

# In the Know with...



Hudson Regional  
LONG-TERM CARE PHARMACY

April 2026 • Issue #064



## Care In The Details

PLUS

*The Daily Rate, Medicaid, and Why Attention to Detail Matters  
& LEAP for Autism 2026*

# Employee Spotlight

## Timothy Banks, Pharmacy Technician



Ask Timothy Banks what he enjoys most about his work at Hudson Regional LTC Pharmacy, and the answer comes back without hesitation. Before joining the Hudson team, Tim spent most of his career in retail pharmacy. The shift to long term care has been a different kind of work entirely, and for Tim, it has been the right kind.

"I love that I get to work closely with nurses, doctors, and med counselors every day," Tim says. "That kind of collaboration just does not exist in retail the way it does here."

When asked what has stuck with him during his time at Hudson, Tim keeps it grounded and real. It is not any single moment. It is the day to day. The people. The team. "I love and enjoy the people I work with day to day," he says. "It is great to work with everyone here and take care of our patients together."

Tim does not mince words about what sets this work apart. "It is way different than retail, and in my opinion, it is better. I do not see myself ever going back to retail after working in long term care. I feel like we get a better sense of community here, and I feel like you make a bigger impact daily with the community and patients that we serve."

Outside of work, Tim is a true crime and horror fan through and through.

*"We have never had anyone who can type as fast as Tim and be as accurate at the same time. It is remarkable, and it matters in this work."*

**-Angelo Angerame, CEO**

Tim, thank you for the care, the precision, and the steady presence you bring to the Hudson team every single day. We are lucky to have you.



# A Letter From **The CEO**

When an agency partners with Hudson Regional LTC Pharmacy, I want them to know one thing up front. We are in your corner. Full stop.

That is not a marketing line. It is how we operate, and it shapes every decision we make. The individuals we serve, the agencies that care for them, and the environment we all work inside of ask a lot of everyone involved. The people doing this work deserve a pharmacy partner that sees the whole picture, not just the prescription in front of them.

We see the whole enchilada. The medications, yes, but also the nurses and med counselors who rely on those medications arriving on time and labeled correctly. The agencies balancing complex operations. The billing, the reporting, the audit cycles. The family members who want to know their loved one is being cared for. And always, at the center of it all, the individual resident. Miss any one of those pieces and the whole thing suffers. That is why attention to detail at Hudson Regional LTC Pharmacy is not a nice-to-have. It is the job.

When you are serving the ID/DD community, attention to detail is not an option. It is not something that earns bonus points. It is the baseline. Whether the question is a medication change, a delivery window, a MAR that needs to be in nurses' hands on the first of the month, or a billing line that needs a second look, the standard is the same. Get it right, get it right the first time, and get it right every time.

We are looking out for you. That is what partnership looks like in this work. When we spot something off, we say something. When a question comes in, a real person picks up the phone. When an agency needs a second set of eyes on something, we are those eyes.

Thank you for trusting us with the individuals you serve. We do not take that lightly.

***Yours in Health,  
Angelo Angerame***

**CEO, Hudson Regional  
Long Term Care  
Pharmacy**



# Join Us in Supporting Our Community

## NIS 2026 Golf Outing

New Interdisciplinary School (NIS)

**Date:** Monday, May 4, 2026

**Location:** Hamlet Golf & Country Club, 1 Clubhouse Dr, Commack, NY 11725

Support the New Interdisciplinary School with a day on the course at The Hamlet Golf & Country Club. NIS provides exceptional educational and therapeutic services for children with autism and developmental disabilities. Sponsorship packages range from individual golfer spots to full event sponsorships, with dinner-only options also available. Scan the link to register or become a sponsor.

Scan the QR code for more info!



