



## KENTUCKY AMBULANCE PROVIDERS ASSOCIATION

As president of the Kentucky Ambulance Provider Association, I would like to thank you and your service for being a member of our association. We have represented Kentucky EMS providers since 1981 and will continue to be a strong voice for our members on the issues that our Kentucky EMS Providers are facing. More than ever, these past few years have brought even greater challenges to our EMS community. It has only been through our association's providers working together with one voice and with one purpose have we been able to navigate these troubling times.

KAPA has been working hard for several years to offer our membership many benefits and discounts to reward their continued participation in our association. Below is some of the benefits and services that we are proud to bring to all our KAPA members:

- **Kentucky Medicaid Enhancement Payments**

KAPA worked for over 5 years with stakeholders, Kentucky Medicaid, as well as CMS to get approved for the Medicaid Payment Enhancement that is currently bringing \$47,000,000 new dollars every single year into Kentucky EMS. Kentucky was one the early EMS providers to acquire this Medicaid Payment Enhancement and currently other states are just now looking at trying to duplicate what we were able to accomplish and using our state as a model for their state. This process took years of work and negotiations as well as over \$60,000 of KAPA funds to successfully complete this project. These funds are made possible by getting approved for EMS to be assessed themselves a 5.5% tax that is federally matched at a rate of \$2 additional Federal dollars to add to each of our \$1 that we put up. This amounts to over \$47,000,000 new dollars each year.

- **LEGISLATIVE REPRESENTATION**

- **HB777**

This past year we faced a very challenging issue with our CON process. When HB8 was first introduced 3 years ago, this legislation was attempting to remove EMS CONs in the state of Kentucky. HB777 was the result of compromises from both sides to protect the CON process and limit the negative impact on Kentucky Providers.

- **Governor appointed Legislative EMS Task Force**

Governor Brashear created a Legislative EMS Taskforce to evaluate the state of EMS in Kentucky and make recommendations for changes in EMS Regulations and procedures. KAPA has representation at all of these task force meetings with executive leadership to address this task force and answer any questions that might arise during these meeting. We are currently awaiting a bill(s) from Representative Flemings as a result of these meetings.

- **KAPA continues to utilize Legislative Lobbyist** Judy Taylor with a yearly contract to keep a pulse on anything that affects EMS on the Legislative Horizon.

- **VOTER VOICE SOFTWARE**

KAPA also began utilizing the Electronic Polling/Communication service provider Voter Voice since 2021. This service enables us to quickly contact our members on issues that we are facing and allow them to communicate with their Elected Officials concerning legislative issues quickly and easily.

- **MAKING OUR VOICE HEARD IN WASHINGTON**

Each year as well as when issues arise, KAPA sends a small group to Washington each year to Lobby on behalf of our members on upcoming legislation. KAPA continues to be recognized for having one of the most active delegations in the nation. This past year's delegation effectively lobbied along with the American Ambulance Association to successfully secure an extension of the Medicare Add-Ons for the next 3 years for all EMS Services. We will continue to lobby to further extend these payments as well as attempt to make them permanent.

- **These combined services cost KAPA over \$15,000 annually.**

• **KENTUCKY EMS CONFERENCE AND EXPO**

KAPA continues to promote EMS Education by hosting the largest EMS Conference and Expo in the state of Kentucky. This conference provides many national speakers as well as the largest EMS Expo in Kentucky, which allows our EMS providers to be introduced to the most current Technology and innovation. This previous years' conference was attended by over 300 EMS providers as well as hosting 65 vendors. The cost to host this event has increased substantially over the last several years but KAPA has continued to keep the cost affordable for all our EMS providers.

• **LEGAL REPRESENTATION**

In the past few years, KAPA has faced several legal issues concerning CON's. KAPA has used our legal representatives to address these issues whether statewide or whether only a few services were affected. This has cost several thousand dollars in legal fees to help protect our EMS Providers.

• **Member Discounts:**

KAPA Members continue to receive discounts from several vendors for being part of our association. Some of these vendors are ZOLL and the SAVVIK Buying Group. These discounts account for thousands of dollars in discounts to our providers. We will strive to offer additional discounts in the future to all our members for being part of our association.

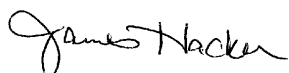
• **EXPO PASS APP**

KAPA has been utilizing the software EXPO PASS APP in order to enhance and better communicate during the EMS Conference and Expo. This App provides class location and information updates as well as C.E.U. tracking right in the app. This has been a great addition to our conference and our ability to keep everyone informed. This software is also made available to our KAPA Members to use for free if they are putting on an event and could utilize this software.

These are just a few of the services and benefits that are being offered to our members. We have always striven to keep our membership cost as low as possible be cost effective for all our members. However, we are finding that the rising cost that we are continuing to incur has been exceeding our yearly revenue. This has continued to be the case for the past few years. We now find it impossible to continue offering these benefits without making a change to our fee structure that we charge for our membership.

Based upon this, the KAPA Board has voted to approve a new membership rate that is based upon the number of licensed ambulances the service operates. This increase is vital for our association to operate without a deficit and continue to provide these services and benefits to our association members. We appreciate your continuing to partner with the Kentucky Ambulance Providers Association to allow us to bring you and your service the support, services, and benefits that our Kentucky EMS Providers deserve.

Thank you,



James Hacker, President