

# Massachusetts Ambulance Association

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Membership Meeting Agenda | September 20, 2016 | Bedford, MA

*(Agenda Updated September 20, 2016)*

## Call to Order and President's Greeting

*President John Chemaly*

- Remembering Linda Moriarty, 1949–2016.

## RigPlenish Affiliate Member Presentation

*Nupur Mehta*

- Welcome to MAA's newest affiliate (vendor) member.
- 10 minute RigPlenish presentation.
- [www.rigplenish.com](http://www.rigplenish.com)

## Secretary's Report

*Secretary Sean Tyler*

- Review of July membership meeting minutes.
- Documents from past membership meetings are available through the MAA website's Meeting Archive page.

## Treasurer's Report

*Treasurer Peter Hoare*

- Main account (\$71,622.02) and reserve account (\$5000.26) balances as of September 19, 2016.
- 2016Q3 financials will be completed by October 15.

## Legislative Updates

*President John Chemaly, Billy Cass (Suffolk Group)*

## Mobile Integrated Health Regulations

*Secretary P. Sean Tyler, Treasurer Peter Hoare*

- On August 23, the Department of Public Health (DPH) distributed draft MIH regulations at their Public Health Council (PCH) meeting.
- Overview of proposed regulations.
- MAA leaders solicited member feedback about the proposed regulations via a brief online survey. Four responses were received.
- Feedback can be provided in person at the September 22 Public Health Council meeting.

## Direct Pay

*President John Chemaly, Billy Cass (Suffolk Group), Cataldo Ambulance Service*

- Although the measure was previously defeated in the Senate, Dennis Cataldo of Cataldo Ambulance Service had a meeting with Senate President Rosenberg to discuss the staffing, availability, and financial viability of private ambulance services in the state. Rosenberg and his health advisor were highly engaged in the meeting, appeared to understand many of the complexities of the issues, and seemed committed to making progress.
- President Rosenberg asked Cataldo to work with fellow industry leaders, including the MAA, to select a small group that can accurately represent the interests of EMS.
- After discussion, it was determined that Secretary Tyler would join the working group on MAA's behalf, with assistance from Billy Cass and Director Mergendahl. The group will attempt to represent the perspectives of services of many kinds (municipal, non-municipal, fire-based, non-fire based, etc).

## MassHealth Medical Necessity Form (MNF) Changes and Challenges

*Secretary Sean Tyler*

- The form, as well as the recording of the June 20 Virtual Billing Roundtable webcast on the MNF is available on the [Billing and Reimbursement webpage](#).
- Per a recent Mass Senior Care E-News newsletter, LPNs in nursing facilities are not acceptable signatories on a medical necessity form. [This update has been shared on the MAA website](#).
- The board may consider partnering with organizations representing nursing homes in order to approach the LPN signatory issue from multiple angles.

## MassHealth ALS1 Coding Challenges

*Director Bill Mergendahl, Treasurer Peter Hoare, President John Chemaly*

- Foley Hoag progress update and costs.
- Next steps.

## OEMS Directorate

*President John Chemaly*

- Update on the search for a new Director of the Office of Emergency Medical Services.

## Ambulance Inspector James (Bud) McDonough Retiring

*President John Chemaly*

- After more than forty years of service, James (Bud) McDonough is retiring.
- Region 3 (Merrimac Valley area) is holding a large dinner on September 22, with 20–30 ambulance services attending. The MAA will present Bud with a plaque honoring his contributions.

## Association Management Update

*Amanda Riordan (AAA)*

- We've received new membership payments from RigPlenish, Fred C Church Insurance, and South Shore Hospital, MAA's first associate member of 2016. Earthsafe may also join as an affiliate member.

- Savvik Buying Group, an MAA member benefit, is offering MAA members 47% savings on Epi-Pens, amongst many other supplies. To participate, MAA members can [follow the instructions in the recent MAA blog post](#). AAA will monitor the pending release of a planned generic auto-injector.
- The board agreed to permit Affiliate (vendor) members the ability to speak for up to 10 minutes each year at an MAA membership meeting. This is a compelling benefit for organizations serving the ambulance market, and may help to drive dues revenue for the association.
- The board will meet with AAA in October to discuss potential changes to MAA membership and dues structure.
- AAA extends its thanks to MAA for agreeing to include the [September 29 Compliance and Billing workshop](#) on the MAA site. The workshop will be held at Spaulding Rehabilitation Hospital and is NAAC approved for 6.5 CEUs. MAA members that do not hold AAA membership will receive a \$50 discount. More information and registration is available under the Events tab on the website.

## Education Workshop

*Amanda Riordan (AAA)*

- The MAA's contract with AAA includes the execution of a one-day educational workshop featuring content of MAA's choice.
- Please send thoughts on topics, speakers, and scheduling to [maa@the-aaa.org](mailto:maa@the-aaa.org) and President Chemaly.

## EMT Certification Renewal Rate Decline

*President John Chemaly, Secretary P. Sean Tyler*

- Earlier this year, several MAA leaders began a project to better understand the perceived trend of EMTs declining to renew their certifications.
- Upon further review, the bigger issue apparent at this time is that many individuals certified as EMTs are not working in that capacity, or who are working only part time in the field. MAA intuits that this is related to the wage issues in the ambulance industry stemming from unsustainably low reimbursement rates.
- There is an overall reduction in the average number of EMT renewal cycles from 2.5 down to 1.7.
- Next steps.

## Other Business

## Closing & Adjournment

*President John Chemaly*