



ANNUAL REPORT 2023

A unified voice across the health care continuum

VISION

We envision communities throughout South Dakota where everyone reaches their highest potential for health.

MISSION

Advancing healthy communities through a unified voice across the health care continuum.

Websites



sdaho.org
enterprises.sdaho.org
trustees.sdaho.org
pac.sdaho.org
sdworkforce.com

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YEAR IN REVIEW

Advocacy

2023 LEGISLATIVE SESSION

BILLS
TRACKED

104

BILLS PASSED CONCERNING
SDAHO'S 2023 LEGISLATIVE
PRIORITIES

17

BLOCKED BILLS THAT WERE
DETRIMENTAL TO SOUTH
DAKOTA HEALTHCARE

7

SUCCESSFULLY
LOBBIED FOR AN
INCREASE OF

\$113.5 MILLION

FOR MEDICAID
PROVIDERS

Facilitated a strategy with key
stakeholders for the development of
a statewide Hospice and Palliative
Care Network.

AWARDED

\$1.2 M

in new federal funds

Hired dedicated
Workforce
Development
Coordinator



25%

Measure improvement on
HQIC high-dose opioid
prescribing for Medicare
patients

Quality

Communication
and Education

588,372 Social Media reach

DEVELOPED

**HOMETOWN HEALTHCARE
HERO CAMPAIGN**

FOCUSED ON WORKFORCE RECRUITMENT

LAUNCHED AN ADVOCACY CAMPAIGN
AGAINST THE **MANDATORY STAFFING
RATIO** PROPOSED RULE

Provided education for **600 members**
at 3 in-person events and over
5,124 members registered for
102 SDAHO-hosted virtual sessions.

886.4 nursing home administrators and **853.6** social workers earned continuing
education credits through SDAHO.

FOUNDING OF THE

**SDAHO
ENTERPRISES
SCHOLARSHIP**

for Nursing and Allied
Health Professional

3

New Enterprise
Partners focusing on
workforce, financial
engagement, and
reimbursement

Enterprises

BOARD CHAIR'S REPORT



Jason Merkley
Board of Trustees
2022-2023

As we reflect on the past year, I am pleased to present the annual summary report for our esteemed healthcare association. It has been a year marked by significant achievements, challenges and progress in our ongoing mission to ensure patients and residents across our state receive the most high-quality care. I am deeply grateful for the dedication and commitment of our board members, association staff and all healthcare professionals across our state.

One major achievement I'd like to point out is the passage and implementation of Medicaid expansion in our state. With the leadership of the association staff and Board of Trustees, the Constitutional Amendment passed and was successfully implemented in July. Because of this, healthcare facilities across our state will see increased financial reimbursement for services provided to patients that might otherwise not be reimbursed.

Workforce is a major focus for the association as that continues to be a challenge all healthcare facilities are facing. The association has embraced this challenge and is actively working on steps to help address including securing of a HRSA grant that focuses on workforce.

As we look forward to 2024, the association remains dedicated to growth, impact and collaboration for the membership and ultimately the patients and residents of this state.

- Jason Merkley, Chairperson
- Paulette Davidson, Chairperson-Elect
- Nick Fosness, Secretary-Treasurer
- Paul Hanson, Past Chairperson
- John Ayoub, Delegate to AHA
- Justin Hinker, Delegate to LeadingAge
- Mark Schulte
- Natalie Gauer
- Scott Larson
- Erica Peterson
- Dr. Mike Wilde
- Tammy Miller
- Mick Gibbs
- Tim Rave (ex-officio)
- Scott Hargens, Alternate to AHA (non-board member)
- Jeremy Schultes, Alternate to LeadingAge (non-board member)
September - February
- Mark Schmidt, Alternate to LeadingAge (non-board member)
March - September



PRESIDENT'S REPORT

I would like to highlight the many great things the association has accomplished in 2023.

Public Policy and Advocacy

Because of the support from many of you, we saw the makeup of the legislature change in a positive way. The 2023 legislative body recognized the challenges we are facing in healthcare and worked with us to address them. At the conclusion of session, we saw a 5% increase in Medicaid rates for all providers, which is the largest we've seen in many years. In addition, we saw many targeted increases for our post-acute facilities to help address the financial shortfalls they've been facing.

July 1 brought the implementation of Medicaid expansion. This was the culmination of several years of work done by the association along with many of you and other stakeholders. Based on feedback from our members, implementation has gone as expected and because of this, members have seen increased reimbursement for care provided.

Nationally, we continue to work with our federal delegation to address the concerns we have with the 340B drug pricing program. This year, we have seen positive movement on potential legislation by a few influential members in the Senate. These members have gathered information and will potentially bring forward legislation in the next calendar year that would help us address these concerns.

Quality Integration

Our quality team continues to foster relationships with our member hospitals and their quality staff.

