



T-9

June 16, 2014

Dear Dave Forrest, C.F.O. / Treasurer,

Center for Sports Health
Summa St. Thomas Hospital
Phone (330) 379-5356

**Sports Medicine
Physicians**
Summa St. Thomas Hospital
20 Olive Street, Suite 201
Akron, Ohio 44310
Phone (330) 379-5051

**Summa Western Reserve
Hospital**
5655 Hudson Dr. #315
Hudson, OH 44236
Phone 330-379-5051

**Robinson Health Center
at Streetsboro**
9318 State Rt. 14
Streetsboro, OH 44241
Phone (330) 422-7820

Summa Health Center at Green
3838 Massillon Rd. #350A
Green, OH 44885
Phone: (330) 899-0035

**Summa Health Center at Lake
Medina**
3780 Medina Rd. #240
Medina, OH
Phone: (330) 379-5051 #4

**Summa Health Center at
Wadsworth**
621 School Dr.
Wadsworth, OH
Phone: (330) 334-0035

**Summa Western Reserve
Hospital – Summa Physicians,
Inc Office Building**
1860 State Rd, Suite F
Cuyahoga Falls, OH
Phone: (330) 926-1955

summahealth.org/sportshealth

Thank you for the opportunity to submit a proposal to continue the athletic training services for Revere Local Schools and possibly expanding services to include strength & conditioning. We value our more than 20-year relationship supporting the Revere community. Our mission is to provide the highest quality healthcare to the student-athletes, coaches, faculty/staff and community.

Our values in the Summa Center for Sports Health reflect a belief that success is a personal standard compelling us to reach our highest potential in services to our community:

- ✓ *Care for all individuals with dignity and respect*
- ✓ *Provide highest quality professionals*
- ✓ *Promote the profession of athletic training*
- ✓ *Enhance the skills of all sports health professionals*
- ✓ *Ensure quick access to care*
- ✓ *Promote health, wellness and injury prevention*
- ✓ *Minimize time away from activities and enhance early return*
- ✓ *Maintain state-of-the-art, easily accessible facilities*
- ✓ *Continue growth within our communities*

In this ever-changing climate of healthcare, Summa has maintained a leadership position in Northeast Ohio. We continue to focus on improving the health of the communities we serve by building strategic partnerships with healthcare providers and investing in local resources. When you choose Summa, you know who will be providing your service.

Our proposal for athletic training and strength and conditioning services is attached, along with our Statements of Qualifications and other supporting documents.

Our team is available to answer any questions or schedule a follow up meeting: Hollie Kozak 330-379-5356 (work) or 216-513-6962 (cell); Dr. Niles Shah 330-379-5051, extension #4.

We appreciate this opportunity to discuss the quality services that we can continue to provide to the Revere Local Schools and the greater community.

Sincerely,

 M.Ed., AT

Hollie Kozak, M.Ed, AT
Manager
kozakh@summahealth.org



Niles Shah, MD
Medical Director
shahn@summahealth.org

Proposal of Services per RFP for Athletic Training and Strength and Conditioning Services

Submitted by Summa Center for Sports Health

BACKGROUND AND QUALIFICATIONS:

Summa Health System has maintained a leadership position in Northeast Ohio. We continue to focus on improving the health of the communities we serve by building strategic partnerships with healthcare providers and investing in local resources. When you choose Summa, you know who will be providing your service.

We are an Integrated Healthcare Delivery System that provides coordinated, value-based care across the continuum for the people and populations we serve. We hold ourselves clinically and financially accountable for health outcomes in our communities.

Summa Health System is committed to providing the right care at the right time in the right place for our patients. That includes providing community based healthcare and improved access to healthcare through our sports health program.

Summa Center for Sports Health's values the relationship that we have had with Revere Schools for the past 20 years. We have prided ourselves in the quality of care that we provide not only to the student-athletes, but the community.

Summa Center for Sports Health's mission is to provide the highest quality healthcare to the student-athletes, coaches, faculty/staff and community.

