



# CHAPCA MEMBERSHIP - TEAM HOSPICE WORKING TOGETHER FOR YOUR SUCCESS

## California Hospice & Palliative Care Association

**Vision:** the California Hospice & Palliative Care Association envisions a future where every patient and family is aware of hospice and palliative care services and has access to them.

**Mission:** To support the Association members' missions of providing high quality hospice and palliative care services to patients and their caregivers and to provide leadership in advocating on behalf of hospice and palliative care in the statewide community.

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### *Hospice is growing exponentially*

The Medicare Hospice Benefit has grown dramatically since its inception in 1983. Between 2000 and 2004, the total number of hospice users rose 50%, while the total number of covered days of hospice care doubled. Hospice is expanding at a rate of 30-35% per year, faster than most other areas of health care. While this is good for the patients and families we serve, it is drawing attention and scrutiny from Congress, the Centers for Medicare and Medicaid Services (CMS) and the Medicare Payment Advisory Commission (MedPAC), which advises Congress on Medicare issues.

### *2010: Change, change, change...*

CHAPCA has been there for you in the past and we'll be your voice for quality hospice care in the future. There is no shortage of challenges ahead . . .

- Maintaining the optional Medi-Cal hospice benefit in a state with huge -- and growing -- deficits.
- Moving legislation forward to establish a new type of licensure category for hospices to provide inpatient care directly.
- Implementing the new CoPs
- Facing possible cuts in reimbursement on the federal level.
- Working with the Medical Payment Advisory Commission (MedPAC), the federal commission that advises Congress on health issues and the Office of the Inspector General (OIG) to be certain they understand hospice and its issues.
- Leading a statewide grassroots effort to visit and educate every state and national legislator -- and his/her staff -- about quality care at the end of life.
- Being at "the table" in the Capitol, with regulatory agencies, with other healthcare providers and with coalitions, advocating every step of the way for you and for your patients.

In 2007, California hospices received 83% of their reimbursement from Medicare; 7% from Medi-Cal; and almost 9% from third party payors. CHAPCA is your link to the agencies that provide 99% of the reimbursement you receive. Your dues make it possible for the association to represent you. You can't be in Sacramento, Baltimore and Washington, D.C. to speak for yourself -- support CHAPCA now so that we can be your voice for quality hospice care.

## **WE NEED YOU IN 2010!**

Dues to CHAPCA are not deductible as a charitable contribution but may be deductible as an ordinary and necessary business expense. However, a portion of dues is not deductible as a business expense to the extent that CHAPCA engages in lobbying. The nondeductible portion of dues is 7 percent for 2010.

# CHAPCA MEMBERSHIP CATEGORIES

CHAPCA membership dues are based on the calendar year (January – December). Invoices are mailed in November, with reminder invoices sent in February. Membership applications may also be downloaded from the CHAPCA website.

**PROVIDER MEMBERS:** Corporate agencies or individual companies that provide hospice care, including hospice in-patient facilities, are eligible to be Provider members of CHAPCA. Provider member dues are based on the actual operating expenditures for hospice care during the previous fiscal year for that single office. Providers with multiple offices or branches should calculate dues for each individual office location. Corporate discounts are available to agencies with four or more locations/offices in their network. Providers are encouraged to register each office so they can be included in CHAPCA's on-line membership directory and in referrals from our office. In addition, every employee of a member provider office is considered a CHAPCA member for purposes of registration for educational programs and other services provided by CHAPCA. If you have questions relative to calculating corporate discounts, please call the CHAPCA office at (916) 925-3770.

**PALLIATIVE CARE MEMBERS:** Individuals, hospitals, medical groups or hospices that provide palliative care consultations are eligible to be Palliative Care members of CHAPCA. Palliative Care membership dues are based on the number of palliative care consultations provided during the previous calendar year.

**PROFESSIONAL (INDIVIDUAL) MEMBERS:** Any individual may join CHAPCA as a member. Special interest groups for physicians, nurses, social workers, administrators, volunteers, chaplains and consultants are available for additional support.

