



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

October 13, 2015

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Highlights from the 2015 National Assembly



The 98th Annual AOPA National Assembly October 7-10 held in conjunction with the Texas Chapter of the American Academy of Orthotics and Prosthetics drew 2,200 O&P professionals to San Antonio, Texas.

Whether it was the magnet power of San Antonio, the programming, the convenient facilities or all of the above, the initial feedback has been extremely positive. The opening ceremony honor guard was followed by an emotional keynote from Ret. Lt. Col. Donald Gajewski, former director of the Center for the Intrepid, who told the moving story of the Center's mission of restoring mobility and life quality to returning wounded soldiers. The opener plus the fun events in the exhibit hall and the clinical and business management educational content drew "best ever" comments.



The Sam Houston Color Guard at the Opening Session

Lt. Gajewski echoed the thoughts of the audience when during his presentation he expressed shock that the government would seek to impose limitations on providing the highest technology appropriate for amputees citing the recent LCD for lower extremity prosthetics.

If you missed the opening session by Ret. Lt. Col. Donald Gajewski, don't worry because the [O&P Almanac covered the address and has provided highlights for you!](#)

Welcome Reception Texas Pride Contest

Attendees were welcomed to the show *Texas Style* by exhibitors who competed to show attendees the most Texas Pride. Exhibitors used costume, refreshments and décor to entice attendees to vote.



Ret. Lt. Col. Donald Gajewski
Packed the House for his keynote

The winners of the Texas Pride contest in each category are outlined below:



Small 1-3 Booths

- > 1st Place: Bulldog Tools
- > 2nd Place: WillowWood

Medium 4-6 Booths

- > 1st Place: Cascade Orthopedic Supply Inc.
- > 2nd Place: Becker Orthopedic

Large 7+ Booths

- > 1st Place: OPTEC USA
- > 2nd Place: Ottobock

Lifetime Achievement Award

Each year the American Orthotic & Prosthetic Association (AOPA) presents the prestigious Lifetime Achievement Award. This honor is bestowed on individuals who have made significant contributions to the field of orthotics and prosthetics. The AOPA Board of Directors presented the 2015 award to Thomas V. DiBello, CO, FAAOP, former AOPA President and Board member.



Tom DiBello, CO, FAAOP receiving Lifetime Achievement Award from President Dankmeyer.

Legislative Advocacy Awards

The Ralph R. "Ronney" Snell, CPO, FAAOP, Legislative Advocacy Award recognizes individuals who have made valuable contributions toward advancing the legislative and regulatory goals of the O&P field by motivating members of Congress and other decision makers to take action on behalf of O&P.

- Charles W. Kuffel, MSM, CPO, FAAOP
- Teri Kuffel, Esq.
- Rick Riley, CEO, Townsend Design

Thranhardt Lecture Series

The Thranhardt Lecture Series is always considered the “Best of Show” clinical research. Launched by a gift from J.E. Hanger Southeast in memory of Howard R. Thranhardt, CP, the series recognizes individuals committed to advancing O&P education and research. Winners of the Thranhardt Lecture receive an award of \$500 each.

- *Can Individuals with Transtibial Amputation Reduce the Metabolic Demand of Walking Using Realtime Visual Feedback?*, Elizabeth Russell Esposito, PhD
- *Balance-Confidence May Help Explain Physical Function and Community-Integration among Individuals with Unilateral Transfemoral and Transtibial Amputations*, J. Megan Sions, PhD, DPT, PT, OCS

Sam E. Hamontree, CP Business Education Award

Congratulations to the winner of the 2015 Hamontree Lecture Series! The votes are in. Attendees of the 98th Annual AOPA National Assembly chose the winner of the Sam E. Hamontree, CP Lecture series and we’re pleased to announce the winner

- Thomas McGovern for the presentation, *Control Your Marketing Message by Controlling the Medium*

Student Poster Awards

Tyler Klenow was the recipient of the fifth annual Otto and Lucille Becker Award for his orthotic poster presentation “*A Functional Comparison of a Carbon Fiber AFO and Two Modular KAFO Conditions Using Outcome Measures in a Veteran Subject with Traumatic Brain Injury.*” Tyler is a resident at James A. Haley Veteran's Hospital, and graduated with a Master of Science in Orthotics and Prosthetics from Eastern Michigan University. An award was also presented to Eastern Michigan University. The Otto and Lucille Becker award has been made available by an endowment from Becker Orthopedic.

Lisa Abernethy, at Alabama State University, was the recipient of the fifth annual Edwin and Kathryn Arbogast Award for her prosthetic poster presentation “*Going Back In Time: A Content Analysis On The Media Portrayal Of Characters With Antiquated Prostheses.*” An award was also presented to Alabama State University. The Edwin and Kathryn Arbogast award has been made available by an endowment by the Willow Wood Company.

The purpose of these awards is to honor one orthotic and one prosthetic commendable scientific paper submitted for presentation as a poster during the AOPA National Assembly and to encourage students and residents to display outstanding posters at the AOPA Annual Assembly.

