

NATIONAL FOUNDATION FOR TRAUMA CARE

The Trauma Center Association of America ~ Your National Voice For Trauma Centers

Volume VI, Issue II

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New Members

*Baylor University Medical Center
Dallas, TX*

*Children's Hospital of Wisconsin
Milwaukee, WI*

*Cooper University Hospital
Camden, New Jersey*

*Dell Children's Medical Center
Austin, TX*

*Holston Valley Medical Center
Kingsport, TN*

*Mary Washington Hospital
Fredericksburg, VA*

*Medical Center of Aurora
Aurora, CO*

*Memorial Regional Hospital
Hollywood, FL*

*Mercy Hospital
Coon Rapids, MN*

*Rainbow Babies & Children Hospital
Cleveland, OH*

*Hawaii State Trauma System
Honolulu, HI*

The latest on the National Trauma Center Stabilization Act...

The NFTC continues its efforts to build support on Capitol Hill for enactment of the National Trauma Center Stabilization Act, H.R. 5942 and S. 2319. In June, over 30 NFTC members traveled to Washington, D.C. and met with their legislators and key staff to garner support for this legislation. As a result of our Lobby Day and the ongoing advocacy efforts of NFTC Members, staff and lobbyists, there are now 7 Senators and 22 Representatives co-sponsoring the National Trauma Center Stabilization Act. Thank you to all of those NFTC Members who have worked diligently to secure co-sponsorship from their federal elected officials. Congress only has a few more weeks before they leave to support on Capitol Hill for enactment of the National Trauma Center Stabilization Act, H.R. 5942 and S. 2319. In June, support possible for this critical legislation. **NFTC strongly encourages it's members to utilize the SoftEdge advocacy software (described below) as soon as possible to contact your federal Congressional delegation and ask them to cosponsor the National Trauma Center Stabilization Act or, alternatively, thank them if they already have co-sponsored the bill.** We have accomplished a great deal but we still need more co-sponsors in both the House and Senate to progress toward ultimate enactment.

Soft Edge advocacy software is up

In August, NFTC rolled out new advocacy software to help keep it's members informed about what is going on in Washington, DC and facilitate contact with your Congressional delegation about the National Trauma Center Stabilization Act. NFTC Member CEO's and Program Managers received detailed materials in August about SoftEdge. As a reminder, members can access the legislative action center through our website, www.traumafoundation.org, where you will find information about NFTC's legislative priorities and can use the templates to draft an e-mail or letter to your Congressional leaders. Here's how to use SoftEdge:

- 1) Visit www.traumafoundation.org.
- 2) Click on the "Members Login" icon located in the lower right-hand portion of the page.
***If you have an account**, enter your username and password into the log-in panel located on the left-hand side of the page.
***If you do not have an account**, register at "click here" in the middle of the top panel to establish an account.
Complete and submit the brief questionnaire and within 48 hours you will receive an email with a link to log-in under your new account.
- 3) After you log-in, click on the "Contact Your Legislators" link located on the left-hand side of the page.
- 4) Enter your zip code to obtain a list of your Senators and Representative. Click on each of your two Senators and Representative to view their contact information.
- 5) Follow the instructions to compose a letter or e-mail to your Congressional Delegation. A template letter is provided for you, but we encourage you to personalize your letters with specific information about your hospital or trauma center

National Foundation's Committee Corner

DEVELOPMENT COMMITTEE; Chair, Ray Coniglio, RN, MSN

This Committee has met often to evaluate member service satisfaction for the Board. BOD Liaison Dan Gross, Executive Director Sharp Healthcare, has been essential to prioritizing issues for the BOD and NFTC staff. The key initiative of 2008 is to revamp the aging website, www.traumafoundation.org into a more user-friendly and attractive internet site. At this time, the Committee is acting as a focus group for such changes as sign-in, layout and design. They will have the site off line for at least two months of careful review while NFTC maintains the existing site, prior to changing over to the new version.

