Florida Ambulance Association

Meeting Minutes | July 13, 2016 10:00 a.m.–12:00 p.m. ET | Orlando, Florida

# President’s Greeting & WeLCome

* [Minutes from the January 2016](http://www.the-faa.org/resources/Documents/Meeting%20Minutes,%20Agendas,%20Rosters/2016.01.20%20-%20FAA%20Minutes.docx) meeting approved.

# Financial Report

* The June 2016 month-end bank balance was $86,964.43.
* Expenses are tracking well, and the FAA is overall in a very good financial position relative to the past.

# FAA Annual Workshop

* 42 paid members and 3 comps (2 AAA staff plus Brian Werfel) attended the [FAA Annual Workshop](http://www.the-faa.org/event-2178172) on July 11 at the Orlando Carrabbas.
* Topics covered include reimbursement, Medicaid, Medicare, community paramedicine, employee recruitment and retention, and CAAS ground vehicle standards.
  + Workshop presentations have been added to the password-protected [Member Resource Library](http://www.the-faa.org/Resource-Library) on [www.the-faa.org](http://www.the-faa.org).
* We have received 12 survey responses to date, all of which have been very positive. Additionally, we’ve received some helpful suggestions and feedback for future sessions.
  + 10/12 called it an excellent value, 1 Very Good, and 1 Good.
  + 10/12 said that they are Extremely Likely to attend a future workshop, while 2/12 said Very Likely.
  + If you attended the workshop and haven’t yet responded to the survey, we ask you to please share your thoughts at <https://www.surveymonkey.com/r/Z7TPP2V> or via the link you received by email.
* FAA will net about $3000 in revenue factoring in the Carrabbas expenses and the $2500 sponsorship from Solutions Group.
  + Brian Werfel waived his speaking fee at AAA’s request.
  + AAA waived staff travel.
* The workshop engaged many first time FAA attendees, and helped to grow the FAA email list, which bodes well for future educational initiatives.
* Thank you to Richard Nettles of Florida Hospital EMS for offering to host a future workshop.

# Florida Department of Health

Steve McCoy, Administrator of Emergency Medical Services, Bureau of Emergency Medical Oversight ([steve.mccoy@flhealth.gov](mailto:steve.mccoy@flhealth.gov))

## Florida EMS Advisory Council (EMSAC)

* Mark Postma is expected to be appointed to EMSAC by Florida Surgeon General.

## National Registry Rule

* While requiring National Registry of Emergency Medical Technicians registration would eventually drive medic quality, at present it effectively triples the fee to become a paramedic.
  + The exam pass rate fell from 88% to 44%.
  + The rule will be reevaluated every six months. In the meantime, students will be able to select which path they prefer, in order to avoid halving the workforce. Graduates may either certify with the National Registry test, or by the Florida test.

## EMS State Plan

* The EMS State Plan, referenced in statute, was developed over the past six months in collaboration with key stakeholders.
* The plan will be put in front of the council on July 13 for review and adoption.

# Triple K SpecS

* Change order number 9 of the KKK specification is now in effect, thus mandating that stretchers meet the new SAE standards. Although there is great concern about costs of implementation, it would take the state to change rule in regard to the KKK spec to either NFPA 1917 or CAAS GVS or both.
* Other change orders in regards to securing EMS bags may occur in the near future.
* Legislation would be required to allow for additional implementation time.
* Michael Berg, a former State EMS Director from Virginia, took their state rule to the VA Attorney General. The AG ruled that remounted ambulances must meet K Spec, which has huge additional financial impact as it is difficult-to-impossible to remount ambulances in such a way as to meet these specifications. The concern for the FAA is if the Florida AG follows suit.
* Interfacility transport trucks and neonatal trucks are also impacted, with their layouts permitting the use of dual-stretchers or infant isolettes.

# REPLICA Compact

Donnie Woodyard, EMS Compact Director, NREMT ([donnie.woodyard@nremt.org](mailto:donnie.woodyard@nremt.org))

* REPLICA is the **R**ecognition **E**MS **P**ersonnel **L**icensure **I**nterstate **C**omp**a**ct, a project developed by NASEMSO at the direction of DHS. ([REPLICA model on the NASEMSO website](https://www.nasemso.org/Projects/REPLICA/documents/REPLICA-Final-Model-Sept2014.pdf))
  + Similar to the federal drivers’ license compact—at the national level, there is a standard that all states recognize that allows movement between states under certain conditions.
  + REPLICA is for individual personal licensure, not agency licensure.
  + It grants EMS personnel a limited amount of time to practice across state borders. It is also helpful when an agency is positioned on the border between two states and needs to cross state lines to transport.
  + Seven states have signed REPLICA into law. The first 10 states to sign will become the board of governors for the Compact, with the eventual goal to have all 50 states plus US territories on board.
* NREMT is working on creating a unified database of personnel, which solves several logistical, staff shortage, and safety concerns.

