TO: TPMA MEMBERSHIP  
FROM: GARY W. COCKRELL, DPM  

2015 APMA HOUSE OF DELEGATES AND LEGISLATIVE CONFERENCE  
MARCH 21 - 24, 2015  
J.W. MARriott HOTEL, WASHINGTON, D.C.  

ATTENDEES: GARY L. ODOM - EXECUTIVE DIRECTOR, TPMA  
GARY W. COCKRELL, DPM – CHIEF DELEGATE  
JEFFREY LOVELAND, DPM - TPMA PRESIDENT, ALTERNATE DELEGATE  

SATURDAY, MARCH 21  

MORNING (8 – 12 PM): Acy Deucey Meeting (Discuss all Propositions, Resolutions, APMA  
Business, Candidates for Elections); Resolutions and Finance Committees  

AFTERNOON (1 - 3:30 PM) Continuance of Committee Meetings  

(3:30 - 5:30 PM) OPENING SESSION: APMA HOUSE OF DELEGATES  

I. OPENING GAVEL – J.D. FERRITTO, JR., DPM  

II. INVOCATION – RONALD JENSEN, DPM  

III. COLOR GUARD - MILITARY DISTRICT OF WASHINGTON  

IV. PLEDGE OF ALLEGIANCE - J.D. FERRITTO, JR., DPM  

V. NATIONAL ANTHEM – CARY M. ZINKIN, DPM  

VI. ORGANIZATION OF THE HOUSE ACKNOWLEDGEMENTS  

A. CREDENTIALS COMMITTEE REPORT – RICHARD S. EISNER, DPM, CHAIR  

B. APPROVAL OF THE STANDING RULES OF THE HOUSE OF DELEGATES – FERRITTO  

C. CONFLICT OF INTEREST REVIEW AND EXAMPLES – FERRITTO  

D. APPROVAL OF ORDER OF BUSINESS – FERRITTO  

E. ANNOUNCE APPROVAL OF THE 2014 PROCEEDINGS OF THE HOUSE BY THE MINUTES  
APPROVAL COMMITTEE – FERRITTO
F. ANNOUNCEMENT OF THE APMA BOARD OF TRUSTEES AS THE MINUTES APPROVAL COMMITTEE

FOR 2015 – FERRITTO

G. INTRODUCTION OF HOUSE TEAM APPOINTMENTS – FERRITTO
SPEAKER – J.D FERRITTO, JR, DPM
EXECUTIVE DIRECTOR – GLENN B. GASTWIRTH, DPM
DEPUTY EXECUTIVE DIRECTOR/ PARLIAMENTARIAN – JAY LEVRIOS, PhD
PROTOCOL OFFICER – H.F. ” BUNNY” BROWN, III, DPM
SENIOR EXECUTIVE ADMINISTRATOR – STEPHANIE SIMMONS
OFFICIAL RECORDER – CHRISTINE ALLEN
TIME KEEPER
SERGEANT-AT-ARMS

H. RECOGNITION OF PAST PRESIDENTS – FERRITTO

I. WELCOME FIRST TIME DELEGATES AND ALTERNATES – FERRITTO

J. TIME KEEPER PROCEDURAL REVIEW – FERRITTO

K. NECROLOGY UPDATE – GASTWIRTH

VII. “ EXECUTIVE DIRECTOR’S REPORT :” GLENN B. GASTWIRTH, DPM

“The winds of change are upon us and APMA can make the necessary course adjustments.”
We must think strategically and be proactive and NOT reactive. He emphasized more engagement
in the public health community and suggested we join the APHA “ Podiatric Health “ section.
We CANNOT accept the current Medicaid “ status quo” and must embrace change with
excitement! Succession planning should be gradual and thoughtful. Our Town Hall Session
this year will focus on emerging issues and critical matters and input from the APMA HOD will
assist APMA in it’s future strategic plan. The APMA Focus Group has acquired important data as
well for our next phase of development. He recognized outgoing President Frank Spinosa, DPM
and outgoing Immediate Past President Matthew Garoufalis, DPM for their APMA leadership and
contributions as well as the APMA staff for their support and efforts ( 50% of the APMA staff has
over 10 years of service !!! ). Jay Levrios has 35 years of APMA service and is the “ backbone of our
association ! “