DISASTER PREPAREDNESS; Chair, Board Liaison Susan Briggs, MD, MPH, FACS

The Disaster Preparedness Committee is the result of combining NFTC members of the Advisory Committee and the original Terror Preparedness Committee. This change reflects the evolution of Terror Preparedness into All-Hazards preparedness at both State and Federal levels. Dr. Briggs is the Founder and Editor of the American Journal of Disaster Medicine. Her experience with leading disaster relief teams worldwide is an additional benefit to NFTC members. This Committee is focusing on supporting an application to the AHA's National Uniform Billing Committee (NUBC) for a disaster care and response UB code.

EDUCATION; Chair, Michelle Ziglar, RN, MSN

Education focusing on business skills, leadership and finance, has been a priority of the NFTC since its first conference in Newport Beach, CA in 1996. Participants to the conferences have been fiscal leaders in trauma care to include compliance with trauma response code FL 14 type 5 and FL 42 68x. The Committee has developed the educational goals and evaluation tools for the NFTC-funded Finance Fellowship which two Trauma Program Managers have completed. They have proposed topics and speakers for five (5) audio webs as well as for the Annual Conference and Trauma Medical Director Course in San Diego (see back page for details).

PEDIATRIC TRAUMA CENTER; Chair, Victor Garcia, MD, FACS

This newly formed committee is very active. Initially, their focus is on Traumatic Brain Injury (TBI). They have distributed a TBI and "Cool Kids" protocol/practice guideline through the NFTC to all members. Their next activity will be to gather pediatric trauma center data about lost charges due to limits on UB 68x. Thereafter, the group will prioritize one high volume, high variability practice to focus upon, gather samples from other trauma centers and have NFTC staff conduct a literature search on areas where there is disparity in practice which cannot be readily justified.

REIMBURSEMENT; Chair and Board Liaison, Samir Fakhry, MD, FACS

This very active group has multiple projects in play, and leads the NFTC to conduct studies to support the need for new or increased funding for trauma care. This is a particular need to establish new and more concise codes for billing for physician trauma care. The Committee poses NFTC study questions and reviews data to assure that it will withstand rigorous review and that they answer trauma center needs. This year the Reimbursement Committee is conducting a trauma surgeon workload study to be reviewed by a qualified third party billing expert, and has reviewed the application for the UB code for disaster response and care. The committee is also preparing to share information about new requirements for Screening and Brief Intervention and State Insurance Committee UPPL language that affects a trauma center's ability to collect on justifiable charges on intoxicated patients and more. Overall, this committee acts as the regulatory clearinghouse for information given to hospitals and physician practices, so that their viability and sustainability is improved.

SYSTEMS MANAGEMENT; Chair and Board Liaison, Mary Beachley, RN, MS

The special needs of managers overseeing entire systems of trauma care are the center of this Committee's functions. This year, the new website will include a "list serve" function which system managers can use to discuss common issues and share experiences. The NFTC staff will monitor the "list serve" and post any samples or templates that are shared so that information will be available upon request later.

The NFTC wishes to express our condolences to family, friends and colleagues of Tracey Jones, RN, Trauma System Manager for the State of Wyoming. She recently perished in a vehicular crash; her loss was sudden and tragic.

UB Disaster Response and Care Application

In August 2009, the NFTC applied for a new hospital charge code to reimburse the direct and response costs of activating the hospital's disaster plan for patients injured in all-hazards scenarios. This code would differentiate medically ill and disaster related (DR) patients and assist the hospital's disaster billing team to produce a clean claim to use for recovering the response and care costs. This billing tool would allow for care, equipment, supplies, etc., to be charged even if provided outside of the central facility when the alternate site is part of the hospital's disaster plan. The NUBC is the organization charged with developing these codes and we anticipate a fairly lengthy time frame to gain acceptance of this concept.

Communications Corner

We are ramping up our efforts to increase our membership and strengthen our resources...