# Public records exemption law

* EMT/Paramedic contact information, as well as the contact information of EMS personnel’s family members, can now be selectively excluded from public records by request. This is similar to the laws that presently protect police officers.

# Bylaws Revisions

* Thank you to Dave Dyal and Alan Skavroneck for their hard work on modernizing the bylaws. Key changes proposed include:
  + The separation of Secretary-Treasurer back into two positions, and the elimination of the standing At-Large position.
  + The addition of the Immediate Past President to the board, to be replaced by at-large member if s/he is unable to serve.
  + The transition to gender-neutral language throughout.
* Bylaws revisions were passed.
* It was suggested to amend the bylaws again to add specific responsibilities for the Immediate Past President at the next board meeting.

# Membership

* Membership updates
  + FAA has 14 active members, 6 government members, and 4 paid affiliate (vendor) members.
  + Thanks to Pinellas County and McKesson for their recent payments.
  + If anyone has an updated ZOLL contact, please let Amanda know at faa@the-aaa.org for followup as we would like for them to renew as members.
* AAA affiliate benefits are now available to FAA members.
  + Savvik Buying Group—Discounted purchasing co-op for items ranging from syringes to staples to ambulances. Savvik membership dues will been covered by AAA for FAA members not already in the system. Please expect for your primary contact to hear from Savvik in the coming weeks. If you’d like to place an order or compare prices ASAP, please just reach out to [office@savvik.org](mailto:office@savvik.org) for immediate assistance.
  + Sterling Backcheck—Comprehensive and affordable employee background screening at low group rates. Contact [peter.mulherin@sterlingbackcheck.com](mailto:peter.mulherin@sterlingbackcheck.com) for a free estimate.
  + Payline Credit Card Processing—Low interchange-plus rates on card payment processing for ambulance services. Contact [smarshall@paylinedata.com](mailto:smarshall@paylinedata.com) for a complimentary statement comparison.
* [StateTrack](http://the-faa.org/page-18054), a new FAA member benefit through AAA, allows for easy monitoring of Florida legislation. Visit the member-only [FAA Advocacy page](http://www.the-faa.org/page-18054) to try it out.
* Please take a few moments to explore the new [FAA website](http://www.the-faa.org).
  + We will continue to add resources and content over time.
  + AAA is very happy to report that online payments for workshops and other non-dues expenses are now working.
  + Thanks to Century Ambulance for sending us our first job postings for the new job bank. Please email your open positions to [faa@the-aaa.org](mailto:faa@the-aaa.org).
  + Please send photos of your staff and vehicles to [faa@the-aaa.org](mailto:faa@the-aaa.org) for inclusion on the website.
* Please “like” the [Florida Ambulance Association on Facebook](https://www.facebook.com/floridaambulanceassoc/)! When we have a large following, this becomes a powerful tool for advocacy and outreach.

# Election of Officers

* No floor nominations were received.
* The existing slate of candidates was approved.
* Congratulations to the new FAA board members:
  + President - Walter Eismann, COO, American Ambulance ([LinkedIn](https://www.linkedin.com/in/walt-eismann-5598531b))
  + Vice President - John Peterson, CAO, Sunstar ([LinkedIn](https://www.linkedin.com/in/john-j-peterson-47140436), [Resume](http://the-faa.org/resources/Documents/Election/2016/Peterson,%20John%20Resume.pdf))
  + Secretary - Terence Ramotar, Regional Director, American Medical Response ([LinkedIn](https://www.linkedin.com/in/terenceramotar))
  + Treasurer - Holly Martin, Billing Supervisor, Nature Coast EMS ([LinkedIn](https://www.linkedin.com/in/holly-zuschlag-martin-27822537))

