

**VTAA ANNUAL MEETING**  
**11/2/19**  
**OPEN DOOR WHITE RIVER JUNCTION**

**MEMBER ATTENDEES:** Scott Moylan President, Deirdre Kelley Vice President, Baylen Slote Treasurer, Diana Vachon Secretary, Christina Andrie, Dianne Barclay, Elise Bennett, Molly Beverage, Julie Bibleheimer, Beth Bloomfield, April Brumson, Nyssa Bryant, Montana Burns, Quinn Caya, Stewart Cohen, Christina Ducharme, Liz Geran, Brendan Kelly, Pamela Kentish, Arthur Makaris, Britton Mann, Glynn Pellagrino, Dan Post, Carol Price, Cynthia Reilly, Dalite Sancic, Tracy Schreiter, Josh Singer, Yura Stoly, LiMing Tseng, Lucy Zhang Manning

**GUEST ATTENDEE:** Jessica Oski from Necrason Group

**CALL TO ORDER:** 9:05AM

**President's Welcome:** Scott Moylan welcomed and thanked everyone for coming. Your attendance here means you care about this organization and what happens with Acupuncture in the state of Vermont. We've had a successful year. Scott highlighted a few important events. Stewart Cohen worked with Jessica Oski from Necrason Group on shepherding our new scope of practice language through the VT Legislature. LiMing Tseng organized a great Acupuncture Oncology Class taught by Yair Maimon, OMD, PhD. And Robert Davis hosted the Society of Acupuncture Research (SAR) Conference in Burlington VT. His tireless work with SAR continues to astound us.

When Scott started working as President, he wasn't sure he was going to be able to handle the extra workload. Between his active 13-year-old daughter, a busy practice, as well as a running his massage school, he is currently enrolled in classes earning his doctorate. Working with this Board and team has been amazing, in that work gets shared and we have gotten a lot done over the last several months. Scott asked the members to consider filling a spot on the Board and/or joining a committee. Many hands make for light work. We will be having a committee lunch this afternoon organized by Deirdre Kelley. And he thanked her and Christina for their leadership and work for the VTAA. Scott thanked Baylen for his three years of volunteer service on the board. It takes time and energy to serve on a board of an organization. It shows dedication and caring to our profession. His unique perspective is valued and appreciated. His curiosity challenged our methods and improved our organization. We recognized him for his efforts to reach out and connect with members to bring their perspective to the board through out the year. Like the scope conference calls, those were his idea and energy behind them. He thanked Diana for all she does and being the glue of the organization. Diana thanked everyone for coming and participating today. This organization would not be here without all of you, our members.

**Jessica Oski with Necrason Group**, a government lobbyist in Montpelier, offered to renew our contract. They worked on general monitoring and scope language this past year 2019. In 2020 at this point there are no health mandates, no financing, some work around association health plans. We discussed the topic if you refer out of the insurance network, as a network provider you could be financially liable for all expenses the patient incurs with the out of network provider. We would like this addressed. Jessica will look into it. We discussed 3402 H and the language. Dry needling is still a gray area that no one is addressing in VT. Thirteen states have made dry needling illegal. Some members

feel this is a losing battle. And we need to be making friends across professions. Discussed ADTs and NADA people coming to VT to teach and learn the protocol. Discussed the new CPT code called “non retention non injection” which is a dry needling code for PTs and DOs. Jessica recommends getting organized, understand the new statute, and strategize.

Monitoring means Necrason will review bills and listen for hearings in legislature committees that relate to us, and help us make connections. They would not engage in a proactive effort.

Vermont is working on creating an All Payor System. We are not sure how acupuncturists will relate or participate in One Care yet. She recommended inviting someone from One Care to a meeting to discuss this with us.

**Scott read into the record Stewart’s Letter to the Membership on Scope:**

*Dear Friends,*

*Last year at this time we discussed and then approved a framework for what our preferred scope would look like. This process was the culmination of several months of deliberation, rumination, proposal, argument, etc. from many people, and represented the best we had at the time. For me, this was certainly an arduous process, mostly in trying to incorporate a wide view of perspectives and stay on task. Our stated goals were primarily to keep our scope broad, not sacrifice any diagnostic or procedural skills that are basic to the entirety of our profession and avoid any language that might interfere with re-imburement, privileges, etc. An unstated goal was certainly to maintain the independence and dignity we have grown accustomed to.*

