

2022 ANNUAL REPORT



President's Letter



In 2022, Tennessee physicians continued to face many serious challenges. The TMA staff and member leadership have worked tirelessly to lessen the impact of these challenges for our members.

In June, the Supreme Court overturned *Roe v. Wade* leading to the enactment of a Tennessee law that prohibited all abortions and potentially placed a physician's license and possible felony conviction on the line for terminating any pregnancy for any reason. Since then TMA has worked with legislators to modify this law for issues such as ectopic pregnancy so physicians will not be afraid to act in the best interest of the mother.

In September, a Physicians Foundation report on the survey of 1,500 physicians revealed that 60% showed signs of burnout, but 80% were afraid to seek mental health services for fear of losing their license or credentials. Physician suicide is the highest among all professional groups.

Stress on physicians comes from many areas. Getting prior authorizations for testing, referrals, or medications takes an increasingly large amount of time. Insurance companies denying services or clawing back payments after approved services have been performed is happening with increasing frequency.

These are all areas where TMA has stepped up to advocate for physicians. Our advocacy team has been identified as the most influential in Nashville. Bills have been crafted and introduced to deal with these and other issues. They need our help as well. Success on these bills will require our input to contact our legislators and let them know how critical they are.

Membership has increased and that is good, but TMA needs more active participation among the membership on committees and within leadership positions. We have held several one-hour All Member Virtual meetings offering CME credit. We have discussed such topics as physician burnout and the "trigger" law banning abortions. Presenters have included influential state and national leaders. These town-hall style meetings are free of charge for members and serve as a great source of information.

Medicine is a wonderful profession that helps all of the residents of Tennessee. The aforementioned challenges make it increasingly difficult and stressful. Individually we cannot turn the tide. We need TMA to work collectively for us. TMA needs members to guide it and back its efforts. It is time for each of us to ask our nonmember colleagues to join TMA and encourage member colleagues to raise a voice in participation and leadership. Together let us make 2023 a year of progress for ourselves and our patients.

Edward W. Capporelli, M.D.

TMA President 2022-2023

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Membership

In 2022, TMA attained membership growth not experienced in some time. Led by its Board of Trustees and membership committee, the organization now boasts more than 9,500 members—over 4,500 categorized as dues-paying members.

TMA placed an added emphasis on engagement among the membership in 2023, beginning with the introduction of an onboarding meeting for new members. Physician leaders and staff participated in these bimonthly offerings featuring an overview of the organization, highlighting the benefits of membership and showcasing opportunities for connection and involvement.

Resource pages were made available on the TMA website, providing insight and guidance on important issues like Scope of Practice, Prior Authorization, Physician Wellness and the state’s abortion “trigger” law.

All Member Virtual meetings were held throughout

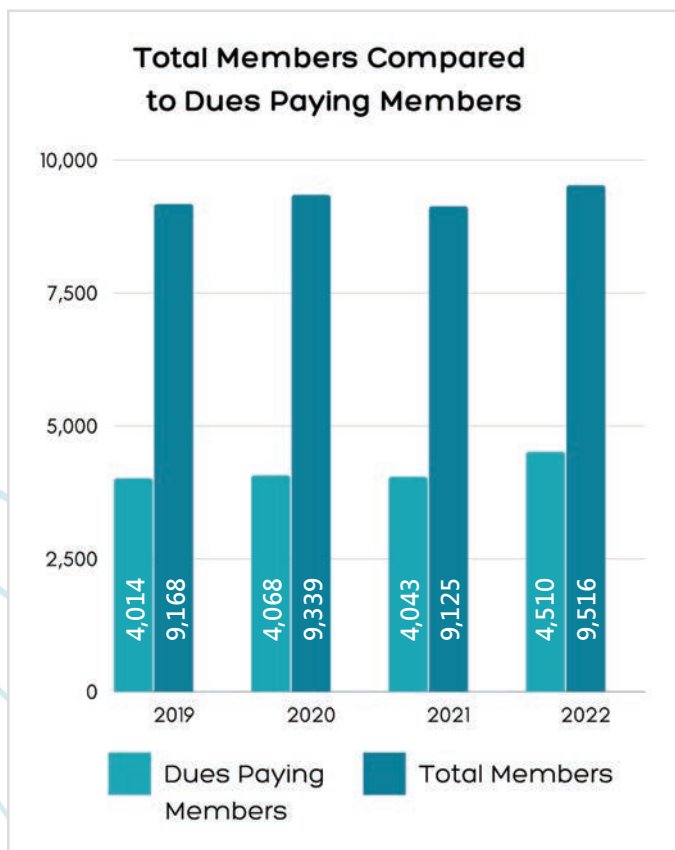
the year offering members from across the state an opportunity to receive regular updates from TMA leaders and staff. Experts presented on topics such as Prior Authorization, Clinical Genomics, Physician Wellness and Burnout, Reproductive Health and TMA Legislative Priorities.

TMA also kept in place its sliding dues discount, a tiered three-year price break for new and returning members, in response to physicians’ concerns about the cost of dues. The cost reduction also created a path for new groups to experience membership, inviting new perspectives and enhancing member engagement.

Two new membership videos were produced, featuring TMA members advocating for the profession and their patients at the organization’s annual Day on the Hill in March. A membership recruitment video is available at tnmed.org/membership. The message was delivered across the state at component medical society meetings, medical practice staff engagements and through TMA committees. Members also discussed the many ways for their colleagues to participate in organized medicine. Learn more at tnmed.org/getinvolved.

TMA President Dr. Ed Capparelli, CEO Russ Miller, influential physician leaders and key staff members visited large medical groups across the state working to recruit new groups and exhibiting the value of membership to existing groups. Chair of TMA’s Professional Relations committee Dr. Matt Mancini was visible throughout the year at multiple specialty society gatherings across the state. These meetings presented opportunities to share information about TMA priorities, programs and services while also cultivating new relationships and learning about priorities among the specialty societies.

