

# ANNUAL REPORT

Home Care Association of Florida | 2021-2022 Annual Report

## HCAF

Home Care Association of Florida  
RESOURCES, EDUCATION, ADVOCACY

## A Year Like No Other

A MESSAGE FROM THE EXECUTIVE DIRECTOR



**BOBBY LOLLEY, RN**

We are more than pleased to provide you the 2020-2021 Annual Report for the Home Care Association of Florida (HCAF). This report is our attempt to give you a sense of how your association managed these unprecedented times. In my humble opinion, a trade association like HCAF must be a micro-

cosm of the provider community it represents and serves. In short, we live and thrive only if you and your organization live and thrive. During the worldwide COVID-19 pandemic, “living, thriving, and dying” was not a grandiose hyperbole. Many people have died and many home care providers across Florida and our nation saw their businesses fail or become shadows of their former greatness.

From that very first moment when we realized the virus was at our door and there was no personal protective equipment (PPE) to be had at any price, it was clear that this was going to be a long and difficult journey for the home care sector — one with no guarantee of survival, much less success. That is when all of us here at HCAF realized that our mission had become more critical than at any other time in the history of the association.

*As the voice for home care, our mission is to be the foremost resource and advocate for Florida's home care industry and the patients it serves.*

That mission statement is what we rallied around and strove to be true to minute-by-minute, no matter what was happening on any given day.

In those first weeks and months of 2020, there was so much uncertainty, however, it was clear that state and federal authorities were focusing their attention exclusively on hospitals, rehab clinics, and congregate senior living facilities. I will give those “authorities” the benefit of the doubt because the coronavirus was certainly to be found in those health care settings. But the virus was also growing, multiplying, and spreading in homes, workplaces, and our communities. With so many in-home caregivers and clinicians working in their communities, it is evident now that our workers carried the greatest risk of exposure from “day one” of the public health emergency and throughout the pandemic. In short, home care workers were on the front line before anyone knew there was a need to establish a front line!

As your voice to policymakers in Tallahassee and Washington, we often felt like we were fighting the same battle repeatedly, always pleading and demanding that the home care sector not be forgotten. It was especially challenging at the state level where providers faced inadequate or no PPE access and were turned away from vaccination lines.

*(continued on page 2)*



# Empowering Care Anytime, Anywhere

Axxess is the industry leading home healthcare technology company, providing software solutions that help improve care, increase revenue, streamline operations and address staffing needs for more than 7,000 home health, home care, and hospice organizations.

Whatever the issue, it always seemed as if home care was in the blind spot unless we begged and pleaded for it, and we proudly did every single time.

As it is so often in life, the difficult times are what set the table for future success. The pandemic — which is by no means over — has significantly boosted public awareness of the home- and community-based care sector. More consumers and those in positions of power now have a greater understanding of what we do and what can be done in the future should we experience something of this nature ever again. On both sides of the political spectrum, there is not only an understanding but a greater appreciation of the role that home- and community-based services (HCBS) plays in a post-pandemic world and far into the future. It has never been like this before; home care's star has never risen so high or shined so bright!

The Biden Administration is certainly “bullish” about the role home care will play in the broader health care arena, which is clear based on the policies coming out of the Centers for Medicare & Medicaid Services. With a world population growing older by the second, “health care” will be synonymous with “home care”, and not only to boomers but to the individuals who will be providing an array of services to our senior populations. It will certainly take a home care army of millions to meet this unprecedented need...which brings us to another long-term challenge.

Even with the increasing prominence of HCBS in the headlines, there are still significant barriers that might darken our bright future — the greatest one at this moment being staffing. Countless home care veterans have shared with me that they have never seen the shortages of workers this dire. Not unlike how providers could not access PPE “at any price”, the sentiment is the same for staffing.

To further complicate this pressing issue, state and federal pressures are being brought to bear that will quickly raise the minimum wage to \$15 an hour. Most of us understand that home health aides and certified nursing assistants are long overdue for a raise for the incredibly hard and demanding work they do. However, timing is everything. Last fall, Amendment 2 passed with more than 60 percent of support from voters, but it has a five-year implementation timeline. We do not have five years; Amendment 2 and the tight labor market is already having an enormous impact on every type of business. I would argue that the impact is tenfold in the health care sector. And when we focus on the home care sector it is certainly the Medicaid providers who will feel the impact before anyone else

because of government-dictated and outdated reimbursement rates. The solution is quite simple — more money!