## 16th Annual Wallace Berkowitz Cup Golf Outing

New Hope Community

**Date:** Monday, May 11, 2026

**Location:** West Hills Country Club, 121 Golf Links Rd, Middletown, NY 10940

Back for its 16th year, the Wallace Berkowitz Cup is one of the most anticipated golf events in our community's calendar. This outing benefits New Hope Community, which provides residential, day habilitation, supported employment, and community services to adults with intellectual and developmental disabilities. Last year's event sold out with a waitlist, so register early! Every golfer receives a premium gift, and non-golfers are welcome at the wrap party reception. Contact Janae Sisco at JSisco@NewHopeCommunity.org or 845.241.2845 for more info.

Scan the QR code for more info!



## Nine & Dine 2026

Eden II Programs

**Date:** Tuesday, May 12, 2026

**Location:** Bethpage State Park Golf Course, 99 Quaker Meeting House Rd, Farmingdale, NY 11735

Eden II Programs celebrates its 50th anniversary year with Nine & Dine 2026, an annual golf and dining event on Long Island. Eden II supports children and adults with autism through education, residential services, day habilitation, family support, and more. This year also features the Jean Castiglione Super Raffle, with prizes of \$10,000 (first), \$1,500 (second), and \$500 (third). Only 300 tickets at \$100 each are available. Winner does not need to be present to win. Tickets, sponsorships, and tee sign purchases available online.

Scan the QR code for more info!



# Annual 2026 CRSI Golf Outing

Community Resources for Staten Island (CRSI)

**Date:** Monday, May 18, 2026

**Location:** La Tourette Golf Course, 1001 Richmond Hill Road, Staten Island, NY 10306

The largest fundraising event of the year for Community Resources for Staten Island brings together community leaders, supporters, and partners for a meaningful day of golf, networking, and impact. This year's outing proudly honors Christine Ponzio, M.S.Ed, Executive Director of Winters Center for Autism, and Dominick Lombardi, Senior Vice President and Wealth Advisor at RMR Wealth Builders. CRSI expands opportunity, inclusion, and independence for the individuals it serves across Staten Island. Registration details and schedule to follow.

Scan the QR code for more info!



# 38th Annual Geraldo Rivera Golf Classic

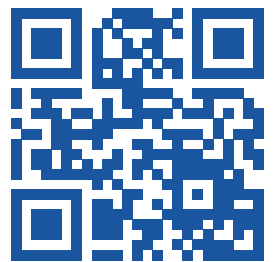
Life's WORC

**Date:** Monday June 29th, 2026

**Location:** Pine Hollow Country Club, 6601 Northern Blvd, East Norwich, NY 11732

Now in its 38th year, the Geraldo Rivera Golf Classic is one of the most enduring charity golf events in the New York region. Founded by broadcast journalist Geraldo Rivera, the event benefits Life's WORC, which provides services and support to more than 2,000 people with developmental disabilities and autism across Suffolk, Nassau, Queens, and Manhattan. Hudson Regional LTC Pharmacy has been a proud longtime partner of this mission. Stay tuned for more details!

Scan the QR code for more info!



## Questions About Any of These Events?

Reach out to **Angelo at Hudson Regional LTC Pharmacy** for more information or scan the QR codes above to register directly.

# LEAP for Autism

**10th Annual LEAP for Autism |  
May 2, 2026**

Benefiting Greystone Programs | Gardiner, NY

The leap is back, and this year team Angeloneyfullabaloney is bigger than ever.

For the 10th Annual LEAP for Autism, our CEO Angelo Angerame will once again be jumping out of a plane for a cause that sits at the heart of everything we do. Funds raised go directly to Greystone Programs, an organization that enriches the lives of individuals with autism and intellectual and developmental disabilities through residential, day, and community-based services across the Hudson Valley.

This year, We are thrilled to announce that Glenn Schiotis, The Executive Director at Kinexion LTC Pharmacy, our brand new Sister Pharmacy, will be joining Team Angeloneyfullabaloney as a first-time leaper. Having Glenn on the team for his first jump is exactly the kind of thing that makes this event what it is. It is not a solo effort. It is a community showing up in a big way, year after year, for people who deserve every bit of that support.