*After the annual meeting, we received feedback and a counter-proposal (structurally speaking) from the OPR, and had some back and forth until the last minute that resulted in the scope that was passed. I think we did very well to meet our goals, and in the end perhaps exceed them. I say this because It is really, really important that we found a mechanism to eliminate the Western/Eastern distinction in legal terms. By rooting our diagnostic structure in “functional diagnoses” which are already a part of the current ICD classification system, we are so to speak, “in the book.” This eliminated the perceived need by the OPR to state that we could not diagnose, as if we were operating in a different universe. One of the sticking points in our own conversations revolved around this issue, and it is my belief that from an integrative standpoint it doesn’t help us to insist that we are fundamentally different. It may in fact behoove us going forwards to try and learn to describe the entirety of what we do in terms that are more approachable, but not necessarily reductionist. That is a topic for a different and constant time.*

*I realize that there were some concerns and hiccups about process. However, any actions taken were done in accordance with meeting the goals initially stated and agreed on. In the end, the last minute fixes were perhaps the most significant, which leads to what I would consider the most important take home lessons from this process.*

*First, start way in advance.*

*Second, make friends at the State House. I think we had some bridges to mend there, and things seem in order at this point. My conversations with Gabe Gilman, both facilitated and unfacilitated, were very productive. He is a busy guy, and our considerations did receive appropriate attention and resolution we needed. I have included below (for those who didn’t read EVERY email) the last minute communication from Gabe Gilman regarding changes that were incorporated, where I think his intentions to look out for us are very clear.*

*There are certainly some loose ends from the process. As noted, the educational*

*standards were reduced to be commensurate with National ones. That may not suit our goals of raising our profession. Also, there are certain procedures, both diagnostic and procedural that are not currently in our scope that several members have expressed a desire to incorporate. Going forward, one of the tasks of the Legislative Committee should be to explore what professional requirements would need to be adjusted in order to either:*

- a) increase the scope of the whole profession or*
- b) add additional tiers as we currently have for herbal certification that would allow advanced practice within that tier.*

*This, as I have suggested, should be done proactively, leaving plenty of time to strategize.*

*Thanks!*

*Stewart*

Discussion on whether or not we should introduce levels of acupuncture practice to our licensure.

**Secretary Report:** We had 64 members in 2019, which is pretty consistent compared to the last few years. The board met about once a month via Google Meet, which is an effective tool to facilitate video meetings with people from all over the state. Diana asked members to please renew your membership now to participate in the voting of new board members today. She sent around sign up sheets for committees, asking members to please sign up for a committee that you are passionate about.

We discussed increasing membership. It was suggested that everyone here today call someone in your area who is not a member and invite them to join. LiMing Tseng is working on a new benefit bullet list.

**Treasurer Report:** Dianne Barclay summarized the Treasurer's Report as follows:

Oncology Course

Revenue: \$30,613.59

Expenses: \$16,734.95

Net Income: \$13,819.24

The Oncology PDA Class netted almost \$14,000. We paid the teacher 50% of the revenue. The NCCAOM sent out an email blast to all its members promoting the class. As a result, participants came from all over the US and Canada.

Overall financials for the organization:

Beginning Balance: \$30,214.52

Revenue: \$34,913.59

Expenses: \$32,372.07

Net Balance: \$32,756.04

Commitments

Annual Operating Costs 2020: \$3,708.00

Reserve \$10,000.00 – per membership vote on 11/9/2013

Necrason 2019 contract amount remaining \$2,500.00

Total Commitments \$16,208.00

Available Funds \$16,548.04

Baylen sent an email to the membership discussing executive burn out and how to create a functional mechanism to value our human resources, engage new members and keep them engaged.

Molly Fleming announced the naturopaths have hired a paid executive director to lead the board and do a lot of the work.

We acknowledge Li and thank her for herculean fundraising efforts. And Liz Geran, Brendan Kelly, and Dianne Barclay for their large personal contributions to the VTAA.

### **Elect New Board Members**

**MOTION:** Elect Charles Murdock to Board Director for a 3-year term. Motion is seconded. Hearing no discussion. Unanimously passed.

Scott invited a member to volunteer to be Treasurer. April Brumson volunteered. She has experience from serving on the MA acupuncture association as treasurer and is looking to do her part for the organization.

**MOTION** to accept April Brumson as Treasurer. Seconded and unanimously passed.

**Report on ASA and Possible New Website for VTAA:** Li is the secretary for the American Society of Acupuncturists (ASA). ASA is finishing the first batch of state association website updates. They have moved 17 of their state association members to the same website platform.

Thank you to Alison Jacobs and Molly Beverage for their web master services over the years.

The ASA site is an open platform. We would own it. DME is the company that would launch it for us. We would have our own colors, pictures, and logo. There is a Find an acupuncturist page. It would be linked to the ASA website. It has an auto membership renewal feature, a Members Only section, a place to post board minutes, discount codes, FAQ linked to ASA, unlimited board email addresses i.e.: VTAAPresident.org. The cost is \$3000 broken down as follows:

- Convert our website to Wordpress
- Vision friendly hosting
- Event planning
- Find an acupuncturist
- Security certificate
- Annual fees are less than \$500

We will need our own web master.