Our values at the Summa Center for Sports Health reflect a belief that success is a personal standard compelling us to reach our highest potential in services to our community:

- ✓ *Care for all individuals with dignity and respect*
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- ✓ *Maintain state-of-the-art, easily accessible facilities*
- ✓ *Continue growth within our communities*

QUALITY CARE AND EXPERIENCE YOU CAN COUNT ON CLOSE TO HOME WITH SUMMA CENTER FOR SPORTS HEALTH...

- 5 sports medicine trained physicians trained in cutting edge treatments
 - Platelet Rich Plasma (PRP) injections
 - Musculoskeletal ultrasound
 - Musculoskeletal ultrasound guided injections
 - Prolotherapy injections
 - Compartment Syndrome Testing
 - Visco supplement injections
 - Trained in concussion management
- 2 sports medicine fellow physicians
- 7 physician offices around Summit, Portage and Medina counties
- 11 outpatient rehab and sports PT in Summit and Medina counties
- Same day / next day physician appointments
- Expedited referrals to the top orthopaedic surgeons in the area through our partnership with Crystal Clinic Orthopaedic Center
- Provide athletic training services to 9 area schools
- Provide athletic training services to 4 area local YMCAs
- Team Physicians for Kent State University Athletics
- Team Physician for Akron Rubber Ducks Baseball
- Medical Administrators and coverage for the Akron Marathon
- Medical coverage for the 2014 Gay Games 10K, Marathon and Softball
- Medical coverage for the OHSA State Softball Tournament since 2007
- Coaches Pupil Activity Permit Class Consortium to reduce costs to the school for this permit

SATISFACTION SURVEYS RELATED TO SUMMA CENTER FOR SPORTS HEALTH

(As taken from 2013 end year results from surveys from patients, coaches, parents, athletic directors, outreach program participants)

- 97% of patients are satisfied with their physician's care
- 95% of athletic directors, coaches and parents are satisfied with the athletic trainer's care
- 97% of participants are satisfied with sports health educational programs

PARENTS AND COACHES COMMENTS RELATED TO SERVICES PROVIDED TO REVERE LOCAL SCHOOL DISTRICT OVER THE PAST YEAR

- My husband and I have had multiple communications with Kara. She is always available, has productive suggestions and is eager to help facilitate our son's rehab needs.
- Our son had tendonitis of his hip flexor and he had been "nursing" it for about a month prior to the start of FB. Kara put him on a rehab program with assurance that some soreness was to be expected. She also made his ice baths available to him so that I didn't have to do it at home which is greatly appreciated.
- Our son actually pulled a growth plate off of his elbow during a game when he stiff armed an opponent. He rubbed his elbow a little bit but refused to go down...it was 3rd and goal on the 4 and he knew he was getting the ball on the next play. Kara told him to do down but he ignored her. She immediately told coach Murphy he was hurt and time out was called. Sure enough he was injured requiring surgery a few days later. There is no telling how bad it could have been had Kara not insisted he come out of the game.
- "We love Kara...she is doing a great job." – Administration at Revere while at a game