TMA remains committed to its mission of providing safe, quality and effective healthcare for all Tennesseans. Our organization remains grateful to all members for their continued support of organized medicine in our state.



Doctors Debate Policies at the 187th House of Delegates

In May, TMA assembled nearly 130 physician members in Franklin for the 187th annual business meeting of its House of Delegates.

Prior authorization was identified as a top issue facing Tennessee physicians and their patients. Delegates participated in a special session which included testimony from TMA physician leaders to address the PA process, and a resolution was later introduced to combat its detrimental effects. Physician wellness, a top concern raised by incoming TMA president Ed Capparelli, MD, was affirmed by the House of Delegates through a resolution calling for increased statewide access to mental health and wellness services for physicians. The expansion of healthcare services to rural and underserved populations through the development and fortification of existing programs and utilization of existing infrastructure was also prioritized by the assembly.

“One of TMA’s most important functions is its ability to rally physicians from across the state to engage in constructive discussions on healthcare’s most pressing issues,” said Lee Berkenstock, MD, a family physician from Memphis and newly elected Chair of the TMA Board of Trustees. “We bring unique perspectives across the diverse set of medical specialties, practice environments, and geographic locations in which we live and practice.”

Other officers who were sworn in to leadership positions at the annual meeting included: Gene Huffstutter, MD, Landon Combs, MD, Andrew Watson, MD, John McCarley, MD and Trey Lee, MD.

Physicians in the House of Delegates debated resolutions on a number of healthcare topics. Following the special session, the assembly approved a resolution calling for reform of the PA process under health insurance regulations that require healthcare providers to pre-qualify treatments with insurance companies before rendering services.

Dr. James Cates, a Cookeville family physician, and 2021-22 TMA Board Chair, authored the resolution to address the organization’s concerns with improper denials, delays and disruptions in necessary medical care and exorbitant costs absorbed by medical practices due to staffing needs and unnecessary wait times.

The full list of notable policies the association adopted or referred to the TMA Board are available for review at tnmed.org/HOD.



All Member Virtual Meetings in 2022



TMA's All Member Virtual meetings had a strong attendance in 2022. The bi-monthly meetings continued to provide members with an opportunity to discuss healthcare-related topics.

Recordings of the meetings are available online at tnmed.org/all-member-virtual. Member login is required. The topics in 2022 included:

- **January: Prior Authorization**

We examined best practices, ways to decrease care delays and alleviate hassles in an effort to avoid negative clinical outcomes for patients.

- **April: Clinical Genomics**

This meeting featured a genetic primer, genetics and

multi-omics, clinical applications, pharmacogenetics and insurance coverage.

- **June: Physician Wellness and Legislative Update**

This meeting focused on physician wellness with Drs. Ed Capparelli and Michael Baron. It also featured a TMA Legislative Update with Yarnell Beatty.

- **August: Physician Well-Being**

Our guest speaker Corey Feist, co-founder and president of the Dr. Lorna Breen Heroes' Foundation, gave a presentation on physician well-being.

- **November: Reproductive Health**

This meeting focused on reproductive health in Tennessee following the U.S. Supreme Court's decision in *Dobbs v. Jackson Women's Health Organization* and subsequent implementation of the state's "trigger" law.

Legislative Dinners Scheduled Across the State



In preparation for the 113th Tennessee General Assembly, TMA local chapters hosted more than a dozen regional meetings in key markets across the state. Elected representatives were invited to discuss TMA's legislative priorities with their physician constituents. TMA's advocacy team also participated, guiding discussions recapping 2022 successes while initiating dialogue between members and legislators regarding anticipated legislation in 2023.

Rep. Bryan Terry, MD (R-Murfreesboro) holds a unique perspective as both a TMA member and elected representative.

"The saying is that the government works for those that show up," said Terry. "In medicine, there are numerous stakeholders or entities competing in

the healthcare marketplace and legislative arena including physicians, insurers, hospitals, corporate entities, nurses, and other providers. These non-physician groups get involved financially and personally in the process. If physicians aren't active, our practices, and most importantly, our patients will be without a voice in the legislative process.

"Legislators want the opportunity to meet and discuss healthcare with physicians in their community, and physicians need to talk to their elected officials about issues impacting their ability to care for patients," said Terry.

Legislative dinners are a valuable component of TMA's grassroots efforts to help members shape policy, providing a local forum to outline areas of interest and concern with elected officials. They also serve as an outlet to establish or reinforce relationships with legislators, while opening important channels of communication in an effort to advocate on behalf of patients and the profession.



Member Services

TMA Member Services delivers measurable membership value by connecting individual physicians, groups and organizations with companies offering great products and services in strategically important areas.

TMA is grateful to all of our corporate partners for their support throughout 2022.



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FINANCIAL
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All-In Groups for 2022

Abercrombie Radiological Consultants
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Arthritis Associates PLLC
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Associates in Ear Nose and Throat
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Ballad Health Physicians
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BMG Family Physicians Foundation
Bristol Anesthesia Services
Campbell Clinic Inc
Center for Sports Medicine and Orthopedics
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Chattanooga Ear Nose & Throat
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Dermatopathology Partners
Diagnostic Cardiology Group
Diagnostic Pathology Services
Dickson Medical Associates
Ear Nose and Throat Associates PC
Ear Nose and Throat Consultants of East Tennessee
East Memphis Anesthesia
East Memphis Neonatology
East Memphis Orthopedic Group PA
East Ridge Eye Center
East Tennessee Eye Surgeons PC
East Tennessee Plastic Surgery PC
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Family Allergy and Asthma
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Fenyves and Fry
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Jefferson Family Physicians
John Lawson Surgical Group
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Knox County Regional Forensic Center
Knoxville Center for Dermatology and Plastic Surgery
Knoxville Pediatric Associates PC
Lakeway Dermatology Associates
LifeCircle Women's Healthcare PC
Livingston Regional Hospital
Martin, Lee and Page OBGYN
Maury Regional Medical Group