NFTC is working to increase our membership among trauma centers across the country to enhance our resources and grassroots capabilities, and strengthen our collective voice for trauma centers. Achieving our goals, including access to trauma care for all, when and where they need it, will require the united effort and shared cost of all trauma centers. As the only trade association devoted exclusively to advancing the mission and improving the financial viability of America's trauma centers, NFTC is the right organization to lead this charge. As part of our on-going marketing strategy we have developed new materials to clearly communicate the benefits of joining NFTC, as well as the successes we have achieved to date. Additionally, the Board of Directors has begun to aggressively reach out to a number of trauma centers about adding their voice to the cause. In your communications with your trauma center colleagues, we encourage you to invite them to join NFTC if they are not already members. The National Foundation for Trauma Care staff will be happy to answer any questions you may have and/or schedule conference calls with your counterparts.

NFTC will be conducting an ISS Study soon

NFTC plans to conduct an updated ISS study this fall on financial and clinical data that compares a specific trauma center to others on a national, regional, and designation level (i.e., benchmarking). Surveys will be sent to members in early October and needs to be completed by December 1, 2008.

Shown below is a sample of some of the statistical analyses that are planned for this survey. Note that we have included some tables and statistical tests compared to previous ISS reports. **Individual reports will be prepared for NFTC trauma center members that participate.** We encourage a greater participation so reliable samples are obtained.

Variable: Cost Per Patient							
ISS Score	Cost Per Patient	Reg. Avg.	Reg. Sig.	Nat. Avg.	Nat. Sig.	Level Avg.	Level Sig.
0-8	\$5,777	\$6,278	.	\$5,136	.	\$4,670	.
9-14	\$9,608	\$10,435	.	\$9,751	.	\$8,660	.
15-24	\$15,070	\$16,273	.	\$16,212	.	\$13,949	.
>24	\$29,555	\$31,564	.	\$31,350	.	\$28,311	.
All Patients	\$9,339	\$12,388	.	\$10,810	.	\$9,481	.

Variable: Patient Info			
	Hospital Avg.	National Avg.	Nat. Sig.
Avg ISS:	8.83	11.09	**
Avg Days on Vent:	2.31	4.93	**
Avg Days to Trach:	6.70	8.61	**

NATIONAL FOUNDATION FOR TRAUMA

650 Montana Ave., Suite A
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***NFTC Audio Web
Education Calendar***

***Trauma Physician
Compensation: Challenges &
Compliance***

February 24, 2009

Presenters
Connie Potter & Diana Rick

***Hospital Acquired
Complications: Updates on
"Present on Admission" Non-
Payment***

April 28, 2009

Presenter
David Nilasena, MD

***Advocacy: Trauma Center
Funding & Health Care Reform***

July 7, 2009

Presenters
Lisa Tofil & Russ Molloy

***Mid-Level Practitioners: Filling &
Funding the Gap***

September 8, 2009

Presenters:
TBA

***Trauma Finance: Recovering
your Program Costs***

November 17, 2009

Presenter
Connie Potter

For more information on education and events, please contact Jennifer@traumafoundation.org or call (575) 525-9511.

Save the Date

ANNUAL CONFERENCE

November 12 to 15, 2009

The NFTC will be hosting its annual conference in San Diego, CA at the *Humphreys Half Moon Inn and Suites*. The Humphreys Half Moon is a waterfront resort on Shelter Island. It is also within a short distance of Sea World, San Diego Zoo, beaches and approximately three miles from San Diego International Airport.



TRAUMA FINANCE & BUSINESS PLANNING COURSE

BUILDING YOUR PROFESSIONAL CREDIBILITY
Thursday, November 12, 2009

TRAUMA CENTER LEADERSHIP CONFERENCE

A NATIONAL PERSPECTIVE
Friday, November 13, 2009



TRAUMA SYSTEM DEVELOPMENT

AN INTEGRATIVE APPROACH
Saturday, November 15, 2009

TRAUMA MEDICAL DIRECTOR COURSE

A COMPREHENSIVE BUSINESS LEADERSHIP COURSE
(CME'S WILL BE AVAILABLE)
Friday - Sunday, November 13- 15, 2009

Conference brochure will be sent at a later date

NFTC Annual Membership Meeting Notice

The NFTC annual membership meeting will be held during the conference luncheon on **Friday, November 13, 2009**. The Board will preside over the meeting and discuss member activities. All members are invited to attend.



View of the marina from Humphreys Dining Room

For more information: Call (575)525-9511 or visit www.traumafoundation.org