As we enter the final year of the Healthcare Quality Improvement Contractor (HQIC) grant, I want to thank all our members who participate in that program for their support. The association is currently in the process of evaluating the next phase called Scope 13 and should know more about this project in the late spring of 2024.

SDAHO HRET was awarded the HRSA Network Development grant, which focuses on entry-level frontline workforce. This is a \$1.2 million grant, which is awarded over 4 years. As part of this grant, we have added a full time Workforce Coordinator to our staff.

Another unexpected grant that was secured is a HRSA planning grant for palliative care. As many of you know, we added a staff member last year dedicated to work with hospice and palliative care. This grant will help complete the strategic plan that will lead to a statewide hospice and palliative care network.

Education

Offerings provided to our members by our education team continues to grow at an exponential rate. As we complete the second year of virtual education being offered to all members at no additional cost, plays a large part in the success of this program.

The Nurse Leadership Program continues to evolve. Along with continuing to focus on areas that directly impact nurse leaders on a day-to-day basis, we were able to decrease the cost of the program in 2023. Feedback from those participants continues to be extremely positive and they feel it directly assists them in their current role.



Tim Rave

Business Development

SDAHO Enterprises, our for-profit division, continues to see strong growth. Based on the needs of our members, additional endorsed business partners (EBP) were added in 2023. We continue to see strong revenues in the EBP program, allowing us to supplement dues.

The 2023 SDAHO Annual Convention was a great success with strong attendance and exceptional speakers. At the direction of our board, we have capped the price of registration to make attendance more affordable for members. We saw strong support from sponsors and exhibitors, who expressed gratitude for the volume of member engagement.

In closing, I want to recognize and thank the following: first, I would like to thank our Board of Trustees. Serving on our board requires a great deal of commitment and volunteer time. Next, I would like to thank the staff at the association who work tirelessly to support our members and provide value. Lastly, and most importantly, I want to thank all the caregivers in this state for the care they provide to patients and residents.

COUNCIL ON PUBLIC POLICY

Council Members 2022-2023

- Jason Merkley, Chairperson
- Cate Davis
- Corey Brown
- Craig Kantos
- Curt Hohman
- Deb Fischer-Clemens
- Doug Ekeren
- Erica Peterson
- Jason Green
- Jeremy Schultes
- John Ayoub
- Kent Peterson
- Kim Malsam-Rysdon
- Mark Schmidt
- Mark Schulte
- Mike Diedrich
- Nick Fosness
- Paul Hanson
- Paulette Davidson
- Scott Hargens
- Scott Larson
- Association Support: Tim Rave

The Council on Public Policy is an integral part of the team that assembles weekly during the legislative session to advise our advocacy team. This last legislative session, we saw a more healthcare friendly legislative body who we worked closely with to address the many challenges we face. As we've seen historically, there were several pieces of legislation that were objectionable to healthcare. This would include attempted repeal of vaccination mandates, conscientious objections, etc. As previously mentioned, the makeup of the legislature helped to minimize the threat of these actually becoming law.

Medical cannabis continues to be an issue that we will address on a yearly basis; 2023 was no exception. The changes we continue to see are minimal and mostly cleanup language for providers and facilities. This ranges from items that must be on the certification document to changing the list of conditions, which are eligible for certification.

Non-compete contracts was adjusted to add all licensed providers under Chapter 36 to the existing non-compete law. Also, a provision was added to restrict any practitioner from soliciting current patients from their former employer.

The process of executing a living will was made easier for families by allowing for either two adult witnesses or a notary public rather than two adults in the presence of a notary public.

For FY 24, Medicaid providers received a 5% increase in funding. Also, community-based providers were moved to receive 100% of their methodology. This includes nursing homes, assisted living and in-home services. This equates to a total of \$49 million in increased funding for nursing homes.

Thank you to the council for their hard work, participation and dedication to the members.



COUNCIL ON REIMBURSEMENT

The SDAHO Council on Reimbursement is made up of healthcare finance and reimbursement leaders from across the state, including all three health systems and independents. The Council serves as the focal point for policy development of health care finance and reimbursement issues affecting members by monitoring changes in federal and state reimbursement systems.

Brief Recap

The Council met 3 times in 2023 and discussed the following topics:

- SDAHO 2023 Legislative Updates
- Department of Social Services Legislative Updates
- AHA Vitality Index
- Public Health Emergency Continuous Enrollment
- Medicaid Expansion Implementation
- New Nursing Facility Reimbursement Methodology
- Governor Noem's 2023 Budget Address
- New SDAHO Endorsed Business Partners in Reimbursement
- Federal Reimbursement Rules

Goals achieved:

- SDAHO successfully lobbied for increased Medicaid rates during the 2023 legislative session, including a 5% increase for all Medicaid providers, or sixty-four and a half million dollars, and movement to 100% of methodology for community-based providers, which was an additional forty-nine million dollars.
- Participated in the Study Committee on Sustainable Models for Long Term Care, which included a proposal for enhanced capital reimbursement rates for nursing homes.