**ASSOCIATE MEMBERS:** Any individual or company who provides a product or service to the hospice industry, i.e., pharmaceutical company, software vendor, funeral home or service, medical equipment provider, industry consultant, etc. Hospice care providers are not eligible to be associate members.

**RCFE MEMBERS:** Residential Care Facilities for the Elderly may belong to CHAPCA. RCFE membership dues are based on the number of beds in the facility.



# CHAPCA MEMBERSHIP DUES

(Dues calculated on a calendar year basis)

**1. PROVIDER MEMBER (BASE) DUES:** CHAPCA Provider Member dues are based on the previous year's operating expenditures for hospice programs. These are considered the "base" dues.

r	Less than \$99,999 .....	\$435
r	\$100,000 - 999,999 .....	\$1,675
r	\$1,000,000 - 4,999,999 .....	\$2,575
r	\$5,000,000 - 9,999,999 .....	\$3,850
r	More than \$10,000,000 .....	\$5,500

**2. VOLUNTEER (NON-LICENSED) HOSPICE DISCOUNT:** Non-licensed/non-certified volunteer hospices that **do not charge for services and do not receive any payment for services rendered** qualify for a 10% discount on base dues. Licensed agencies **do not** qualify for this discount.

**3. MULTIPLE LOCATIONS (BRANCH OFFICES):** Additional hospices operating under the same Medicare provider number as the parent office may join CHAPCA for **\$435** per location. Each multiple location will receive CHAPCA mailings, *Hospice Notes* and *QuickLink*, discounts on educational conferences, and a listing on the Association's website. In order for a branch office to belong to the parent office **must** be a member.

**4. PROVIDER CORPORATE DISCOUNT:** Corporations with 4 or more member hospices providing services in California and/or Nevada under separate Medicare provider numbers qualify for a 20% discount on annual dues for any additional memberships. The 3 hospices with the highest estimated operating expenses must pay full dues, while each additional hospice program receives a 20% discount on base dues for that office/hospice.

**5. PALLIATIVE CARE MEMBERSHIP DUES:** Palliative Care Member Dues are based on the number of palliative care consultations provided during the previous calendar year.

r	Professional (individual) .....	\$75
r	Less than 100 consultations .....	\$300
r	101 to 300 consultations .....	\$500
r	301 to 500 consultations .....	\$750
r	More than 501 consultations .....	\$1000

**6. PROFESSIONAL MEMBERSHIP DUES:** CHAPCA Professional (Individual) Membership Dues are \$75.00 per year. Benefits apply **ONLY** to the professional member and not to co-workers or other related individuals.

**7. ASSOCIATE MEMBERSHIP DUES:** CHAPCA Associate Membership Dues are \$500.00 per year.

**8. RCFE PROGRAM MEMBERSHIP DUES:** RCFE membership dues are determined by the number of beds in the facility.

r	1 – 6 Beds .....	\$50
r	7 – 15 Beds .....	\$75
r	16 - 49 Beds .....	\$100
r	50+ Beds .....	\$175