SUMMARY OF PREVIOUS SERVICES PROVIDED AND BACKGROUND

- **Long standing relationship** with Revere for the past 20 years with only 2 athletic trainers (AT) to aid in building continuity, and trust and becoming a part of the community
- **High quality athletic trainers** that receive nothing but great comments from parents and coaches each season with our evaluations
- **Sports Physicals**
- **Team physician** – we have worked closely with Crystal Clinic Orthopaedics to provide a team orthopaedic surgeon to provide coverage for varsity football games and improved access to care
- **Immediate access to sports medicine care**
 - Dr. Nilesh Shah, Dr. Trevor Bullock at the St. Thomas office; Dr. Bullock at the Cuyahoga Falls office and Dr. Shah and Dr. Tom Bartsokas at the Hudson office
 - Fairlawn Urgent Care Emergency Department
 - White Pond Outpatient Rehab
- Summa provided approximately \$21,250 worth of services free of charge by treating athletes at the high school in 2012. This does not include co-pays and deductibles that would be incurred for physical therapy, emergency room and physician visits; also does not include services to the middle school athletes. (See attached – page 14)
- Coverage of OHSA events held at Revere High School
- **Educational programs** on injury prevention and concussion to youth sports groups
- **Educational information** provided routinely to the athletic department related to injury prevention, trends in sports medicine, etc.
- **Parents and coaches meetings:** Present at parent and coaches meetings, emergency plan, and communication plan for the sports season.
- **Ordering** of medical supplies
- The staff provides parents and coaches their cell phone numbers at the beginning of each season. Parents and coaches are encouraged and feel comfortable enough to reach us on our cell phone and we make sure we are available to speak with them.
- The staff will come to the athletic training room/practices on days that were planned to be off to see an athlete that got injured at an away game.
- Summa sponsored the **Revere scoreboards for outdoor and indoor venues**
- Summa **provides annual sponsorship for the Revere Golf Outing**

School References Related to Athletic Training and Sports Medicine Coverage

Mark Pfaff

Athletic Director Kent Roosevelt High School
Former Athletic Director at Green High School
Office: 330-676-8773

Don Seeker

Athletic Director Tallmadge High School
Cell: (330) 801-0580
Office: (330) 633-6956

Kevin Vaughn

Athletic Director Springfield High School
Cell: 330-352-0324
Office: 330-798-1080

James France

High School Principal and Football Coach at
Manchester High School
Cell: 330-606-4152

Proposal for Athletic Training and Strength and Conditioning Services

SCOPE OF SERVICE TO BE PROVIDED BY SUMMA HEALTH SYSTEM:

- A. **Athletic Trainers (AT):** Summa Health System shall provide the services of two Ohio licensed athletic trainers to provide services to the student-athletes at Revere High School and Middle School for approximately 2700 hours annually, including the summer months as needed. Included in these hours are the hours for strength and conditioning.

1) Athletic Trainer Qualifications

- a. Licensed by the State of Ohio by the Ohio OTPTAT Board
- b. American Heart Association BLS Certified
- c. Trained in ImPACT concussion testing
- d. Bachelor's Degree in athletic training (minimum requirement)
- e. Will maintain the continuing education requirements for Ohio Licensure to advance their skills and knowledge of Best Practices in the evaluation, treatment, care, and prevention of athletic injuries per licensure renewal cycle
- f. Strong organizational and communication skills and self-motivated

2) Strength and Conditioning Qualifications

- a. Additional qualifications and certifications from a credible national organization in either personal training or strength and conditioning
- b. Background and hands on experience in developing sport specific strength and conditioning, speed and agility and injury prevention programs
- c. Bachelor's Degree minimum
- d. Will maintain the continuing education requirements for their credential in this area to advance their skills and stay on the cutting edge of Best Practices related to sports performance.

- B. **Athletic Training Coverage provided:** The ATs are held to high expectations while performing their duties at the high school and middle school. (See attached "Expectations of the Athletic Trainer in the High School Setting AND Athletic Trainers' Daily Coverage of Responsibilities – pages 12-13) ATs shall participate in the following aspects of the scholastic sports program and as otherwise mutually agreed upon by the parties:

1) **Pre-Season Coverage:**

- a. ATs will provide coverage during official practices/scrimmages during the pre-seasons. This may include summer hours for injury assessments, treatments, rehabilitation, ImPACT testing, etc
- b. ATs may participate in pre-season educational programs concerning the identification, care and prevention of common athletic injuries, if requested.
- c. ATs may participate and provide guidance in pre-season conditioning training programs, and other activities that the parties mutually agree are appropriate to prepare athletes and coaches for the upcoming sport's season and work closely with strength and conditioning coaches related to education and injury prevention and care.

