

## Registration

Please photocopy if additional forms are needed.

### YOU MUST PRE-REGISTER.

- Please register by mail or email. Do not mail registrations after April 26, 2019.
- Payment must be received with your registration. For your convenience we accept Visa, Master Card, and Discover Credit cards for payments.
- Please make check payable to the Ambulance Association of Pennsylvania.
- **Cancellations made prior to April 26, 2019 will be subject to a \$25.00 administrative fee. No refunds will be made for cancellations after April 26<sup>th</sup>.**

### Please Print Clearly

Organization: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State, & Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Attendee Names and Titles: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Questions for speakers (all questions will be submitted anonymously):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### Registration Fees:

**Member Rate:** \_\_\_\_\_ (# attending) x \$299.00 per person = \_\_\_\_\_

*Special Discount (Members Only):*

For two or more registrations from the same organization  
\_\_\_\_\_ (# attending) x \$275.00 per person = \_\_\_\_\_

**Non-Member Rate:** \_\_\_\_\_ (# attending) x \$399.00 per person = \_\_\_\_\_

Total Due: \_\_\_\_\_

### Method of Payment:

Check enclosed (Payable to the Ambulance Association of Pennsylvania)  
Check # \_\_\_\_\_

Credit Card Payment:  Visa  Master Card  Discover

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Validation code (from the back of the card): \_\_\_\_\_

Billing Address of Credit Card: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## Overnight Accommodations

Accommodations can be made at the Wyndham Gettysburg by calling (717) 339-0020 and let them know you are part of the Ambulance Association of PA room block. The group rate is \$132.00 single or double per night. Please make your overnight reservation by **April 5, 2019**.

If you are looking for something to do in the evenings, go to Destination Gettysburg at <https://www.destinationgettysburg.com/index.asp>

## Registration/Payment and Cancellation Procedure(s):

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- Please make check payable to the Ambulance Association of Pennsylvania.
- **Cancellations made prior to April 26, 2019 will be subject to a \$25.00 administrative fee. No refunds will be made for cancellations after April 24<sup>th</sup>.**

Conference attire is business casual for all events.

Mail registration to:

Ambulance Association of Pennsylvania  
PO Box 60183  
Harrisburg, PA 17106-0183

### Questions???

Call 717-512-5609 or email Heather Sharar at [executivedirector@aa-pa.org](mailto:executivedirector@aa-pa.org).



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PERMIT 533

Ambulance Association of Pennsylvania  
PO Box 60183  
Harrisburg, PA 17106



AMBULANCE



The Ambulance Association of Pennsylvania (AAP) Presents

## Pennsylvania's 2019 Ambulance Reimbursement Conference

May 7 – May 8, 2019

National and State reimbursement issues  
Cost Reporting | ET3 Model  
What's New | Municipal Best Practices  
Emergency and Non-Emergency Compliance

Wyndham Gettysburg, 95 Presidential Circle  
Gettysburg, PA 17325

# Program Schedule

This Program is offered to both members and non-members.



## Tuesday, May 7th

8:00 – 8:30 am **Registration and continental breakfast**  
8:30 am **Welcome and Opening Remarks**  
Dean Bollendorf, President

8:30 – 12:00 pm **The Hard Truth on Efficiencies**  
Brian Choate, CEO, Solutions Group  
Lavenda Young, Director of Client Services, Solutions Group

Though more patients have insurance than ever before, self-pay is continuing to rise. A lack of preparation for new risks can cost an EMS Organization. In a rapidly changing reimbursement environment, every dollar is at risk. Early identification is the best strategy to mitigate those risks. Too much emphasis on efficiency makes an organization less resilient. This session will equip you with strategies for quickly identifying new A/R risks for your organization.

9:20 to 9:40 am **Break (vendor area)**  
10:30 to 11:00 am **Break (vendor area)**  
12:00 to 1:00 pm **Lunch (provided)**  
1:00 to 1:30 pm **Update on Treat No Transport and other Legislation**  
1:30 to 2:30 pm **The Medicare and Reimbursement Update**  
Doug Wolfberg, Attorney with Page, Wolfberg & Wirth

This session will bring you up-to-speed on all the latest happenings at Medicare and other major payers. Items such as prior authorization, regulatory changes, CMS manual updates, MAC happenings and more will be reviewed.

