



**American
Orthotic &
Prosthetic
Association**

2024 Annual Report



Eve Lee, MBA, CAE



As we reflect on the past year, I am filled with pride and gratitude for the progress we made together. This year's annual report tells this story, the story of progress, innovation, and the unwavering commitment of our staff, Board, members, and partners.

Despite the occasional challenge, we have grown and continued to advance the O&P profession and positively impact the limb loss and limb difference community. Each milestone brings us closer to our mission of, "A world where orthotic and prosthetic care transforms lives".

This year, we remained focused on the strategic priorities defined in 2021 and have achieved remarkable results that are detailed in the report.

None of this would have been possible without the dedication of our staff, the guidance of our Board of Directors, and the trust of our members.

As we look to 2025, we are energized by the opportunities that lie ahead. Thank you for your continued support. Together, we are building a brighter, more sustainable future for O&P.

Sincerely,

Eve Lee, MBA, CAE
AOPA Executive Director

Highlights

Advocacy

Federal level

- ▶ AOPA hosted its annual Policy Forum in April. This event brings members, emerging young professionals, and patient advocates to Washington DC each year to participate in AOPA's advocacy process. This year, over 120 attendees from 35 states and territories had the opportunity to meet with their state representatives on Capitol Hill to discuss the issues that matter most in their home state, and to advocate for the passage of the Medicare O&P Patient-Centered Care Act.
- ▶ The Medicare O&P Patient-Centered Care Act (HB 4315/S3977) continued to build upon previous momentum in 2024. The Senate version of the bill (S3977) was introduced on March 19, 2024.



Rep. GT Thompson (R-PA)

Introducing House Sponsor

Our original House co-sponsors

Rep. GT Thompson (R-PA)

Reps. Mike Thompson (D-CA), Brett Guthrie (R-KY), Angie Craig (D-MN), and Pete Sessions (R-TX).

As of 11/21/24, we are up to 44 co-sponsors in the house:
24 democrats and 20 republicans

Introducing Senate Sponsor

Our original Senate co-sponsors

Mark Warner (D-VA)

Sens. Steve Daines (MT-R), John Cornyn (R-TX), and Amy Klobuchar (D-MN)



Mark Warner (D-VA)

- ▶ In September of this year, Devon Bernard, Eve Lee, and Joe McTernan met with Congressional Budget Office to present the bill for scoring. One of the most important provisions of the bill seeks to eliminate the five-year reasonable useful lifetime restriction on custom-fitted and custom-fabricated orthoses. AOPA will continue to advance the major provisions of the bill in the 119th Congress.



State level

- ▶ AOPA's Cranial Re-Molding Orthosis Workgroup has been working with multiple states to increase coverage and reimbursement for cranial re-molding orthoses used to treat infants with plagiocephaly.
- ▶ AOPA supported multiple states in efforts to bring Medicaid fee schedules up to date and to establish annual Medicaid fee schedule updates that are tied to CPI-U, the inflationary index used to update Medicare fee schedules.



▶ Oregon

- The state of Oregon held a public hearing to review the updated list of HCPCS codes that Oregon based health plans are required to cover without pre-determined limits or exclusions under Oregon Senate Bill 797 (SB 797) passed in 2023. This is an annual requirement. AOPA participated in the public hearing to ensure any challenges could be addressed appropriately.



▶ Illinois

- Illinois Senate Bill 3268 was signed into law on June 7, 2024 and will provide a 7% increase to the Illinois Medicaid fee schedule for custom orthoses and prostheses and cranial remolding orthoses effective for claims with a date of service on or after January 1, 2025. The Illinois Society of Orthotists and Prosthetists to continue to support additional legislation to bring the Medicaid fee schedule up to date with current Medicare rates.



▶ California

- A ballot measure, Proposition 35, passed in California. This proposition protects funds intended for healthcare purposes, such as rate increases for Medi-Cal providers, from being used for other purposes without resulting in tax increases. This can help expand patient access to care across specialties.