**MOTION:** to go with the website through the ASA. Seconded. No further discussion. Passed unanimously.

ASA has 34 state association members. Representing 5000 acupuncturists. The ASA is now an official member of AMA Health Care Policy Committee HCPAC. They have been trying to get on it for 10 years. They now have a say in CPT codes. Really important and big! They are working on setting the valuation of the 205X1 and 205X2 codes.

In 2020, May 2<sup>nd</sup> through 4<sup>th</sup> the ASA will host it's second annual meeting in Washington DC. Please save the date and attend the meeting. Please read the newsletter. We have a journal reviewed by our peers.

Thanks LI for all you do and the relationships you foster!

Malpractice Insurance: ACC – may have limited coverage in child birthing. If you change providers, it's very important to ask for tail coverage, which is free. CMNF covers everything under our scope – liability and malpractice – the discount is less than ACC. And the Huntington Group is another option.

**Necrason Proposal:** We discussed our options. We need to make friends with RNs, PTs, MDs and other associations because if they want acupuncture in their scope they will want to talk to us. Medicare will cover acupuncture in 3-5 years but Acupuncturists will not be included.

Discussed public relations and how to educate the people that we are the experts such as advertising on VPR. Raise awareness and build bridges.

Our three options for 2021 are:

1. Hire for full active lobbying
2. Eyes and ears, or
3. Nothing this year

Are we organized enough and help the lobbyist know what we want? What are our goals? Maybe have a second meeting as brainstorming what are our goals.

Scope has passed and so now we are into the rule-making phase. We need to be at the table.

**MOTION:** To hire Necrason for eyes and ears for \$12,000. Motion seconded. Discussion what is the long-range plan? What are we going to be doing with the information given to us? With our rules being amended by OPR, it will be beneficial to hire Necrason. Define our boards, committees and organization. And create strategies and goals. Seconded. Discussion. Motion passed 16 – 7.

**MOTION:** To hold a VTAA membership meeting in May to work on strategies and goals. Seconded. The discussion clarified, that no motion was needed for this. Such a meeting would be a special meeting according to our bylaws and it would require 45 days notice just as the annual meeting does. The bylaws were reviewed and it specifically says announce the meeting by snail mail. Which Dianne noted was a \$300 expense. Motion withdrawn. The Board will call the meeting and properly warn it per the bylaws.

This led to a brief discussion that these bylaws were created before email and texts were ubiquitous. And perhaps that needed to be update that. April said even the 45 day requirement seems more than necessary. Bylaws discussion was tabled.

**Presidential power transition topic was tabled for another meeting.**

We discussed outreach: we need to be making friends with other professions. And OPR wants people to get along. We really need to educate people about who we are and what we do. The only time we have done this in the past was with VPR an ad that ran for 3 months and cost about \$3500. Molly Beverage tracked the number of visits to our website after the ad ran and saw a significant uptick. Then the group discussed whether or not in the context of the previous vote to fund the lobbyist we would have the funds to do this again

**MOTION:** Stewart Cohen moved that we allocate \$3900 for education/promotion/and outreach. How that would be spent would be facilitated by the Education and Outreach committee, again with anything over \$500 being voted on by the membership. Montana Burns seconded the motion. This passed unanimously.

**Committee Luncheon:** Deirdre thanked everyone for coming. We are having a committee luncheon. Please break into groups and give the board feedback about what you want the board to be doing. There will be agendas on the table. Please volunteer to be chair, and a note taker. We are meeting to communicate and collaborate. Please set 6 months and 1 year goals. The chair will be asked to attend one board meeting a year. We are practicing democracy in motion.

Molly Fleming Chair – Education and outreach

- Demo on website – ASA
- Dream to be on Vermont edition

April Brumson Chair– Fundraising and Event

- Walk-a-thon
- UVM Pain Conference
- Lake Champlain Dragon Boat Festival
- Women's Health Conference

Molly Beverage Chair – Membership and Website

- Beth will do input on new Wordpress website
- Please fill out the survey sent to your email
- Download whole list of L.Ac. in VT to cross reference with our membership list. And then we can reach out either call or meet non-members to get them involved and excited.

Montana Burns Chair – Legislative & Dry Needling

- Come up with unified idea
- Protect scope and patients
- Waiting list for state house day

Thank you Deirdre for coordinating the committee luncheon.

Thank you Brendan Kelly for teaching today's PDA class pro bono.

Meeting adjourned 12:50 PM.

Respectfully submitted by Diana Vachon Secretary