

ANNUAL REPORT

HCAF

Home Care Association of Florida
RESOURCES, EDUCATION, ADVOCACY

Reshaping HCAF to Better Serve YOU!

A MESSAGE FROM THE EXECUTIVE DIRECTOR

We are very thankful to be able to provide you with the 2021-2022 HCAF Annual Report. Certainly, more thankful than normal, after all the challenges we have experienced in recent years. This report is our attempt to give you a sense of how “your association” navigated this precarious comeback year. I always stress the close symbiotic connection that HCAF has with its providers. In short, your support is the breath and blood of our existence. HCAF exists and flourishes only if you and your organization exist and prosper.

All of us are very thankful that the COVID pandemic is not what it was last year. However, the recent headlines indicate the COVID-19 virus (BA.5 variant) is still not done with us yet. So, HCAF heads into another fiscal year keenly aware that our industry has changed and some of those changes may be permanent, or they may be only signs of a new normal that has yet to be seen. Your needs and aspirations will always be “ours” and they will reshape HCAF.

Consolidation in the Florida home care sector continues at a high rate and that has significantly changed the playing field for your business and for HCAF. Many times, in buy and sell transactions an organization will be a member of HCAF and will be purchased by another agency that is also a member of HCAF. HCAF then loses critical financial support, when the two memberships become only one. In addition, many times the buyer is not a member of HCAF and then chooses not to renew the HCAF membership for the agency they have purchased. I stress these scenarios because in the Certified (Medicare/Medicaid) arena we desperately need more

Certified agencies to become a member of HCAF. A larger membership helps everyone by making the voice of the association more powerful and effective, and the cost of this representation could be smaller for “everyone” if “everyone” would simply join and do their part.

The issues and problems facing Certified home care agencies in Florida are significant. From OASIS-E to a national rollout of the Medicare value-based purchasing program, to a state-mandated minimum wage of \$15 dollars per hour, for any caregiver who provides services to Medicaid beneficiaries. I could list another five to 10 significant issues that are just on the horizon for Certified agencies. The most pressing is that the current administration has proposed to cut \$810 million in Medicare payments for home health agencies in 2023. This is the same administration that was so “bullish” about the role home health care will play in the broader health care arena during these COVID years. That was when they desperately needed the home care sector to keep patients out of facilities. For HCAF to fight back on such misguided policies, again we need additional resources, support, and members!

Interestingly enough, the Agency for Health Care Administration (AHCA) has told us that there is a significant spike in individuals and companies applying for licensure in all provider types. This is no surprise to anyone because Florida is known as “the destination” for retiring seniors and the state is ranked as one of the most business-friendly states in the nation. In Florida alone, 350 seniors turn 65 every day and that will hold true for the next 18 years.

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Even with numbers like that, and the increasing prominence of home- and community-based services (HCBS) in Florida, there is a massive hurdle that must be cleared, or everyone's bright future will simply not materialize. The largest and most difficult problem we all face is still "staffing". This issue has not lessened, it has not gotten better, and the current macro-economic trend is making the situation even worse (i.e., gas prices and inflation). Clearly, it can get worse!

One part of the solution to this massive problem must be "more money"! There will have to be significant funding allocated to providers servicing Medicare and Medicaid populations and it must happen very quickly! But throwing money at the problem will not solve it. Private pay providers tell me that it is still difficult to find good caregivers, even when the client or patient is willing to pay any rate for the services they so desperately need.

Even with increasing the reimbursement so that the subsequent wages 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 health care workers, in this state, without a coordinated plan on the state and national levels. Florida is the state with the highest percentage of seniors and so this crisis is already at our door, in a huge way! This is one of HCAF's greatest advocacy efforts and we welcome any and all ideas that might help make that very bright future we all are hoping for, a reality.

The demand for private pay home care services is growing exponentially and it is the single area of home care that is truly free to adapt, innovate, and evolve with minimal government restraint. What is occurring in that sector is exciting, disruptive, and, yes, transformative. It will in fact change the landscape of the Certified world. We see that in the Medicare Advantage Plans and their foray into new and uncharted care programs.