VIII. GUEST SPEAKERS

A. “ American Osteopathic Association :” Robert S. Juhasz, DO, President

Dr. Juhasz is/was a pioneer of HER. The pace of medicine has continued to accelerate. The
average growth has been 25% every 5 years since 1985, 63% under the age of 45. Osteopathic
medicine has 3 colleges at the same university with podiatric medical schools. The current
APMSA student of the year attends the Iowa school. Medicine is a “ team sport. “ Over a year
ago, AOA moved to a “ single accreditation system” for all DO’s.
AOA Goals: create value, leadership development, and remain relevant.
AOA will continue to collaborate with APMA, especially in moving toward a fair physician payment system.

B. “American Medical Association - Shaping the Future Of American Healthcare“
Stephen R. Permut, MD, JD, Chair - Elect; AMA - BOT

Dr. Permut is Board Certified in Internal/Family Medicine and in Legal Medicine. He is also the Carrier Medical Director for BCBS - DE.

Current Problems:
1. Tens of millions are uninsured
2. High cost of healthcare
3. Fragmented delivery systems
4. Epidemic of chronic conditions
5. Lagging outcomes
6. Sagging physician satisfaction

AMA 3 Strategic Goals:
1. Improving health outcomes for patients
   100 million Americans have pre-diabetes or diabetes
   70 million Americans have hypertension
   Yearly healthcare expenditures per individual exceed $7000.
   Goal to prevent 50% of pre-diabetics from becoming diabetic.
   Reduce the toll of cardiovascular disease.

2. Accelerating a change in medical education
   Team-based care
   Use of EHR technologies
   Chronic disease management

3. Physician Dissatisfaction
   Excessive productivity quotas (decreased reimbursement)
   Lack of autonomy
   Cumbersome EHR

Impact of new payment models: SGR, Medicare has too many hoops/policies with too little on patient care

Improve EHR Usability
ICD - 10 (Delayed over 10 years!)
Urge repeal
If not implemented properly, Medicare claims will come to a HALT !!!
End to end testing has NOT gone well

ACA: Tiered, very narrow provider networks
90-day grace period for patient premiums

C. “Society For Vascular Surgery:“ Ronald M. Fairman, MD, Vice President
SVS was founded in 1947 and merged with AAVS in 2003. 5000 members, including 85 DPMs. Offices in Chicago and Washington, DC. SVS is currently focused on patient safety. SVS Vision: Promote vascular health Reduce death and disability Over 60% of non-traumatic amputations occur in diabetics. We are moving toward a “value - based” healthcare system.

Jan. 27, 2012: SVS supported our bill defining podiatrists as physicians under Medicaid Title 19. A letter was sent to Senator Charles Grassley (Iowa), who has supported and sponsored our ongoing legislation.

IX. STATE OF THE ASSOCIATION ADDRESS: FRANK SPINOSA, DPM

"We must achieve parity under Title 19 and also, Federal Services. I chaired our APMA CEO Search Committee. We did a multiple search with headhunter firms (JDG Associates selected, Reference R14-14). APMA has committed $675,000 over a 3-year period with matching grants to fund research positions for unmatched graduates.” He praised APMA’s excellence in communication as well as the efforts of the current BOT in overcoming many challenges over the past year.

X. EXECUTIVE SESSION: “CEO SEARCH COMMITTEE REPORT – RECOMMENDATION AND ACTION”

A detailed presentation was conducted by Dr. Spinosa, the Chair. HOD Resolution #14-14 allowed for the formation of the search committee, which had 9 members, over the 2014-2015 period. A total of 3 final formal proposals were received from national firms. JDG Associates was the firm chosen by the committee. Subsequently, a job description for the new Executive Director was conducted, followed by interviews of candidates. The firm charged an $87,000 fee for the search. The candidates represented a geographic cross-section across the country. In January 2015, the finalists were notified and then, they were interviewed, followed by a closed ballot. The final candidate had to be accepted by the APMA Board of Trustees, followed by a signed contract. Dr. Spinosa discussed the recommendations and JAMES CHRISTINA, DPM was announced as the most favorable candidate for this position. Dr. Christina is distinguished in his dedicated service to APMA, his intimate involvement with the APMA budget and strategic planning process, and his expertise in EMR.