McDonald Murrmann Women's Clinic PC
Medical Anesthesia Group
Memphis Dermatology Clinic
Memphis Lung Physicians Foundation
Memphis Pathology Group
Memphis Surgery Associates PC
Methodist Healthcare
Mid-South Ear Nose & Throat
Mid-South Imaging & Therapeutics
Mid-South Independent Group MIG
Middle Tennessee Surgical Specialists
Mountain Empire Eye Physicians
Mountain Empire Neurological Associates
Mountain Region Family Medicine
Murfreesboro Anesthesia Group
Nashville Fertility Center
Nashville Oncology Associates
OB/GYN Professionals of East Tennessee
OrthoSouth (Memphis Orthopedic Group) (MSK)
Pain and Spine Consultants
Pain Consultants of East Tennessee
Pain Medicine Associates
PathGroup
Pediatric Anesthesiologists PA
Pediatric Associates of Davidson County
Plastic Surgery Group of Memphis
Premier Medical Group
Premier Surgical Associates PLLC
Primary Care Associates (Talbot)
RefinedLooks (No space between words)
Rheumatology & Dermatology Associates
Rheumatology Consultants
Scenic City Rheumatology
Semmes-Murphy Clinic
Shea Ear Clinic
Shell Cosmetic Surgery Center

Siskin Physical Medicine & Rehabilitation
Southeastern Retina Associates PC
Southeastern Spine & Joint
Specialists in Pain Management
State of Franklin Healthcare Associates PLLC
Summit Medical Group Healthcare Services
Susong Dermatology
Tennessee Cancer Specialists
Tennessee Fertility Institute
Tennessee Interventional & Imaging Associates
Tennessee Oncology PLLC
Tennessee Orthopaedic Alliance
Tennessee Reproductive Medicine
Tennessee Valley Urology Center
The Allergy, Asthma & Sinus Center
The ID Group
The Skin Wellness Center
The Surgical Clinic PLLC
The Urology Group PC
Tranquility Sleep Specialists PLC
Tri-Cities Skin and Cancer
University Anesthesiologists
University Surgical Associates
University of Tennessee Clinical Leadership Education Research Service Leaders
Urology Associates
Vanderbilt Clinics (Medical Directors)
Vascular Institute of Chattanooga
Vista Radiology
West Cancer Center
West Tennessee Bone & Joint Clinic
Williamson Medical Group
Woman's Clinic
Womens Group of Franklin
Women's Health Specialists



Education

TMA's accredited medical education programs help Tennessee doctors maintain professional licensure and certifications and improve their competence and knowledge. In 2022, TMA produced proprietary education activities and offered continuing medical education through our organization's ACCME Joint Providership certification.

TMA partnered with regional and specialty societies, medical practices, hospitals or other medical organizations to provide a cost-effective way to accredit their educational programming. In 2022 TMA worked with government agencies like the Tennessee Department of Health; education institutions Trevecca and UT Haslam's Physicians Executive MBA; TN and national specialty societies including TN Dermatology and the United States Cutaneous Lymphoma Consortium; as well as private medical groups around the state.

The TMA education department works to identify relevant and timely topics that keep Tennessee physicians informed and educated on matters of importance to the medical community. In 2022, our organization offered over 250 hours of continuing medical education to more than 1,500 Tennessee physicians and medical professionals.

Additionally, TMA continued its longstanding efforts to educate medical professionals on the merits of safe and proper prescribing, training about 800 health care professionals in 2022 through live and online courses.

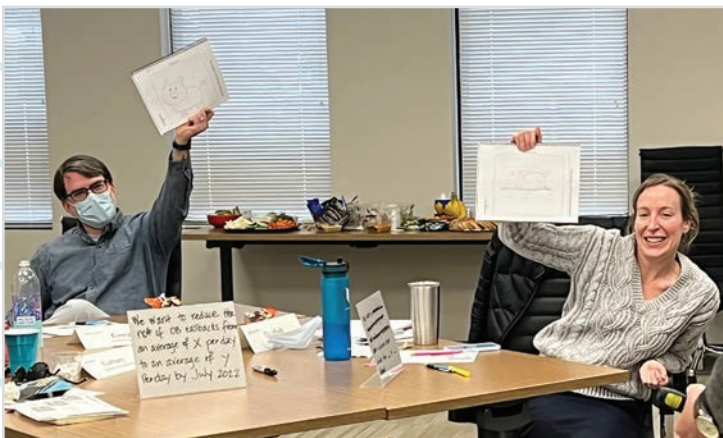
TMA's accredited course on appropriate prescribing meets the Tennessee Board of Medical Examiners' requirement of two CME hours of prescribing training and is one of the many ways our organization continued efforts to combat the state's opioid abuse epidemic.

New content for 2022 included updates on regulatory changes affecting chronic pain management and new statistics on Tennessee's prescription drug abuse problem. Since 2012, TMA provided training on proper prescribing of controlled substances to more than 10,000 Tennessee prescribers.

The cultivation of physicians leaders is important not only for the long-term effectiveness of TMA's volunteer governance but also for the future of the profession. Recognizing its unique position as a nonprofit organization, TMA strives to provide more Tennessee physicians with the foundational leadership skills and training to specifically help them lead in an emerging team-based care environment.

TMA's John Ingram Institute for Physician Leadership offers two programs to help physicians become leaders within their healthcare team profession and community: the Physician Leadership Lab and Leadership Immersion.

The Leadership Lab is a multi-month course which helps physicians acquire the skills to become quality leaders in team care settings. Participants



are charged to complete and implement a quality improvement project in their own practice environment. The Immersion program, meanwhile, is constructed to teach doctors fundamental leadership principles in a condensed, convenient format.