- Developed a survey sent out to all hospital members to capture issues with individuals who are ready to be transferred to another level of care, but are not able to due to complex case issues, lack of long-term care beds, etc.
- Submitted response letters to the Centers for Medicare and Medicaid Services proposed rules, including the Inpatient and Outpatient Prospective Payment Systems for Federal Fiscal Year 2024, Skilled Nursing Facility Rule, and the 340B Remedy.
- Provided education to congressional staffers on the impacts of the proposed 340B Remedy in South Dakota.

Next Steps

Some of the topics the Council will meet to discuss in the next year include 2024 legislative updates, Medicaid Expansion Implementation, Federal Fiscal Year 2025 Medicare Reimbursement Rules, Medicare Advantage plans, the SDAHO Throughput and Discharge Survey and more. The Council will continue to monitor any State and Federal changes to reimbursement rates for Medicare or Medicaid and provide input as needed to partners.

Council Members 2022-2023

- Teresa Mallet, Chairperson
- Anne Christiansen
- Austin Willuweit
- Carmen Weber
- Erick Larson
- Jamie Schaefer
- Jay Hodges
- Jesse Naze
- Kory Holt
- Marcia Olson
- Michael Miller
- Paul Miller
- Rita Blasius
- Scott Eisenbeisz
- Stacia Moeller
- Torey Sundall
- Brian Bertsch
- Association Support: Jacob Parsons

COUNCIL ON POST-ACUTE CARE

Council Members 2022-2023

- Isaac Gerdes, Chairperson
- Lynne Kaufmann, Co-Chairperson
- Mike Tilles
- Jill Cragoe
- Julie Sampson
- Nikki VonEye
- Dana Bachmeier
- Justin Hinker
- Tom Syverson
- Lynn Meints
- Deb Paauw
- Candy Cahoy
- Tony Erickson
- Robin Stockland
- Lynn Landeen
- Nicky Gilbertson
- Tara Mitchell
- Dillon Hinker
- Lindsey Hauger
- Nathan Gelhaus
- Heather Moechnig
- Association Support: Tammy Hatting

Post-Acute Council Priorities:

- *Workforce Recruitment and Retention.* The cost of travel and contract labor, staff turnover, burnout and fatigue contribute to daily struggle of filling shifts and controlling expenses.
- *Medicaid Reimbursement and Increasing Medicaid Payor Mix.* Inflation is rising faster than the reimbursement rate and not all costs are allowable under Medicaid, creating a shortfall. Some of the nursing homes in South Dakota rely on Medicaid payments for 100% of their residents.
- *Occupancy and referrals.* Occupancy and referrals contribute to the overall health of the post-acute care industry, and both are affected by the staffing crisis. When nursing homes limit admissions it puts more pressure on home health, hospice and assisted living providers. Hospitals struggle with referrals to post-acute care and family caregivers are left looking for support for their loved one.
- *Regulatory Compliance and Resident Safety.* Following the pandemic, providers continue to dig out from the layers of additional regulations, reporting and administrative burden. In 2023, CMS issued 20 new or revised memos on guidance, clarifications and/or instructions to state survey agencies and providers.

Goals Achieved:

- Successful 2023 legislative session. The South Dakota Legislature took a deep dive into the challenges facing nursing homes in South Dakota this session. We were pleased to see the approval of nursing home funding at 100% of methodology and 5% increase to LTSS providers.

- SDAHO actively participated in the South Dakota Department of Human Services Nursing Home Rate Methodology Review, with the final report released in January 2023, just in time for the legislative session.
- The 2023 legislature also approved a summer study to discuss innovation and sustainability of South Dakota's nursing homes. The study group focused on innovation, regulations, infrastructure, workforce and home and community-based services.
- The 2023 Post-Acute Care, Partners in Care Conference was held in person in Sioux Falls with 140 people in attendance.
- Continuing education continues to be a priority for all post-acute care providers. From January-September 2023, over 850 contact hours were offered to nursing home administrators.
- Launched an advocacy campaign to push back against CMS's mandatory staffing ratio proposed rule. The campaign included several hill visits and phone calls to Washington DC, a presentation to the South Dakota long-term care summer study legislators and marketing campaign.

Trends and Ongoing Needs:

The number one threat to the post-acute care industry today is the workforce crisis. This crisis will grow exponentially if the unfunded CMS staffing mandate is finalized. SDAHO will continue our advocacy efforts and advance the issues for access to aging services. We will support the needs of members with additional tools and education and work with legislators to maintain adequate funding and relieve pressure on our industry.