# CHAPCA MEMBERSHIP BENEFITS

**ALL MEMBERS of CHAPCA receive the following benefits with membership:**

- **Regulatory Presence.** CHAPCA is your representative, monitoring and advocating for regulatory changes with CMS, DPH, DSS, OSHPD and other state agencies. Our staff and committees meet regularly with these departments on issues of importance and concern.
- **Legislative Advocacy.** CHAPCA monitors new legislation that impacts hospice and palliative care providers and end-of-life care. Our website offers an up-to-date calendar of bills currently being monitored by the Association. CHAPCA also introduces new legislation to improve access and/or remove barriers.
- **Member Alerts,** delivered directly to members via e-mail, provide breaking news on critical issues concerning communications, legislative, regulatory, educational and grass roots issues.
- **Referrals.** CHAPCA receives hundreds of calls each year from patients and family members looking for hospice care providers. In addition, hundreds more utilize our website listing of member hospice programs to contact providers for care.
- **Significant discounts** to participate in all CHAPCA-sponsored educational programs, including teleconference workshops and other face-to-face educational conferences and workshops. Members also receive discounts on advertising in *TrendSetter* newsletter; exhibit space at conferences and advertising on the job line and in conference publications.
- **Web Site:** CHAPCA's web site is a comprehensive resource offering information and materials for professionals. Members will find sections devoted to California legislation, public policy, regulatory issues, communications, member services, conferences and education. [www.calhospice.org](http://www.calhospice.org) is a convenient and valuable source of information about hospice and palliative care.
- **Access to the "Members Only" Section of the CHAPCA website** where legislative updates and archived copies of *TrendSetter* and *QuickLink* are available.
- **On-line Job Service.** Beginning in January of 2010, CHAPCA will offer an on-line job service where providers can post job opportunities for a nominal fee while job seekers can search for jobs at no charge. A great opportunity to expand your recruitment efforts!
- **Committees and Task Forces.** CHAPCA encourages members to become more involved in their state organization through committee service. Committees are a vital component of the organization, providing leadership, technical service and educational assistance to the membership and the public. CHAPCA committee service is an opportunity for hospice and palliative care members to contribute to the field while learning from their colleagues. Current committees include: Advocacy, Professional Education, Reimbursement, Palliative Care, Dept. of Public Health, Dept. of Social Services, and the V.A. Task Force.

- **Regional Meetings** offer members the opportunity to meet regularly with other hospice agency representatives within your geographic region to discuss issues and exchange ideas.
- **Technical Assistance** from CHAPCA staff responding to your day-to-day needs as well as trends in the hospice community, including quality improvement and compliance questions.
- **Networking Opportunities** via regional meetings, annual conferences and bi-monthly "Brown Bag" sessions.

***In addition, specific Membership Benefits per category of membership include:***

## **PROVIDER, PALLIATIVE CARE and RCFE MEMBERS:**

- ***TrendSetter* newsletter,** our monthly publication mailed to each agency on the 16th of the month.
- ***QuickLink,*** our weekly e-mail update sent each Monday morning.
- **Online Membership Directory:** CHAPCA's online membership directory provides members and the public with a comprehensive listing of care providers and organizations that provide services. Visitors will find complete contact information for member organizations along with a brief outline of the services they offer as well as direct link to the program's website.
- **Referrals.** As a provider member of CHAPCA, your program is included in the searchable database list on CHAPCA's website. Referrals are also made to the thousands of people who contact CHAPCA's toll free helpline each year to find a hospice care provider in their area. The helpline number is (888) 252-1010.

## **ASSOCIATE MEMBERS:**

- ***TrendSetter* newsletter,** our monthly publication mailed to each agency on the 15th of the month.
- ***QuickLink,*** our weekly e-mail update sent each Tuesday.
- **Online Membership Directory:** CHAPCA's online membership directory provides members and the public with a comprehensive listing of care providers and organizations that cater to the end-of-life care community. Visitors will find complete contact information for member organizations along with a brief outline of the services they offer and a direct link to the member's own website.
- **Mailing Labels:** Once each year Associate members will be offered a set of provider member mailing labels at the reduced rate of \$25. (normal rate \$125).

## **PROFESSIONAL (INDIVIDUAL) MEMBERS:**

- ***TrendSetter* newsletter,** our monthly publication mailed to each professional member on the 16th of each month.



# 2010 CHAPCA MEMBERSHIP FORM

Agency Name: \_\_\_\_\_  
 Corporate Parent (if any): \_\_\_\_\_ (ex. Adventist, Kaiser)  
 Agency's CHAPCA Contact: \_\_\_\_\_  
 OR Individual Member Name: \_\_\_\_\_  
 Job Title: \_\_\_\_\_  
 Licenses (RN, etc.): \_\_\_\_\_ License #: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_

- Select Membership Type:**
- Provider Membership  
(See Sliding Scale)
  - Palliative Care Membership  
(See Sliding Scale)
  - Associate Membership - \$500
  - Professional Membership - \$75
  - RCFE Membership  
(See Sliding Scale)

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_  
 Toll Free #: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_  
 Website: \_\_\_\_\_