# Dean Mead Advocacy Contract Renewal

* [Dean Mead](http://www.deanmead.com/) worked with the FAA during it past financial struggles, and acted as a trusted partner during a time of renewal and rebuilding. They represented FAA very well for $1500/month, well below the going rate of $5000-$6000 per month.
* The Dean Mead team, led by Cari Roth and Martha Edenfield, has delivered several victories for FAA.
  + Exempted ambulance providers from Balance Bill act
  + Killed the COPCN bill
  + Resolved the non-emergency non-medical transportation issue
* The contract renewal proposal FAA received covers monitoring, member meetings, and defense related to COPCNs, balance billing, and other insurance coverage and licensing issues. For affirmative changes, agency rulemaking, or the creation of the PAC, there would be supplemental charges. Proposed pricing is as follows:
  + June-October 2016 - $1500 month
  + November-May 2017 - $3000 month
  + July 2017-May 2018 - $3250 month
* President Eismann will forward the contract to AAA for distribution to members for their review.
* FAA member Mike Hall requested that President-Elect Eismann seek pricing from Dean Mead for active support of REPLICA and CAAS vehicle standards.

# Fundraiser for Representative Sprowls of Pinellas

* [State Representative Chris Sprowls](http://www.myfloridahouse.gov/Sections/Representatives/details.aspx?MemberId=4609&LegislativeTermId=86) has a great working relationship with Dean Mean. He assisted FAA with the COPCN bill. Representative Sprowls is slated to become the 2020 Florida Speaker of the House.
* Dean Mead has requested that FAA raise approximately $10,000 in contributions for his leadership fund, [Floridians for Economic Freedom](http://dos.elections.myflorida.com/committees/ComDetail.asp?account=64573).
* President Eismann and Immediate Past President Skavroneck will verify the best person or organization for the payable line of checks, after which an email will be sent to members with contribution instructions.
* Mark Postma, former board member and executive at Sunstar, has a great relationship with Representative Sprowls and will hand-deliver the checks after they are assembled by AAA.

# AHCA MMA Reimbursement

* Despite much effort, FAA has unfortunately not made the strides that were originally hoped towards resolving the reimbursement issues.
* A draft spreadsheet featuring detailed information about the various insurance carriers will be posted to the FAA site.
* Ambitrans has filed a lawsuit against AHCA and an MMA.
* American Ambulance is owed millions, and is also filing suit against many MMAs for lack of payment.
  + President Eismann has attended every AHCA workshop this year and last in Tallahassee, and will continue to take FAA member issues to AHCA.
  + Crossover payments are barely flowing.
* NHT is billing in batches, which has helped in improving their crossover payment rate.
* A member suggested that FAA members join forces to file collective lawsuits, but this presents financial and legal challenges.
* The FAA board will attempt to set a follow-up AHCA and MMA meeting in Tallahassee or Tampa.

# Medicare Revalidation

* FAA members are advised to keep an eye out for their Medicare revalidation due dates. Some dates have been announced, while others are pending.
* Ensure that your mailing address and contact person are correct.

# Florida Department of Management Services, Bureau of Public Safety, Division of Telecommunications

Carlton Wells, FIN System Manager ([carlton.wells@dms.myflorida.com](mailto:carlton.wells@dms.myflorida.com))

* Statewide communication surveys were recently deployed to more than 1000 police, fire, and ambulance services. The intent of the survey is for ambulance providers to identify their daily and non-daily (mutual aid) telecommunications methods, including radio types and shared dispatch centers.
* The ultimate goal is to develop a map that can be used for EMS and law enforcement mutual aid.
* Please submit your survey by July 25. If you get more than one survey, please only complete it once.
* Contact [carlton.wells@dms.myflorida.com](mailto:carlton.wells@dms.myflorida.com) or [kurt.eckel@dms.myflorida.com](mailto:kurt.eckel@dms.myflorida.com) with questions.

# Recognition of Service

* Steve McCoy presented then-President, now Immediate Past President, Alan Skavroneck with a certificate of appreciation for eight years of service to the EMS Advisory Council ([see photo on Facebook](https://www.facebook.com/floridaambulanceassoc/)).
* Newly-elected President Eismann recognized outgoing board members Alan Skavroneck, Dave Dyal, Mark Postma, and John Glover for their years of dedicated service to FAA.
* Immediate Past President Skavroneck recognized the American Ambulance Association for their back-office management of the FAA’s logistical needs.

# Next Meeting

* The next FAA meeting will take place in the range of October 18–20, likely in the Palm Beach Gardens area.

# Adjourn