COUNCIL ON ASSISTED LIVING

The Council on Assisted Living was established in January 2022 after the merger of the Assisted Living Association of South Dakota (ALASD) in to the SDAHO membership. This council was established to provide leadership on SDAHO's advocacy and policy efforts pertaining to assisted living services. The Council advises the Board of Trustees regarding the integration of assisted living services into the health care continuum and on policy positions affecting assisted living providers. The assisted living council serves as the focal point for policy issues affecting assisted living services and home and community-based services, including legislative, regulatory and reimbursement issues; recommends advocacy activities related to the Medicare, Medicaid and other payment programs; identifies educational needs; considers issues of discharge planning and care coordination, and coordinates with other organizations and health care providers in activities and forums to establish linkages across the continuum.

Assisted Living Council Priorities:

The 7-member council met four times in 2023 and established the following priorities for assisted living facilities:

- Medicaid reimbursement and more transparency with the tier system
- Workforce shortage & cost of contract labor
- Reimbursement for telehealth services
- Higher acuity residents especially memory care
- Increasing number of residents on Medicaid

Trends and Ongoing Needs:

The changing demographics in assisted living and increase in acuity has put more pressure on the industry highlighting the need for additional advocacy, education, and clinical quality resources for our state-licensed senior living facilities. Medicaid reimbursement is not keeping up with the cost of inflation and the workforce shortage is putting more pressure on facilities to fill the gap with expensive travel staff. We are pleased to see the Department of Human Services conducted the HCBS Rate Methodology review in 2023 and look forward to the results of their study and recommendations. SDAHO and several assisted living members are a part of the methodology workgroup and will continue to advocate for adequate funding.

Council Members 2022-2023

- Nathan Gellhaus, Chairperson
- Heather Moechnig, Co-Chairperson
- Stephanie Lange
- Rhona Snyder
- Austie Olson
- Dawn Patten
- Gayle Wookey
- Association Support: Tammy Hatting

COUNCIL ON EDUCATION

Council Members 2022-2023

- John Ayoub, Chairperson
- Amy Skoglund
- Anita Dunham
- Dawn Ingalls
- Diana Vanderwoude
- Gwen Maag
- Lori Meier
- Mollie Sanchez
- Scott Eisenbeisz
- Shanon Waldner
- Sheila Sutton
- Stardust Redbow
- Association Support: Michella Sybesma

2023 CONFERENCES BY THE NUMBERS

Post-Acute Partners in Care

140 ATTENDEES

8 VENDORS

2 SPONSORS

26 SESSIONS

257.6 CONTINUING EDUCATION HOURS

Rural Health Leaders

71 ATTENDEES

10 VENDORS

3 SPONSORS

8 SESSIONS

139.2 CONTINUING EDUCATION HOURS

Annual Convention

369 ATTENDEES

59 VENDORS

10 SPONSORS

31 SESSIONS

437 CONTINUING EDUCATION HOURS

The Council on Education provides recommendations, identifies topics/speakers, and provides feedback on matters related to healthcare education. The council was established to provide member input on important topics and necessary educational needs for members.

Council Update:

In 2023, the council met quarterly to review member participation in education and events, identify topics and speakers, and provide recommendations on professional development events and programs. During each meeting, the council received an update on virtual education attendance and continuing education hours provided and shared overall outcomes from SDAHO's conferences. Throughout the year, the council provided feedback on ways to further engage and communicate with members, provided input on educational offerings, shared thoughts on conference structure, and provided several ideas on future topics and speakers.

Goals achieved:

In 2023, SDAHO will have provided 102 virtual educational opportunities, three in-person conferences, and a 10-month leadership program for nurse leaders. The SDAHO Education team provided the council with specific goals achieved within the department including:

- Over 5,124 SDAHO webinar registrations from January through October 2023.
- Event attendance for 2023: 140 individuals attended Post-Acute Partners in Care Conference; 71 individuals attended Rural Health Leaders Conference; 369 individuals attended Annual Convention; and 22 individuals participated in the Nurse Leadership program.

Goals achieved by the Education Council include:

- Recommended Crucial Conversations facilitators for the Nurse Leadership program and provided suggestions for other speakers for the 2023 Nurse Leadership program.
- Provided suggestions for specific topics and speakers that were incorporated within virtual and in-person sessions. Topics included behavioral health, workplace violence, and artificial intelligence.
- Council member presented at Rural Health Leaders on transitions of care in the post-acute setting.
- Developed a panel for SDAHO's Annual Convention on apprenticeship programs and involvement from a SDAHO member hospital, based on a recommendation from a council member.
- Provided recommendations for participants to be involved in the Association for Nursing Professional Development affiliate.
- Offered suggestions on ways to communicate educational benefits to SDAHO membership.

Next steps:

SDAHO will continue to develop educational and professional development opportunities important to membership. Top priorities for 2024 educational programming include workplace violence, recruiting and retaining staff, trustee board orientation training, care transitions, quality and patient safety, long-term care innovation, and financial stability. SDAHO plans to support membership by providing these educational opportunities virtually and in person to support face-to-face engagement.

