

American Hand Therapy Foundation

Summer 1999

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AHTF
P. O. Box 512
Zionsville, IN
Tel: 317 767-5964
Tel: 734 416-8677

Foundation Takes Action to Affect Managed Care Issues

AHTF launches "G.R.A.B. the Future" grant initiative

Last year, the American Hand Therapy Foundation (AHTF) sent an extensive questionnaire to all Certified Hand Therapists and experienced non-certified therapists specializing in hand/upper extremity problems. The purpose of this survey was to determine the most pressing professional needs of this group of highly skilled and specialized therapists to ensure that AHTF's funds are directed where they are most needed. Results from this survey found that nearly 100% of the respondents focused on managed care issues in one way or another. A majority of the respondents identified specific concerns about the affects of managed care on direct patient care and reimbursement.

Based on the clearly defined questionnaire responses, the question for the Foundation became, "How best can AHTF help therapists positively influence managed care through research endeavors and thereby improve/enhance patient treatment?" Knowing how to affect change is fundamental to success. A key concept is recognizing that the war on managed care is being fought in the research arena with cold hard data as its ammunition. While avenues for bringing about change do exist, these avenues are open only to those groups that can substantiate their premises with hard core research data.

Hand Therapy is so specialized that other groups, such as our parent organizations, are not in a position to provide the data needed to substantiate hand therapy specialty practice. In the big scheme, however, hand therapy research data can help these other groups because hand therapy is more easily measured than many other therapy fields.

Research is the nucleus of the Foundation's mission. AHTF works to generate funds to support

needed research projects that are carried out by independent researchers.

In direct response to its 1998 survey, the Foundation is setting up grants that specifically deal with the survey's most frequently identified areas of need. These include, but are not limited to, efficacy of hand therapy treatment and definition of length of treatment duration as related to specific diagnostic categories. Working on the premise of "Create a grant and they (researchers) will come", AHTF's "GRAB the Future" project allows participation by individuals, groups, and corporations. To support the level of studies needed, grant amounts need to be a minimum of \$10,000 per grant. "Adopt a grant" and "Build a grant" mechanisms are available to encourage a wide range of participation. For

example, corporation "X" may "Adopt a grant" by contributing \$10,000 or more, while smaller groups or individuals may combine assets to "Build a grant".

Contributors have the option of naming the grants they underwrite, i.e., "The 'X' Company Grant for Defining Optimal Treatment Duration for 'z' Diagnostic Category". Full financial reporting on use of grant funds will be part of every grant.

Data generated from "GRAB the Future" grants will be used by individuals and groups to define treatment parameters that prove the efficacy of hand/upper extremity intervention both (continued page 2)

"Knowing how to affect change is fundamental to success."

Grants for
Research:
Adopt or
Build a grant!

The Future!

Managed Care Issues *continued from page 1*

at the grass roots and national levels. AHTF's "GRAB the Future" initiative has long range benefits for all those involved in the hand/upper extremity rehabilitation arena.



Joy MacDermid, BScPT, PhD analyses data from the 1998 AHTF needs questionnaire.

Therapists, clinics, vendors, and related organizations are inextricably linked in that, what positively affects one, affects the others! We must work together to secure our future by proving the productiveness of hand therapy and enhancing the quality of care we provide our patients.

ACTION NEEDED: Share this information with others; create special "Build a grant" groups; and encourage those companies with whom you do business to actively influence the future of upper extremity rehabilitation by "Adopting a grant"! Contact AHTF's Director of Development, Cary Miller (734 416-8677), or a Foundation Board member (317 767-5964) for more information on how you can make a difference!

Note: While specific results from the 1998 AHTF questionnaire will be shared formally in scientific paper format with subsequent publication, the Foundation is working now to address the priority issue of proving the efficacy of hand therapy.

Dr. Robert M. Szabo Joins Foundation Board

We are very pleased to announce that

Dr. Robert Szabo has joined the Board of Trustees of the American Hand Therapy Foundation. This new addition to our Board is especially significant because Dr. Szabo is the first physician to serve on the AHTF Board! Dr. Szabo is a renowned hand surgeon based at the University of California - Davis, in Sacramento, California, where he teaches at the medical school in addition to practicing hand surgery.