XI. ANNOUNCEMENTS/ RECESS: DR. FERRITTO

XII. CANDIDATES FORUM (5:30 - 6:30 PM)

Campaign speeches were given by the candidates running for the BOT/Officer positions.
SUNDAY, MARCH 22: DAY # 2

I. ORGANIZATION OF THE HOUSE

A. Approval of the Order of Business – Dr. Ferritto

II. SPECIAL ORDERS (CONSENT ITEMS)


Propositions A-15 through I-15 were presented to the House for discussion and voting. Six propositions passed the vote, G-15 (“Non-Ascending Board Positions) was postponed indefinitely to check governance, and two were withdrawn.

HIGHLIGHTS:

D-15: “Membership: US- Based Allopathic Medical Professionals”

This proposition will extend APMA membership opportunity to MDs and DOs with the intent to enhance our professional relationships. SVS has extended this same opportunity to DPMs (non-voting members). Also, this would enhance our dues revenue (osteopaths would pay 25% of the annual APMA dues amount).

F-15: “Board of Inquiry”

Zero cost. An APMA Board member can be removed with a 2/3 ballot or more than 90 days delinquent in dues.

B. “Report on 2005 Adopted Resolutions”
   1. DSC – Terrance Albright, DPM
   2. Vision 2015
   3. Managed Care
   4. PMCV Grants
   5. Student Scholarship Fund
   6. Resolutions – Policy Review

III. GUEST SPEAKERS / REPORTS

A. “Pathway To Parity:” Jeffrey R. DeSantis, DPM
   1. Competing comparison - accomplished
   2. Board Certification for the profession - competent, proficient
   3. Continue to advance the podiatric residency experience – ongoing
   4. Uniform Practice Law Template - ongoing
   5. Pursue Federal Legislative Initiatives - HELLPP Act
   6. Revise state practice laws - component assistance needed
   7. Conduct a significant P.R. Marketing Campaign - accomplished

B. “Physicians and Surgeons Initiative:” Paul R. Pinney, MD, MSc

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1. Dr. Phinney is a Past President of the California Medical Association
2. Graduate of UCLA Medical School
3. Practiced pediatric medicine for over 30 years.
4. He spoke on the California Physician Certification and the “bar will be reset” on scope of practice deliberations.
5. California Joint Task Force: will include MDs, Dos, DPMs.
6. CMA is attempting to build a “trust and collaboration” between these groups of physicians in California as well as nationally.

C. “Executive Director’s Award:” Dr. Gastwirth presented this award to Dr. Paul Phinney.

D. “Canadian Podiatric Medical Association:” Joseph Stern, DPM, President
1. Over the past several years, CPMA has been meeting with insurance companies to stress the value of podiatric medical services.
4. Dr. Stern thanked APMA for it’s friendship, the sharing of information, and hospitality.

E. “International Federation of Podiatrists:” Carine Haemels, President
1. Ms. Haemels practices in Belgium.
2. FIP Priorities:
   a) Improve communications with members
   b) Updating governance
   c) Monthly board conference
4. Scope of practice still being debated.
5. Partnership with Olympic Internationale.

F. “Council on Podiatric Medical Education/ AACPME - The State of Podiatric Medical Education:” Oleg Petrov, DPM, CPME Chair; Robert M. Yoho, DPM, AACPME Chair
1. There are now 9 colleges of podiatric medicine.
2. Data

<table>
<thead>
<tr>
<th>Class of 2015</th>
<th>Class of 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class size</td>
<td>549</td>
</tr>
<tr>
<td>Total applications</td>
<td>621</td>
</tr>
<tr>
<td>Positions active</td>
<td>557</td>
</tr>
</tbody>
</table>

3. 346 total contacts for residency development (12-31-14).
4. 604 approved and eligible residency positions for the 2015-16 training year.
5. There will be 553 graduates for 2015
6. We need 608 positions to achieve the benchmark.
7. An Ad Hoc Committee to be appointed in 2016 and it will rewrite documents to ensure the quality of continuing education.