- 2) Practices, Pre-Competition and Competition Coverage:
- a. ATs shall prepare athletes for practices and competition by providing necessary taping, bracing, treatment and care per Summa's Standard Operations Guide and physician prescription per Ohio Law.
 - b. ATs shall assess athletes for potential injuries and advise appropriate preventive measures, as requested.
 - c. ATs shall cover those practices and interscholastic sports competitions that the parties mutually have scheduled for such coverage.
 - d. During practices and interscholastic sports competitions the ATs shall provide emergency assessment and care of athletic injuries, injury evaluations, first aid and other treatments within the scope of their expertise and in accordance with the Ohio AT Practice Act.
- 3) Post Practice and Post Competition Coverage: The ATs shall assess injuries sustained by athlete participants in practices or interscholastic sports competitions and shall assist in making appropriate medical referrals.
- 4) School Day Treatments and Evaluations: The ATs will have hours available during the school day to provide treatments, rehabilitation and injury evaluation.
- 5) Medical Supplies: The ATs will work with the athletic director related to annual budget for sports medicine / athletic training room supplies and provide a list of such supplies to be bid out and ordered according to the school's policy. (An example of some of the supplies that are typically necessary for the athletic trainer to perform their duties on page 15-16) They will also, at the request of the Boosters and/or athletic director, prepare proposals for funding of other supplies and needs to insure the highest quality of care of the student-athletes. Examples of such supplies could include a portable treatment table, cooling tubs, Waterboy station, portable treatment and supply station, larger item rehabilitation equipment, etc. Additional necessary equipment includes a computer/printer (to print ImPACT testing, exercises, reports, etc since the athletic office printer is not easily accessible during late hours when events are going on), AED, golf cart, etc. First aid kits for the coaches and supplies to stock kits for both the high school and middle school teams are needed and a part of the supplies ordered. The first aid kits, will on occasion, have to be replaced.
- 6) Neurocognitive Baseline and Post-concussive Testing: (ImPACT) The ATs will provide pre-season baseline testing, according to Summa's Standard Operating Procedure and recommendations/standards set by ImPACT on an annual basis. They will also provide post-concussive testing following injury when appropriate and aid in the coordination of care with area healthcare providers. Access to the computer lab will be needed to perform these baseline and post concussion tests.

- 7) Athletic Training Aide Program: The ATs will work with school administration to develop, coordinate and monitor an Athletic Training Student Aide program for the students interested in healthcare. Included in this can be teaching an athletic training and healthcare introduction class or in-service as requested by the administration. A brochure related to what high school student aides can and cannot do according to Ohio Law has been provided (attached brochure pages 19-20).
- 8) Emergency Action Plans: Staff will work with athletic staff and administration to develop Emergency Action Plans (EAP) for each venue.
- 9) Educational Programs: ATs shall work with coaches and administration to help organize educational programs, as requested by the school, for parents and coaches (including educational sessions for coaches related to proper conditioning and weight training technique and progression). These programs can be provided to the High School, Middle School and area youth recreation parents and coaches. (See attached flyer on page 17)
- 10) Youth Sports Education: ATs shall coordinate, along with the Summa Center for Sports Health staff and physicians, educational programs for parents, coaches and officials of the area Youth Sports Organizations that request them on an annual basis at no charge.
- 11) Parents' Meetings: ATs shall be present and participate at annual parents' meetings as requested.
- 12) Return to Learn Educational Program: This educational program is designed for teachers and counselors to increase the awareness of signs, symptoms and behaviors associated with a sports concussion. We also discuss the cognitive effects of a concussion and how they relate to academics. We review and discuss the "return to learn" monograph for school personnel, which aid in the student athlete's recovery following a sports concussion, and the important role that school personnel plays as a part of the sports medicine team. (See attached flyer on page 18)
- 13) Sports Medicine Educational Information: The ATs and Summa Center for Sports Health staff will provide educational information for athletes, parents, coaches, the community and school staff related to health, wellness, injury prevention, care, etc. for use on the school district's website and in newsletters to help empower the community regarding healthier living.
- 14) Pre-Participation Sports Screenings: The ATs can organize, in conjunction with the school and Summa Sports Health manager a day for the student-athletes to receive pre-participation screenings in accordance with OHSA for a minimal fee.
- 15) Make-Up Date for Screenings: Summa Health System provides Pre-participation sports screenings throughout the school year at our sports medicine physician offices for a fee. This is open, by appointment, to any athletes who missed the scheduled date.
- 16) Sudden Cardiac Arrest (SCA) Screenings: These are conducted as a part of the OHSA Sports Pre-season Physicals provided annually. We follow the American Heart Association guidelines. This includes reviewing of the OHSA medical history form and evaluating their heart and lungs. In the event that there are any red flags in their history or on exam, they are referred for further testing. Those that do not come through the physicals provided at