▶ Colorado

- Colorado Medicaid rates for Prosthetics, Orthotics, and Disposable Supplies (POS) are scheduled to be reviewed under the Medicaid Provider Rate Review Advisory Committee (MPRRAC) process in 2025. The state's Department of Health Care Policy and Financing (HCPF) works alongside MPRRAC during these reviews. The sufficiency of fee-for-service provider reimbursements is reviewed every three years to make sure that adequate access remains available in compliance with regulatory guidelines. MPRRAC will hold public, quarterly meetings in 2025 where they seek stakeholder feedback. AOPA will communicate future dates of MPRRAC meeting to affected AOPA members, and will also attend the public meetings.



▶ So Every BODY Can Move

continues to be an incredibly successful state-based initiative. The initiative is the result of collaboration between AOPA, the Amputee Coalition, the American Academy of Orthotists and Prosthetists (AAOP), and the National Association for the Advancement of Orthotics and Prosthetics (NAAOP). 2024 saw passage of So Every BODY Can Move legislation in an additional **three states** (Maryland, Minnesota, and New Hampshire) bringing the total number of states that have passed legislation to **eight**. AOPA will continue



to support efforts to reach the goal of passage of So Every BODY Can Move legislation in 28 states by the 2028 Los Angeles summer Olympic Games. AOPA will lead efforts to assist states that have passed legislation to ensure that the laws are implemented properly to maximize access to appropriate care. AOPA has created a dedicated implementation toolkit that will provide states with the resources they need to achieve successful implementation.



Regulatory



AOPA staff continues to build collaborative relationships with its profession partners, CMS, and the DME MAC and PDAC contractors. AOPA Staff continues to serve on advisory councils for each of the 4 DME MAC jurisdictions and enjoy regular contact with the DME MAC and PDAC medical directors and DME MAC provider outreach and education representatives. AOPA is collaborating on several projects with its colleagues at the American Podiatric Medical Association (APMA), the American Physical Therapy Association (APTA), and the American Occupational Therapy Association (AOTA). AOPA is an active member of the O&P Alliance and continues to work on issues relevant to the O&P profession.

- ▶ AOPA has had regular communication with the DME MAC Medical Directors regarding the Knee Orthosis LCD Reconsideration that was submitted last year. The DME MACs are reviewing the supportive literature that was submitted with AOPA's request to expand Medicare coverage for osteoarthritis braces where joint laxity is not present.
- ▶ AOPA supported efforts to expand Medicare coverage of microprocessor knees and related prosthetic feet to select K2 functional level Medicare beneficiaries. This was a major expansion of coverage that allows a new population of Medicare beneficiaries that may benefit the most from this technology to receive this level of prosthetic care. AOPA has provided members with extensive education on what the new coverage requirements are and how AOPA members can avoid unnecessary claim denials.
- ▶ Medicare prior authorization continues to be a very successful program with affirmation rates over 90% for lower limb prostheses and over 80% for orthoses. AOPA worked closely with CMS to create a pathway to allow the immediate provision of orthoses that would normally require prior authorization when required to prevent further injury or harm to the patient. CMS agreed to allow for use of the "ST" modifier in these circumstances. Claims submitted with an ST modifier will be processed without requiring prior authorization but will be subject to a 50% post payment review requirement.

Stay up to date on the regulatory issues you want to hear about! Joe McTernan provides a monthly vlog entitled "AOPA's Take."

Education

▶ Certificate in O&P Business Management

- AOPA's Certificate in O&P Business Management program continues to provide O&P professionals with the tools they need to run their practice efficiently. Seven more enrollees graduated this year! As AOPA looks to the future, we will be bringing some exciting changes to the program. Stay tuned for more information in 2025!