So, I will end this report with a very optimistic outlook for all of home care in our great state. I encourage you to never forget that our industry holds a very strong hand, the demographic and economic cards are stacked in our favor, no matter what CMS chooses to do or not do. The Baby Boomer population will not only choose to age in place, but we will demand the right to do so! We will be the wealthiest generation to ever retire in America, with some estimates of that wealth totaling as high as \$15 trillion. Seniors and their children will undoubtedly spend those trillions of dollars, spending them freely, to ensure that their loved ones age in place as independently as possible and receive high-quality care. There are very few things in this world that are more certain than that.

As each year seems to be more challenging than the last, I am thankful for the resilient home care providers who not only survive but continue to choose to be members of HCAF. I am thankful for the outstanding Board of Directors who have led and guided this organization through perilous times, deeply appreciative of all the tireless work and effort of our volunteers and committee members, and in the end, I am quite literally blessed to work with the most amazing staff in the world. Small in number, but man oh man do they accomplish big things! Just look around at this conference. In the end, remember that this is your association and HCAF's sole mission, our only purpose, is to work hard for you each and every day, striving to make it a little easier for you to do the good work that you have done and will continue to do.

Yours truly,



A stylized, handwritten signature in dark ink that reads "Bobby Lolley". The signature is fluid and cursive, with the first and last names being more prominent.

Bobby Lolley, RN
Executive Director

LEADERSHIP

2022-2023 BOARD OF DIRECTORS

PRESIDENT**Cindy Lavoie**

Interim Healthcare of
Northwest Florida
Tallahassee

VICE PRESIDENT**Theresa Gates**

Ascension at Home,
Together with Compassus
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SECRETARY**Denise Bellville**

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PRIVATE DUTY DIRECTOR**John Tyrkala**

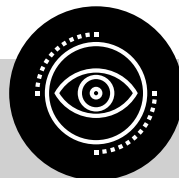
Nuclear Care Partners
New Port Richey

ASSOCIATE DIRECTOR**Christina Crumbley**

Tidal Healthcare Consulting
Tampa

**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 offers a wide range of continuing education and professional development programs all year long...even as we return to some new "unidentified" normal. Just as the worldwide COVID-19 pandemic did not deter HCAF from offering a significant amount of essential information and training, we understand that all of us are re-emerging, rebuilding, and rethinking many aspects of our businesses. As a result, there will be a greater need for the right kind of education, delivered at the right time.

Our programs will continue to target the spectrum of home care professionals, including administrators, clinical supervisors, financial managers, nurses, therapists, home health aides, marketing specialists, and HR personnel. The work of providing critical services to individuals in their homes and communities has never been greater. In fact, the COVID-19 pandemic amplified this need a hundredfold!

HCAF will continue to assist you with regular updates and training, but we will also focus on all the special training and new information you will need to survive in this re-imagined world.

Our programs are dedicated to helping you deliver high-quality, cost-effective services to patients and clients in their homes, as well as to helping your business grow. HCAF members enjoy reduced prices, and any proceeds support our other membership and advocacy activities. Every minute and every cent we collect is directed and allocated toward helping our members. The challenges facing home care providers are greater than ever. The changing power dynamic in Washington will lead to no end of changes as Congress and regulators work to overhaul and change the direction of home- and community-based care nationwide.

While it was once a crystal-clear playing field for Private Duty providers because of their inherent freedom to choose which payer sources and services they provide, more and more have dabbled in Medicare and Medicaid and are facing the varying challenges that both programs present.

Consequently, these providers need to stay up-to-date on regulatory changes in order to maintain compliance and gain market share. Additionally, learning the ropes provides new creative opportunities for those who can pivot quickly to address their largest needs, such as staffing shortages and state-mandated \$15 minimum wage. HCAF strives to provide these latest updates in the form of monthly Private Duty Lunch Chats at no cost to our Private Duty and Combination (Private Duty & Certified) members. Current and future education offerings will reflect these changes and other issues impacting agencies.

