

American Society of Acupuncturists (ASA)  
 ASA Council Meeting  
 October 15, 2020  
**8pm Eastern/7pm Central/5pm Pacific**

Zoom link: <https://us02web.zoom.us/j/81361844602>

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**Present:**

Olivia Hsu Friedman	Chair	*ASA BOD
Amy E. Mager	Vice Chair of Public Policy	*ASA BOD
Zeyiad Elias	Vice Chair of Operations	*ASA BOD
Christine Cronin	ASA Secretary	*ASA BOD
Jason Bussell	ASA Treasurer	*ASA BOD
David Miller	Immediate Past Chair	*ASA BOD
LiMing Tseng	ASA Board Member at Large	*ASA BOD
Charis Wolf	ASA Board Member at Large	*ASA BOD
Candace Sarges	ASA Board Member at Large	*ASA BOD
Jen Stone	JASA EIC	*ASA JASA
David Bock	Chair of Governance Com	*ASA Committee
Mori West	Chair of Insurance/Coding Com	*ASA Committee
Melinda Camadella	Chair of External Comm Com	*ASA Committee
Linda Robinson-Hidas	Chair of Herbal Medicine Com	*ASA Committee
Lisa Conboy	Chair of Research Com	*ASA Committee
Alexandria Russell	Chair of Student Com	*ASA Committee
Whitney Dwyer	Primary	Arkansas Society of Lic Acupuncturists
Zach Beavers	Primary	Arkansas Society of Lic Acupuncturists
Scott Phelps	Primary	CA-CalATMA
Christy Vitiello	Primary	CA-CSOMA
Sarah Hart	Alternate	CA-CSOMA
Tuesday Wasserman	Primary	Acupuncture Association of Colorado

Kacey Wardle	Alternate	Acupuncture Association of Colorado
Maggie Barili	Primary	Connecticut Society of Acupuncturists
Patricia Heraghty	Alternate	Connecticut Society of Acupuncturists
Sandra Kahn	Primary	Florida State Oriental Med Assoc
Jennifer Broadwell	Alternate	Florida State Oriental Med Assoc
Rebecca Jacobs	Primary	Hawaii Oriental Medicine and Acupuncture Association
Joni Kroll	Alternate	Hawaii Oriental Medicine and Acupuncture Association
Samara Reigh	Primary	Illinois Society of Acupuncturists
David Mayer	Alternate	Illinois Society of Acupuncturists
David Simpson	Primary	Indiana Society of Acupuncture
JennyMarie Greenough	Primary	Kentucky State Acupuncture Association
Bryn Clark	Primary	Acupuncture Society of Massachusetts
Denise Tyson	Primary	Maryland Acupuncture Society
W. Tobey Williamson	Primary	Maine Association of Acupuncture and Oriental Medicine
Jessica Peck-Lindsey	Alternate	Maine Association of Acupuncture and Oriental Medicine
Ruth Lehmann	Primary	Michigan Society of Acupuncturists
Lynn Weatherson	Primary	Minnesota Acupuncture Association
Angela J Weber	Alternate	Minnesota Acupuncture Association
Janet Lee	Primary	Acupuncture Association of Missouri
Linda Tolentino	Alternate	North Carolina Society of Acupuncture and Asian Medicine
Lindsey Sisson	Alternate	NH Acupuncture and Asian Medicine Association
Tinna Kim	Primary	New Jersey Association of Acupuncture and Oriental Medicine
Yvonne Walston	Primary	New Mexico Society of Acupuncture and Asian Medicine
Steven Malins	Alternate	New Mexico Society of Acupuncture and Asian Medicine
Michelle Wright	Primary	Acupuncture Society of New York
Beth Howlett	Primary	Oregon Association of Acupuncturists

Ross McCallum, LAc	Alternate	Oregon Association of Acupuncturists
Heather Shultz	Primary	Association for Professional Acupuncture in Pennsylvania
Mary Claire Dilks	Primary	Rhode Island Society of Acupuncture
Sarah Prater	Primary	Tennessee Acupuncture Council
Edward Vernon	Primary	Acupuncture Society of Virginia
Maria Hunter	Primary	Washington Acupuncture and Eastern Medicine Association
Michelle S Meramour	Primary	Wisconsin Society of Acupuncturists
Louis Jin	Alternate	Wisconsin Society of Acupuncturists

