# Leadership & Administration

## Roll

Board members in attendance

* Dana Sechler, President
* Chris Anderson, Vice-President
* Cody Doucette, Secretary
* Tom Tornstrom, Treasurer
* Patrick Ryan, Director
* Larry Knuth, Director
* Dave Rae, Director
* Jay Steuer, Director (teleconference)
* Mark Fredricksen, Director (teleconference)

Other participants

* Michael Brozek, Midwest Strategies (teleconference)
* Samantha Hilker, Hilker Project & Strategy Management
* Amanda Riordan, American Ambulance Association
* Dan Althaus, Orange Cross
* Karla Eppler, Winona Ambulance
* Jon Erdmann, Divine Savior
* Tom Fennell (teleconference)
* Mike Krueger, Lifestar EMS
* Scott Mickelsen, Bell Ambulance
* Paul Rauch, Paratech Ambulance
* Patrick Trinko, Shawano Ambulance Service

## Call-to-Order (10:02 a.m.)

Dana Sechler, President

* Welcome to the first meeting of the year.

## Secretary’s Report

Cody Doucette, Secretary

* **Motion by Patrick Ryan to approve November 2, 2017 minutes, seconded by Larry Knuth. All in favor, none opposed. Motion carried.**
* Acknowledgement of votes approved online between face-to-face meetings.
  + On November 29, President Sechler conducted an email vote to determine PAAW’s interest in supporting WEMSA as a partner/stakeholder in their AHA grant program application. The initiative was supported unanimously by the board.
  + On November 29, President Sechler conducted an email vote to determine PAAW’s interest in supporting a “Stop the Bleed” bleeding control grant program initiative. The initiative was supported unanimously by the board.
  + On December 12, President Sechler initiated and online vote regarding PAAW’s interest in supporting S.967, the American Ambulance Association’s federal Senate bill to extend the Medicare ambulance add-ons for five years. The legislation was supported unanimously by the board.
  + On December 13, President Sechler emailed the board for approval of a letter to Karen McKeown regarding Medicare rates. The letter was supported unanimously by the board. On January 3, Karen McKeown confirmed receipt. The information will be forwarded to the new Medicaid director.

## Treasurer’s Report

Tom Tornstrom, Treasurer

* PAAW account balances and financial standing.
* November 1, 2017 bank balance was $13,887.02. January 1, 2018 bank balance was $18,917.99.
* Year-end summary shows that 75% of revenue from dues. Expense-wise, management is the highest cost, followed by lobbying.
* Joe Covelli worked 20% extra hours to facilitate the transition to AAA. The executive committee recommends an appreciation bonus.
  + **Motion by Chris Anderson to pay Joe Covelli a bonus of $1000, seconded by Cody Doucette. All in favor, none opposed. Motion carried.**
* **Motion by Chris Anderson approve the Treasurer’s Report, seconded by Larry Knuth. All in favor, none opposed. Motion carried.**

## Content Strategist’s Report

Samantha Hilker, Hilker PSM

* James Newlun was scheduled to be the guest on the next podcast, however he has resigned as Wisconsin State EMS Director. Several backup guests are in the works.
* At present, the podcast is being hosted on a somewhat outdated platform. Samantha Hilker will look into a more modern approach. Jay Steuer will share his previous research.
* It may make sense to reduce the frequency of the podcast in favor of the addition of Facebook Live broadcasts or other media formats.

## Administrator’s Report

Amanda Riordan, American Ambulance Association

* Transition to AAA management is complete.
* Membership renewals sent for all members with expiration dates of March 31 or sooner.
* Website renovations are in progress, but will take time to complete in full as many pages need a lot of work.
* PAAW stationery was reviewed by the board and approved for use.

# Government Relations, Legislative, & Regulatory Updates

## Lobbyist’s Report

Michael Brozek, Midwest Strategies

* 2018’s short session is unique as there is both a gubernatorial and state election. This was anticipated when the legislature passed the budget bill, so most appropriations are complete.
* Several senior legislators have resigned their elected positions in favor of executive agency careers, which results in increased salary as well as the avoidance of potentially difficult re-election campaigns.
* Since the November meeting, Mike Brozek has had several meetings with Governor Walker. It is very likely that he will be re-elected, despite the 7-8 possible Democratic challengers. The only unknown factor is the influence of Trump’s popularity at the time of the election.
* Mike Brozek is in active conversations with the office of the Secretary of the Department of Health Services (DHS) Linda Seemeyer. The intention is to have a meeting with the Secretary and her staff in late January. DHS is focused on tackling the opioid epidemic via emergency care as well as telemedicine/telehealth, as well as addressing several issues in juvenile corrections.
* Mike Brozek will discuss with Chris Anderson and Patrick Ryan the approach for identifying legislative champions for the stretcher van issue. It is possible that PAAW may wish to draft legislation early based on the talking points developed by Patrick Ryan.
* EMS Chief James Newlun has resigned, but there remains a possibility that he could be convinced to stay on if certain issues were addressed.
* Mike Brozek congratulated the PAAW board on their accomplishments this year.