2022 Leadership Lab Graduates

Diana Alsbrook, MD

Neurology

Cortney Cabell, MD

Obstetrics & Gynecology

English Flack, MD

Pediatric Cardiology

Ghino Francois, MD

Radiation Oncology

Jeff Friedman, MD

Radiation Oncology

Ralf Habermann, MD

Internal Medicine & Geriatrics

Joan Henning, MD

Emergency Medicine

Gregg Shepard, MD

Medical Oncology

Di'Net Sintim-Amoah, MD

Pediatrics

Ashley Walker, MD

Pediatrics

2022 Leadership Immersion Graduates

Cortney Cabell, MD

Obstetrics & Gynecology

Edinah Chikunguwo, MD

Psychiatry

English Flack, MD

Pediatric Cardiology

Harish Manyam, MD

Cardiovascular Disease

Darinka Mileusnic-Polchan, MD

Pathology

Andrew Nielsen, MD

Internal Medicine

Eva Parker, MD

Dermatology

Katie Pegram, MD

Pediatrics

Ashley Walker, MD

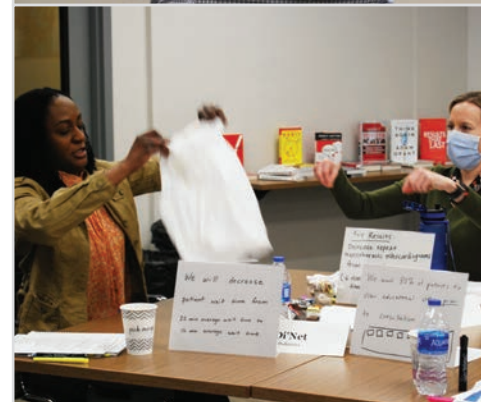
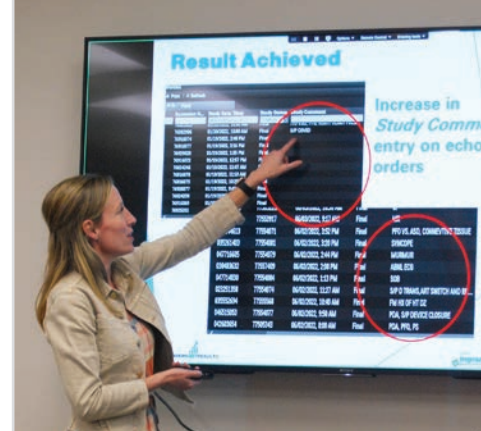
Pediatrics

Camila Walters, MD

Anesthesiology

Benjamin Wiley, MD

Pediatrics





Government Affairs

The TMA Government Affairs team tracked 248 bills during the 2022 Tennessee General Assembly legislative session. It defeated 11 bills adverse to the interest of medicine and amended 13 bills to make them more palatable for physicians and practices. Seven TMA bills passed. Additional accomplishments include:

- The quest to repeal the \$400-a-year professional privilege tax for physicians was realized in 2022 following years of intense effort by TMA and the “No Taxation on My Occupation” coalition. Doctors will no longer have to pay the tax beginning in 2023.
- TMA and a coalition of nearly a dozen medical specialty organizations staved off efforts by advance practice registered nurses (APRNs) and physician assistants to eliminate the requirement of collaborative practice with physicians. After the session, TMA participated in a Senate summer study on APRN scope of practice.
- Two important telemedicine laws were passed. TMA and a coalition of interested organizations cemented payment parity for provider-based telemedicine to ensure virtual visits are reimbursed at the same amount as in-person encounters. Previously, this was a pilot project that was set to end in April 2022.
- Additionally, TMA’s efforts with other stakeholders led to the passage of a law permitting coverage for audio-only telehealth when access to audio-visual telemedicine is unavailable to the patient.
- TMA worked to enact legislation to clarify that medical practices are exempt from the recent law prohibiting employers from verifying Covid-19 vaccination status or requiring face coverings.
- A bill was proposed by TMA in 2022 to address surprise medical bills. The bill was never calendared last session due to a successful court challenge by the Texas Medical Association which struck down insurance-friendly provisions of the federal arbitration process. With the backlog of cases (ending before federal independent dispute resolution entities) and the penchant for large health insurance companies to exclude physicians from networks to secure lower rates, TMA is working on a new bill for 2023.



- Much of the second half of 2022 was spent setting the table for fixes to the state’s abortion “trigger” law after the *Dobbs v. Jackson Women’s Health Organization* decision struck down *Roe v. Wade*. TMA expended resources to form grassroots contacts and lobby key leaders to fix the law. Advocacy efforts were undertaken to ensure physicians would gain protection and not commit a felony when terminating a pregnancy to save a mother’s life or major bodily function. This will be a priority issue for TMA in 2023.
- TMA government affairs staff worked diligently with the organization’s legal and insurance and advocacy departments to prioritize the easing of prior authorization requirements on medical practices.
- TMA was instrumental in the passage of a step therapy law sponsored by TMA member Sen. Joey

Hensley, MD. The new 2022 law requires health plans and utilization review organizations to provide a clear, readily accessible, and convenient process for a patient or prescribing practitioner to request a step therapy exception. The health insurer must grant a step therapy exception if one of four scenarios arises.

- A bill supported by TMA eased the requirements of APRN and PA chart review and site visits by physicians. Up to 10 of the 12 on-site visits required each year to be made by physicians to sites staffed by APRNs or PAs with whom the physician collaborates may be conducted via HIPAA-compliant electronic means. APRN or PA chart reviews compiled at Federally Qualified Health Centers (FQHCs) and other remote locations may now also be conducted in this fashion.

Doctor of the Day

During the 2022 legislation session, nine physicians volunteered their time to serve as TMA's Doctor of the Day. Through this grassroots advocacy program, members had the opportunity to build relationships with lawmakers and discuss policy topics. Issues discussed included increased funding for substance abuse treatment, opposition of nurse independent practice, the allowance of coverage for fertility treatment and advocacy for more efficient payer credentialing.