**ASA Member Organizations Absent:**

AK	Alaska Acupuncture Association
AZ	Asian Medicine Acupuncturists of Arizona
DC	Acupuncture Society of DC
FAA	Florida Acupuncture Association
NE	Nebraska AOM Association
OH	Ohio Association of AOM
TX	Texas Association of Acupuncture and Oriental Medicine
VT	Vermont Acupuncture Association

Meeting commenced at 5:01 PM PDT/6:01 PM MDT/7:01 PM CDT/8:01 PM EDT.

a. Welcome (:05)– Olivia Hsu Friedman

Welcome to our second quarterly meeting. The new meeting schedule is due to the state associations request to meet more frequently. At our July 2020 meeting, primer was provided for all ASA delegates. If you are new to the delegation, please contact Sarah Prater, Chair of the Nominating Committee for that presentation. Candace Sarges addressed the council and let us know that she is stepping off the board to spend more time with family. We appreciate all that she has done over the many years she has served at the national and state levels.

b. Quorum (:01) - Zeyiad Elias

In accordance with our bylaws, we are required to have 40% of our member state associations to be present in order to have a quorum which would be 14 state associations. We have 26 member state associations present.

c. VOTE (:15) - Meeting has been called to order:

Hawaii Oriental Medicine and Acupuncture Association and Arkansas Society of Licensed Acupuncturists applied for ASA Membership. The Nominating Committee vetted both organizations. All paperwork is in order, with the exception of waiting for final governmental approval of 501c6 status. All member state associations submit information regarding IRS status, bylaws, state incorporation documents, proof of tax returns (990's), and membership lists to ASA Nominating Committee

i. Motion made to approve Hawaii Oriental Medicine and Acupuncture Association to join the ASA as full dues paying members, pending final approval of their 501c6 status. 26 votes in favor. 1 abstention (OR). Motion approved.

ii. Motion made to approve Arkansas Society of Licensed Acupuncturists to join the ASA as full dues paying members, pending final approval of their 501c6 status. 26 votes in favor. 1 abstention (OR). Motion approved.

iii. Confidentiality Level - The final vote regarding confidentiality is as follows: Option 1 - 0 votes; Option 2 - 12 votes; Option 3 - 9 votes; Option 4 - 4 votes. 1 state association abstained. As no option tallied to a majority vote, we need to have another vote between Option 2 and Option 3. The next quarterly council meeting will be January 28th at 8 PM EST/7 PM CST/6 PM MST/5 PM PST and will include this vote as an agenda item.

d. 2021 Vision (:20) – Olivia Hsu Friedman

As chair, we have focused on developing organizational structure. We designated specific board members with areas of responsibility in addition to being liaisons between committees and the board of directors. The new structure allows ASA Committees to take more of a leadership role as well as decentralize decision making. The Nominating Committee and ASA Board were busy vetting new committee chairs. This includes Jennifer Broadwell as Advocacy Committee Chair, Lisa Conboy as Research Committee Chair and David Bock as Governance Committee Chair. All committee chairs and board liaisons worked on developing committee charters. All charters are on the ASA website. The Nominating Committee also developed an application form for all committee positions. The Nominating Committee will vet all applications received and then forward the vetted applications to the committee chairs. We hope to fill all positions soon. The Nominating and Governance Committees are working on policy and procedures along with a code of conduct so we can meet the current needs of our organization.

OHF reviewed our current mission and vision statements. Everything we work on should fall under the mission and vision statements. At this time, the profession is at a critical juncture. Thanks to CMS, we have the opportunity to become more accepted within mainstream medicine. By pursuing licensed acupuncturists as Medicare practitioners (which we unanimously approved to move forward on last July), we need to fortify areas of our organization in order to accomplish this goal.

We need to develop our organizational systems. We are collecting data (thanks to Jen Stone and the Lovell grant) to develop well thought out systems so we can achieve our goals. All organizations have problems. The key is that we analyze and diagnose those problems accurately and that we

strategize how best to fix them. The hope is that as we continue to solve our problems and grow in strength, that we upgrade the problems we have in the future and that those problems will be better and more exciting ones to solve. To be clear though, problems will always exist, but our hope is that future problems will be as a result of growth and progress as an organization. The ASA needs to be a source of the solutions. It requires that we role model, as an organization, how best to determine solutions through how we treat and communicate with each other. Discussed the elements of performance evaluations, time assets (help, brainstorm, explore, provide, disseminate, stay out of the way) communicated in a manner that serves in the best interest of the team, allows us to move forward, solve the problems at hand and improve the relationships between all those involved. Time debts dissolve situations. These include staying in the problem, making the problem worse, making relationships unnecessarily unpleasant and wasting time. We all only have so many hours we can serve the ASA. Discussed 2021 goals: strengthen brand position, build stronger alliances, improve internal/external communications, upgrade governance policy and procedures, grow committees and special task forces, and develop leadership training.