<b>MEMBERSHIP DUES CALCULATION</b>	
<b>BASE MEMBER DUES</b> (Provider, Professional, etc.):	\$ _____
Plus number of additional branches _____ @ \$435 ea.	\$ _____
<b>OR</b> ..... Total of Corporate Dues from reverse side	\$ _____
<b>TOTAL DUES OWED</b>	<b>\$ _____</b>
Less Volunteer (non-licensed) Program Discount (10%):	\$ _____
Contribution to support the California Hospice Foundation:	\$ _____
<b>TOTAL AMOUNT ENCLOSED</b>	<b>\$ _____</b>

**Hospice Provider Members  
 -- Please complete your  
 application on the reverse  
 side of this page**

**Membership Agreement:**

As an applicant to the California Hospice & Palliative Care Association, I/we do affirm to voluntarily abide by and support the goals and objectives of the organization. In addition, I/we agree to accept fax and e-mail communications from CHAPCA & CHF (California Hospice Foundation) relative to the business of the Association and the Foundation.

Signature of Applicant \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_

**Method of Payment:**

- Full Payment Enclosed
- Check (Payable to CHAPCA)
- Payment Plan – 50% Due with Renewal (Balance Due June 1, 2010)
- AMEX
- Discover
- MasterCard
- Visa

Card No: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Card ID #: \_\_\_\_\_

Customer Signature (required if using credit card) \_\_\_\_\_

Name on credit card (please print) \_\_\_\_\_

Address where credit card bill is received \_\_\_\_\_

City, State, Zip \_\_\_\_\_

**Fax or Mail Completed form to:**

**California Hospice &  
 Palliative Care Association  
 3841 N. Freeway Blvd., #225  
 Sacramento, CA 95834  
 FAX: 916.925.3780  
 Phone: 916.925.3770**

# CHAPCA PROVIDER MEMBER INFORMATION FOR DIRECTORY LISTING

Please check all that apply; this information will be used as part of your membership listing.

**Facility Type:**

- Hospice/Freestanding
- Hospital-based
- Home Health Agency-based
- Skilled Nursing Facility-based
- Congregate Living Health Facility-based
- Residential Care Facility for the Elderly-based
- Adult Day Health Care Facility

**Status:**

- Proprietary (For Profit)
- Not for Profit

**Is this office a:**

- Main Facility/Office
  - Branch/Multiple-location Office
- If Branch, Name of Main Office:

**Licenses:**

- Hospice
- Home Health
- Skilled Nursing Facility
- Congregate Health Living Facility
- Residential Care Facility for the Elderly
- Volunteer Hospice Program (non-licensed)

**Inpatient Facilities:** (should reflect facilities your program actually operates, i.e., hospice house or special facility)

- Yes If YES, how many beds? \_\_\_\_\_
- No

**Certifications:**

- Medicare -- Medicare Provider #: \_\_\_\_\_
- Medicaid

**Counties Served:** All Counties where **THIS OFFICE/ BRANCH** provides service. Service areas for additional branch/ program offices should only be listed with that office/site.

**Accreditations:**

- JCAHO — Joint Commission on Accreditation of Healthcare Organizations
- CHAP — Community Health Accreditation Program

**CORPORATE DISCOUNT CALCULATION:** Corporations with more than 3 member hospices providing services under separate Medicare provider numbers qualify for a 20% discount on annual dues for any additional memberships. The 3 hospices with the highest estimated operating expenses must pay full dues. In order to receive a corporate discount, please complete the information below to calculate dues and provide similar agency information for each office as appears on page 1. (Please complete a copy of the reverse side of this page for each program office joining CHAPCA.)

**List the 3 hospices with the highest estimated operating expenses and their full dues based on the table above:**

Program #1 _____	Dues \$ _____
Program #2 _____	Dues \$ _____
Program #3 _____	Dues \$ _____

**List additional hospices operated by the corporation:**

Program #4 _____	Dues \$ _____	x .80 = \$ _____
Program #5 _____	Dues \$ _____	x .80 = \$ _____
Program #6 _____	Dues \$ _____	x .80 = \$ _____
Program #7 _____	Dues \$ _____	x .80 = \$ _____
Program #8 _____	Dues \$ _____	x .80 = \$ _____

**Total corporate dues: \$ \_\_\_\_\_**