45 p.m. – 5:00 p.m.

4-A **QUALITY ASSURANCE PERFORMANCE IMPROVEMENT: MEETING THE ROP PHASES I & II**

Sophie Campbell, Baker Tilly

Are you prepared to implement Phase II of the Requirements of Participation (RoP) associated with the Quality Assurance Performance Improvement (QAPI)? Join us for this session where you will learn the differences between QAA and QAPI processes and receive a review of the CMS recommended elements and steps for implementation. You will also receive a review of the basics of the PDSA cycle, root cause analysis, and the PIP process to assist nurse managers in the process of effective and efficient implementation of the QAPI process to achieve the necessary outcomes of the Requirements of Participation for phases two and three.

Sustaining Your Purpose

Thursday, June 15 • 3:45 p.m. – 5:00 p.m.

4-B **THE JOURNEY FROM 78% TO 93%: A CASE STUDY**

Paul O'Brien and Paula Schatz, Solutions Advisors; and Annie Mazur and Julie Marini, Medford Leas

This case study is presented in an interactive talk show format and will cover the timeline from November 2012 through present day at a South Jersey Life Plan Community (CCRC). The journey from 78% to 93% uses only the timeline as we visual aid as we walk you through the recommendations obtained from a successful third party sales and marketing audit.

Evolving Your Purpose

4-C **A PRIMER ON UTILIZING LOW INCOME TAX CREDITS**

Dave Evans and Wayne Schiferl, Baker Tilly; Ed Truscetti, Princeton Community Housing; and Costas Paleologos, PNC Real Estate, Tax Credit Capital

This session will provide a guide to the use of Low Income Housing Tax Credits (LIHTCs) for the development of affordable multifamily and senior rental housing. Hear from a panel of experts, including a developer, an investor, a consultant, and a tax expert, as they discuss what needs to be taken into consideration when undertaking a development, how best to structure the transaction, and what pitfalls should be avoided. The panel discussion will include time for questions and answers with the audience.

Fueling Your Purpose

4-D **CULTURE SHOCKS: CREATING INCLUSIVE COMMUNITIES**

Cecily Laidman, Cadbury Senior Lifestyles at Home; Pegeen Sullivan, Seabury; Lystra Doobraj, Springpoint Senior Living; and Jeremy Neely, Acts Management Services

The need for culture change is most often driven by societal changes. This is especially true when responding to the impact of major social justice movements. We will explore the history, parallels and lessons learned from the three major social justice movements in the last 75 years as they apply to the long-term care industry and the demand to create welcoming, affirming, and safe community cultures.

Living Your Purpose

Friday, June 16 • 8:30 a.m. – 10:00 a.m.

5-A **EXPLORING ALTERNATIVE STAFFING MODELS; THE VALUE OF COLLABORATION WITH RESEARCH AND CARE PARTNERS ON OUR CULTURE CHANGE JOURNEY**

Carol Burt and Lisa Slater, F.E. Parker Home, Inc.; Katy Abbott, Miami University; Phyllis Ameduri, Gina Kirchoff, Deepika Ahuja, Melissa Murray, and Jill Wertheim, Parker at River Road

In this session, you will gain insight into how Parker is proactively moving from a traditional home structure to a person-centered care and household model by empowering direct care partners and leaders. You'll explore how this Pilot program proved a strong interdisciplinary collaborative effort was necessary for success.

Living Your Purpose

5-B **TIPS FOR PREPARING BUDGETS TO HUD**

Pam M. Breitenbach, U.S. Department of Housing & Urban Development

The budget process can be very cumbersome. HUD staff will provide an overview of the budget submission requirement, with emphasis on how to improve submissions and the required backup.

Sustaining Your Purpose

5-C **UPDATE FROM NJDOH**

Pamela LeBak, Susan Kelley, Cynthia Dunn, John Calabria, New Jersey Department of Health (invited)

Join representatives from the New Jersey Department of Health (DOH) for an update on survey and enforcement in nursing homes and assisted living communities. The panelists will also discuss key trends and relevant including federal regulatory changes expected to take effect in 2017.

Sustaining Your Purpose

5-D **COVERING YOUR ASSETS**

Brian Smidt, Value First

Planning a renovation? Join us for an interactive discussion on renovations and/or construction projects. You will learn everything you need to know including an overview of construction and renovation terminology, planning and programming, design, documents, administration, occupancy during renovations, group purchasing, unit turn capabilities, and ways to identify MRO savings.

Fueling Your Purpose



3705 Quakerbridge Road
Suite 102
Hamilton, NJ 08619

LeadingAgeNJ.org

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