There will have to be significant additional funding allocated directly to providers servicing Medicare and Medicaid patients, and it has to happen sooner rather than later.

Even with increased reimbursement so that wages can rise, there is still a greater challenge to get more health care workers into the pipeline at all skill levels. There is simply no way we will have enough caregivers and clinicians without a coordinated plan on the state and national levels. Florida is home to the highest percentage of seniors in the nation, and so this is already at our doorstep, and hugely. This is one of HCAF's top policy and advocacy focuses, and we welcome any and all ideas that might help contribute to the bright future that we are all hoping for.

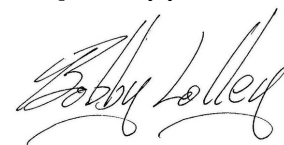
We can meet all these challenges if we do it together. It has never made sense to me that so few providers support the work of HCAF, while so many reap the benefits but do nothing — *we need action and support from every single home care provider in this state.*

Health care in America — in all its iterations — is rushing headlong out of brick-and-mortar facilities and into homes and community settings where people yearn to live and receive high-quality care. The timing is right and if we all come together and take advantage of our current position, that bright future will arrive much sooner!

The day is coming when home care professionals will no longer be forced to beg and plead for scraps of support so that they can do the good work they have been doing for so long *and* earn a living wage in the process. This is most certainly the time of home care!

In closing, the HCAF team and I are humbled by your service and honored to represent you. Thank you for your continued support through investment in *your* state association.

Respectfully yours,

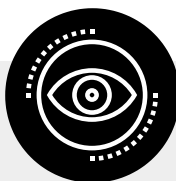


Bobby Lolley, RN  
Executive Director



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(Trinity)**OUR VISION**

To be the foremost resource  
and advocate for Florida's  
home care industry and the  
patients it serves.

**OUR MISSION**

As the voice for home care, our mission is to  
advance the interests and meet the needs of  
our members, enabling them to provide the  
highest quality and most cost-effective  
services throughout Florida.

**GUIDING PRINCIPLES & VALUES**

Member-Focused  
Excellence & Best Practices  
Integrity & Ethics  
Unified Industry





# Education

HCAF provides a wide range of educational programs year-round, even during a state of emergency! Our programs target an array of home care industry positions, including administrators, clinical supervisors, financial managers, nurses, therapists, home health aides, marketing specialists, and HR personnel.

As you can see below, the worldwide COVID-19 pandemic did not deter HCAF from offering a significant amount of essential information and training. In fact, we had to “up our game” considerably! The work of providers did not decrease and that required us to not only meet the normal ongoing updates and annual training, but the HCAF team also had to focus on all the special training and new information needed for survival in a public health emergency.

## Year-Round Education for Every Provider

Between July 2020 and June 2021, we offered the following:

- Education programs to nearly 2,400 participants
- 61 education programs
- 59 webinars or virtual programs
- 18 exclusively Private Duty programs
- 12 Patient-Driven Groupings Model programs
- 12 Review Choice Demonstration programs
- 6 Home Care Connection events
- 6 ICD-10 coding courses
- 5 OASIS programs
- 4 marketing programs
- 4 recruitment and retention programs
- Winter, summer, and fall online conferences

Our programs are dedicated to helping you deliver high-quality, cost-effective services to patients and clients in their homes, as well as helping your business grow. HCAF members enjoy reduced prices, and any proceeds are used to support our other membership and advocacy activities. Every minute and every cent is directed and allocated toward helping our members. The challenges facing home

care providers have never been greater; and with a new administration in Washington, we see no end in sight as Congress and regulators work to overhaul our nation's health care system post-pandemic.

For our Private Duty providers, competition has never been more intense. Providers in this sector need to stay on top of the latest changes in the industry to maintain and gain market share. Learning the struggles of industry stakeholders opens new creative opportunities for those that can pivot quickly to address their largest needs like staffing shortages and minimum wage increases. HCAF strives to provide these latest updates in the form of monthly educational “lunch chats” for our Private Duty and Combo members. Current and future education offerings will reflect these changes and other issues impacting agencies.

