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DPTA Leadership

President

Cathy Ciolek 2003-2004

Vice-President

Stacie Larkin 2004-2005

Treasurer

Joe Lucca 2004-2005

Secretary

Bryan Fean 2003-2004

Chief Delegate

Erik VanDoorne 2004-2005

RBNA Representative

Deanna McCall 2003-2004

Committee - Chairs/Liaisons

Chuck Barker - *Key Contact*

Daniel Ciolek - *Fed Govt Affairs*

Ken Dill - *Ethics*

George T. Edelman - *Payor Relations*

Carol Einhorn - *Membership*

John Gose - *Golf Tournament*

Steve Rapposelli - *Newsletter*

Greg Rybicki - *Legislation*

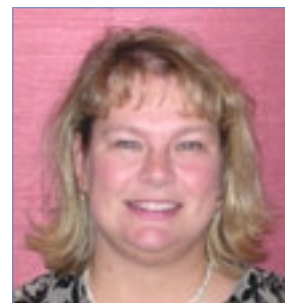


Vol. 1 Issue. 1

May 2004

Presidents Message

Spring has finally arrived and that means busy weekends and outdoor events as we enjoy this beautiful weather. For the Delaware Physical Therapy Association, it means continued work lobbying on behalf of all our members at the state and national level, as well as some exciting events. Nationally, in late April, the DPTA/APTA sponsored 4 members to attend the Federal Government Affairs Forum in Washington, plus one additional student from UD was funded through the student assembly. Included in this newsletter is a review from one of the students we sponsored to attend. Locally, representatives from our BOD have met with the leadership of the DATA to try to reach agreement on the ATC bill currently before the legislature. We continue to watch this and while hopeful we can reach agreement, are not optimistic at this time. We are also actively pursuing legislation to require insurers to pay for physical therapy legally provided under direct access and monitoring the workers compensation reform with the assistance of our lobbyist.



Cathy Ciolek
President of the DPTA

On a fun note, we are planning a PAC fundraiser for our Delaware PT Political Action Committee for June 22, 2004. Come out and have a fun evening with your friends and colleagues with 100% of your donation going to our PT PAC.

This is a very exciting time for physical therapy in our state. Our reimbursement committee has been actively working with BC/BS to see that the payment policies they have are out of date and seriously reimbursing below the cost of providing services. During May, George Edelman will be hosting meetings in all three counties to discuss our efforts to improve reimbursement and what DPTA members need to know about what BC/BS expects as far as quality improvements on our end.

Last year we were successful in filing complaints against chiropractors that were advertising under "Physical Therapy" in the New Castle County phone book. We are pleased that when the Verizon pages came out this month, there were NO chiropractors in the physical therapy section. All physical therapists can assist with keeping advertising truthful and protect the public. Our practice act is clear that only physical therapists and physical therapists assistant (or in the case of ATC's- athletic training) can indicate "or implying directly or indirectly physical therapy services or athletic training services or to bill for physical therapy or athletic training unless such services are provided by a physical therapist or athletic trainer licensed and practicing in accordance with this chapter." (Section 2613- False representation of professional title). If you find that non-PT's are advertising that they perform physical therapy, please consider contacting us, or file a complaint directly with the board using the form available at: www.professionallicensing.state.de.us/index.shtml

The message continues on the next page.

May's Issue

Continuing message from previous page.

Also, many thanks go out to our board members for all their volunteer time and energy. In just the last 3 months: Stacie Larkin has worked with MD chapter to organize our spring course and get our website refurbished, 4 different executive committee members planned our quarterly meetings, Greg Rybicki has attended 3 different meetings with the ATC's and follow up meetings with our board, Joe Lucca is working on the slate for elections in the fall and planning our blue rocks night, Carole Einhorn continues to contact each new chapter member every month, Erik VanDoorne is flying to Albany in May to attend the North East Caucus, Chuck Barker attended FGAG and is our new key contact for Rep. Castle, George Edelman spearheaded the work with BC/BS, Deanna McCall as well as Erik and I will be in Chicago for a week to attend the House of Delegates and Annual Conference. For a small chapter in APTA, we have been blessed with fabulous volunteers. We could always use some more help, so give me a call and offer 1 hour or help us get another project off the ground. We will offer you our full team support but we need your time and energy to help us continue to grow.