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BY THE NUMBERS

Between July 2021 and June 2022, we offered the following to over 2,500 Florida home care professionals:

72

Continuing education and professional development programs

46

Webinars or virtual programs

28

In-person programs

20

Home Care Connection and District Advisory Group events

19

Patient-Driven Groupings Model (PDGM), Review Choice Demonstration (RCD), and Outcome Assessment and Information Set (OASIS) programs for Medicare providers

18

Exclusively Private Duty programs

4

ICD-10 coding programs

3

In-person special events, including the 9th Annual Home Care Warm Up, the 32nd Annual HomeCareCon Annual Conference & Trade Show, and the 4th Annual Private Care Symposium

HomeCareLearn.com, our online education platform, continues to grow in the number of users who find it an easy, reliable source to meet the needs of a wide range of clinicians, caregivers, 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 provides no fuss, 24/7 access to training from any Internet-enabled device for unparalleled convenience.

This year we attempted to resume our Home Care Connection events in person (formerly called "District Meetings"). COVID-19 struck again, it seems, resulting in a very low turnout during the Spring 2022 series. HCAF will test and evaluate if in-person events are a concept that has fallen out of favor with busy professionals. If that is the case, we are committed to exploring other modalities that our members would be willing to pay for to offset the loss in education-based revenue. Regardless of how the content is delivered, rest assured that the quality will be of the highest standard by expert speakers so that providers stay informed and ahead of the curve.

HCAF maintained its long-standing approval to provide CEUs for nurses, therapists (physical, occupational, and speech-language), and accountants. Additionally, every program for which we sought credits for physical therapists was approved by the Board of Physical Therapy.

HCAF's HomeCareCon 32nd Annual Conference & Trade Show was a success, even with all the COVID-related complications. This summer's 33rd Annual Conference & Trade Show continues our tradition of offering the latest and most relevant content for Medicare, Medicaid, and Private Duty providers. State and national health care and legal experts 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 latest content and even quicker absorption is critical, so 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!

FOR MORE INFORMATION, CONTACT:

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As the pandemic enters its third year, a silver lining has emerged for the broader home and community-based services (HCBS) sector. Personal care and health care innovation have flourished as a result of the COVID-19 pandemic, enhancing the potential for in-home care providers across the nation. Even with the many obstacles facing home care providers — including outdated reimbursement policies, a workforce shortage crisis, and burdensome government policies — the future is brighter than ever.

While frontline home care clinicians and caregivers courageously delivered safe, high-quality care to patients and clients over the past year, HCAF's public policy team worked tirelessly to promote policies that help providers achieve economic prosperity and large-scale successes in this new era of home care.

HCAF regularly engages with government bodies, coalitions, partner organizations, and other stakeholders around public policy issues throughout the year. Among them are the Agency for Health Care Administration (AHCA); the Centers for Medicare & Medicaid Services (CMS); the Florida Department of Health (DOH); Palmetto GBA; the Statewide Medicaid Managed Care (SMMC) health plans; the National Association for Home Care & Hospice (NAHC), as well as NAHC's Forum of State Home Care Associations and Advocacy Council; and the Partnership for Quality Home Health Care.

Following are highlights of our past year's public policy and advocacy activities and accomplishments on behalf of the Florida home care provider community.

JULY 2021

- Following HCAF's letter from April 7 to AHCA urging the state to obtain one-time federal funding to support Medicaid HCBS, the state applied on July 12. In the end, the state received more than \$1.1 billion, which will be distributed to providers in Summer 2022.
- HCAF was cited in a Spectrum News TV report about the home care workforce shortage crisis. "The biggest issue is there are not enough people in the pipeline to meet the needs today, much less when that baby boomer population keeps going up and up and up," said Executive Director Bobby Lolley, RN, adding that the federal government and key states with large senior populations must make some major changes. "We are going to have to get more people at all skill levels, we have to have something that is going to bring these people in," Lolley explained.

AUGUST 2021

- We officially launched a grassroots advocacy campaign to raise Medicaid reimbursement rates during the 2022 Florida Legislative Session during a webinar presentation attended by more than 80 home care professionals.
- HCAF was cited in a Home Health Care News story about the Medicare Review Choice Demonstration (RCD) that rolled out on September 1. "We have dodged some RCD bullets over and over again," said Executive Director Bobby Lolley, RN. "But this, I feel, is the biggest break that we've had because of how tough things are in Florida. Providers are telling me this is the worst it's been from a COVID perspective since the beginning of the pandemic."

SEPTEMBER 2021

- During the first of six weeks of committee meetings in advance of the 2022 session, Director of Government Affairs and Communications Kyle Simon testified before the Florida House Health & Human Services Committee. In his testimony, he focused on the health care workforce shortage and the need to increase Medicaid reimbursement rates to cover the \$15 minimum wage that voters approved in 2020.