G. “Society of Chiropodists and Podiatrists:” David Durning, Chair
1. He stated, “the biggest weapon we have is education and in the UK, it is our
2. There are 13 schools of podiatry in the UK.
3. They created the Center for the History of Podiatric Medicine, with textbooks dating back to the mid-1600s.

IV. HOD BUSINESS SESSION

A. President’s Award: Given to James A. Lamb by Frank Spinosa, DPM.

B. RESOLUTIONS COMMITTEE (#1-15 THROUGH #8-15): Timothy Tillo, DPM, Chair

Summary of Highlights:
#2-15: Encourage State Component Societies Activities in Public Health (Passed)

#5-15: CMS Incentive Payments and Penalties (TN-TPMA was a co-sponsor) (Passed)
This concerns Stage 2 of Meaningful Use/ HRT
PQRS – there is a 1.5% penalty for non-participation
MU - “ 1-2 % penalty “
Some member EPs - 10% penalty by 2017 for non-compliance for the
patient access records portal system!

Con - no improvement in patient care
Cost: 1,000 - $5000

The goal of this resolution is to “ease the legislative burden”

#6-15: Termination of Medicare Sequestration Cuts (Passed)
Enacted April 2013, 2% cut in Medicare payments through 2024 !!!!
Congress – no action on SGR
Goal is to exclude payment cuts from sequestration
Cost: Zero

#8-15: Writing Clear Local Coverage Determinations (LCDs) by Medicare (Passed)
This one is a no brainer. TN-TPMA was a co-sponsor.
It is the consensus that LCDs are NOT formatted properly, and we need
software to track changes.
We need to develop coalitions with other medical societies.

V. TOWN HALL MEETING

The meeting was focused on integrating the HOD into APMA’s strategic planning process.
APMA’s S.P. consultants gave a presentation and then data was collected from APMA
delegates with various questions, with a subsequent discussion of the data.
For the 2015 session, there were 218 delegates but only 40% responded to a survey sent
before the HOD (TN did respond). The survey contained questions on 19 issues, rated
on a priority scale. The survey revealed:
#1 Priority: Fair and reasonable payment from ALL private public payors
#2 Priority: Legislative and regulatory advocacy
#3 Priority: Parity
#4 Priority: Participation in delivery system models
#5 Priority: Clinical outcome studies showing DPM cost and effectiveness

Numerous delegates spoke on which direction we should take as a profession in the future.

VI. INSTALLATION CEREMONY

A. Installation of the President: Phillip E. Ward, DPM was installed by his wife, Meredith L. Ward

B. President's Inaugural Address: Phillip E. Ward, DPM

"We do not have to prove our superiority. We have to focus on the things that get results. Becoming a champion is a process. Our vision is complete parity with the allopathic/osteopathic physicians. We have changed from a reactive to a proactive organization (referencing Vision 2015). APMA considers challenges to be opportunities. APMA has provided $260,000 in scholarships. I will be a visible and accessible APMA President. I will contact one member weekly for 53 weeks to discuss your issues, concerns."

VII. ANNOUNCEMENTS/ RECESS

A. Announcement of Candidates for Office: H.F. "Bunny" Brown

B. Good and Welfare

VIII. INAUGURAL RECEPTION

IX. RESERVE SESSION OF THE HOUSE

MONDAY, MARCH 23: DAY # 3

I. ORGANIZATION OF THE HOUSE

A. Approval of Order of Business – Dr. Ferritto

II. REPORTS

A. "Legislative Advocacy Report:" Seth A. Rubenstein, DPM
   1. SGR – many rewrites
   2. 2014 - 113th Congress - 9000 bills introduced, but only 296 passed.
   3. APMA e-Advocacy webpage has been recently redesigned.
   4. HELPP Act (HR 1221, S626)
Grassroots advocacy campaign.
Need to re-engage our strategic partnerships – consultants, unions (OPEIU).