the school or at one of our sports medicine physicians' offices will be the responsibility of the healthcare professional that signed off on their physical.

- 17) Sports Bracing Program: The ATs can work with coaches and school administration to set up a program where the students can purchase sports braces through an outside vendor for a fee. There are a number of bracing companies that could assist with such a program and we can assist identifying them. Studies have shown that ankle braces outperform athletic tape in the prevention of ankle injuries. Ankle braces not only help prevent/reduce injury, but also reduce the costs associated with prophylactic taping when no injury is present. In the event of injury, athletes would still be initially taped and/or braced, but recommended to progress to braces only.
- 18) Athletic Training Website: The ATs will work with the school's IT Department and athletic director to maintain the athletic training website.
- 19) Athletic Trainer Back-Up In the Event of Illness or Emergency: In the event that the AT is unable to attend a scheduled event due to illness, emergency or other occurrence, Summa Health System will use reasonable efforts to provide a substitute AT for the scheduled event. Summa has multiple per diem staff members, as well as additional staff that are not contracted to a high school, to help in emergency coverage, as well as additional needed coverage. We have a pool of 8-10 staff to assist in coverage.
- 20) Additional Duties: TRAINERS shall provide additional duties as mutually agreed upon by the parties.

- C. Strength and Conditioning Coverage: The staff will design and help implement and coordinate strength and conditioning programs, as well as sports performance and injury prevention programs for the student-athletes for approximately 10 hrs/wk throughout the year (including the summer). The hours will be predominantly after school during the school year and then variable over the summer and breaks based on team schedules.

Studies have shown that muscular imbalance, abnormal flexibility and abnormal muscle activation patterns/neuromuscular control contribute to injury and decreased performance. Strength training and motor control training are distinctly different processes and it is necessary to train both. Our programs will not only look at strength, but function and proper recruitment, control and balance of the skeletal, muscular and nervous systems.

Coverage and programming will include:

- 1) Mandatory Annual Training: An annual educational program for coaches to review the basics of weight training, proper form, proper progression, overview of the key components of a conditioning program, injury prevention strategies, speed and agility concepts and form, proper functional based warm-ups, etc.
- 2) Regular Testing of Athlete's Performance: The staff will perform a battery of performance tests that include "functional" testing to monitor progress of the athletes participating in the performance programs. Some of the testing that will be performed can be, but are not limited to: vertical jump, speed, shuttle run for agility, standing long jump, flexibility, balance, etc. Their weight room charts will also be monitored for progress.

In addition, the staff will monitor and evaluate the athletes related to functional movement screening concepts to determine specific needs of the athletes.