▶ Assembly

- This year's National Assembly in Charlotte was a huge success. With over 2,000 registrants, the 2024 National Assembly was our largest since 2019. Hundreds of attendees spent the week attending continuing education classes, visiting our 150 exhibitors, and exploring the city of Charlotte. But the ball didn't stop rolling there! AOPA's Virtual Assembly celebrated its second year with a record turnout; over 7,000 video views have been logged onto the virtual platform.
- Evaluation data for overall satisfaction with the National Assembly was overwhelmingly positive with the highest percentage of "excellent" reviews in recent years



- Next year, AOPA will travel to Orlando, Florida for the 2025 National Assembly. We can't wait to see what new technologies, techniques, and more will be showcased at the Orange County Convention Center from September 3-6, 2025!
- ▶ **In-Person Coding & Billing Seminar**
 - AOPA recently held its first in-person coding and billing seminar at AOPA headquarters in Alexandria. With two full days of coding and billing education, participants enjoyed lectures, presentations, and coding updates from Curt Bertram, Jon Naft, and Lesleigh Sisson, as well as our two resident experts Devon Bernard and Joe McTernan. AOPA looks forward to bringing these seminars back across the country soon!

Membership

▶ New member portal

- Our new member portal, the AOPA Hub, launched in September 2024. We have worked hard to create a system that is more visually appealing, updates faster, and is more easily accessible to all our members. The AOPA Hub allows you to pay membership dues, purchase products, and take continuing education classes all in one place! In addition, the AOPA Hub is now utilizing single sign-on. Access your organization's membership data, continuing education classes, and attend AOPA meetings with one login!

▶ O&P Compensation, Benefit, & Operations Reports

- In today's rapidly evolving world, staying competitive requires not only innovation but also a clear understanding of profession standards and best practices. Benchmarking serves as a critical tool in this process, providing O&P practices with valuable insights into where they stand in comparison to others, identifying opportunities for growth, and guiding strategic decision-making.
- After taking a year off to streamline the process, AOPA brought back the O&P Compensation & Benefits Report, and the O&P Operating Performance Report in order to provide this valuable benchmarking data to our members. These two reports draw data from 80 companies and over 1,300 locations of these companies. Companies who participated in this report received a free copy of the results. In addition, AOPA member companies received a custom dashboard that allows them to track how their own practice compares to those of other respondents. Didn't participate this year, but want to utilize the data? Both reports are available for purchase in AOPA's bookstore now!



Exciting Changes

AOPA is working hard to keep up with the ever-changing O&P environment. We are always looking to expand and improve upon the benefits package each facility receives as a member of AOPA:

- ▶ Our AOPA Small Business MasterCard launched in 2024 and is beginning to gain traction among our members.



- ▶ We continue to offer our UPS Affinity Program, which provides member facilities with discounted shipping and postage costs.



▶ Cadmium

- In 2023, AOPA partnered with Cadmium to create a new Management and Continuing Education Software. We have continued to expand our usage of this system in 2024. One site now contains our submission system, review system, logistics module, final program, virtual program, and speaker upload system, which AOPA will continue to use this system for a seamless experience in Orlando.
- The new system also includes Elevate, which serves as a home for our AOPAiversity content. This allows for one system with seamless integration among all meeting functions for both staff and members.

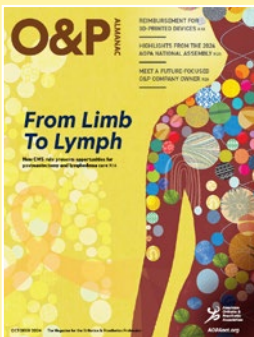


New for 2025!



- ▶ Spend less time looking for continuing education credits and more time caring for your patients. Starting January 1st, 2025, all AOPAiversity on-demand education will be **FREE for ALL STAFF** of our patient care facility members, with no limits on how many courses you can take. This includes access to over 100 courses, with more on the way!

Where to go to Stay in the Know



▶ AOPA's Take and Other Videos

- <https://www.youtube.com/@aopanet/videos>

▶ O&P Almanac

- <https://www.aopanet.org/publications/op-almanac-magazine/>

▶ AOPA SmartBrief

- <https://www.aopanet.org/publications/aopa-in-advance-smartbrief/>

▶ Co-OP

- <https://aopanet.org/resources/co-op/>



Thank you for being a part of AOPA, the trade association for orthotics and prosthetics.

www.AOPAnet.org