OCTOBER

- The *Tampa Bay Times* featured HCAF in a front-page story about the shortage of home care workers. HCAF Secretary Denise Bellville of Etairos Health at Home spoke on the record about the industry's challenges with recruiting and retaining direct care workers due to outdated reimbursement rates. "We covet these paraprofessionals," Bellville said. "But they could work at a fast food location and earn more per hour than they can in a patient's home being a caregiver."
- For the second consecutive year, a coalition of HCBS provider groups, including HCAF, convened to develop consensus-based legislation for the 2022 session in coordination with the Alzheimer's Association. The coalition defeated burdensome legislation in 2020 that would have doubled the current training requirements for Alzheimer's disease and related disorders (ADRD).
- The 4th Annual Private Care Symposium was held in Tampa and featured a pre-legislative session panel discussion with HCAF's policy team and Representative Joe Harding (R-Ocala), who operates a home care agency as well.
- As a result of the White House's federal vaccination mandate announced in September, HCAF rolled out a COVID-19 vaccine mandate toolkit for providers.

NOVEMBER 2021

- In an effort to advocate for higher Medicaid reimbursement rates, the policy team met with the chairs and staff directors of the Florida Senate Appropriations Subcommittee on Health and Human Services and the Florida House of Representatives Health Care Appropriations Subcommittee.
- After AHCA announced in September that it would revise Medicaid enrollment requirements, HCAF notified Governor Ron DeSantis and Medicaid officials of the extensive and cost-prohibitive aspects of the proposal that would adversely affect Medicaid providers and could harm in-home care access. Since then, HCAF's policy team has met with Medicaid officials several times to minimize the impact on providers.
- In conjunction with the Health Care Workforce Coalition, HCAF participated in a media roundtable. Ten trade associations form the coalition. In his comments, Lolley pointed to a "revolving door" of certified nursing assistants (CNA) who provide large amounts of hands-on care. In an ideal scenario, Lolley noted, "any individual that wanted to be a CNA, the state would pay for it," Lolley said. "The state would take care of it, just like that."

DECEMBER 2021

- The Home Care Political Action Committee (PAC), HCAF's affiliated political committee to support pro-home care candidates for elective office, closed out the 2021 calendar year. In total, the PAC raised over \$24,000 toward the \$50,000 goal for the 2022 midterm elections and contributed more than \$18,000 to candidates.

JANUARY 2022

- The Florida Legislative Session convened on January 11, prompting the policy team to regularly attend legislative committee meetings, ADRD coalition meetings, and monitor legislation affecting home care providers during the 60-day session.
- On January 19, HCAF held its annual advocacy event at the Florida Capitol, attended by more than a dozen industry professionals. In advance of its meeting with more than 80 legislators and their staff at the capitol, HCAF hosted a policy briefing to discuss industry policy priorities, including:
 - Increasing Medicaid reimbursement rates to cover the \$15 minimum wage and combat the workforce shortage;
 - Expediting the application review and disbursement process of one-time federal funding to support Medicaid HCBS; and
 - Preventing additional and unnecessary staff training requirements related to ADRD.

MARCH 2022

- Lawmakers adjourned the 60-day legislative session on March 14. HCAF celebrated the success of its legislative priority to increase Medicaid reimbursement rates, which was achieved through the appropriation of hundreds of millions of dollars to help Medicaid workers earn a \$15 minimum wage. The ADRD coalition and Alzheimer's Association reached an impasse late in the session regarding legislation to revise ADRD training requirements, preventing any increase in requirements.

APRIL 2022

- News stories cited HCAF in their coverage of the shortage of home health aides. In an interview with the *Naples Daily News*, HCAF Board Member Maureen Albertson said that "[h]ome health aides are the building block that keeps people in their own homes." She added that "[t]he COVID-19 pandemic caused many home health aides to leave their jobs due to exposure risk or other factors and have changed the type of work they do". In a televised news report with Southwest Florida-based WINK, Executive Director Bobby Lolley, RN, called the issue a "huge crisis" and suggested that lawmakers pay the cost of training for direct care workers, such as CNAs. "Way back 10, 12, 15 years ago Florida said, 'We're going to move people from the institutions back into the home and community. And that's what we're going to do.' People are going to stay at home. We just have to pay the right rate for people to be taken care of in the home."