2022 Doctor of the Day Volunteers

Reid Finlayson, MD

Psychiatry
Nashville Academy of Medicine

John D. Scott, MD

Internal Medicine & Pediatrics
Williamson County Medical Society

Katrina Green, MD

Emergency Medicine
Nashville Academy of Medicine

Howard Herrell, MD

Obstetrics & Gynecology
Greene County Medical Society

Frederick Boop, MD

Pediatric Neurosurgery
The Memphis Medical Society

Amy Gordon Bono, MD

Internal Medicine
Nashville Academy of Medicine

Ty Babcock, MD

Emergency Medicine
Nashville Academy of Medicine

Matthew Pollard, MD

Urology
Nashville Academy of Medicine

Jeffrey Williams, MD

Neuroradiology
Nashville Academy of Medicine



TMA PAC



Thanks to the generosity of its donors, TMA PAC achieved one of its most successful fundraising seasons in five years. A total of \$199,529 was raised in FY 21-22, representing \$88,591 in individual contributions, \$107,417 in corporate contributions, and \$3,471 in PAC-to-PAC contributions.

During the 2022 election cycle, the TMA PAC committee spent a total of \$119,500 in campaign and party contributions, donating to 47 campaigns including individual, caucus, and leadership PACs. TMA PAC achieved a 96% cumulative victory rate, backing winning candidates in 44 of those races.

Capitol Hill Club Members | \$1,000+

Newton Allen, MD	Mark Dentz, MD
Joan Allmon, MD	Tracey Doering, MD
Keith Anderson, MD	Jesse Ehrenfeld, MD
Steven Bengelsdorf, MD	James Fleming, MD
Lee Berkenstock, MD	Walter Fletcher, MD
John Binhlam, MD	David Gerkin, MD
Melanie Blake, MD	James Gray, MD
Leonard Brabson, MD	Katrina Green, MD
Bart Bradley, MD	William Harb, MD
Daniel Bustamante, MD	James Haynes, MD
Rosalind Cadigan, MD	Howard Herrell, MD
Edward Capparelli, MD	Gene Huffstutter, MD
Cathy Chapman, MD	Melissa Johnson, MD
Melissa Chiles, MD	Beth Kasper
Walter Chiles, MD	Ronald Kirkland, MD
Dale Criner, MD	Ken Kozawa, MD
Brian Daley, MD	Gregory Laurence, MD

TMA PAC received donations from students, residents, fellows, spouses, administrators, and physicians representing over 30 different specialties. The average donation was \$449.70. The single largest contribution was \$2,500. At TMA's annual meeting in May, physicians rallied together to raise \$30,000—surpassing the target goal by \$5,000.

Following years of decline in individual contributions, the 21-22 FY saw its first boost in member participation since 2017, increasing financial collections by 48% compared with the previous fiscal year. While TMA PAC fell short of its total goal of \$200,000 this cycle, the donor base grew by 9% and increased the average contribution amount by 37%, representing a strong first step for future growth.

Visit tnmed.org/tmapac to make a contribution and become a member. Your donation supports TMA's policy efforts and protects TMA's friends of medicine in the state legislature.

George "Trey" Lee, MD	Carmen Powell
Adele Lewis, MD	Jeffrey Queen, MD
Rodney Lewis, MD	Wiley Robinson, MD
Shauna Lorenzo-Rivero, MD	Perry Rothrock, MD
Matthew Mancini, MD	John Schneider, MD
Harish Manyam, MD	Michael Schneider, MD
John McCarley, MD	David Schroeder, MD
Patrick McFarland, MD	Nita Shumaker, MD
Phyllis Miller, MD	David Steed
Russ Miller	William Stone, MD
Imran Mirza, MD	Andrew Watson, MD
Brent Moody, MD	Charles White, Jr., MD
Pamela Murray, MD	Turney Williams, MD
Edmund Palmer, MD	Timothy Wilson, MD
Cynthia Pectol	Catherine Womack, MD
Matthew Perkins, MD	George Woodbury, MD
Matthew Pollard, MD	Chris Young, MD

Advocate Members | \$500+

Patrick Andre, MD	Scott Keith, MD	F. Hall Reynolds, MD
Richard Hall, MD	Robert Kerlan, MD	Kevin Smith, MD
Amy Hawes, MD	Randall Pearson, MD	Hannah Wilson, MD

Sustaining Members | \$250+

Scott Baker, MD	Michael Feldman, MD	Kristen McFarland, MD	David Roe, MD
Michael Baron, MD	Vincent Gardner, MD	Edward McIntire, MD	Rahul Shah, MD
Michael Bearb, MD	David Garriott, MD	Alvin Meyer, MD	Amber Shirley, MD
Amy Gordon Bono, MD	Michael Gold, MD	Michael Minch, MD	Clyde Smith, MD
Daniel Box, MD	John Guent, MD	Justin Monroe, MD	Jeffrey Smith, MD
Mary Jane Brown, MD	George Hill, MD	Donald Moore, MD	Timothy Smyth, MD
Michael Brueggeman, MD	Donna Hobgood, MD	Clinton Musil, MD	Laura Sprabery, MD
Ravi Chander, MD	Jonathan Hughes, MD	Ramesh Narayanagowda, MD	Amy Suppinger, MD
Catherine Chang	Kurt Ick, MD	Patrick O'Brien, MD	Ted Taylor, MD
Barton Chase, III, MD	Elizabeth Jackson-Misenar, MD	Charles Payne, MD	Christopher Thacker, MD
Elijah Cline, MD	Kelley Jefferson, MD	Richard Pectol, MD	Elizabeth Triggs, MD
Lee Colyar, MD	Megan Johnson, MD	Steve Peterson, MD	Kimberly Vincent, MD
Landon Combs, MD	John Johnson, MD	Stephen Portera, MD	Marta Wayt, DO
Glenn Davis, MD	Donald Lovelace, MD	John Proctor, MD	Nathaniel Whaley, MD
Dennis Duck, MD	Keith Lovelady, MD	John Reynolds, MD	Sean White, MD
Jeffery Eskind, MD			Michael Wilkinson, MD

Corporate Donors

Advanced Diagnostic Imaging	Tennessee Oncology
Association of University Radiologists	TN Society of Pathologists PAC
Heritage Medical Group	Tennessee Society of Pathologists PAC



Physicians Gather for 2022 Day on the Hill



Nearly 200 physicians and healthcare advocates from across the state gathered in Nashville in March for TMA's Doctors' Day on the Hill, bringing the voice of medicine to Tennessee legislators.