[HomeCareLearn.com](https://www.homecarelearn.com), our online education platform, continues to grow in the number of users who find it an easy, reliable source that is meeting the needs of a wide range of clinicians and office personnel. The extensive library of more than 100 home-care-specific courses, is continuously being updated and improved and most courses provide continuing education units (CEUs), which are automatically reported to CE Broker.

Moreover, [HomeCareLearn.com](https://www.homecarelearn.com) provides no fuss, 24/7 education access from any Internet-enabled device by offering unparalleled convenience and accessibility for supervisors, Private Duty managers, and clinical staff.

We held no less than six virtual Home Care Connection events, formerly known as “district meetings”, and very much look forward to resuming in-person meetings starting this fall. During these events, HCAF will continue featuring expert guest speakers to provide in-depth insights and best practices for providers to stay informed and ahead of the curve.

*(continued on page 5)*

HCAF maintained its approval to provide CEUs for nurses, therapists (physical, occupational, and speech), and accountants. Additionally, every program for which we sought credits for physical therapists was approved.

Our diligent efforts to take all education offerings into the virtual world over the past year certainly improved HCAF's bottom line and provided opportunities for industry vendors to gain exposure and recognition at our various events. This high level of support and participation — in good times and bad — is critical to keeping the cost of our programs affordable for our valued members.

HCAF's HomeCareCon 32nd Annual Conference & Trade Show continues our tradition of offering the latest and most relevant content for both Certified and Private Duty providers and marks our first in-person event since March 2020. State and national health care and legal expenses as well as vendors who serve our industry will offer their pearls of wisdom, tools, resources, and connections needed to help your business pivot, adapt, and continue to serve.

Looking ahead, providers can count on more targeted, practical education and information presented by industry leaders and packaged succinctly to address pressing needs and critical updates. Quick delivery of the new content and even quicker absorption is critical. Delivering timely, high-quality, value-laden content most economically will continue to be our primary objective.

As always, we welcome your comments and suggestions for how to serve you better. Please email your suggestions to Monica Smith, Deputy Director, at [msmith@homecarefla.org](mailto:msmith@homecarefla.org).



## HomeCareLearn.com

ONLINE • ON DEMAND • ON THE GO

from **HCAF**

HCAF offers online education and training with unparalleled choice, flexibility, and convenience for home care professionals.

It starts with HCAF's mission: to advance your interests and meet your needs, enabling you to provide the highest quality and most cost-effective services. Your agency's success is at the very heart of all the education we create.

Your location no longer dictates when training is accessible, so drop the commute, save on gas, time, and costs, and learn on your own terms at HomeCareLearn.com. Courses are 100% mobile-ready and can be taken from your phone, tablet, or PC. Simply put, *it's the easiest way to learn!*

HomeCareLearn.com features two platforms:

- **On-Demand Edition** for individuals, starting as low as \$5 per course.
- **Agency Edition**, the complete solution for online training and compliance! Get a powerful online university packed with a suite of support services and quality courses for easier, more manageable staff training.



**Get Started Today!**

Browse the extensive course catalog at **HomeCareLearn.com** and schedule a live Agency Edition demo by calling **(800) 531-6489**.



The COVID-19 public health emergency brought about a multitude of challenges across the health care continuum, which were met with a flurry of public policy changes; some were setbacks, but many were wins.

While home care professionals were valiantly serving on the front lines of the pandemic, HCAF staff closely monitored related policy developments (e.g., testing and vaccine access, federal, state, and local orders) to keep members in the know. We achieved this through participation in regular meetings with government and public health officials, and industry coalitions and partners, including the Agency for Health Care Administration (AHCA); the Centers for Medicare & Medicaid Services (CMS); Florida Department of Health; the National Association for Home Care & Hospice (NAHC); Private Duty Home Care at NAHC; Palmetto GBA; and the Partnership for Quality Home Health Care, among others.

As we turn the corner on the pandemic, here's a recap of our policy and advocacy activities over the past year to represent you.