Cathy

DPTA Meeting Dates

May 11th

Sussex County – Chapter Meeting,
Beebe Hospital, 7:30 PM
Executive Committee Mtg at 6:30 PM

May 19th

Reimbursement Update:
New Castle County – University of Delaware, 7:00 – 7:30 PM

May 26th

Neurologic and Older Adult Journal Club,
University of Delaware, 6:30- 7:30 PM

May 26th

Reimbursement Update:
Kent County – Dover Public Library, 7:00 – 7:3 PM

June 22nd

DPTA PAC Fundraiser at the Blue Rocks, 7:05 PM Game
Start

Sept 14th

Del Tech, Wilmington Campus- Chapter Meeting, 7:30 PM
Executive Committee Mtg at 6:30 PM



PTA Students join the APTA

The second-year students in the Physical Therapist Assistant Program at the Owens Campus of Delaware Tech have met their goal of 100% membership in the American Physical Therapy Association. Through fundraising efforts such as pizza and bake sales, the students worked through the Physical Therapist Assistant Club to make this goal a reality. This is the second class from the Owens campus PTA Program to set and meet this important goal. The first-year students have already set the same goal for their class, and also hope to attend a national conference next year. The PTA students are currently planning one of their most important fundraising events, co-sponsoring the "7th Annual Distinguished Lecture" with the Corporate & Community Program division of the college. The club is excited to be hosting Trudy Goldstein, PT, author of Geriatric Orthopaedics and Functional Rehabilitation in Orthopaedics, for a six-hour presentation on rehabilitation of the geriatric hip. This program will be offered on the Owens Campus on Saturday, October 23. The club welcomes the participation of all physical therapists and assistants at this seminar and will publish more details in the near future. Please mark your calendars now to take advantage of this continuing education opportunity that will not only support your professional development, but that of our future physical therapist assistants as well!

[http://www.apta.org/
login?original_path=/membership/
Current/corrchapadd](http://www.apta.org/login?original_path=/membership/Current/corrchapadd)

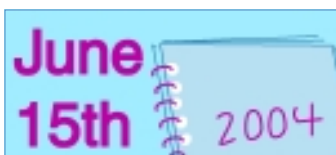
Joanne Howell



Delaware PT PAC Fundraiser

Join your friends and colleagues for a fun night out as the Wilmington Blue Rocks take on the Potomac Cannons on Tuesday June 22nd, 2004. We are asking for a \$15 donation for each ticket, with ALL money raised going to the Delaware PT PAC (Political Action Committee). This is an election year and our PAC funds are being used to support Delaware officials who will advocate for physical therapy issues.

Contact Joe Lucca at 302-831-2398 or joelucca@udel.edu to reserve your seats today, these are first come first served availability!



Motions Prior to June 15th

The APTA House of Delegates is meeting June 28th-30th in Chicago, IL. The packet of motions for consideration are available to all members through the APTA website. Please contact Erik Van Doorne, PT, Chief Delegate (vandoorne@aol.com) with any thoughts or concerns regarding any of the motions prior to June 15th.

http://www.apta.org/governance/HOD/2004HOD/motions_reports

Payor Relations Committee Report

I am pleased to announce a 5% increase in reimbursement from BCBS of Delaware effective April 1, 2004. The cap on reimbursement for a daily treatment session will increase from \$48.00 to \$50.40.

Since the reimbursement committee began negotiations with BCBS in April of 2002 we have realized a 26% increase in reimbursement. By now you should have received a "News Bulletin" from BCBS describing the increase. Along with the changes, they plan to eliminate reimbursement for Hot Pack (97010) effective June 1, 2004.

BCBS points out that the recent 5% increase is a gesture of good faith and that they plan to continue to progress towards a fee schedule similar to Medicare with no cap on the number of procedures provided each visit. In order to realize their goal BCBS plans to make some drastic changes in their payment methodology by February of 2005. It is important the membership understands the details of their plan and the potential change. As a result, I have scheduled four information sessions throughout the state to disseminate the information. The dates are as follows:

- May 1st 1:30 – 2:00 PM (after lunch) Ocean City, MD (Joint Meeting)
- May 11th Sussex County – Chapter Meeting, Beebe Hospital
- May 19th 7:00 – 7:30 PM New Castle County – University of Delaware
- May 26th 7:00 – 7:30 PM Kent County – Dover Public Library

In addition, BCBS has also offered to present information sessions in each of the three counties. I hope to have the dates of each meeting secured by the first week of May. Everyone is welcome to join BCBS meeting including office personnel.

As part of this newsletter, you will see a questionnaire designed to help me understand your needs and to understand reimbursement trends that are occurring in our state. Please take some time to fill out the questionnaire and return to me at your convenience.

As Chair of the Reimbursement Committee I want to thank committee members Erik Van Doorne and Bob Catalano for their selfless contribution of time and energy to help achieve fair reimbursement that benefits all PT's in the state of Delaware.

George T. Edelman, MPT, MTC
Payor Relations Chair
DPTA

Please fill print and fill in the questionnaire on the next page.