MAY 2022

- HCAF's policy team attended the State of Reform Health Policy Conference on May 18 in Tampa. During the full-day event, Executive Director Bobby Lolley, RN, participated in a panel discussion to provide insights into plan-provider relations alongside leadership from Sunshine State Health Plan, Wakely, and BayCare Health System.
- In a letter co-signed by more than 200 advocacy organizations, HCAF called on U.S. Senate leaders to deliver on funding to expand and strengthen at-home care and the direct care workforce. In 2021, the House of Representatives passed a historic \$150 billion investment in Medicaid HCBS, down from the \$400 billion proposed by President Joe Biden during his campaign.
- HCAF was cited in a Spectrum News story about the shortage of home health aides and potential access to care issues that are likely to occur if policymakers do not increase reimbursement rates and tackle burdensome regulations.

JUNE 2022

- In a letter to the 10 SMMC health plans, AHCA, and Governor DeSantis, HCAF voiced concerns about a technicality in the 2022-23 budget that becomes effective on July 1. Specifically, Medicaid workers must earn \$15 per hour by October 1, 2022, but health plans have until January 1, 2023, to amend provider contracts. HCAF urged health plans to modify contracts as soon as the budget takes effect so that providers have the additional funds to comply with the \$15 minimum wage.
- HCAF submitted comments to AHCA about provider concerns with the SMMC program before the state published its Invitation to Negotiate with managed care organizations. Low reimbursement rates, delayed reimbursement, and more often than not, plans allowing a licensed practical nurse over a registered nurse were among the issues raised.

FOR MORE INFORMATION, CONTACT:

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In this past fiscal year, Florida home care began to look ahead to other challenges on the horizon as the pandemic faded. These challenges include Medicaid Notice of Admission (NOA) requirement, staffing shortages in the face of shrinking reimbursements and inflation, and Medicaid enrollment changes in tandem with the looming minimum wage increase of \$15 an hour for Medicaid providers effective October 1, 2022. Providing so much more with so little has never been so difficult. It seems things are changing so rapidly now more than ever before. Despite new providers entering the market, consolidations and closures continue to increase.

There are currently 2,228 licensed home health agencies in Florida. During this fiscal year, there were 99 more providers than last, while 104 agencies closed. Now, for the first time, we have more Private Duty/licensed-only providers (1,116) than Medicare and/or Medicaid-certified providers (1,112). The HCAF membership has seen a similar pattern — Private Duty membership has grown from 192 last year to 215, while Certified membership has decreased from 409 to 375, resulting in a decrease in overall market penetration from 26% to 25%. In terms of Associate membership, HCAF saw an increase from 130 last year to 150. We are thrilled that our in-person events are back, as these industry partners are eager to connect with Florida home care providers and showcase all the resources and support they can offer to help providers deliver high-quality care cost-effectively.

The number of HCAF members continues to grow in some categories while decreasing in others. However, we must continue to see growth in all membership categories for us to remain the Florida home care industry's premier provider of resources, education, and advocacy. With approximately 63% of our membership dues invested back into supporting the needs of our membership, we need to put our fear of competition aside and realize that by working together, we can accomplish so much more than alone.

If you have any ideas that can help our Association grow, please share them with us. Furthermore, we would appreciate it if you spread the word about HCAF and encourage fellow professionals to get involved, especially those new to the field. There is room for everyone at our table!