COUNCIL ON QUALITY INTEGRATION

The Council on Clinical and Quality Integration provides leadership on SDAHO's clinical, patient safety and quality of care efforts affecting the healthcare continuum. The Council provides leadership on issues pertaining to the evolving relationships between providers, hospitals, clinics, and health systems. The members are selected from recommendations provided by the SDAHO Districts, health systems, and are subsequently appointed by the Board of Trustees Chairperson and approved by the Board of Trustees. Members of the Council typically include quality leaders, clinical providers, and front-line staff interested in clinical and quality issues.

Council Update

There was one member change in January 2023 otherwise the Council membership remained unchanged. The consistent membership allowed the Council to foster collaboration and engagement.

The Council met in August 2023. Over the past year, the Council had the opportunity to learn about opioid and substance abuse disorders, develop strategies to elevate the role of quality within the hospital settings, and continued to examine and discuss key quality metrics. The Council provided feedback on ways to promote quality at the hospitals during Healthcare Quality Week including displaying posters in public areas, newsletters, and social media posts.

Current Environment

The continued workforce shortage is evident in all areas of healthcare and in particular quality and patient safety. Hospitals have experienced high turnover rates in the quality professional role leaving remaining staff to take on additional duties and responsibilities until personnel are hired and properly trained. In addition to the workforce shortages, hospitals have seen an increase in workplace violence incidents. These events have raised a need for tools and resources to best understand how to prevent and manage these circumstances.

Next Steps

The Council will remain diligent by monitoring the latest news, trends in the quality space at the state and national levels. The Council is committed to supporting quality work across the state and will continue to provide feedback and advise the SDAHO Board of Trustees, SDAHO and other SDAHO Councils throughout this next year.

Council Members 2022-2023

- Mike Wilde, MD, Chairperson
- Whitney Edgington
- Brenda Behlings
- Angela Dahlke
- Stacey Erickson
- Melissa Gale
- Julie Girard
- Sara Zoelle, MD
- Mike Holland, MD
- Laurie Fieber
- Kelly Baloun
- Katie Biggins
- Jill Tice
- Sarah Wulff
- Kirby Kleffman
- Heidi Strouth
- Association Support: Becky Heisinger



COUNCIL ON PHYSICIAN LEADERSHIP

Council Members 2022-2023

- Mike Wilde, MD, Chairperson
- Mike Elliot, MD
- Brad Archer, MD
- Laura Hoefert, MD
- Association Support: Tim Rave

The Council on Physician Leadership met once during 2023 to discuss potential challenges that could arise during the 2023 South Dakota Legislative Session pertaining to the overturn of Roe v. Wade.

Another concern discussed was the medical cannabis program and how the program is going. There were some proposed additions to the conditions list and small tweaks to current language, but no major concerns.

Thank you to the providers on this council that provide great clinical insight to the association.



EVENTS 2024

- | | |
|-------------------------------------|-------------|
| • All District Meeting | Feb 13 |
| • Post-Acute Partners in Care | April 10-11 |
| • SDAHO Enterprises Sunrise Classic | June 11-12 |
| • Rural Health Leaders Conference | June 25-26 |
| • Annual Convention | Sept 25-27 |

AHA REGIONAL POLICY BOARD



It is a joy and privilege to serve as the South Dakota delegate to the American Hospital Association's (AHA) Regional Policy Board (RPB) for region six. This felt like an especially heavy year with AHA considering the current environment we find ourselves in as well as the fact that the AHA celebrated its 125th birthday this year. In addition to two regular RPB meetings, for the first time in my tenure there was a gathering of all the different RPBs in Washington DC in early October for a National Regional Policy Board meeting. This was a unique opportunity to visit with colleagues from different areas of the country as well as make hill visits to personally share our advocacy agenda with our legislators and their teams. We have a great group that are very receptive to our plight and circumstances and they understand the hardships we currently face on many fronts.

There were a number of themes that our work in the RPB focused on this year, some very familiar and others new to our agendas. A lot of focus was placed on workforce; both ensuring the engagement, competence, and longevity of our current staff as well as developing and safeguarding an improved and adequate pipeline for the future. More and more attention is being placed on cybersecurity, given the increase in bad actors seeking to compromise our data for profit or as chaos agents. Work was done earlier this year concerning preparing for the end of the Public Health Emergency and Medicaid redeterminations. We also spent time on the most effective ways of telling the hospital story, analyzing future financial pathways, and looking at new payment models and paradigms to ensure our viability over the long term. Topics of discussion also included protecting and defending the volatile 340B program, the use of technology to support our workforce, increase efficiency, and improve customer experience as well as improving patient safety, equity, and quality of care. Finally, there was overarching discussion regarding the future of healthcare, specifically the principles and pathways the AHA and its membership should adopt to be best positioned for it. Elements of the ever changing, and usually infuriating, legislative and political world are suffused throughout the work and discussions of the RPB.