e. Medicare Advocacy Update (:15) - Jennifer Broadwell

Discussion on steps toward Medicare inclusion. Went over why we are seeking recognition - Medicare influences third party payer coverage decisions, although LAc's are independent providers we are currently considered as auxiliary personnel and therefore require supervision because we are not recognized by Medicare, and because of the lack of provider status many people who could benefit and their providers are restricted in obtaining care from a LAc. Most importantly, it is the will of the council. Discussed how we need stakeholder support as well as a clear plan to ensure our messaging is clear. Gave a plan on how the committee will support communication within the ASA. Discussed the bill language finalization process and launch. Advocacy and Research committees will work together to develop briefing materials and talking points. Grassroots advocacy discussed. Longer term goals reviewed. How to help - stay informed and engaged in the process, ensure your state members are aware of the process and our progress, know when and how to best support these efforts and please ask questions at [advocacy@asacu.org](mailto:advocacy@asacu.org)

f. CPT code discussion (:10) – David Miller & Amy Mager

10 year CPT historical process discussed and the HCPAC role. ASA approved to be part of the HCPAC committee this year. HCPAC representatives are Chanta Van Laanen and Jessica Gregory and we thank them for their willingness to perform this role..

Two weeks ago, AEM and DM attended the CPT code meeting. Needle insertion without injection codes (please never call them Dry Needling codes, Trigger Point is acceptable). Adding needle insertion without retention language could not occur at this time.

Focusing our energy on how to communicate about these codes. AEM discussed the need to unify our message across the ASA and serve as role models of how to conduct ourselves among ourselves and other medical professionals. We thank Mori West and everyone on the Insurance Committee.

g. Web Platform Update (:05) – Zeyiad Elias

ASA asked Kelly Hora to collect data on how the web platform is performing. Currently, four states are fine, five states with minor issues and five states with multiple issues. Three states have not

launched yet and 1 state who recently launched. The last four mentioned we need more time to determine their status. Once all data is retrieved, will be able to diagnose problems accurately and offer appropriate short- and long-term solutions

h. Medicare/Insurance Update (:15) -- Mori West

RVU reductions have affected everyone and across all professions. The final rule regarding the cuts will come out after November 5th but before the end of the year. Insurance Committee will follow up on acupuncture code RVU reductions. Insurance committee worked closely with AAMA and have a good working relationship moving forward. Additionally, we continue to TriWest regarding the following issues: multiple modality reductions, classifying LAcS as mid-level provider classification. VA stated TriWest will cease. Waiting to find out determination on how TriWest will do regarding claims made before September 1 as well as underpayment of claims. ASA Insurance Committee is on top of these issues. October 27, 2020 will be the first Insurance Committee State Rep meeting. Training provided will allow state reps to field state association members concerns and issues directly. ASA Insurance Committee will assist state reps when needed. Utilization and Review Companies have requested our input for acupuncture coverage guidelines. ASA Insurance Committee will work at the national level, support state reps at the state level and work with insurance carriers. Thanked all committee members and Jennifer Broadwell and Lisa Conboy.

i. Delegates Q&A (:30)

All questions were answered during the Q&A period. Specific Items - ASA Insurance Committee will provide information on VA payments, confidentiality level vote (please see vote section). Update on ASA Conference: ASA has a contract with the Washington Marriott Wardman Park for April 2021. Currently, the hotel is closed until December 31, 2020. Michael Cousineau of Insite Selection Services is ASA's hotel contract negotiator and is in communication with the hotel. ASA is awaiting updates from the hotel.

j. Acupuncture Medicine Day (:05) – LiMing Tseng

CAB approved AM Day 4 CEU. Need to sign up for each lecture individually. Hope to see you all there!

Meeting adjourned at 6:15 PM PDT/7:15 PM MDT/8:15 PM MDT/9:15 PM EDT.

Respectfully submitted,

Christine W. Cronin DAOM, LAc

ASA Secretary