2:30 to 2:45 pm **Break (vendor Area)**  
2:45 to 3:45 pm **ET3 – A Game-Changing Medicare Payment Model**  
Doug Wolfberg, Attorney with Page, Wolfberg & Wirth

CMS has announced the new “ET3” payment model – the Emergency Triage, Treat and Transport Program. This new model holds promise for Medicare reimbursement of ambulance services for treat-no-transport and for transport to alternative destinations. But, of course, there are strings and caveats – and this session will walk you through the ins and outs of this new model and give you the information you need to understand this transformative new program.

3:45 to 4:45 pm **The Latest and Greatest on Ambulance Compliance**  
Doug Wolfberg, Attorney with Page, Wolfberg & Wirth

There are lots of things happening on the ambulance compliance front. Major new cases bring important lessons for ambulance services of all shapes and sizes. This session will cover all the latest on ambulance false claims cases, kickback issues and more.

## Wednesday, May 8th

8:30 am **Registration and Continental Breakfast (provided)**  
9:00 to 10:00 am **Update on Community HealthChoices (CHC) Implementation**

Kevin Hancock, Deputy Secretary,  
Department of Human Services,  
Office of Long Term Living

A discussion on CHC, Pennsylvania’s new mandatory managed care program for participants receiving long-term services and supports, its first 2 implementation phases, and its upcoming and final implementation for the remainder of the state on January 1, 2020.

10:00 to 10:15 am **Break (vendor area)**  
10:15 to 11:15 am **Municipalities Best Practices**

Doug Hill, Executive Director, County Commissioners Association of PA  
Dave Sanko, Executive Director, PA State Association of Township Supervisors  
David W. Bolton, Board of Directors, PA State Association of Boroughs  
Richard Moriarty, Mayor of Millersville Borough, Mayors Association of PA

The AAP has worked with other state associations to educate on the needs of EMS and how they can help support EMS through grass roots efforts and open dialogue with their local EMS agencies. We have invited each of the associations to participate on a panel discussion and provide “best practice” of relationships between EMS and local community leaders.

11:15 to Noon **Novitas Solutions Annual Update**  
Invited  
5:00 to 5:30 pm **AAP and PA EMS Provider Foundation Annual Meeting**

Whether a seasoned staff member or new to the world of billing or just want to network with colleagues.....

**YOU CANNOT AFFORD TO MISS THIS VITAL INFORMATION!**

## Bios

### BRIAN CHOATE

Brian Choate, Founder of Solutions Group based in Fort Worth, Texas, has a diverse background consisting of 20 years of finance, technology and healthcare revenue cycle. Brian has served as guest faculty for the American Ambulance Association’s regional workshops and annual conferences. He currently serves on the AAA Communications Taskforce, as well as frequently speaks at state & national EMS conferences on reimbursement topics.

Brian is often referred to as an innovator, an encourager, and a true vendor partner to EMS, but his personal favorite is Dad. Brian is family man: father of two boys - 21 & 6, and has a beautiful 5 year old daughter who has him completely wrapped around the little finger of her Pomeranian stuffed animal named “Boo-Boo”.

### DOUG WOLFBERG

Doug Wolfberg is an EMS attorney and founding partner of Page, Wolfberg & Wirth and a nationally-known speaker on EMS reimbursement, compliance and operational issues.

### LAVENDA YOUNG

Lavenda Young is a healthcare leader with over 30 years of diverse experience. Working primarily in the emergency services sector of healthcare, Lavenda has extensive experience in revenue cycle management, managed care strategies, systems development and management, client and vendor relations and data-driven analytics. Her passion is developing comprehensive strategies that help transform and optimize revenue cycle.

Lavenda joined the Solutions Group Team in late 2016 as Director of Operations & Client Services. Prior to joining the Solutions Group

team, Lavenda was the Vice President of Revenue Assurance for Schumacher Clinical Partners, an emergency physician company which serves as the nation’s third largest emergency medicine and hospitalist management firm operating in 32 states.

Before joining Schumacher Clinical Partners, Lavenda served as the Director of Client Services at Acadian Ambulance, an emergency transportation company which serves as the nation’s largest privately-owned ambulance firm operating in 4 states. Lavenda’s career at Acadian spanned over 22 years, where she served in Accounting, Information Systems and Revenue Cycle departments. She also was the Project Manager for the development, marketing and support of Acadian’s RCM proprietary technology software tool known as AR 2000™.

When not working, Lavenda is an avid gardener, enjoys travel with her husband and spending time with children.