Delegate to AHA, John Ayoub

LEADINGAGE UPDATE



LeadingAge is an association of 5,000+ not-for-profit organizations representing the entire field of aging services in 38 states and is a part of the Global Ageing Network which spans 30 countries across the globe. SDAHO is the South Dakota affiliate for LeadingAge, and I am honored to serve as the South Dakota Delegate to LeadingAge. Delegates represent their state and participate in the development of advocacy goals and strategies for LeadingAge. LeadingAge fights to remove barriers to care and improve funding for the industry. Together with LeadingAge, we help policymakers decipher complex issues in aging on Capitol Hill and at the state and local level to build a stronger future for aging services providers and the people we serve.

For 2023, the primary focus of our daily advocacy work included:

- Attaining the funding, supplies, and systems necessary for robust recovery from the COVID-19 pandemic.
- Ensuring that a qualified, committed workforce is available to work in aging services.
- Achieving the right balance between regulation and autonomy in nursing homes and enabling them to be funded, staffed, and structured to provide person-centered, high-quality post-acute and long-term services and supports (LTSS) to residents.
- Supporting aging services providers so they can thrive in Medicare and Medicaid managed care environments and deliver innovative, integrated care.
- Creating a well-developed, high-quality continuum of home and community-based services (HCBS) that complements informal caregiving for older individuals.
- Ensuring financing for older individuals who need LTSS.
- Realizing the full integration of hospice and palliative care services into the continuum of care with appropriate reimbursement and reasonable regulation.
- Promote the establishment of a White House Office on Aging within the Domestic Policy Council.

Significant advocacy efforts were achieved in 2023 as we continue to emerge from the pandemic and take steps to ensure that the field of aging services remains strong well into the future. Several action alerts were issued in 2023 to protect senior housing funding, support the Rural Seniors Access to Care Act, ask CMS to delay or repeal the proposed minimum staffing ratios, preserve access to home health care and offer proper financing and investments in workforce.

2023 continued to be a year of managing expenses, responding to changing CMS federal regulations and struggling with the workforce crisis. We look forward to 2024 and the opportunity to use our collective voice to raise awareness on the issues important to aging services.

Delegate to LeadingAge, Justin Hinker

Board 2022-2023

- Jason Merkley
- Paulette Davidson
- Tim Rave

SDAHO HRET is the non-profit 501(c)(3) arm of the Association. SDAHO HRET team continues to build on the foundation established in the previous year and enhanced the work to include new partnerships, expertise, and resources. These enhancements have enabled the SDAHO HRET to create change leading to improved quality of care across the state. SDAHO HRET is driven by the passion and desire of its vision statement to be the “Leading Experts in Quality”.

Highlights

Below are some of the highlights from the past year:

- SDAHO HRET continues to be a visible, engaged, and knowledgeable resource for our member hospitals. SDAHO HRET team continually provides resources and tools to ease the burdens and challenges faced by quality professionals across the state with a focus on MBQIP (Medicare Beneficiary Quality Improvement Project) and HQIC (Healthcare Quality Improvement Contract) measures. SDAHO HRET team provides technical assistance through 1:1 virtual connections, email communications, and face to face meetings.
- Awarded two Health Research Resources and Services Administration (HRSA) grants focused on workforce development and palliative and hospice care.
- In addition to the two HRSA grants, managed or partnered on the following contracts/grants:
 - Flex/MBQIP program
 - HQIC
 - Overdose Data to Action (OD2A), ED Tool Kit
 - USD Nurse Training grant
 - Administration for Strategic Preparedness & Response (ASPR)
 - South Dakota Community Foundation grant
- Supported nine other organization grant applications/proposals.
- Enhanced partnerships with external stakeholders.
- Hosted an MBQIP Workshop for SD Critical Access Hospitals quality professionals to expand their knowledge on the measures, enhance process improvement tools and techniques and network with other professionals.
- Collaborated with external partners to host a three-part educational series on the Rural Emergency Hospital designation.
- Secured Certified Professional Healthcare Quality (CPHQ) continuing education credits for sponsored events and conferences.
- Moderated a panel discussion at the SDAHO Annual Convention and presented at the South Dakota Chronic Disease conference on opioids and substance abuse disorders.
- Consulted HQIC participating hospitals to improve key quality metrics resulting in at least maintaining and/or exceeding program targets.
- Conducted a quality professional and Director of Nursing survey to assess the current state, identify gaps/needs, and evaluate where the SDAHO HRET team could provide support.

- Hosted the Council on Clinical and Quality Integration, provided quality updates at the Board of Trustee and the SDAHO District meetings throughout the year.