Please Return to

George T. Edelman, MPT, MTC
1404 – B Forrest Avenue
Dover, DE 19904
Fax: (302) 741-0245

Payor Relations Questionnaire

1. What type of setting do you provide physical therapy?

Outpatient Ortho

Hospital

Nursing Home

Rehab

Home Health

Other: _____

2. What is your average cost to provide physical therapy to a patient in the course of one visit?

< \$50.00

\$50-55

\$55-60

\$60-65

\$65-70

\$70-75

>\$75

Actual Cost: _____

3. With the information above, and knowing BCBS recently increased their cap to \$50.40 per treatment session, do you lose money every time you treat one of their patient's

YES

NO

4. When billing BCBS for your services did you stop at three procedures knowing the cap would not cover for more?

YES

NO

Or, did you bill BCBS for every service you provided regardless of the cap?

YES

NO

5. How much do you believe your services are worth when you provide 4 physical therapy procedures?

< \$60.00

\$60-65

\$65-70

\$70-75

\$75-80

\$80-85

>\$85

Other: _____

6. What is the highest deductible you have seen in DE?

7. What is the largest Co-Insurance percentage you have seen with insurance plans in DE?

5%

10%

20%

30%

40%

50%

Other: _____

8. Do the higher Co-Insurances influence the way you provide care?

YES

NO

If yes, in what way? _____

Legislative Update

The DPTA will be submitting legislation in the next couple of weeks to guarantee payment for providing physical therapy services in a direct access setting. The bill will be modifying the insurance code related to the payment of professional services. We are currently lining up sponsors for this important piece of legislation. When asked, I hope all of you will respond with phone calls or e-mails to your legislators. We are confident that this legislation will pass with all of your help. Much of the wording of the bill comes from the section that allows Nurse Practitioners to receive payment – so there is some current precedent in place.

I have sent out a couple of requests recently for donations to our political action committee. In all, only 4 different people have made contributions. That's right – only 4 out of several hundred. We really do need your support. I would really like to see 100% participation from those in private practice. This bill, as well as well as the ATC bill which we may be opposing, will have a direct impact on all of your businesses.

Please make your checks payable to:

Physical Therapy PAC
Greg Rybicki, PT
3604 Lancaster Pike
Wilmington, DE 19805
Phone: 995-6095

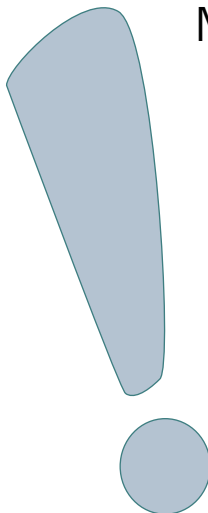
Advocacy on Capitol Hill

Recently I had the opportunity to attend the Federal Government Affairs Forum in Washington D.C. When I decided to apply to graduate school for physical therapy, I never thought I would use the words “politics” and “physical therapy” together. In school I never had an interest in history or political science classes. I wanted to work in health care, work with people and leave the political aspect to others. What I initially thought to be true about politics and physical therapy is not true. Physical therapy is not just about treating patients, it is about being on the front line writing and lobbying to pass laws that affect our practice, our patients and how we are able to treat patients. The Government Affairs Committee of the APTA and DPTA's purpose is on the front line writing and lobbying to pass laws that affect our patients and how we practice. They cannot do it alone; all physical therapists should be contacting, visiting, or calling our Congressmen.

From April 25th to the 27th I traveled to Washington D.C. with two other physical therapists and one other classmate from Delaware to march Capitol Hill to advocate for patients. We explained in person how important direct access is for Medicare patients, talk about reauthorization of IDEA and discussed the therapy cap. This opportunity allowed us to make our Congressmen aware of the important issues affecting our profession today. I felt honored and empowered this weekend. We were in the presence of many influential and powerful people in the physical therapy profession as well as our state and nation. How often does a student feel they can make a difference? This weekend I felt as though I did, but I also know that one time is not enough. I ask that you please write to our Congressmen and fight to get patients the care they deserve. Next year I hope that more Delaware Physical Therapists will go the Capitol Hill and lobby for what should be done to treat our patients. I know I will be there.

Next Meeting May 11th

Dana Jenson, SPT
University of Delaware
Class of 2005



Don't Forget!

Our next meeting is May 11th 2004, at 7:30 PM. It will be at the Beebe Campus on Route 24 in Lewes, DE. Dr Paul Harriott an Orthopaedic Surgeon in the Cape Medical Group will be our guest speaker. We will also have a brief update on reimbursement and the changes that BC/BS of Delaware is moving toward for reimbursement for physical therapists in Delaware.