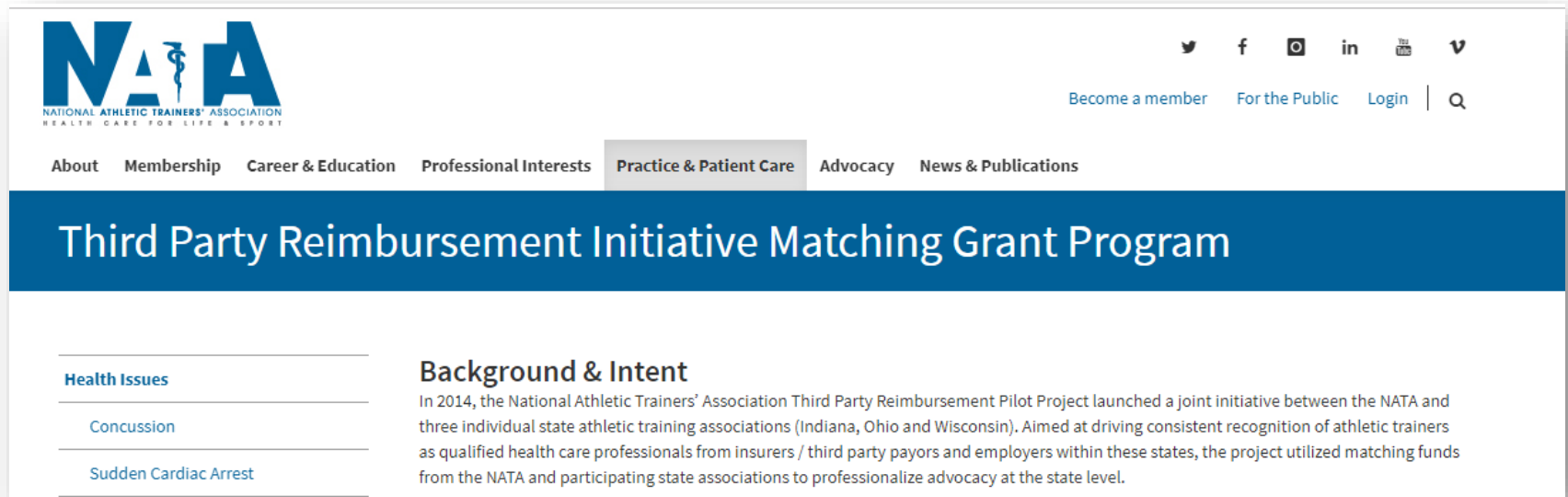


Third Party Reimbursement Matching Grant Program Update



The screenshot shows the NATA (National Athletic Trainers' Association) website. The header includes the NATA logo, social media icons, and navigation links: "About", "Membership", "Career & Education", "Professional Interests", "Practice & Patient Care" (highlighted), "Advocacy", and "News & Publications". A blue banner reads "Third Party Reimbursement Initiative Matching Grant Program". Below this, a sidebar lists "Health Issues" with links for "Concussion" and "Sudden Cardiac Arrest". The main content area is titled "Background & Intent" and contains a paragraph about the 2014 pilot project.

NATA
NATIONAL ATHLETIC TRAINERS' ASSOCIATION
HEALTH CARE FOR LIFE & SPORT

[About](#) [Membership](#) [Career & Education](#) [Professional Interests](#) [Practice & Patient Care](#) [Advocacy](#) [News & Publications](#)

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Third Party Reimbursement Initiative Matching Grant Program

Health Issues

- [Concussion](#)
- [Sudden Cardiac Arrest](#)

Background & Intent

In 2014, the National Athletic Trainers' Association Third Party Reimbursement Pilot Project launched a joint initiative between the NATA and three individual state athletic training associations (Indiana, Ohio and Wisconsin). Aimed at driving consistent recognition of athletic trainers as qualified health care professionals from insurers / third party payors and employers within these states, the project utilized matching funds from the NATA and participating state associations to professionalize advocacy at the state level.

11/16/19

Kyle Scharer, MS, LAT, ATC

Aims of this discussion

#1

Provide a brief history & overview of the grant program

#2

Review grant related activity to date

#3

Establish clarity on current state of the grant

#1

Provide a brief history & overview
of the grant program

Spring
2018



2018 -
2019



Spring
2020

#1

Provide a brief history & overview of the grant program

Spring
2018



Program Creation

- **Pilot to Initiative** Transition
- Matching Grant
- Reimbursement for already incurred expenses

Driven By Key Learnings

- **State level action** supported by national learning / collaboration
- Shared fiscal responsibility
- Professionalized advocacy

#1

Provide a brief history & overview
of the grant program

Spring
2018



Approved Use of Funds

- TPR **lead** / advocate
- **Strategy** development
- Legal fees specific to TPR efforts
- Networking & **relationship building**
- **Data** collection
- Marketing & communication
- **Educational content** development

#1

Provide a brief history & overview
of the grant program

Spring
2018



Expectations of Grant Recipients

- **Collaborate** with TPRI team & State Association
- Establish **relationships** with:
 - Governmental Affairs leaders
 - State lobbyist
 - Payer representatives
- Begin to collect data & **document** efforts:
 - Payers
 - Employers
 - ATs

#2

Review grant related activity to date



#2

Review grant related activity to date

2018 -
2019



Spring 2018

- **4 states** applied for & received funding
- Roughly **\$20,000 awarded**
- Participation primarily from pilot states