This annual event provides doctors the opportunity to educate the Tennessee General Assembly on important healthcare issues affecting the practice of medicine in the state. Physicians who participated in the event met throughout the day with their elected representatives in order to cultivate and reinforce legislative relationships key to ensuring the profession is well represented when critical healthcare issues are raised.

"TMA had a very successful day lobbying for good healthcare policies on behalf of our state's doctors and our patients," said TMA president Ron Kirkland, MD. "It is important that our elected representatives know where their physician constituents stand on issues like Scope of Practice, Balance Billing and Telemedicine.

"Our goal is for our patients to benefit from this healthy dialogue with reduced costs and increased access to the best care our system can provide."

TMA's top legislative priorities for the 112th General Assembly included Scope of Practice, Balance Billing, Telehealth and Covid-19 clean up efforts. Prior to the event, several of these issues were effectively settled for this session:

- Scope of Practice (SB176): TMA staved off efforts by advanced practice registered nurses to achieve independent practice in 2022.
- Covid-19 Clean-Up (HB2858): TMA's bill sailed through the House Health Committee, with the measure receiving no amendments or opposition.
- Audio-Only Telehealth (SB1846): The bill was amended to clarify the definition of "unavailable" to mean a patient does not own the technology to conduct an audio-video encounter; the encounter can not take place due to lack of service; or the patient has a physical disability which inhibits the use of video technology.

Other pertinent issues for which physicians lobbied included Coverage for Breast Examinations (SB2771/HB2544), Professional Privilege Tax Repeal (SB88/HB519 and SB2524/HB2776), and Step Therapy Reform (SB1310/ HB2447).



Legal Services and Resources

The reversal of *Roe v. Wade* and the implementation of Tennessee's abortion "trigger" law brought confusion and fear to the physician community. TMA's legal department created a new online Law Guide topic and set of FAQs to help navigate members through the law and dispel misinformation.

The legal department stood at the forefront of a team of health provider organizations that drafted a relief bill for 2023 and advocated with legislators for its passage. The legal team answered dozens of member questions on the application of this and other laws.

- A federal court in Texas gutted several pro-insurance industry provisions of the No Surprises Act related to the arbitration provision. In a lawsuit brought by the Texas Medical Association, the court decided several rules conflicted with the Act. The rules as promulgated gave health insurance plans a considerable advantage in arbitration when an out-of-network provider challenges a low payment by a health plan. The arbitrator must now consider five different factors instead of only one when deciding proper reimbursement rates. The ruling was the best scenario outcome for this litigation, which the Tennessee Medical Association supported financially and through the filing of an amicus brief through the Physicians Advocacy Institute (which TMA helped create).
- TMA signed onto an amicus brief filed in a second lawsuit filed by the Texas Medical Association to stop rules tipping the scale in favor of insurance companies during arbitrations. The rules provided outsized weight to the qualifying payment amount (QPA) when choosing between offers of payment submitted by health plans and physicians. TMA took the position the law allows consideration of the QPA by the same weight given to other factors such as the physician's experience and earlier contracted rates.
- TMA filed in November, in conjunction with the Physicians Advocacy Institute (PAI), a response to CMS' Physician Directory RFI. TMA responded there needs to be a single platform on which to store basic physician information for access by all payers, uniformity of required reported information, and a patient reporting mechanism when payers have incorrect information posted.
- TMA's general counsel led the Prior Authorization Workgroup in 2022. The workgroup discussed provider education on prior authorization processes, the potential of artificial intelligence decision-making, and other strategies. Unfortunately, no agreements were reached on concepts like "gold-carding" and reducing the number of services and drugs requiring prior authorization.
- The legal department helped a Cumberland Plateau practice receive the release of over \$90,000 of TennCare payments illegally held in escrow by a pharmacy services administrative organization and stopped it from placing such funds in escrow going forward.
- In November, TMA's general counsel testified with a CCC representative physician before the Senate's summer study committee on scope of practice in stringent opposition to any future legislation that would sever a formal relationship for APRN- or PA-physician collaboration. TMA provided counter arguments to the APRNs' most frequently cited talking points on independent practice as well as statewide survey results refuting their main argument for independent practice.
- In addition to fielding hundreds of member legal and practice management questions, the legal department added online Law Guide topics on Abortion, Abortion FAQs, Social Media and Patients, and Step Therapy and updated dozens of other topics.



Insurance Issues

In March, TMA welcomed Tabitha Lara, CPC, CPRC, to the staff as Director of Insurance Affairs. She oversaw TMA's efforts to address systemic insurance issues and help physicians resolve network contracting, reimbursement and other insurance related issues.

In 2022, TMA's Insurance Issues committee met on a quarterly basis to discuss systemic insurance-related issues with the primary prior authorization serving as the primary area of emphasis.

The committee's Prior Authorization workgroup, formed in 2019, convened on a monthly basis initiating dialogue with insurance companies. It addressed a Consensus Statement on Improving the Prior Authorization Process—created by the American Medical Association (AMA), American Hospital Association (AHA), America's Health Insurance Plans (AHIP), American Pharmacists Association (APhA), BlueCross BlueShield Association (BCBSA) and Medical Group Management Association (MGMA).

Topics of discussion included "gold carding," the reduction of the number of services requiring prior authorization, data concerning the number and method of authorizations requested each year, as well as legislative concepts. TMA took steps to increase provider participation in the workgroup meetings, but little progress was realized.

Representatives from medical practices that submitted information through TMA's online prior

authorization experience form were also invited to join the discussion. Each payer involved indicated a willingness to address the issues presented.

Additionally, a campaign was held to inviting medical practices to provide examples of group or patient experiences leading to poor outcomes due to the prior authorization process with accompanying statistical data on approval rates.