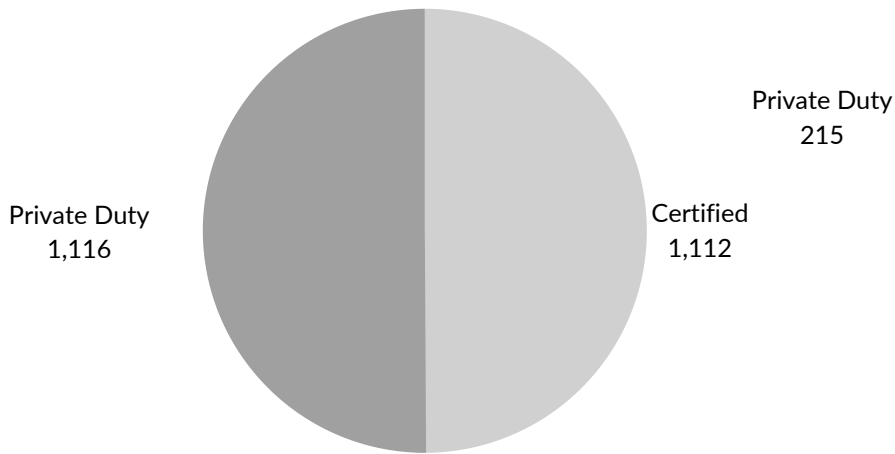
If we can ever be of assistance or if you know of someone who should become a member of HCAF, please contact me.

FOR MORE INFORMATION, CONTACT:

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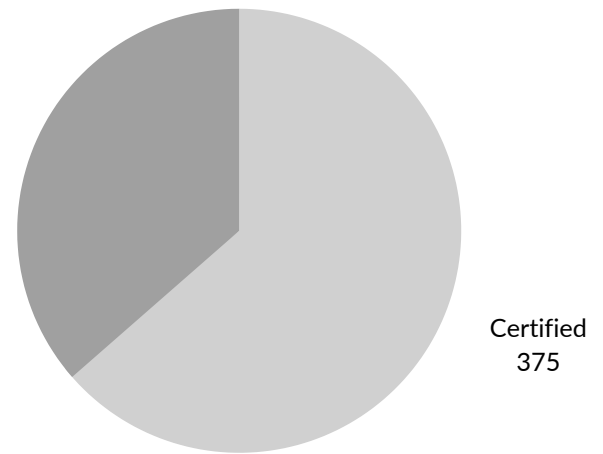
State-Licensed Agencies

(JUNE 2022)