LEAP for Autism is more than a skydive. It is a full community day at Skydive the Ranch, one of the most experienced drop zones in the country, with breathtaking views stretching from the Catskills to the Manhattan skyline. The day includes food and beverage trucks, live music, family activities, local vendors, and a raffle. Skydiving participation is open to those aged 18 and older. All ages are welcome as attendees.

For questions or sponsorship information, contact Anquinette Hayles at AHayles@greystoneprograms.org or (845) 505-0058.



**Scan the QR code to register, support a participant, or download the sponsorship package.**

***“Go Angelo and Glenn! Go Team Angeloneyfullabaloney!”***



# The Daily Rate, Medicaid, and Why Attention to Detail Matters

Your agency's daily rate is designed to cover the everyday costs of care for the individuals you serve. Food, electricity, and many over the counter medications all fall into that category.

Here is where it gets complicated. Some of those same over the counter items are also technically coverable by Medicaid. A pharmacy that is not paying close attention can bill them to Medicaid when they should have been billed to the agency.

That mistake does not show up right away. It shows up at audit time.

## How the Audit Hits

The state can look back six years. If the audit finds items billed to Medicaid that should have been covered by the daily rate, the agency gets a letter and a bill.

Those bills can run into the thousands, sometimes tens of thousands. The current look-back still reaches decisions made in 2019 and 2020. We have seen agencies land in exactly this spot after inheriting billing issues from previous pharmacies.

## Why It Compounds: The CFR Problem

Agencies file CFR reports each year to document the costs they incur. When over the counter medication costs are captured accurately, the state has what it needs to reimburse the agency.

When those items were billed to Medicaid instead, they never made it onto the CFR. The state never saw them. The agency never got credit for the expense in the year it happened.

In other words, the agency pays twice. Once in lost CFR credit, and again when the audit bill lands.

## What This Means for Agencies

This is a huge deal. It is also entirely preventable. Every billable item has to be routed correctly the first time, because there is no retroactive fix years later. The CFR window closes, and the bill is what remains.

At Hudson Regional LTC Pharmacy, getting this right is simply how we work. We know the ID/DD community and we understand the billing structure.

If you are uncertain about how your current pharmacy handles daily rate versus Medicaid billing, that uncertainty is itself a warning sign. We are happy to have that conversation with you.

# Switching Long Term Care Pharmacies Can Seem Daunting.

We understand that if your facility is at a place to make the move, things aren't going the way they should be. Our team members are experts at prescription transferring, facility/pharmacy transitioning, training, and ensuring your pharmacy needs are met with excellence and consistency.

*These are improvements your facility will notice when making the switch to Hudson Regional LTC Pharmacy.*

## **There is no delay.**

Your residents will receive their prescriptions when needed and on time.

## **A friendly voice.**

We listen to your problems and do our best to solve them immediately.

## **LTC nurses can focus on patient care, not pharmacy issues.**

We want your medical staff to do what they do best, care for patients. Your nursing administration staff shouldn't have to worry about pharmacy problems or worry if prescriptions will be delivered.

## **Positive pharmacy experience.**

Our team is here to serve your facility, your staff, and your residents. It's hard to put a value on excellent care until you don't have it.

## **Staff time is spent with residents.**

We don't want your staff stuck on the phone trying to figure out where Medication Administration Records are, or when you will receive them. You can count on MARs to show up the same day every month with Hudson Regional LTC Pharmacy.

## **Training Provided**

We know the process of reordering medications can be burdensome. That's why we supply all of our new facility partners with an ample amount of training on our web portal to fit your needs. Here's what you can expect during the training process:

- Connecting our nurse consultants with your agency's nurses and staff on a Zoom call to introduce one another and the web portal.
- Weekly, monthly, or as-needed trainings.
- A training manual with detailed step-by-step directions of the web portal.
- Access to our nurse consultants and team to troubleshoot any questions.

**With Hudson Regional LTC Pharmacy's Web Portal, reordering medications can be done in only 15 minutes each week!**

**Call Us Today to Discover the Difference in Your Pharmacy Care.**

▶ **(845) 341-2714**



**Hudson Regional**  
LONG-TERM CARE PHARMACY

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