TMA hosted a series of weekly webinars highlighting the prior authorization process for each major payer. Evicore Healthcare supplied a training schedule which was made available to TMA members with information on the progress of the work group and availability of educational webinars.

TMA helped multiple practices become network providers with major payers. TMA also helped an East Tennessee practice reprocess and earn payment for invalid recoupments dating back to 2018. The insurance department assisted another practice which had not earned payment from Medicare for several months due to a provider update error. TMA also provided education and resources to practices regarding documentation rules and guidelines.

Insurance Workshop Series

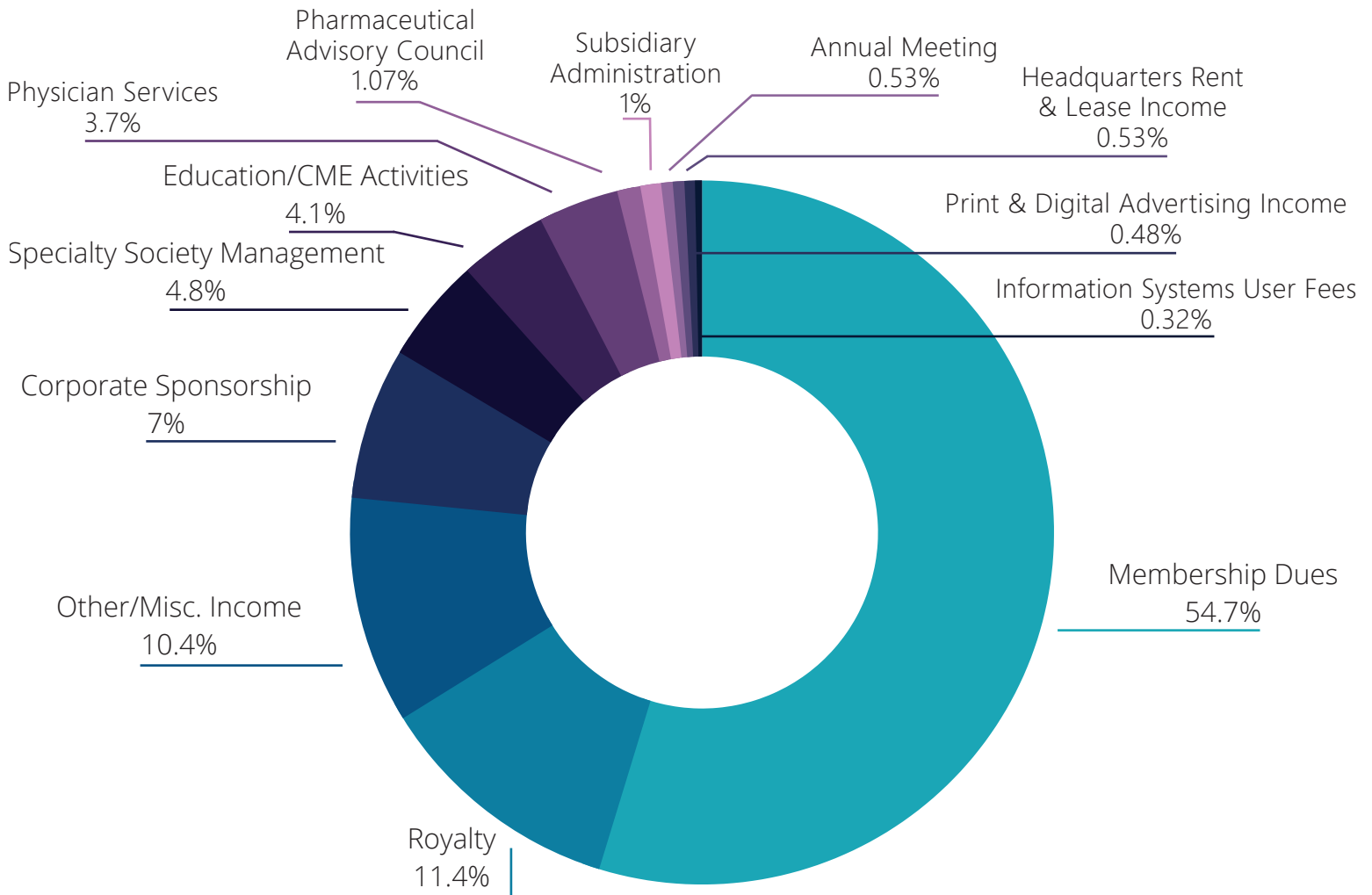


TMA introduced its Insurance Workshop Series in October. The webinars focused on new health insurance issues each week ranging from proper coding and updates to the importance of an internal auditing process. Industry experts were on hand each week providing critical information to more than 100 health care professionals. Attendees had the opportunity to earn up to 6 AAPC CEUs.



