

### Your Questions Answered

- **Judi Lund Person** brings nationally recognized hospice expertise to guide providers through regulatory shifts.
- **Melinda Gaboury & Jennifer Osburn** from Healthcare Provider Solutions provide deep insights into home health operations, Medicare updates, and reimbursement strategy.

### Your Voice Represented

- **Workforce Recruitment & Retention:** Advance partnerships with DHS, Rutgers, PHI, and the DOL to nurture qualified caregiver pipelines.
- **Legislative Collaboration:** Bring providers directly to the table with lawmakers via regular meetings of the Home Care Caucus.
- **Medicaid Access Rule & “One Big Beautiful Bill”:** Understand and guide you through changes to New Jersey providers as they come.
- **Medicaid Rates:** Continue our push for fair reimbursement.

### Your Community Connected

The **2026 NJ Home Care & Hospice Conference & Exhibition** will be held June 9-11 at Harrah's Atlantic City.  
Save the date!



## Looking Ahead

## 2026 Member Advantages

Dear Providers,

Your HCHANJ membership ensures that together, home care & hospice providers in NJ don't just adapt to change — they lead it.

Every dollar invested in membership returns to you through immediate access to expert insight, collaborative platforms, and trusted guidance.

I look forward to continuing our work together. Please calculate any changes in your dues and **renew your membership with HCHANJ** through December 31, 2026.

I can be reached at 732-877-1100 and [nancy@homecaresnj.org](mailto:nancy@homecaresnj.org) if you have any questions.

Warm regards,

A handwritten signature in dark blue ink that reads "N Fitterer".

**Nancy Fitterer**

President & CEO

[www.homecaresnj.org](http://www.homecaresnj.org)



## Renew Your Membership

Licenses Included in this Membership:

- ☐ Health Care Service Firm
- ☐ Home Health Agency (Certified Home Health)
- ☐ Hospice

Annual Dues:

*The Association will not disclose this information for any purpose, to any party outside the Association, other than the Association's attorneys, accountants, auditors or other advisors.*

### Step 1: Determine Your Revenue

Please list your Patient Service **gross** Revenue beside each license type. Patient Service Revenue is the total charges, less contractual allowances, if any, for **all** patient revenue for **all** licensed offices included on this application based on the prior year. For first time members, inclusion of the agency's audited, consolidated financial statement may be requested.

- ☐ Health Care Service Revenue      \$ \_\_\_\_\_
- ☐ Home Health Agency Revenue      \$ \_\_\_\_\_
- ☐ Hospice Revenue      \$ \_\_\_\_\_

**Total Patient Service Revenue**      \$ \_\_\_\_\_

**Total Annual Dues Amount**      \$ \_\_\_\_\_

### Step 2: Calculate Your Dues

Check beside the dues level based on your total patient service revenue from Step 1 & write below.

Total Patient Revenue Scale	Dues Amount
<input type="checkbox"/> Less than \$250,000	\$1,500
<input type="checkbox"/> \$250,001 to \$500,000	\$2,000
<input type="checkbox"/> \$500,001 to \$1 Million	\$2,500
<input type="checkbox"/> \$1,000,001 to \$1.5 Million	\$3,500
<input type="checkbox"/> \$1,500,001 to \$2 Million	\$5,000
<input type="checkbox"/> \$2,000,001 to \$3 Million	\$7,500
<input type="checkbox"/> \$3,000,001 to \$5 Million	\$10,500
<input type="checkbox"/> \$5,000,001 to \$7.5 Million	\$12,000
<input type="checkbox"/> \$7,500,001 to \$10 Million	\$13,000
<input type="checkbox"/> \$10,000,001 to \$15 Million	\$14,500
<input type="checkbox"/> \$15,000,001 to \$20 Million	\$15,500
<input type="checkbox"/> \$20,000,001 to \$25 Million	\$16,500
<input type="checkbox"/> \$25,000,001 to \$30 Million	\$17,500
<input type="checkbox"/> \$30,000,001 to \$35 Million	\$18,500
<input type="checkbox"/> \$35,000,001 to \$40 Million	\$19,500
<input type="checkbox"/> \$40,000,001 to \$60 Million	\$21,000
<input type="checkbox"/> \$60,000,001 to \$80 Million	\$27,000
<input type="checkbox"/> \$80,000,001 to \$100 Million	\$30,000
<input type="checkbox"/> \$100,000,001 to \$125 Million	\$33,000
<input type="checkbox"/> \$125,000,001 to \$150 Million	\$36,000
<input type="checkbox"/> \$150,000,001 to \$175 Million	\$39,000
<input type="checkbox"/> \$175,000,001 to \$200 Million	\$42,000
<input type="checkbox"/> \$200,000,001 to \$300 Million	\$45,000
<input type="checkbox"/> Over \$300 Million	\$50,000