The award recipients are entitled to a \$500 cash award, complimentary Assembly registration, up to 3 nights of hotel accommodations, coach class airfare to the Assembly, and of course recognition during the awards ceremony.

Technical Fabrication Contest

The exciting, but extremely competitive 2015 Technical Fabrication Contest was a timed event, where participants competed to properly assemble an articulating AFO the fastest. Participants were allowed to have their time recorded up to three times. First place winners received a \$500 prize and second place winners received a \$200 prize. Congratulations to the following:

Professional Category

- First Place Winner, Tommy Coronado, CPOA with a time of 46.98 seconds
- Second Place Winner, Brian DeMain, CPO with a time of 52.41 seconds

Technician Category

First Place Winner, Dan Lopez, ROPT with a time of 58.03 seconds
Second Place Winner, Paul Mindenann with a time of 1:09:04

Student Category

First Place Winner Mary Walsh with a time of 1:01
Second Place Winner, Kenneth O'Mera with a time of 1:19

Topgolf Winner

- Mitch Trainor with a score of 500

Wine Auction

One of the biggest winners of all were those in attendance at the 8th Annual Wine Tasting & Auction, who enjoyed a night of networking and sampling of fine wines. This year's event is shaping up to be one of the most successful in recent memory, in terms of attendance and the amount of funds raised to help support AOPA's government relations efforts.

We hope you will make plans to join us in 2016 at the 99th National Assembly in Boston.
Remember #AOPA2016!



Wine Auction



Participants compete in the Technical Fabrication Contest

Topgolf



President Dankmeyer rides Triton the Mechanical Bull in the Exhibit Hall

Now Available: 2015 Operating Performance and 2015 Compensation Reports

Are you curious about how your business performance compares to others? The **2015 Operating Performance Report** provides a comprehensive financial profile of the O&P industry including balance sheet, income statement and payer information organized by total revenue size, community size, and profitability. The data was submitted by more than 90 patient care companies representing 1,116 full time facilities and 71 part-time facilities. The report provides financial performance results as well as general industry statistics. Except where noted, all information pertains to fiscal year 2014 operations. This survey is repeated annually.

The **2015 AOPA Compensation & Benefits Report** is the most complete, accurate, and up-to-date compensation information for the O&P industry. Compare your compensation levels and benefits policies with similar facilities. The report is divided into two major sections: Average Salaries (including ranges of key employee positions) and Benefits (including holiday and vacation policies). AOPA's Compensation & Benefits Survey is conducted every other year.

Reports are available electronically or print.

2015 Compensation Report (Electronic) member/nonmember \$185/\$285

2015 Compensation Report (Print) member/nonmember \$325/\$425

2015 Operating Performance Survey (Electronic) member/nonmember \$185/\$325

2015 Operating Performance Survey (Print) member/nonmember \$285/\$425

To order your copy, visit <https://www.aopanetonline.org/store>.

Register for the AOPAversity Webinar Happening Tomorrow

October 14, 2015, 1:00-2:00 PM EST

Curious about what type of documentation you need to provide an LSO or TLSO? Have you ever accidentally billed the wrong payer when providing an LSO or TLSO, and wondered why they were the wrong payer? To answer these questions and many more, attend the October 14 Webinar: Understanding the LSO/TLSO Policy

Topics for discussion will include the following:

- When to bill the hospital for an LSO/TLSO and when to bill Medicare
- The difference between custom fabricated, custom fit, OTS and pre-fabricated LSOs and TLSOs
- The criteria that must be met in order to provide an LSO/TLSO
- And a general review of the Local Coverage Determination and Policy Article

AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. [Register online.](#)



Contact Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with questions.

Register for the Last Coding & Billing Seminar of 2015 in Las Vegas!

[Get the Latest on the LCD Lower Limb Proposal, Prior Authorization, ICD-10 Transition and More](#)

Join AOPA at the Mastering Medicare: Essential Coding & Billing Techniques Seminar. The AOPA experts will keep you updated on the policies that affect you, in addition to the coding and billing knowledge you have come to depend on.



Join your Colleagues November 9-10 in Las Vegas!

At this seminar you will:

- **Get up-to-date information on Hot Topic issues in O&P**
- **Learn how to assess risk areas in your practice;**
- **Learn successful appeal strategies and hints to avoid claim denials;**
- **Practice coding complex devices, including repairs and adjustment**
- **Attend break-out sessions for practitioners and office staff**
- **Earn 14 CEs**

Register Now

Upcoming AOPA Events

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| October 14, 2015 | <i>Understanding the LSO/ TLSO Policy</i>
Webinar Conference
Learn more or register online here |
| November 9-10, 2015 | Essential Coding & Billing Techniques Seminar in Las Vegas
Learn more or register online here |
| November 11, 2015 | <i>How to Make a Good Impression: Marketing Yourself to your Referrals</i>
Webinar Conference
Learn more or register online here |