### July 2020

- Staff held meetings with the NAHC, the Association for Home & Hospice Care of North Carolina, multiple congressional offices, and media outlets in an effort to secure a delay of the Review Choice Demonstration (RCD). Additionally, HCAF went on the record with *Inside Health Policy* and Home Health Care News about CMS' plan to start the next month. Ultimately, our advocacy and public awareness efforts resulted in a 60-day delay of the program.
- In a letter to AHCA, HCAF raised concerns about the ongoing integration of Sunshine Health Plan and WellCare. Topics addressed in the comments included Medicaid provider reimbursement rates and the potential for a third-party administrator.

### August 2020

- We published an opinion piece in the *Orlando Sentinel* about the critical need for in-home care amid the COVID-19 pandemic.
- Home Health Care News interviewed HCAF about the planned phase-in of the Medicare Review Choice Demonstration program.
- Policy staff met with Representative Ray Rodrigues (R-Estero), a longtime home care industry champion who went on to get elected to the Florida Senate in the November election. We conveyed our appreciation for Representative Rodrigues' leadership and support during the 2020 Florida Legislative Session and discussed the industry's 2021 policy priorities.
- The collective advocacy efforts by HCAF and members secured Florida's nineteenth cosponsor of the Home Health Payment Innovation Act (S.433/H.R.2573), the Medicare sector's top legislative priority. The bill sought to remedy flaws in the Patient-Driven Groupings Model (PDGM) payment methodology by removing the behavioral adjustment provision, but its momentum was overshadowed due to emerging issues with the pandemic.

### September 2020

- Ahead of the November election, we launched an initiative to raise awareness to policymakers and the public about the unintended consequences of raising the minimum wage to \$15 without a proportional increase in Medicaid rates. The Amendment 2 Action Center provided up-to-the-minute information about the initiative, talking points, and tools for industry professionals to quickly and conveniently contact their lawmakers and local media.

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**September 2020 continued**

- The Florida Board of Nursing conducted a rule workshop to develop regulatory language related to tasks a registered nurse may delegate to a certified nursing assistant or home health aide. The rulemaking process is required by law following the enactment of HCAF's top legislative priority (HB 607) during the 2020 legislative session. As of July 2021, AHCA is still in the process of finalizing regulations.

**October 2020**

- AHCA began enforcement of the Medicaid Electronic Visit Verification (EVV) mandate with a minimum compliance threshold. As the troubled program moved forward with providers risking erroneous claim denials, HCAF hosted weekly calls as a forum to announce program updates and share best practices among providers. Leading up to enforcement (and even in July 2021), staff regularly facilitated meetings with EVV aggregators and health plans to troubleshoot program issues, and also conducted multiple provider polls to report the state of the mandate with AHCA officials.

**November 2020**

- Following voters' approving a \$15 minimum wage, the *Tampa Bay Times* interviewed staff and reported on the impact on the home care industry, including providers potentially being unable to stay in business, workers possibly losing their jobs, and patients unable to access care. Staff was also quoted in follow-up stories by Florida Trend and McKnight's Senior Living.
- The Home Care Political Action Committee's (PAC) campaign to raise \$100 from every home care agency brought in \$38,179 from 344 contributors (20 percent to goal). Throughout the two-year election cycle, the PAC contributed \$40,795 to 15 candidates, all of whom won their races in the November election.

**December 2020**

- Policy staff met with Governor Ron DeSantis' staff to share the impact of the minimum wage increase as it relates to Medicaid home care, specifically that it will almost certainly harm access if policymakers do not increase reimbursement for services.

**January 2021**

- HCAF staff testified before the Senate Health Policy Committee about home care workers' challenges accessing the COVID-19 vaccine despite the Governor's order prioritizing them. Following the testimony, Senators Shevrin Jones (D-Miami Gardens) and Jason

Brodeur (R-Lake Mary) reinforced that the Governor's order includes home care workers with direct patient contact and that they should not be turned away at vaccination sites or denied appointments during this phase of the immunization program. In a separate committee meeting, lawmakers raised the issue to Surgeon General Scott Rivkees, who assured lawmakers that the Department of Health will work with county health departments to make it clear that home care workers are eligible to get the vaccine. The *Tampa Bay Times* later reported about this ongoing issue, referencing HCAF's work to sound the alarm.