Financials

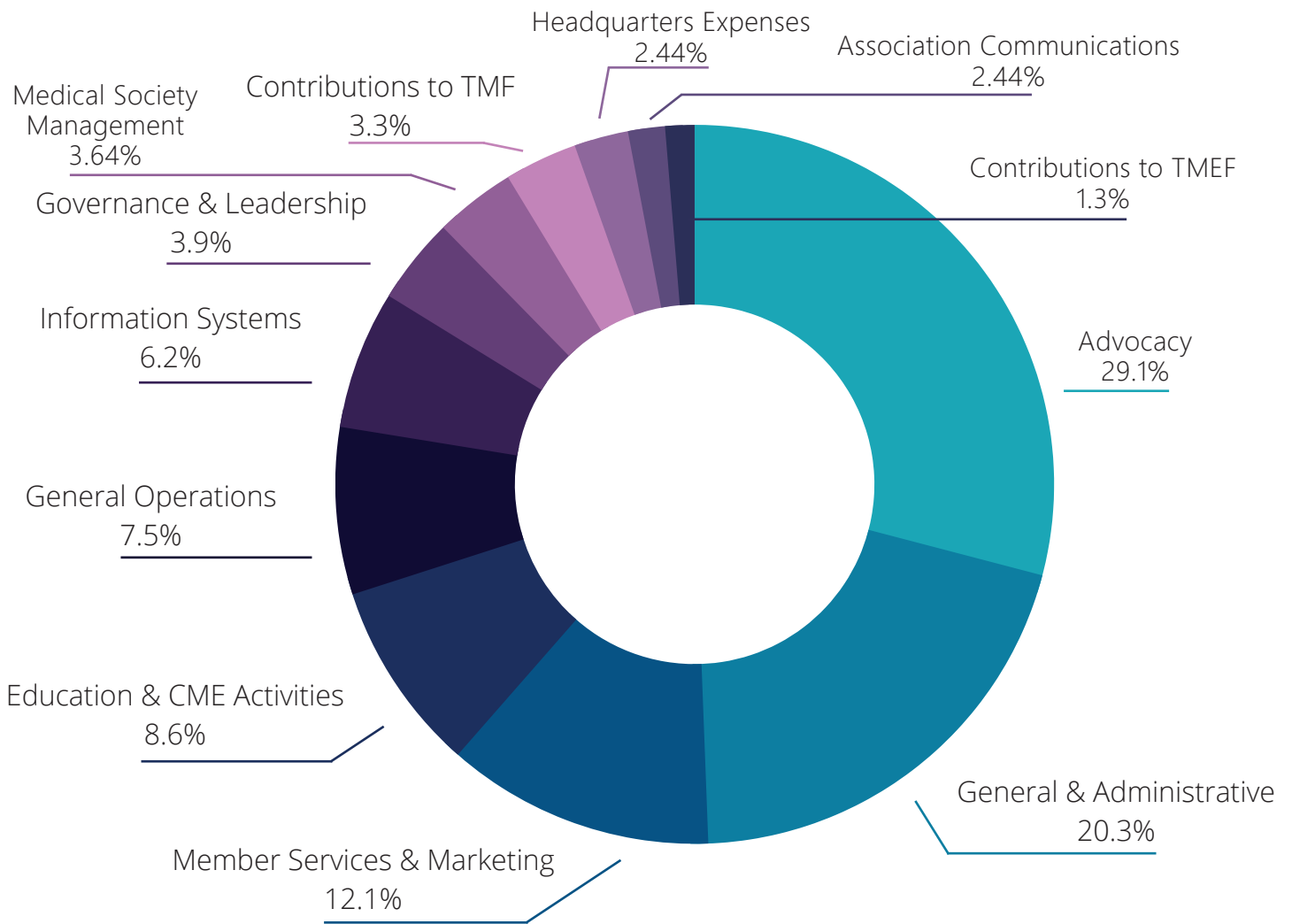
Income for 2021



Total Income | 100%



Expenses for 2021



Total Expenses | 100%



Letter from the CEO



In 2022, TMA's House of Delegates adopted a policy to take proactive steps to change the abuse of prior authorizations by the insurance industry. This practice unnecessarily delays patient care and creates undue burden and financial strain on medical practices. TMA will seek to have laws passed in 2023 that reduce the number and frequency of prior authorizations and expedite response from insurers based on the severity of patients' conditions.

For over a decade, TMA has pushed back against allied health professionals seeking to expand their scope of practice through legislation. Successful again in 2022, TMA, other medical organizations and allied professions shared testimony with members of the state Senate's summer study group to which scope issues were remanded. Our work with the Coalition for Collaborative Care has served as an effective outlet.

Delegates also passed a resolution to prioritize TMA's work on physician wellness. Our organization will collaborate with the wellness initiatives of component medical societies to provide all members with additional resources while working to pass new laws to address the trepidation some physicians have in seeking professional services for mental health and wellbeing.

TMA joined with other medical associations across the country in efforts which led to federal action on surprise medical billing.

We supported subsequent legal action filed by the Texas Medical Association to correct implementation errors relating the independent dispute resolution process.

An aggressive membership campaign in 2022 resulted in the addition of more than 600 new TMA component medical society members. We remain encouraged by the result and aim to continue the upward trajectory with a total membership count nearing 10,000 physicians, residents and medical students.

TMA founded the Tennessee Medical and Pharmaceutical Council to address common issues facing patients, prescribers and the pharmaceutical industry. Looking ahead, we will focus on the cost of medications, patient assistance program promotion and challenges caused by pharmacy benefit management programs (PBMs). Through the council, TMA works directly with 10 of the largest pharmaceutical companies in the state.

TMA Board's developed a number of new strategic initiatives during its summer planning retreat. Along with its focus on physician wellness, the Board identified plans for the following objectives:

- Maintain and grow the physician workforce in Tennessee.
- Further strengthen our successful advocacy programs.
- Address access to care in rural areas of the state.
- Develop a sustainable organizational financial growth plan.
- Improve policy operations to remain focused on priorities of the membership.
- Continue to develop physician leaders and provide additional pathways for inclusion.



Financially, 2022 was a challenging year for TMA. The organization weathered the pandemic years quite well, but disruptions in “business as usual” seemed to hit home this year as sizeable decreases in operational and investment revenues were experienced.

While concerning, it was not a cause for alarm. As with other market downturns, TMA took proper steps to adjust its operations.

The membership campaign included a steep discount on first-year members and that had some impact on total dues revenues which should be regained in 2023 and future years as new members are advanced and dues are increased.

Advertising, outside vendor support and event revenues were down as the market has been slow to return to normal spending post pandemic, and the economy soured throughout the year.

TMA was not immune to the effects of hyperinflation over the last 12 months like all other businesses.

The TMA Young Physicians section was successfully reestablished and will gain representation on the TMA Board beginning in 2023. The YPS is home for members 40 years of age and younger or within the first seven years of practice. The section provides a forum to address the specific needs and unique issues facing members in this career segment.

We remain grateful for a successful 2022 and will work toward additional significant achievements on behalf of the profession in the year to come.

A handwritten signature in black ink that reads "Russ Miller". The signature is fluid and cursive.



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