- 3) Weight Room Supervision: The staff will monitor the teams/athletes progress in the weight room and work with the coaches in assuring proper technique, form and progression is being followed for optimal performance and injury prevention. The coaches will be taught proper technique and progression of the machines and lifts prior to their supervising the student-athletes. This allows for Summa's staff to provide speed and agility training for other teams during that time.
- 4) Speed & Agility Training: The staff will work with coaches to develop a program to improve neuromuscular control and function of their student-athletes resulting in improved efficiency of movement, increased speed and agility. This program will focus on proper technique and improve neuromuscular body control for improved performance and injury prevention.
- 5) Injury Prevention: The staff will work with coaches to develop programs that they can utilize as a part of their pre-season program or in-season warm-up to aid in the prevention of injuries. Example: Overhead athletes – upper back and rotator cuff program; Cutting sports – core and hip strengthening; Jumping sports – proper landing and cutting techniques.
- 6) Core Strengthening and Balance: Improved performance and reduction of injuries, as well as maintaining proper form with various lifting techniques requires a strong core and balance. The programs will incorporate components specific to development of core strengthening and improving balance.
- 7) Team Strength Training: This is designed specifically for a team to train together. A program will be developed specific for their team to meet the demands specific to their sport. This program is meant to be "closed" in nature just to the specific sport vs. overall fitness, speed, agility, and coordination. This program is also beneficial to team unity.
 - a. Warm-up: Each session begins with a full-body warm-up to prepare the athlete for the day's training. Emphasis is placed on body control, coordination, flexibility, mobility, and core strength.
 - b. Strength Training: A variety of equipment and exercises are used to improve strength, power, and mobility. Exercises are modified based on each athlete's ability level. All sessions are supervised and safe.
 - c. Conditioning: Each training session finishes with a conditioning session tailored specifically for the metabolic demands of the individual sport
- 8) Group Speed & Agility Training: This program is designed as a more general program to improve an athlete's overall strength, neuromuscular control, coordination, core strength, flexibility mobility and fitness to improve their athletic ability. It would be designed either to be done by team or combined teams/groups based on numbers. Attention to not only the exercises, but the technique and body control will be monitored, therefore requiring smaller instructor to athlete ratios.

- a. Warm-up: Each session begins with a full-body warm-up to prepare the athlete for the day's training. Emphasis is placed on body control, coordination, flexibility, mobility, and core strength.
- b. Movement Training: Each session works on acceleration, maximum velocity, or multi-directional training all necessary for improved performance and reduced and injury reduction.
 - i. Acceleration Training: Teaches the athlete how to properly accelerate from 0 to full speed as quickly as possible.
 - ii. Maximum Velocity Training: Teaches the athlete how to run properly and how to maintain proper running mechanics at top speed.
 - iii. Multi-Directional Training: Teaches the athlete how to move in a variety of directions (laterally, backwards, etc.) and how to properly decelerate and change directions as quickly and efficiently as possible (agility).
- c. Conditioning: Each training session finishes with a conditioning session tailored specifically for the metabolic demands of the individual sport.

TERM OF AGREEMENT: The term of this agreement can be negotiated up to 10 years.

COMPENSATION TO SUMMA:

- A. Compensation to Summa Health System: The following in-kind marketing package at no additional charge to HOSPITAL:
 - 1) The school shall make announcements during each quarter and halftime of each home event referencing that Summa Health System's Sports Health staff is providing sports health coverage for the School District. Announcement to be provided by Summa Health System in advance.
 - 2) The school shall provide the hospital with a full page ad in fall and winter programs.
 - 3) The school will provide stadium signage in the football stadium.
- B. Right of First Refusal in Advertising: The school will provide for right of first refusal in advertising to Summa Health System regarding hospitals, sports medicine programs but not limited to: Scoreboard Advertising/signage for both indoor and outdoor venues.

Any resulting agreement between Summa Health System and the Revere Local School District shall contain Summa's standard terms and conditions which may include, but not be limited to, provisions relating to insurance, debarment, concussion management, no hire covenants, termination and anti-discrimination which will be substantially similar to those included in previous agreements between the parties.

Alternative Multi-Dimensional Sports Health / Athletic Training Program

Summa Center for Sports Health's proposal outlined prior is a comprehensive program providing medical coverage, evaluations, treatments and rehabilitation, as well as providing guided access to care. Our goal is to provide the most efficient and effective care to patients at the best quality and value.