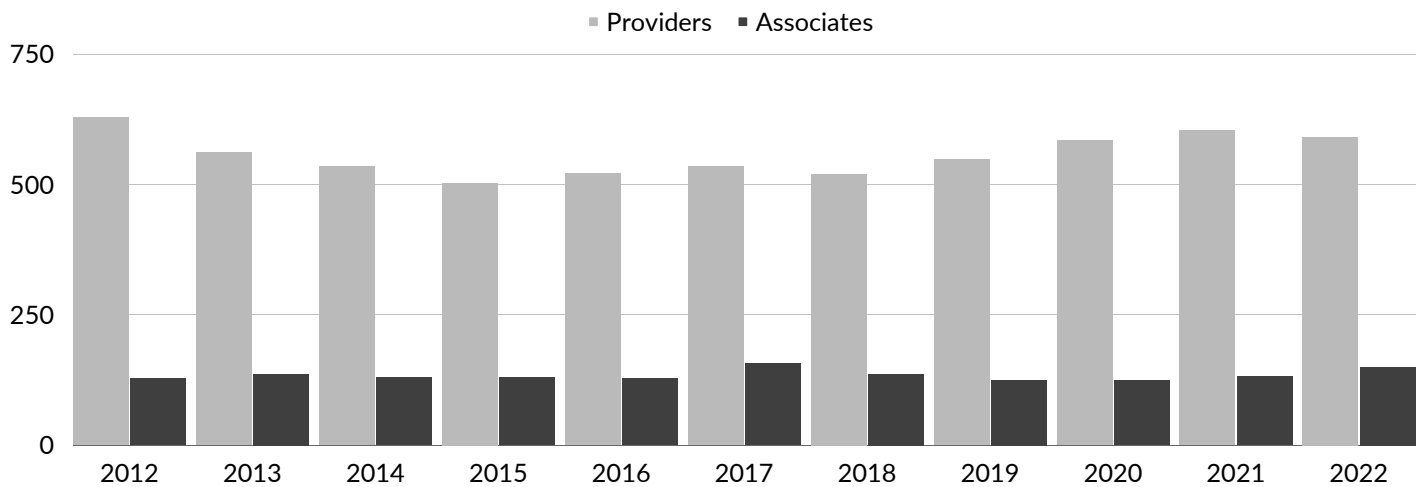


HCAF Membership

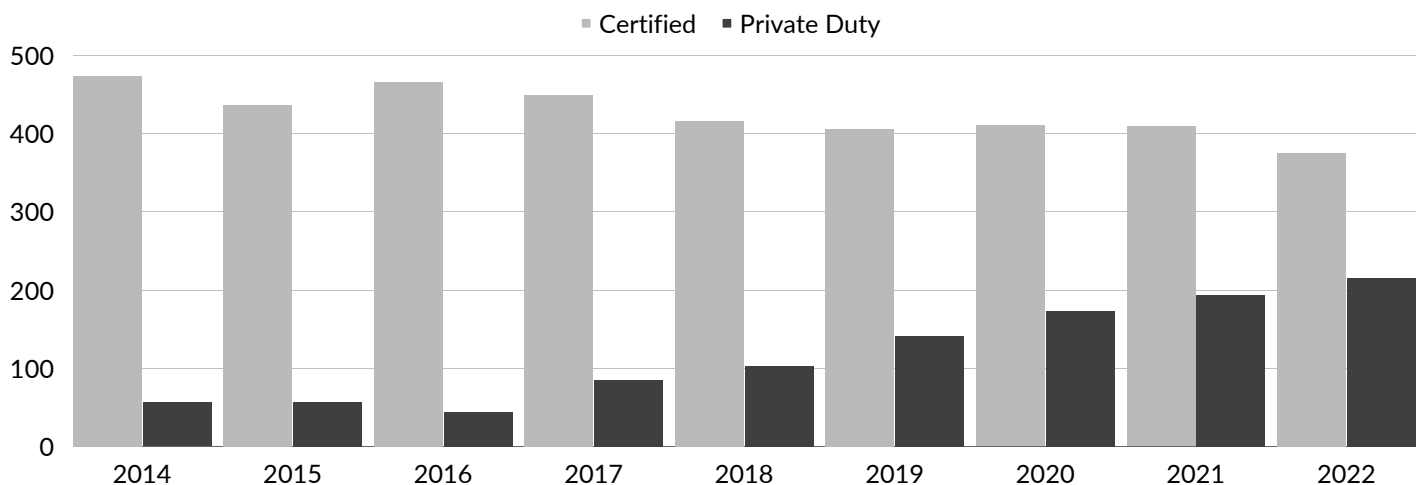
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Membership At-A-Glance

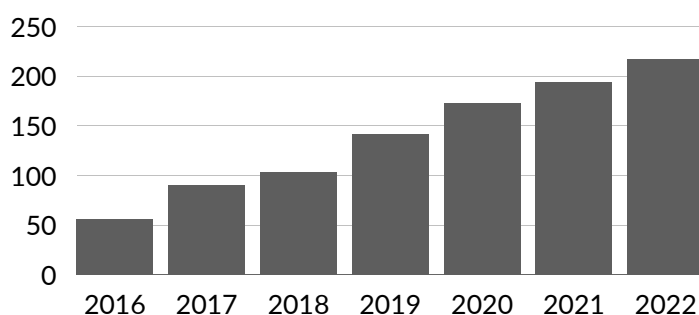


Membership By Provider Type





HCAF's Private Duty Membership is thriving and we are overjoyed to be celebrating its sixth year! Membership growth was significant this past year, along with new and continued growth opportunities. Membership has been steadily increasing (see table) and is expected to continue.



In the area of engagement opportunities, HCAF leads the way for members to grow and stay abreast of industry trends and benchmarks via our monthly Private Duty Lunch Chats. These one-hour chat sessions are focused on members' pressure points and engage them in a thought-provoking discussion on how to improve and grow their businesses. Among the many topics covered over the past year were:

- OHSA COVID-19 Emergency Temporary Standards;
- Ideas to Grow and Diversify Your Home Care Business;
- Attract, Select, Onboard, and Retain Caregivers;
- Legal Updates, Challenges, and Regulatory Concerns;
- Hot Topics for Private Duty Home Care Providers; and
- Creating a Strong Brand to Recruit and Grow Millennials.

As the Private Duty sector evolves and new providers enter the market, we continue to emphasize private pay-driven, cost-effective education through in-person and online programs and the HomeCareLearn.com on-demand training portal. An even more extensive library of training programs is available to providers via HomeCareLearn.com's Agency Edition subscription.