## Wisconsin Legislative Initiatives

Dana Sechler, President

* Community EMS Bill and Flexible Staffing Bill both passed into law, however these programs cannot begin until the rules are written. The rulemaking process could take years. The rulemaking agenda is posted in advance. EMS leaders interested in taking advantage of the Community EMS law are encouraged to attend the meetings.
* PAAW legislative calls will be conducted on an ad hoc basis moving forward. Between meetings, the board will us Survey Monkey for votes.
* PAAW may consider Facebook Live updates following state meetings.

## Medicaid Reimbursement

Dana Sechler, President & Larry Knuth, Director

* Chuck Happel of Wisconsin EMS reached out to Paratech’s medical billing company to inquire about the percentage of ambulance patients on Medicare or Medicaid. Larry Knuth and Dana Sechler provided data showing that for some areas up to 80% of patient transports are billed to Medicare/Medicaid.
* Ambulance gap reimbursement has been implemented in California and is in progress in five other states. DHS is not opposed to bringing the program to Wisconsin. Milwaukee City and Milwaukee Fire have both offered to be fiscal agent for the program as they would receive up to 10% of funds managed as administrative fee.

## Federal Update: Ambulance Medicare Add-Ons

Dana Sechler, President & Amanda Riordan, American Ambulance Association

* The ambulance Medicare add-ons were decoupled from CHIP, the original intended vehicle for their passage.
* PAAW sent a letter of support for S.967, the AAA Senate Bill, then held a teleconference with Tammy Baldwin’s office to discuss. Chris Anderson and Larry Knuth received a letter back from Senator Baldwin. Chris Anderson also had a great meeting with the Senator at AAA Stars in DC last year.
* Ambulance services may decide to hold claims until the add-ons are renewed, however this is a business decision that each service should make for itself. Amanda Riordan will email guidance from Brian Werfel, Esq, on the pros and cons of the delayed submission of claims as soon as his article is complete.

## Stretcher Vans

Chris Anderson, Vice President & Patrick Ryan, Director

* Patrick Ryan shared the stretcher van position paper with the board and advocates.
* Chris Anderson will share Illinois’s language. Larry Knuth mentioned that South Carolina has a similar requirement for two individuals.
* Legislative champions will be identified in the near future.

# Committee Reports

## Midwest EMS Expo

Tom Tornstrom, Treasurer & Amanda Riordan, American Ambulance Association

* Exhibit space is almost entirely sold out.
* Attendee registration is strong for a first-year conference. Because most attendees are driving, not flying, we expect a large number of last-minute registrations.
* Hotel blocks are open at the Charmant and Radisson.
* Board members are encouraged to register their teams and themselves at [www.MidwestEMSExpo.com](http://www.MidwestEMSExpo.com).

# New Business

## Assembly Bill 434 (Presumptive PTSD)

Larry Knuth, Director

* The official title is “An Act to create 102.03 (6) of the statutes; Relating to: worker's compensation claims by certain public safety employees for post-traumatic stress disorder.”
* The drafter of the bill confirmed to Director Knuth that the bill does not distinguish between employees of private and public entities.
* Police and fire chiefs are in favor, while counties, manufacturers, and insurance providers all oppose.
* The board did not take an official position. It will watch and wait at this time.

## DHS Rule 110 (Two Paramedic Rule)

Dana Sechler, President

* The rule was discussed at the State EMS Board Meetings in early January.
* For many providers, this rule is becoming cumbersome. No literature the association is aware of proves that having two Paramedics results in outcomes superior to having one.
* It is possible that PAAW may not need to take legislative action as DHS110 would need to be rewritten to prevent waiver requests.
* The board will continue to monitor this issue.

## Vendor Member Dues

Amanda Riordan, American Ambulance Association

* 2017 vendor member dues were $500, following approximately 10 years at $400.
* Many other state associations choose to offer more benefits to members at a higher base rate in order to avoid the necessity of most secondary ad sales.
* AAA will gather feedback from Jay Steuer and others, then present the PAAW board with options.

## National Rural Health Award Nominations

Dana Sechler, President & Amanda Riordan, American Ambulance Association

* Nominations for individual and program-based NRHA awards are open through February 19.

## EMS World Expo

Dana Sechler, President & Amanda Riordan, American Ambulance Association

* PAAW will continue its existing agreement for the EMS World Expo discount.

## J&B Medical Supply

Amanda Riordan, American Ambulance Association

* Amanda Riordan will cost-compare with Savvik, which offers large bonuses for quarter-over-quarter growth.

# Other Business

## MTM Contract

* MTM remains mostly unresponsive, although some services are suddenly receiving consistent payments.
* It is worth monitoring the MTM contract, as it is poorly put together. For example, Amendment A of the Letter of Agreement is referenced, but missing.

## Maylun Mitchell Gubernatorial Campaign

* Maylun Mitchell is current president of the Professional Fire Fighters of Wisconsin. He is considering a run for Governor.
* PAAW may consider inviting him to speak with the board in the future. However, we remain sensitive to perceptions of fairness. It may be best to invite all candidates to an event or meeting instead of just one.

# Adjourn (12:20 p.m.)

Next Meeting: March 1, 2018 at Divine Savior Healthcare in Portage, Wisconsin.