**February 2021**

- Staff participated in several news interviews about COVID-19 vaccine access issues for workers, including with CNN; Home Health Care News; Central Florida-based *Tampa Bay Times* and Spectrum News; Southwest Florida-based WFTX and WZVN; and Southeast Florida-based WPTV, WPBF, and WFLX.

**March 2021**

- Policy staff dove into the 2021 Legislative Session. To keep members apprised of proposed legislation, we unveiled a new member-only bill tracker tool that lists relevant legislation and provides real-time updates. In terms of policy priorities, we developed a two-pronged approach to compel lawmakers to thoughtfully address Medicaid reimbursement in light of the minimum wage increase. For the first prong, we commissioned a fiscal analysis to demonstrate that Medicaid reimbursement must increase at a proportional level for providers to absorb the \$1 annual minimum wage increase. The analysis was finalized before budget negotiations got underway and disseminated to the Governor, AHCA leadership, and all 160 legislators. For the second prong, policy staff met with key lawmakers to secure non-recurring funds for a more comprehensive, model-based study to thoroughly analyze Medicaid rates for services likely impacted by an increase in the minimum wage. Although the resulting study would have objectively provided strong precision and validity to provide a fiscal impact of the change with high confidence, lawmakers did not appropriate the funding in the 2021-22 budget. HCAF's Amendment 2 initiative continues and will expand to engage providers with policymakers and hold more targeted meetings with key lawmakers and regulators.

(continued on page 8)

**May 2021**

- In a letter to the Florida Medicaid Director, HCAF and the Partnership for Medicaid Home-Based Care requested that the state take advantage of temporary federal funds to invest in Medicaid home- and community-based services.
- HCAF celebrated successes and some setbacks after lawmakers' adjournment of the legislative session. Notably, HCAF partnered with a coalition of long-term care sector organizations to successfully defeat a proposal that would dramatically and inexplicably expand continuing education requirements for home care providers

**June 2021**

- We interviewed with the *St. Lucie News Tribune* about the state's ongoing efforts to vaccinate homebound Floridians.
- Director of Government Affairs and Communications Kyle Simon was appointed to the NAHC Advocacy Council, effectively giving Florida home care providers a voice in federal industry priorities. The Advocacy Council is responsible for developing consensus on initial policy positions on regulatory and legislative issues in home care and hospice.
- HCAF launched The Weekly Checkup, an exclusive, members-only benefit that provides weekly health care policy news, legislative and regulatory updates, upcoming rule and regulatory workshop information, action alerts, and more.
- The policy team met with the newly-appointed Medicaid Director, Tom Wallace, and the AHCA chief of staff regarding the opportunity to draw down an additional 10 percentage points for Medicaid home- and community-based services. HCAF proposed direct payments to providers and workers to help address the workforce shortage crisis. AHCA would eventually seek the \$1.1 billion in funding from CMS with a plan to send more than \$600 million to Medicaid providers and workers.



## Support the 2022 Election Fundraising Campaign

The Home Care PAC was established to organize political action on behalf of Florida's home care provider community.

Support the PAC's 2022 campaign to secure an increase in Medicaid reimbursement rates to account for the \$15 minimum wage!



INVEST IN YOUR PROFESSION BY CONTRIBUTING TODAY!

**HomeCareFLA.org/PAC**

INDIVIDUAL AND CORPORATE CONTRIBUTIONS ACCEPTED. NO CONTRIBUTION LIMITS.

**VOLUNTARY. NON-PROFIT. NON-PARTISAN. NECESSARY.**



As we reflect on this past year, we know all too well what a tumultuous time it has been. We found ourselves trying our best to navigate through a global pandemic while dealing with programs such as the Review Choice Demonstration (RCD), no-pay Requests for Anticipated Payment (RAPs), and the Medicaid Electronic Visit Verification (EVV) mandate, to name a few. Many were the days where our members were weary from feeling like they were constantly pedaling uphill, but through it all the resounding sentiment we heard over and over again was that members were extremely grateful for the support of HCAF and fellow members. I think I can best sum it up by quoting one of our members who shared that “HCAF is my lifeline to all that is happening in the industry, and I attribute part of the success of my company to our partnership with our association and all the members who support each other during this most trying of times.”