**Sponsors:**
- Senate - Charles Grassley (R - IA)
- Chuck Shumer (D - NY)
- House - Renee Ellmers (R - NC)
- Diana Degette (D - CO)

**B. “APMA Political Action Committee:”** Barney A. Greenberg, DPM
He acknowledged the leadership support.
AAPPM pledged $50,000 !!!!
2014 – 94th HOD had an 87.5% Participation for $79,000.
2015 - 95th HOD had a 77% participation totaling $59,042

TPMA pledged a $1000 donation.

2014 PAC Campaign for the total APMA membership donated $658,415 which sounds good;
However, the participation rate was very poor, only 22.92%. THIS IS APATHETIC.
The average donation was $222.80.

As of 3-23-15, there was 7.02% participation for $262,985, with the average donation being $284.60.

Kaplan-Clarke-Foster Golf Tournement
Sept. 9 – 13, 2015 in Florida

**TAKE HOME MESSAGE: “GIVE BACK TO THE PROFESSION THAT SUPPORTS YOU”**

**C. “Treasurer’s Report:”** Ira Kraus, DPM
Our association remains financially stable with strong membership numbers.
We have a structured investment approach, up 2.4% through February 2015.

FY – 2014: net assets increased by $428,187 (10%).

Net assets as of 5/31/14: $16,873,227 (a 431% increase since 1997 !!!).

We have had 17 consecutive years with a balanced budget !!!!

There is approximately a $1,000,000 net positive between our income and expenses as of 2/28/15.

**Cost savings**
APMA News has been decreased from 10 to 6 issues per year.
Move to the cloud
Phasing out the staff-defined retirement program

III. ORDERS OF BUSINESS

A. RESOLUTIONS Committee (Continued): Timothy Tillo, DPM

Dr. Kraus gave a financial report stating that the cost of resolutions this year had a $195,000 budget shortfall. He suggested more members register to attend the 2015 APMA Annual Scientific Meeting in Orlando, FL to increase non-dues revenue.

Summary of Highlights

#9-15: Unlicensed Practice of Foot Care by Nurses (Passed)
There are certified footcare nurses that are advertising directly without referrals, performing H & Ps, routine footcare, making housecalls. Many complaints have been made with the Pennsylvania Licensing Board, with injuries to patients reported.

We need to investigate the infringement by nurses on our scope of practice !!!! We need to strengthen education outreach, public service

Cost: $500

#12-15: PQRS Measures Groups/ Registries (Passed)
We can report 9 measures/ 3 domains, 50% of patients
Independent Registry – FREE to APMA members

CPAC is investigating a measure group “specific to podiatry” - will present to the BOT by 10-1-15.

#13-15: Prioritize Efforts to Establish A Hedis Measurement For Podiatric Medicine (Passed)
Measures provider activity - appropriate care delivered HEDIS).
Currently, there is NO Hedis measurement for an annual comprehensive diabetic foot exam.
CMS and the insurance companies are receptive and it would take 2 – 3 years to develop and implement.
The measure would need to be endorsed by the National Quality Forum (NQF).
APMA has placed this resolution at a HIGH PRIORITY.
Cost: $200,000

#17-15: Creation of a Non-Surgical Residency (Passed)
Cost: Zero

B. Reports

1. “APMSA Report:” Korey S. Dubois, APMSA President
He is the APMSA President at the Temple School.
Increased dues from $50 to $75.
Pilot Exam Project - Jeff DeSantis, DPM

2. "APMA Educational Foundation:" Phillip Ward, DPM, President
2014 - 223 scholarships awarded totaling $260,000.
2015 Annual Giving Campaign: "Investing in Your Profession"

$30,000 was raised in pledges at the 2015 HOD, with a total of all members nationwide at over $55,000 as of 3-23-15.

TPMA made a pledge of $1000.