Moving into 2024, SDAHO HRET will focus on continuous improvement and adding value to our member hospitals. SDAHO HRET is committed to meeting hospitals where they are on their quality journey by providing support, expertise, and resources. SDAHO HRET looks forward to another successful year.

SDAHO ENTERPRISES



SDAHO Enterprises Partner Solutions aims to bring greater value to SDAHO membership by offering partnership programs that take advantage of the Association's collective membership strength. The wholly owned subsidiary's focus is to drive value through connecting healthcare organizations in South Dakota with a wide array of highly respected companies that provide service offerings that are competitively priced and delivered with exceptional customer service.

In the past year, SDAHO Enterprises continued its trajectory of growth and impact through strategic partnerships and initiatives. Two notable additions to our partnership roster, AblePay Health and Jackson Physician Search, have significantly enriched our network, enhancing our ability to deliver innovative solutions to our members. Additionally, we are thrilled to have announced the introduction of the SDAHO Enterprises Nursing and Allied Health Scholarship, a program aimed at supporting and nurturing the next generation of healthcare professionals in South Dakota. Furthermore, we're delighted to report another successful year for the Sunrise Classic Golf Tournament, an event that fosters camaraderie among our members, partners, and sponsors. These achievements underscore our dedication to continually advancing our offerings and bringing value to our membership.

Notable goals achieved in the last year:

- Onboarding new high value partners into our program
- Increasing participation in the Sunrise Classic Golf Tournament

- Continuously evaluating partnerships to ensure all current partners are bringing value to membership
- Creating a scholarship program that incentivizes healthcare students to remain in South Dakota post-graduation
- Fostering relationships with other State Hospital Associations to promote collaboration

With the guidance of the Board and the Advisory Group, SDAHO Enterprises would like to continue the positive trends witnessed in 2023, heavily focusing on how to best serve SDAHO membership through our partnership programs. Continuous evaluation of current partners and the constant goal of bringing new, innovative solutions to our members will remain at the forefront of our operations.

Should any members have questions or would like to request further information regarding SDAHO Enterprises Partnerships, please contact Kelsey Grady, Business Development Manager at Kelsey.grady@sdaho.org or 605-789-7535.

Strategic Partners



Board 2022-2023

- Scott Hargens
- Mark Schmidt
- Torrey Sundall
- Tony Timanus
- Tim Rave

Advisory Group 2022-2023

- Mark Schulte
- Natalie Gauer
- Isaac Gerdes
- Teresa Mallet
- Melissa Wagner

Endorsed Business Partners



HOMETOWN HEALTHCARE HEROES

The SDAHO Hometown Healthcare Hero Project, a workforce recruitment video storytelling project concluded its 15-month work on June 30, 2023. SDAHO member facilities were highlighted in the video, then each video was promoted with paid advertising on social media focusing on job opportunities, facilities, communities, and the people who live and work in the featured facility and community.

Project highlighted 3 Avera Health facilities, 3 Sanford Health facilities, 3 Monument Health facilities, 4 independent facilities.

GRANT & Budget Details: Total projects costs, \$99,413.00

- South Dakota Community Foundation Grant Amount: \$16,500
 - Updated television equipment (camera, tripod, lights, microphone)
 - Marketing dollars
 - Professional drone operator and footage
- SDAHO in-kind costs: \$82,913.00
 - Staff salary and benefits
 - Travel & lodging
 - Editing equipment and software
- Total Dollars spent on paid social media advertising: \$8206.45 / Press Release \$540.00



Hometown Healthcare Heroes

Each facility received the following assets at no cost to them:

- 4 workforce recruitment videos
- 4 articles
- Statewide press release
- Paid social media advertising highlighting all 4 videos and articles for 4 weeks.
- All raw and edited videos to use for future needs.

Results:

Social Media Reach – **586,091** people with **10,269** people clicking or engaging in the link included in video or article. Thus far **42 jobs** have been filled through the Hometown Healthcare Hero Project.

Featured Communities

- Aberdeen - Avera St. Luke's Hospital
- Bowdle - Bowdle Healthcare Center
- Brookings - Brookings Health System
- Burke - Community Memorial Hospital
- Canton - Sanford Canton/Inwood Medical Center
- Custer - Monument Health Custer Hospital
- Freeman - Freeman Regional Health System
- Hot Springs - Fall River Health Services
- Mobridge - Mobridge Regional Hospital and Clinics
- Spearfish - Monument Health Spearfish Hospital
- Sturgis - Monument Health Sturgis Hospital
- Viborg - Pioneer Memorial Hospital and Health Services
- Wessington Springs - Avera Wesskota Memorial Hospital



DISTINGUISHED SERVICE AWARD WINNERS

The distinguished service awards were created to recognize individuals for their exemplary service to health care and accomplishments in advancing the goals and purposes of the association.



