



# FAHCS 2020 EDUCATION & LEGISLATIVE CONFERENCE in TALLAHASSEE

Wednesday & Thursday, January 22 - 23, 2020

**EDUCATION:** JANUARY 22 - FSU ALUMNI CENTER (PEARL TYNER HOUSE) 1030 W. TENNESSEE ST

**LEGISLATIVE MEETINGS:** JANUARY 23 - 227 SENATE OFFICE BUILDING

**LODGING:** JANUARY 21 & 22: LIMITED BLOCK RATE \$209.00 + TAX  
SPRINGHILL SUITES BY MARRIOTT, 1300 EXECUTIVE CENTER DR. 850-325-1103

## Wednesday, JANUARY 22, 2020 - FSU ALUMNI CENTER - PEARL TYNER HOUSE

- 9:30 am FAHCS Board Meeting (*open to membership*)
- 12:00 noon Meeting Registration Open (NO LUNCH SERVED DURING TODAY'S MEETING)
- 12:45 pm President's Welcome, General Meeting & Agenda Review & Reports
- 1:00 pm Mark Higley - VP Regulatory Affairs, VGM  
**"HME in 2020 & Beyond: Marks' Research, Analysis & Commentary on the Key Issues"** SPONSOR VGM

*There is no dispute, today's HME market is a complex environment. We face a multitude of challenges every day. Having a firm foundation rooted in business fundamentals and dedicating time to set goals, reflection and analyze is necessary to move your business forward and achieve success. However, with challenges come opportunities, and our market continues to be ripe with opportunities. Mark will offer a breakdown of the most recent – and relevant – industry data*

- 2:15 pm Laura Williard, VP, Payer Relations, AAHomecare & Sylvia Toscano, President, ProMed  
**"Payer Relations Update: Projects that Benefit State & Federal"**

*Laura serves as our Liaison between payers and providers and will update attendees on what effects DME and will share work being done to minimize adverse effects and minimize benefits. She will also outline the initiative and groups that AAHomecare is working with to benefit DME. Sylvia will join in with more payer updates & projects that FAHCS is working on with AAHomecare and others*

- 3:15 pm **BREAK**

- 3:30 pm Michael Hanna, Provider Relations Senior Analyst, CGS Jurisdiction C DME MAC, **"Medicare Update"**

*Session includes a review of recent updates and changes to the Medicare program and will also highlight some new and upcoming enhancements. Time will be allotted to address questions on billing and policy issues affecting Fee For Service Medicare claims*

- 4:30 pm John Gallagher, VP Government Relations, VGM **"Federal Update and What to Expect for 2020"**

- 5:15 pm Tom Griffin, Lobbyist **"Update on FAHCS Initiatives and Industry Topics - What's Happening in Tallahassee"**

*Updates on recent FAHCS projects and what to expect during our Legislative Day at the Capitol tomorrow - Strategy and talking points. John will join in with how the Federal perspective and other state's activities influence Florida activities*

- 6:00 pm **EVENING MEMBER APPRECIATION RECEPTION - Snacks, Drinks and Networking!**

- 7:15 pm Dinner at Centrale Pizza, Parm & Bar - 815 W. Madison St. Tallahassee, FL 32304 - (850) 765-6799 Dutch Treat!

## Thursday, JANUARY 23, 2020 - FLORIDA LEGISLATURE: 227 SENATE OFFICE BUILDING

- 9:00 am Arrive at the Legislature: 227 Senate Office Building (*Please have breakfast BEFOREHAND*)

**LEGISLATORS WILL COME TO US!**

**SUPPLIERS MAYBE ALLOWED TO BRING SMALL EQUIPMENT TO SHOW LEGISLATORS -**

- 9:00 am Tom Griffin, Lobbyist & Chris Townsend, FAHCS President - **"Lead Discussion & Topic Update"**

*FAHCS Group Gathers, determine districts covered. Topics and talking points will be discussed, meeting overview, supporting documents and packets will be given. We will detail DME Healthcare issues, Legislative Advancement Goals for the 2020 session, learn more about the administrative and budget processes*

- 9:30 am - 11:30 am - LEGISLATIVE MEETINGS

*Legislators WILL COME TO US in our meeting room and hear from us as we EXPLAIN THE SERVICES WE PROVIDE and listen to their thoughts and how they can help us take care of Florida citizens*

- 11:00 am Joe Clements, Co-Founder Strategic Digital Services

**"Politics of Branding - About How Politics is Merging with Consumer Behavior"**

*Joe earned a bachelor's degree in Communications at the University of North Florida and masters degree in Applied American Politics and Public Policy at the Florida State University. His innate sense of business, political, and digital trends guides the SDS team to success. Prior to starting SDS, Joe worked in the Florida legislature as a legislative aide and at the Republican Party of Florida as the digital director of RPOF House Majority.*

- 11:30 am - 1:00pm LUNCH PROVIDED - Free-flowing mealtime based on Legislative Meetings. Grab a bite while you can

- 1:00 pm - 4:00 pm - LEGISLATIVE MEETINGS

*Legislators WILL COME TO US in our meeting room and hear from us as we EXPLAIN THE SERVICES WE PROVIDE and listen to their thoughts and how they can help us take care of Florida citizens Meetings should wrap up by 4pm however this could be a moving target based on the availability of YOUR MEMBER. To come for a visit*

**Throughout the week, FAHCS leadership will hold REGULATORY meetings as well with AHCA, OIR and FAHP**

**DRIVE SAFELY and thank you for your hard work today for Florida DME Stakeholders!**