And indeed, that is what we did! It was nothing short of amazing to see everyone come together to help each other during what was truly our greatest hour (or hours) of need.

As a result, when you look at the total number of Provider and Associate memberships, both categories have shown an increase compared to this time last year. That said, the current state trend shows that the number of licensed-only and/or Certified providers in the state has grown over last year by an additional 104 providers (64 more licensed-only providers and 40 more Certified providers). So, even though membership has increased, our market penetration dipped slightly from 27 percent to 26 percent of Florida home care agencies.

In last year's report, HCAF pledged to continue to strive to meet the needs of all of our members by offering even more robust resources and support that is just an email or phone call away. I think it is safe to say we have accomplished that goal and will continue to do so for years to come, as the premier trade association providing top-notch resources, education, and advocacy for the Florida home care industry.

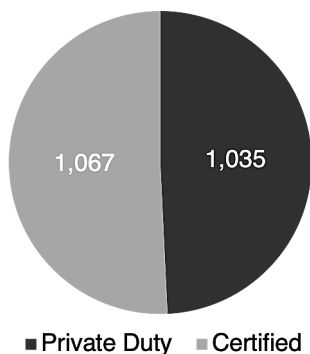
As we prepare for the changes coming our way in 2022 and beyond, it is paramount that Florida providers continue to come together. There are so many knowledgeable and talented individuals in this industry that we need to put aside our fear of the competition and realize that by coming together and working as one united group, we can accomplish so much more than when we work in our silos. With shrinking margins and increasing regulatory burden, we need to come together and work smarter, not harder! So, if you are a member who has been satisfied with the support and resources we offer, please do us the favor of spreading the word among your colleagues, or to those new to the industry who may not be familiar with HCAF and all that we offer. They say word of mouth is the best form of advertising and we need each and every one of you spreading the word about our association, far and wide!

If we can ever be of assistance or if you know of someone who should become a member of HCAF, please email Julia Heath, Associate Director of Membership Services, at [jheath@homecarefla.org](mailto:jheath@homecarefla.org).

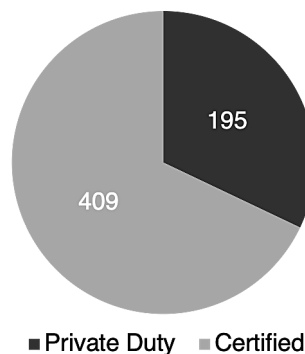
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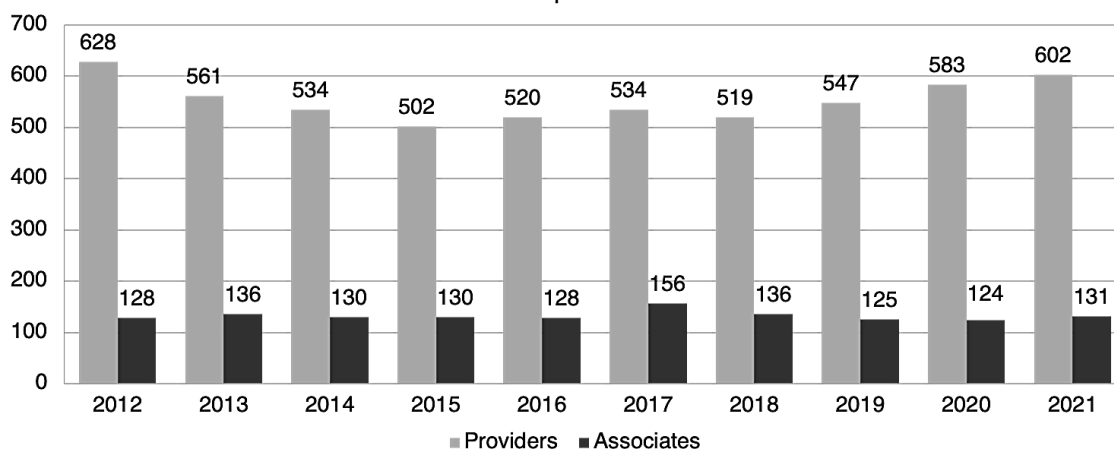
Active Licensed Agencies as of June 2021