Fall 2018

- 4 states applied / 3 received funding
- Roughly **\$4,500 awarded**

Spring 2019

- **5 states** applied for & received funding
- Over **\$30,000 awarded**

#2

Review grant related activity to date

2018 -
2019



Over \$55,000 awarded across 9 states:

- Connecticut
- Florida
- Indiana
- Michigan
- Missouri
- Ohio
- Pennsylvania
- Virginia
- Wisconsin

#3

Establish clarity on current state of the grant

Spring
2018



2018 -
2019



Spring
2020

#2

Review grant related activity to date

Spring
2020



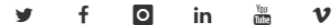
Key Points to Clarify:

- Matching grant (e.g. **spend \$10k, get \$5k**)
- Expenses must be already incurred
- Expenses must be in **current fiscal year**
- Be aware of **conflicting grants**
e.g. no TPRI award for lobbying fees
- Avoid potential for **double dipping**
- Max annual award of \$10k per state

What Else is Coming:

- Updated materials on NATA website
- **District level funding availability**
* Note: Max award per state still applies

Third Party Reimbursement Website Content Update



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[About](#) [Membership](#) [Career & Education](#) [Professional Interests](#) [Practice & Patient Care](#) [Advocacy](#) [News & Publications](#)

Billing & Reimbursement

Health Issues

[Concussion](#)

[Sudden Cardiac Arrest](#)

[Heat Illness](#)

[Sickle Cell](#)

[Spine Injury](#)

[More Health Issues](#)

Research

[Education Advancement](#)

[NATA Foundation](#)

Reimbursement of athletic training services

Reimbursement from third party payors is a complex issue. Learn about proper documentation, billing, coding and strategies to be successful in reimbursement of athletic training services.

Billing 101

Are you looking to start billing for athletic training services? [Review these key concepts, issues and resources](#) before getting started.

Commonly Used CPT Codes

Find the [most commonly used CPT codes and modifiers](#) used in the billing and reimbursement of athletic training services.

Third Party Reimbursement Initiative Matching Grant Program

NATA offers a [matching grant program](#) for states seeking to professionalize advocacy and/or advance education and knowledge relative to third party reimbursement.

Courtney Havens-Mitchell, ATC, ICT, MBA

Aims of this discussion



#1

Current Website Content Status

#2

Review of New Website Content Material

#3

Access to New Content and TPRI
Representatives

#1

Current Website Content Status

NATA Website

- Practice & Patient Care
- General Revenue Reimbursement
- More Resources



About Membership Career & Education Professional Interests Practice & Patient Care Advocacy News & Publications

Practice & Patient Care

Revenue & Reimbursement

NPI

Revenue Resources

Business of Athletic Training

General Revenue Reimbursement

More Resources

FACT SHEETS

Disclaimer: NATA publishes documents as a service to promote the awareness of the current state of the profession. These documents are not exhaustive nor exclusive to all circumstances or individuals. Variables such as well as regional environmental conditions, may impact the relevance of the information. Users should carefully and independently consider each of the recommendations (including document should not be relied upon as an independent basis for care but rather as a resource to be used in conjunction with the quality of care that adheres to or differs from any time.

- Billing 101 (pdf)
- Medicare and Medicaid Compliance (pdf)
- Contract Services (pdf)
- Credentialing 101 (pdf)
- Electronic Medical Records (pdf)
- Selecting Electronic Medical Record System (pdf)
- Medical Billing Companies (pdf)
- National Provider Identifier (NPI) Overview (pdf)
- Dealing With Reimbursement Denials (pdf)
- Defining Worth vs. Value (pdf)
- International Classification of Diseases ICD-10 (pdf)
- Stark Law Compliance (pdf)
- Scope of Practice (pdf)
- Role of Patient Self-Reported Outcomes (PSROs) (pdf)
- Billing from Collegiate/Secondary School Setting (pdf)
- Dry Needling (pdf)



#2

Review of New Website Content Material

Updated Content:

- Billing and Reimbursement Guidance
- Checklist and Roadmap for Athletic Training Reimbursement
- Third Party Reimbursement Implementation FAQs
- NATA Coding Overview and Commonly Used Codes
- Athletic Training Evaluation Coding
- Dealing with a Denial of Services
- Collegiate Billing & Reimbursement Best Practice Considerations
- TPRI Grant Program Overview
- TPRI Grant Program Application
- TPRI Team Overview



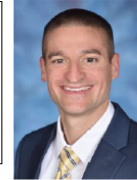
#3

Access to New Content and TPRI Representatives

Joe Greene, MS, ATC
NATA TPRI Project
Facilitator
Madison, WI 53705
E-Mail: joegreene@orthovise.com



Chris Young, MAT, LAT, ATC
Regional Coordinator
Districts 1, 2, & 3
Falls Church, VA
E-Mail: ChristopherYoungATC@gmail.com



Kyle Sharer
Payor Advocacy
Regional Coordinator District 5
Milwaukee, WI
E-Mail: kylescharerATC@gmail.com



Courtney Havens-Mitchell, MBA, MS, LAT, ATC
Regional Coordinator: Districts 7, 8, & 9
Grant Program/Operational Lead
Grand Rapids, MI
E-Mail: chavensmitchell@gmail.com



Steven Allison, LAT, ATC
Regional Coordinator
District 4
Portage, WI
Email: sallisonatc@gmail.com



Stephanie Kliethermes PhD
Payor Outcome Study Facilitator
Madison, WI
E-Mail: kliethermes@ortho.wisc.edu



Erik Nason, MBA, MS, LAT, ATC, CSCS
Regional Coordinator
Districts 6 & 9
Melbourne, FL
E-Mail: eriknason@icloud.com