Dr. Szabo also has a Master's Degree in Public Health and has published numerous scientific articles in professional journals. His article, *Statistical analysis as related to hand surgery*, in the *Journal of Hand Surgery*, 22(3): 376-385, 1997, is required reading for many undergraduate and graduate therapy programs.

Dr. Szabo comes on the Board as we acknowledge Karan Gettle, MBA, OTR, CHT, leaving our Board. Karan recently left full time hand therapy practice at

the Hand Rehabilitation Center of Indiana in order to spend more time with her family. Karan has served as the AHTF Treasurer for the past two years. She is succeeded as Treasurer by Board member Bill Walsh, one of the principles in the very well regarded Hand & Rehabilitation Specialists of North Carolina center, in Greensboro, North Carolina. Bill is no "shrinking violet" when it comes to dedicated leadership in the hand therapy profession as he also serves on the ASHT Board of Directors.

"Dr. Szabo is the first physician to serve on the AHTF Board"

**Burkhalter Grant application deadline
extended to:**

August 31, 1999

One-of-a-kind Hand Mural Finds a Home!

Mark Biehl, President & CEO of North Coast Medical, Inc., was the generous high bidder for a one-of-a-kind Glove Mural that was exhibited at the 21st ASHT Annual Meeting in New Orleans last September. The Mural consists of more than thirty individual "hands" artistically crafted from cotton work gloves by past ASHT Presidents, Nathalie Barr lecturers, and Foundation Board members. Each hand reflects the personality and interests of its artist.

Mark noted in purchasing the Mural that he wanted to give it a prominent home in North Coast's new corporate headquarters facility in San Jose, California. The Foundation expresses sincere thanks and gratitude to each of the "artists" that made the Mural possible, and to North Coast for purchasing the Mural and giving it a good home! Thank you, Mark!



Mark Biehl, North Coast Medical, gives Glove Mural a home.

Grateful Patient Promotion Underway

Good news! The Foundation has

launched an awareness promotion with hand therapy patients, and a part of this is asking for their support. Cary Miller, the Foundation's Director of Development tells us that in philanthropic support of health care, approximately 90% of the millions of dollars of support given every year comes from individuals. The other approximate 10% comes from corporations and foundations. Cary says, "These individuals give primarily because they are grateful for the care they, or a loved one, received." Twenty hand centers around the country have agreed to pilot the project by placing informational materials in their centers. The materials, which can be picked-up freely by hand therapy patients, tell the story of the Foundation and what it is doing to promote the hand therapy profession. If you would be interested in placing one of the information displays (8.5" x 11" size) in your center, please contact either the Foundation (317 767-5964) or Cary Miller (734 416-8677). We'll keep you posted on the response we receive!

"These individuals [patients] give because they are grateful for the care they received."

Raffle at Indiana Hand Center Benefits the Foundation

Foundation Board member, Nancy Cannon

was the driving force behind a raffle that was held at the Hand Rehabilitation Center of Indiana's biannual Educational Seminar last year. This marks the second time the Indiana Center has held a raffle in support of the Foundation at their Seminar. This most recent event resulted in a contribution of more than \$3000! Our thanks go to Nancy and her staff for including the Foundation in their event and for the wonderful contribution that resulted!



'98 Silent Auction Another Big Success!

The 1998 AHTF Silent Auction, held at the ASHT meeting in New Orleans last September, was a resounding and overwhelming success! In the

words of AHTF Board Chairman, Elaine Fess, "We were once again thrilled with the level of participation - from all those friends who contributed great items, to those who bid so generously on them!" In all, more than \$14,000 was raised for the work of the Foundation. More than 140 items were donated to the Auction including jewelry, trips, art objects,

books, educational courses, and professional treatment items and services. AHTF Board member, Georgiann Laseter commented that "We think the Silent Auction is one of the highlights of the ASHT meeting because it is not only a fun time together, but it raises money to advance our profession." Georgiann added, "Look for an even bigger and better Silent Auction this year in Orlando!"

The 1999 Silent Auction will be again held in conjunction with the Exhibitor's Reception at the ASHT Annual Meeting, on Friday, September 17th, from 7:00-9:00 pm.