We have a team of professionals to care for the student-athletes, as well as a network of additional medical professionals in the community for any specialized needs. We constantly evaluate our program to make sure we provide best practices using evidence-based medical criteria.

When creating a sports medicine team, it is imperative to look at the athlete as a whole and determine what needs/services they may require. The sports medicine team goes well beyond the athletic trainer, team physician, sports medicine physician, strength and conditioning specialists, coaches, parents, administration, etc. Some of the services and healthcare providers that are an integral part of the team are:

- Primary Care Sports Medicine Physicians – offering same day/next day appointments
- Sports Nutritionists
- Sports Psychologists
- Physical Therapists
- Massage Therapists
- Neurologists
- Dentists
- Active Release Technique Specialists
- Cardiologists
- Primary Care Physicians (for those who do not have one)
- Emergency Care Physicians
- Orthopaedic Surgeons
- Chiropractors
- Proper shoe fitting
- Video Gait Analysis

Summa Center for Sports Health provides these services or has developed the relationships in the community if the need arises for these services.

Revere High School has a team orthopaedic surgeon present at varsity football games. To better serve the student-athletes, an additional team physician with a background in primary care and sports medicine as a part of the sports health team would be ideal. This may allow for more coverage of events by a physician, as well as the possibility of weekly injury checks at the school for student-athletes.

The ability for the ATs to function most effectively is limited by lack of space, resources and time. The proposal that we provided above addresses two of those areas: 1) time by providing more hours, and 2) resources by providing multiple staff. The current set up for the athletic training rooms limits the effectiveness and efficiency of the AT to provide a higher level of daily treatments and rehabilitation services on-site for the athletes. The lack of space to store supplies and house treatment/rehabilitation equipment creates a challenge for the athletic trainer to provide care safely and efficiently.

A larger facility with a private office for the AT would also allow for private conversations with physicians, coaches, parents and athletes when discussing personal or confidential matters related to their health. The athletic trainer to student-athlete relationship is often times very trusting and the students tend to open up

more to the AT concerning situations that they may not traditionally with others. A safe, private area for the students to go to discuss personal and/or medical issues is needed. Athletic trainers may often pick up on student-athletes who are being bullied, are depressed, have an eating disorder, etc. because of that trusting relationship and safe place to discuss issues and concerns away from their peers, parents, and coaches.

Our initial proposal does address the addition of staffing and hours to better serve the school district and its student-athletes, coaches and parents. An additional consideration would be additional hours and/or staffing to insure that all home high school and middle school events are covered, including when there are multiple events occurring simultaneously. An increase in staffing can also allow for the athletic trainers to travel to away competitions more regularly. The ideal Best Practice for would be for the athletic trainers to be full time staff hired directly by the school vs. being contracted. This would allow for the high school to have ultimate control and responsibility for the ATs. This would allow them to become even more integrated in the school district, assist with policy, work closely with the school nurse, etc.

We feel that it is also important to empower parents, coaches, athletes and the community to make well informed decisions related to their health while striving to reach our goal of a healthier community. That is why we feel so strongly about providing free educational programming not just related to sports injuries, but wellness and healthy living for the parents. A healthier community is a stronger community and results in decreased healthcare costs.

Creating a strong sports medicine team and educating and empowering the community are a start. Another avenue to improve the healthcare provided to the student-athletes and reduce costs to the parents would be to provide a space in the school to be utilized not only as a higher functioning athletic training room, but also an athletic training rehabilitation room.

EXPECTATIONS OF THE ATHLETIC TRAINER IN THE HIGH SCHOOL SETTING

Qualities demonstrated for success in the high school:

1. Independent, requiring minimal direction or requests to assist
2. Motivated, self starter – always looking to be productive and helpful
3. Critical thinking, problem solver – utilizing both process and clinical expertise to handle situations that arise
4. Flexible to respond to change in environment, schedule, athlete type, processes.
5. Positive attitude demonstrated through verbal and non-verbal actions.
6. Excellent communication skills with athletes, colleagues, physicians, parents, coaches, administration; both verbal and written.
7. Excellent rapport with the parents, coaches, administration and student-athletes
8. Provide high service excellence and care.