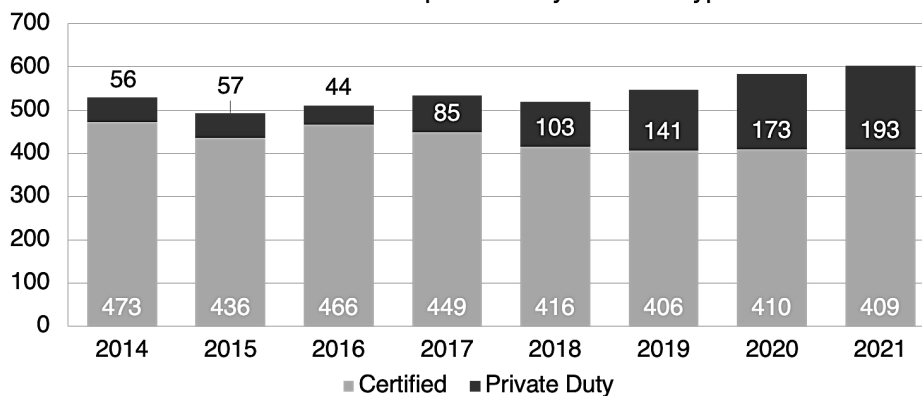
Active HCAF Memberships as of June 2021



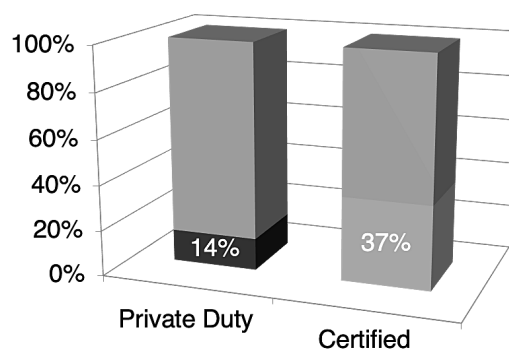
Membership At-A-Glance



HCAF Membership Trends By Provider Type

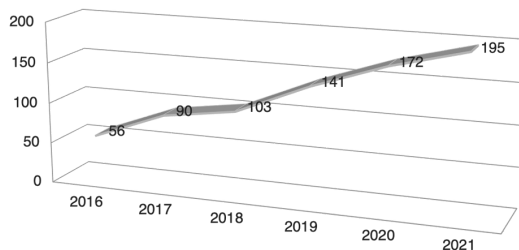


Market Penetration as of June 2021





HCAF's Private Duty Provider Membership celebrated its fifth anniversary this year and continues to show impressive growth throughout the state. This graph illustrates just how far we've come since formally introducing the membership option in the summer of 2016:



The 4th Annual Private Care Symposium was hosted virtually without a hitch in October 2020. More than 50 attendees from around the state met up online to hear from industry experts offering tactics, tidbits, and treats for the Private Duty industry.

Our fifth year of Private Duty Lunch Chat webinars continue to show value to members, evidenced by the number of attendees this year. Topics included *Growing Home Care Through Specialty Programs*; *Four Secrets That Will Rocket Your Revenue*; *Are You Prepared? A Guide to HCAF's All-Hazards Emergency Management Plan*; *The COVID Shift of Caregiver Minds*; *Understanding Long-Term Care Insurance*; *Leading in the Time of COVID*; *Private Duty Opportunities in a COVID World*; *What the Department of Health Wants in Your Emergency Plan*; and a very special holiday-themed webinar featuring Food Network celebrity chef Geoffrey Zakarian, who provided a cooking demonstration. Attendees even received a signed copy of his latest cookbook!

Recognizing the sharp increase of providers entering the home care space despite, or perhaps even as a result of the pandemic, HCAF increased its educational benefits by offering one-on-one assistance for those looking for guidance as they navigate the licensure application process. Currently offered virtually via one-on-one Zoom meetings, new providers will have the option of in-person custom meetings

as we move into the new year. Additionally, HCAF plans to increase Private Duty 101 work-shop offerings plus add a new Home Care 101 workshop. This program will target newcomers to the industry and cover the basics, including regulations, Comprehensive Emergency Management Plan completion, and the licensure application process. Look for that in early 2022!