For those who wish to donate items to this year's Auction, an *Auction Item Information Form* is included as an insert in this Newsletter.

Join us for an evening of fun! Remember, the proceeds from the Auction directly benefit the hand therapy profession and the patients we serve! ■

Support the 1999
Silent Auction by
donating an item!

American Hand Therapy Foundation

*Improving patient care through
research and education.*

AHTF

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Zionsville, IN 46077
Tel: 317 767-5964
Tel: 734 416-8677

AHTF Newsletter

First Class
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1998 AHTF CONTRIBUTOR LISTS

The American Hand Therapy Foundation (AHTF), a not-for-profit organization, is dedicated to improving patient care and furthering the advancement of the hand therapy profession through research and education. The AHTF Executive Board acknowledges the following individuals and corporations for their generous support of the American Hand Therapy Foundation in 1998.

CORPORATE CONTRIBUTORS:

Platinum Patron's Order: \$10,000 - \$99,999

Smith & Nephew, Inc.

Gold Sponsor's League: \$5000 - \$9999

North Coast Medical

INDIVIDUAL CONTRIBUTORS:

Diamond "Standing Ovation" Society: \$5000+

Bergeron, Dorothy Omori

Platinum "Applause" Order: \$1000 - \$4999

Fess, Elaine Ewing
Hand Rehabilitation Center of Indiana
Miller, Robin

Gold "High Five" League: \$500 - \$999

Evans, Roslyn
Flinn, Sharon
Laseter, Georgiann
Lauckhardt, Karen
Lee, Valerie
Nakada, Mayumi
Olivett, Bonnie
Walsh, William

Silver "Hand Shake" Circle: \$250 - \$499

Bassman, Mary
Chawla, Rina
Holcombe, Leslie
Maurer, Gretchen
Moran, Mariann
Silverman, Pam

Bronze "Thumbs Up" Club: \$100 - \$249

Adams, Lisa
Baldwin, Joyce
Bareis, Linda
Bierwagen, David
Boisclair, Suzanne
Bonzani, Paul
Burnett, Wendy
Cannon, Nancy
Creal, Daniel
Dodd, Rita

Bronze "Thumbs Up" Club: \$100 - \$249 cont.

Emerson, Susan
Ferraro, Meredith
Finch, Denise
Ford, Dorian
Gokey, Margaret
Hand Rehabilitation Center, Metairie, LA
Hand Therapy Center,
Horovitz, Ellen
Kaufmann, Dorothy (Mrs. Arthur)
King, Jennifer
Kreider, Louise
Kunkle, Cheryl
LaRochelle, Margaret
Lynn, Peggy
Mackin, Evelyn
Malys, Mark
Mathiowetz, Virgil
Melat, Susan Johnson
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Oxley, Sally Bryant
Pearson, Shirley
Puddicombe, Barbara
Reed, Laurie
Robinson, Celia Sue
Schatz, Randi
Schiliro, Susan
Sheffer, Karen
Singer, Marlene
Stoneking, Carmen
Summers, Debbie
Walsh, Mary Margaret

Friends of AHTF: \$1 - \$99

Adams, Ciynthia
Amaker, Bobbi
Astifidis, Romina
Beinhorn, Elizabeth Ann
Bens, Doris
Bochenek, Chris
Burech, Joanne

Burridge, Chris, & Kammien, Ann
Cagen, Karen
Dederichs, Jayne
Draghetti, Joanne
Gillenson, Sally
Gulick, Louann
Hetherington, Julia
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Huber, Annmarie
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Korger, Kathy
Kurtz, Paige
Lee, Marilyn
Maher, Edward
McGinnis, Leslie
Neff, Karen
Paul, Julie
Richardson, Carol
Rinehimer, William
Roundtree, Dan & Laurie
Silverman, Mark, & Berger, Serena
Sipp (London), Karen
Siwko, Krystyna
Smith, Jennifer

SILENT AUCTION ITEM CONTRIBUTORS:

American Hand Prosthetics
American Society for Surgery of the Hand
American Society of Hand Therapists
Apfel, Eileen
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Caldwell, Brian
Cannon, Nancy
Cano, Cynthia
Carter, Pegge
Catapult Meetings, Inc.,
Christman, Lucy
Clinical Specialty Education
DeStefano, Dennis
Emerson, Susan
F. A. Davis Company
Fedorczyk, Jane
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Fillion, Peggy
Flowers, Ken
Fullenwider, Lynnee
Gettle, Karan
Greer, Suzanne
Hand Rehabilitation Foundation
Hand Rehabilitation Services of Oklahoma
Hanley & Belfus Publishers
Ingenito, Rosalie
Kansas City Hand Rehabilitation Special
Interest Group
Keckhut, Jean
Kirby, Pamela
Klarich, Julie

Kurtz, Paige E.
Laseter, Georgiann
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Lowery, Judy
Matrix Rehabilitation
Matsuoka-Sarina, Judy
Mayer, Vi
Meriter Hand Clinic,
Moy, Bonnie
Michigan Chapter, ASHT
Michlovitz, Susan
Miller, Cary
Mootz, Cindy
Moran, Mariann E.
Mullins, Patti
Nadia International
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Olivett, Bonnie
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Skolnik, David
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Tyson, Mary
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Van Bork, Carol
W. B. Saunders Company
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Waylett-Rendall, Janet
Weiss-Lessard, Susan
Wright, Heidi Hermann

ⁱ Acknowledgement of these 1998 AHTF contributors was published in the Journal of Hand Therapy, 12(1):61-62, 1999.

American Hand Therapy Foundation
1999 SILENT AUCTION ITEM INFORMATION FORM

American Hand Therapy Foundation
Annual Fundraising Event

Silent Auction

Held in conjunction with:

American Society of Hand Therapists
22nd Annual Meeting
September 16-19, 1999

Location:

Hilton, Walt Disney World Resort
1751 Hotel Plaza Boulevard
Lake Buena Vista, Florida 32830
(407) 827-4000

The AHTF Silent Auction is held during
The Exhibitor Reception, September 17th,
From 7:00 p.m. to 9:00 p.m.

CONTRIBUTOR

CONTRIBUTOR:

(BUSINESS, IF APPLICABLE)

(NAME)

ADDRESS:

(STREET)

(SUITE / APT)

(CITY)

(STATE)

(ZIP CODE)

PHONE:

FAX:

ITEM

ITEM:

(EACH ITEM MUST HAVE A SEPARTATE FORM)

ITEM'S STATED VALUE:

ITEM DESCRIPTION (brief):

SPECIAL INSTRUCTIONS

(ie, expiration date, etc.)



See reverse side for specific mailing instructions for this form and for Auction items

INSTRUCTIONS FOR 1999 SILENT AUCTION ITEMS

1. Complete the *1999 Item Information Form* on the reverse side of this page and make copies of both sides for your records. Each item you donate should have a separate 1999 Item Information Form attached to it.

- A. If you are sending your Auction item, enclose the *1999 Item Information Form* with your item and send to:

Nancy Cannon, OTR, CHT
AHTF Auction
Center for Working Hands
5624 West 74th Street
Indianapolis, IN 46278

**Deadline for mailing items:
September 4, 1999**

- B. If you plan to bring your Auction item with you to the ASHT meeting in Orlando, send or fax one copy of the *1999 Item Information Form* to:

AHTF Auction
P. O. Box 512
Zionsville, IN 46077

fax:
317-873-6275

Attach a second copy of the *1999 Form* to your Auction Item. Upon arrival at the Hilton, check your item at the ASHT registration desk. You will be given an AHTF tag indicating receipt of the item.

**Deadline for hand delivery:
10:00 a.m., Friday, September 17th**

2. It is important that each *1999 Item Information Form* be filled-out completely, including donor's name, item description, and value. The information on the Form is included in the Silent Auction Booklet that is used by participants the night of the Auction.
3. Be certain to include on the *Item Information Form* any restrictions your item may have (ie, expiration date; limitations for use; minimum bid; etc.).
4. Donors of Auction items may deduct as charitable contributions the fair market value of the items donated. The donor determines this value, not AHTF.

For your Auction item to be listed in the Silent Auction Booklet, your *1999 Item Information Form* must be post marked / faxed by:

September 4, 1999

Questions?: Call AHTF's Director of Development, Cary Miller, at 734-416-8677 or AHTF's voice mail at 317-767-5964.