This year saw the launch of Home Care Connection events across the state for Private Duty providers. In Spring 2022, events were held in Jacksonville, St. Petersburg, Orlando, Palm Beach Gardens, and Miami to promote professional development, dialogue, and networking among Private Duty providers. Plans are underway for the Fall 2022 series for providers of Private Duty services.

To unite and re-energize providers, we held a series of District Advisory Group (DAG) meetings across the state that featured strategic discussions about industry trends, challenges, and best practices. DAG meetings took place in Jacksonville (health care region 4), St. Petersburg (5, 6), Melbourne (4, 7), and Doral (11), and were well received by active members and prospective members alike. Additional DAG meetings are being planned in other regions of the state in the coming year.

In October, we hosted the 4th Annual Private Care Symposium in Tampa, which was attended by more than 60 Private Duty providers, thought leaders, and policymakers. The full-day program offered tactics, tidbits, and treats for private pay providers, including sessions on emergency standards; employee versus contractor legal matters; leadership; increasing long-term care insurance referrals; health law updates; and legislative, regulatory, and advocacy issues. HCAF will host the 5th Annual Private Care Symposium on October 19-20, 2022, in Hollywood.

The Private Duty Task Force was also relaunched in 2022. The task force, which has more than 40 members representing at least seven of Florida's 11 health care regions, focuses on raising awareness of and advocating for Private Duty agencies.

As the pandemic slowly recedes, HCAF will continue to offer face-to-face continuing education and professional development with public health and safety at the forefront. We are also committed to expanding our footprint in the Private Duty sector to grow our membership and strengthen HCAF as the voice for Florida's home care industry.

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FINANCIALS

REPORT OF THE INDEPENDENT AUDITORS

HCAF's fiscal year runs from July 1 to June 30. Financial statements are audited annually by an independent professional accounting firm and presented to the Board of Directors. This process is typically completed around September of each year and the report is available upon request. The following are excerpts from the most recent audit, which was completed in September 2021. The report ending June 2022 will be finalized in the fall.

**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, 2021 and 2020, the related statements of activities and changes in net assets, functional expenses, 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, 2021, and 2020, 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.

EMPHASIS OF MATTER

As discussed in Note 1 to the financial statements, the Association adopted new accounting guidance, ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606) as of July 1, 2020. Our opinion is not modified with respect to this matter.

Tallahassee, Florida
September 28, 2021

Thomas Howell Ferguson P.A.

Statements of Financial Position

	June 30,	
	2021	2020
Assets		
Current assets:		
Cash and cash equivalents	\$ 1,016,662	\$ 715,721
Accounts receivable	2,625	9,400
Prepaid expenses	173,071	73,580
Investments	570,522	508,016
Total current assets	1,762,880	1,306,717
Property and equipment, net	8,346	11,340
Prepaid expenses, noncurrent	70,000	40,101
	<u>\$ 1,841,226</u>	<u>\$ 1,358,158</u>
Liabilities and net assets		
Current liabilities:		
Accounts payable	\$ 3,808	\$ 1,402
Accrued expenses	164,580	155,004
Unearned revenue	704,603	435,583
Revenue advances	134,592	—
Total liabilities	1,007,583	591,629
Net assets without donor restrictions	833,643	766,529
Total liabilities and net assets	<u>\$ 1,841,226</u>	<u>\$ 1,138,158</u>

Statements of Activities and Changes in Net Assets

	June 30,	
	2021	2020
Changes in unrestricted net assets:		
Revenues and other support:		
Member dues	\$ 856,213	\$ 837,810
Educational programs	130,065	386,346
Conferences and meeting	177,701	507,485
Royalties and other	79,779	49,335
Investment income, net	58,142	5,653
Total revenues and other support	<u>1,301,900</u>	<u>1,786,629</u>
Expenses:		
Educational programs	144,618	407,809
Conferences and meetings	223,466	464,415
Legislative	134,006	95,372
General and administrative	732,696	765,204
Prepaid expenses, noncurrent	70,000	40,101
	<u>\$ 1,234,786</u>	<u>\$ 1,732,800</u>
Change in net assets	67,114	53,829
Net assets at beginning of year	<u>766,529</u>	<u>712,700</u>
Net assets at end of year	<u>\$ 833,643</u>	<u>\$ 766,529</u>