Healthcare Hero

Marcia Taylor, Monument Health



Healthcare Professional

Angela Schoffelman, Avera Community Health Resource Center



Media Personality

Jerry Oster, WNAX



Post-Acute Care Champion

Carla Van Dyke, Avera@Home



State Legislator

Senator Mike Diedrich, Dist. 34



State Official

Lynne Valenti, Department of Health



Trustee of the Year

Thomas J. Glover, Community Memorial Hospital



Quality Champion

Sarah Wulff, Sanford Health



Young Professional

Kristi Livermont, Avera Missouri River Health Center



Honorary Healthcare Heroes

George Simpson and Johanna Simpson, Therapy Dog International



Larry Veitz Lifetime Achievement

Bob Sutton, Avera Health

STATEMENT OF FINANCIAL POSITION

Current Assets	<u>2020</u>	<u>2021</u>	<u>2022</u>
Cash and Cash Equivalents	654,577	1,230,435	3,606,738
Accounts Receivable	331,378	967,449	549,372
Paid Expenses	126,603	118,283	76,579
Investments	6,830,128	7,239,592	6,271,279
Total Current Assets	7,942,686	9,555,759	10,503,968
Assets Limited as to Use			
Cash and Cash Equivalents	296,214	87,929	63,859
Property and Equipment	345,423	398,073	356,800
Assets Held for State Hospital Association Executives Forum (SHAEF)		176,324	185,081
Total Assets	\$8,584,323	\$10,218,085	\$11,109,708
Current Liabilities	<u>2020</u>	<u>2021</u>	<u>2022</u>
Accounts Payable	260,937	128,170	98,814
Capital Lease Obligation	16,286	15,333	10,014
Accrued Expenses			
Accrued Salaries	29,109	32,470	77,797
Payroll and Property Taxes	12,028	12,028	12,028
Income Taxes	-	195,000	130,000
Refundable advance	18,805	-	-
Deferred Revenue	640,731	727,684	1,317,852
Total Current Liabilities	\$977,896	\$1,110,685	\$1,646,505
Other Liabilities			
Due to SHAEF	-	176,324	185,081
Capital Lease Obligation	26,701	33,972	23,899
Total Liabilities	\$1,004,597	\$1,320,981	\$1,855,485
Net Assets			
Without Donor Restrictions			
Undesignated	7,283,512	8,809,175	9,190,364
Board Designated	221,500	-	17,877
Total net assets without donor restrictions	\$7,505,012	\$8,809,175	\$9,208,241
With Donor Restrictions	74,714	87,929	45,982
Total Liabilities & Net Assets	\$8,584,323	\$10,218,085	\$11,109,708

STATEMENT OF ACTIVITIES

Revenues	2020	2021	2022
Membership Dues	1,509,284	1,618,006	1,961,919
Convention Income	40,200	-	84,615
Institutes and Workshop Income	82,863	115,113	105,388
Clinical Education and Support Income	644,472	547,154	360,770
Grant Income - Hospital Preparedness Program	1,538,469	167,437	32,709
Contribution in the form of Paycheck Protection Program Loan Forgiveness	222,661	-	-
Marketing Income	768,408	1,972,737	2,901,923
Rent Income	1,200	-	-
Data Revenue	58,269	38,750	38,436
Management Services Revenue	-	12,000	12,000
Miscellaneous Income	5,873	34,002	8,096
Net Assets released from restrictions	45,242	7,897	58,383

Total Revenue

\$4,916,941

\$4,513,096

\$5,564,236

Expenses	2020	2021	2022
Salaries and fringe benefits expense	1,496,312	1,581,813	1,863,800
Payroll tax expense	84,994	86,102	101,437
Outside services expense	738,784	838,328	375,782
Travel and Training expense	123,849	127,798	200,519
Convention expense	33,937	22,592	197,825
Sponsored grant programs other expenses	303,773	84,651	45,465
Disbursements to subrecipients- Hospital Preparedness Program	1,508,380	126,448	31,299
Institutes and workshop expense	55,735	101,060	131,081
General office expense	82,975	81,241	115,038
Occupancy expense	23,846	24,952	25,411
Depreciation and amortization expense	67,778	61,758	80,855
Insurance expense	19,382	18,464	17,546
Sponsorship and Contribution expense	14,200	287,257	652,232
Auto expense	1,270	1,505	9,861
Political action committee	37,043	1,250	49,336
Total Expenses	\$4,592,258	\$3,445,219	\$3,894,487

Operating (Loss) Income

\$324,683

\$1,067,877

\$1,669,749

Other Income

Investment Income

489,692

497,750

(700,683)

Income Taxes

(98,179)

(261,464)

(570,000)

Other Income, NET

\$391,513

\$236,286

(\$1,270,683)

Revenues in Excess of (Less Than) Expenses

\$716,196

\$1,304,163

\$399,066



South Dakota Association of Healthcare Organizations

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