Our return to an in-person event was welcomed by all who attended HCAF's 32nd Annual Conference & Trade Show! This year's conference included a "Private Duty Relevance Meter" so attendees could easily decide which sessions applied to their particular needs. Pre-conference topics included *The DNA of a Self-Replicating Business* and *Emergency Preparedness: 2020 Lessons Learned*, while the main conference featured sessions about staffing issues (*Unharnessing the Power of Culture to Recruit, Inspire and Retain Caregivers*; *Conquering the Crisis: Proven Solutions for Caregiver Recruiting and Retention*; *Destination Talent: Steps for Identifying, Vetting & Hiring Top Talent*) gaining referrals, (*What's in Your Sales & Marketing Playbook?*; *Future Forward: Navigating the New Sales Mindset*); and legal topics (*Your 2021 Employment Law Update*; *COVID-19 Liability for Health Care Providers*). It wrapped up with a senior AHCA official providing the latest statutory and regulatory updates that providers need to know.

We are eagerly looking forward to a continued return to normal as we navigate our post-pandemic world. We encourage our members to get involved to maximize our collective voices! Active members are always welcome to join HCAF's Private Duty Task Force, which allows even more opportunities to be part of the future of Private Duty home care in Florida. Members can expect to see more educational content, more in-person events, more resources, and a continued increase in membership numbers in 2022!

Contact Director of Private Duty Services Kristen Wheeler at [kwheeler@homecarefla.org](mailto:kwheeler@homecarefla.org) with questions or comments.



HCAF's fiscal year runs July 1 through June 30. At the end of each fiscal year, an independent professional accounting firm completes a detailed audit of the Association's year-end financial statements. The firm presents the findings to the HCAF Board of Directors. This process is typically completed around September of each year and the report is available upon request. The excerpts below are taken from the most recent complete audit that was completed as of June 2020. The 2020 report will be ready in or around September 2021.

 **Thomas Howell  
Ferguson P.A.**

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Home Care Association of Florida, Inc. (the Association) which comprise the statements of financial position as of June 30, 2020 and 2019, the related statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Home Care Association of Florida, Inc. as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Tallahassee, Florida • September 28, 2020



## Statements of Financial Position

	Years ended June 30,	
	2020	2019
<b>Changes in net assets without donor restrictions:</b>		
Revenues and other support:		
Member dues	\$ 837,810	\$ 810,357
Educational programs	386,346	303,679
Conferences and meetings	507,485	409,196
Royalties and other	49,335	44,649
Investment income, net	5,653	11,575
Total revenues and other support	<u>1,786,629</u>	<u>1,579,456</u>
Expenses:		
Educational programs	407,809	376,220
Conferences and meetings	464,415	474,129
Legislative	95,372	93,806
General administrative	765,204	656,362
Total expenses	<u>\$ 1,732,800</u>	<u>\$ 1,600,517</u>
Change in unrestricted net assets	53,829	(21,061)
Net assets at beginning of year	<u>712,700</u>	<u>733,761</u>
Net assets at end of year	<u><u>\$ 766,529</u></u>	<u><u>\$ 712,700</u></u>

## Statements of Activities and Changes in Net Assets

	June 30,	
	2020	2020
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 715,721	\$ 1,011,284
Accounts receivable	9,400	11,366
Prepaid expenses	113,681	137,924
Investments	508,016	303,279
Total current assets	1,346,818	1,463,853
Property and equipment, net	11,340	10,570
Total assets	\$ 1,358,158	\$ 1,474,423
<b>Liabilities and net assets</b>		
Current liabilities:		
Accounts payable	\$ 1,042	\$ 2,867
Accrued expenses	155,004	82,154
Unearned revenue	435,583	676,702
Total current assets	591,629	761,723
Unrestricted net assets	766,529	712,700
Total liabilities and net assets	\$ 1,358,158	\$ 1,474,423

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