IV. ELECTIONS

A. Officers of the Board

President - Elect: Daniel Davis, DPM (CT)
** VICE PRESIDENT: IRA KRAUS, DPM (TN) (CONGRATULATIONS !!!!)
Treasurer: Dennis Frisch, DPM (FL)

B. Trustees of the Board

Jeffrey DeSantis, DPM (CA) (Re-elected)
Lawrence Santi, DPM (NY) (Re-elected)
Patrick Deheer, DPM (IN)

C. Speaker of the House: Gerald Ferritto, DPM (OH)

D. Joint Committee on the Recognition of Specialty Boards (JCRSB)
Mindi Fellmeier, DPM (Iowa School) (Elected)
Janet Dixon (civilian member)

V. ORDERS OF BUSINESS

A. Staff Anniversaries Recognized – Dr. Gastwirth

VI. INSTALLATION CEREMONY

A. Remarks from Matthew G. Garoufalis, DPM (Immediate Past President, IL)

B. Installation of Elected Officers, Trustees, Speaker of the House, HOD Rep. to JCRSB

VII. ADJOURNMENT

A. Good and Welfare

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ATTENDEE: GARY W. COCKRELL, DPM (ALTERNATE)

*** BARRY SCHULMAN, DPM, our TPMA Delegate and APMA PPAC Chair was unable to attend the HOD and Legislative Conference due to an unexpected, serious health issue.

Immediately following the conclusion of the HOD, a 4-hour plenary briefing session was held at the hotel in preparation for the upcoming Congressional visits. Henry Desmarais, MD spoke about the SGR fix, HR 1470 (recoup money owed to the IRS from providers), Performance-Based Value Modifier, and our HELLPP Act. He gave CMS a C-grade thus far on Meaningful Use. Many providers are undergoing audits and being penalized. Barney Greenberg, DPM also presented an APMA PPAC update:

26% member participation in 2013, dropping to 23% in 2014 (decrease of $75,000). APMA PAC donated $875,000 in 2014 to legislators. $260,000 had been collected as of 3-23-15. Our goal is $1,000,000 for 2015. Over $300,000 was raised for the APMA General Educational Foundation in 2014 (GEF).

Scott Haag, APMA’s legal advisor on legislative/insurance issues, and Ben Wallner spoke on behalf of APMA E-Advocacy. They stressed the importance of the House Energy and Commerce (Renee Ellmers, R-NC, co-sponsor) and Ways/Means Committees as well as the Senate Finance Committee (Chuck Grassley, R-IA, former member) in facilitating the passage of our HELLPP Act (The Helping Ensure Life- and Limb – Saving Access to Podiatric Physicians) (HR 1221, S 626). A list of “talking points” was reviewed and discussed.

On Tuesday morning, March 24, we loaded up on buses and were transported to a local restaurant for another briefing, which included visits from Rep. Diana Degette (D-CO), co-sponsor of our HELLPP legislation and Rep. Brad Wenstrup (R-OH), who has the distinction of being the only and first podiatrist ever to serve in the US Congress.

Next, Dr. Cockrell and a student from the Cleveland, Ohio school conducted Congressional visits on Capitol Hill for the remainder of the day. Unfortunately, despite many appointments with members having already been scheduled in advance, we were not able this year to meet with any Tennessee House members directly face-to-face due to a very hectic, busy legislative session being held simultaneously. We briefly met Senators Lamar Alexander and Bob Corker during the weekly Tennessee Tuesday reception at the Hart Senate Office Building, but it was primarily a photo op, but we did speak with Sen. Alexander’s legislative aide for health care and gave him a briefing on our legislation and our issues. Historically, neither has sponsored our Title 19 bill. Reps. Jim Cooper, Diane Black, John Duncan, Marsha Blackburn and Steve Cohen were virtually
unapproachable with no favorable responses. In fact, Steve Cohen refuses to meet with anyone unless you are his constituent, preferring to correspond by email. Co-sponsoring appeared possible but not guaranteed with Reps. Scott Desjarlais and Phillip Roe (both prior sponsors of Title 19 bill/ HELLP, and both physicians), as well as Reps. Chuck Fleischmann and Steve Fincher (not likely). After speaking with the legislative aides, it seems as though the CBO scoring of the HELLP Act at 1.3 billion over 10 years, grossly overinflated, is a major deterrent for the US legislators, particularly the Republicans, who hold most of the seats. Our 18 trillion national debt (and counting) puts us at a disadvantage, despite a budget savings/offset to help fund the bill.