Specific Expectations while at the high school:

- ✓ Be on time to the schools and stay until the end of events as per your school's contract
- ✓ Maintain the athletic training room so that is neat, clean, without expired goods, medication free, organized and representative of a healthcare facility.
- ✓ If you are sick or have a family emergency, contact your manager/supervisor ASAP so that we can attempt to find a replacement for your school's coverage
- ✓ Be courteous, professional and provide the highest service excellence according to Summa Health System standards and Sports Health standards
- ✓ Dress professionally according to Sports Health P&P
- ✓ Become an active part of the school community
- ✓ Be a positive role model/mentor for the students and student-athletes at your school
- ✓ Be a resource for your coaches, etc. regarding injury prevention, treatment, conditioning, etc.
- ✓ Follow P&P and SOP at all times
- ✓ Communicate with coaches/AD daily
- ✓ Communicate with team physician and medical director as needed
- ✓ Communicate with outside physicians, therapy groups, and other medical personnel as needed to insure quality care of the athlete
- ✓ Maintain a professional relationship with coaches, AD, parents, students, etc.
- ✓ Contact parents on all injuries and document the date, time, who and what was communicated; communicate daily/weekly as necessary related to updates as needed and document
- ✓ Complete injury reports accurately and daily
- ✓ Complete treatment logs accurately and with detail
- ✓ Complete documentation on any athlete that you follow up with each day you do so
- ✓ Keep all records confidential and in a file drawer (locked preferably)
- ✓ Organize and obtain staffing for physicals
- ✓ Implement IMPACT testing per policy (where applicable)
- ✓ Report all incidents or potential incidents or risks that occur to the sports health manager, athletic director and/or administration ASAP with all detail, etc
- ✓ Utilize the forms available to you at the schools for communications, referrals, refusal to treat, etc.
- ✓ Submit your end of season stats, filled out completely, by 2 weeks after the season concludes
- ✓ Attend the meet the team/parents meetings seasonally as able
- ✓ Attend coaches meetings as able
- ✓ Obtain signed written consent to treat forms/PHI forms (Summa)
- ✓ Obtain written releases from all athletes that see a physician
- ✓ Obtain written referral for all athletes seen by an outside physician before initiating any treatment in AT room
- ✓ Obtain a written referral or verbal order from outside medical personnel for taping/treatment referrals for visiting teams according to Ohio Law and Ohio AT Practice Act
- ✓ Provide your traveling teams with a written referrals for taping/treatments
- ✓ Obtain minimum 5 AT evaluations per season from parents, coaches and administrators to provide feedback on our services

ATHLETIC TRAINERS DAILY COVERAGE RESPONSIBILITIES

(NOTE: Sports Performance Responsibilities Outlined under Sports Performance Area)

- Practice coverage daily, arriving in advance to provide evaluations, treatments and preventative techniques and staying until the end of practice and provide necessary post-practice treatments, evaluations, etc.
- Home Scrimmage coverage except varsity football which include away scrimmage coverage
- Saturday morning injury checks during the fall football season
- Home/Away Varsity Football games
- Home JV and freshman games
- Home 7/8th grade football games
- Home JV/Varsity boys/girls soccer games
- Home Fresh/JV/Varsity volleyball games
- Home JV/Varsity boys/girls basketball games
- Home Wrestling
- Home Track Meets
- Home Baseball and Softball games
- Home Lacrosse games
- During the school day injury evaluations and treatments during lunch hours
- Weekly injury checks for middle school teams with availability to come to the high school as well for evaluations and care
- Middle School tournament coverage of home events such as volleyball, basketball, wrestling and track
- Dual coverage of events that are occurring simultaneously at the high school
- Travel opportunities at away games outside of varsity football
- Other middle school events and discussed with the athletic director
- Injury clinics throughout the summer at scheduled times communicated to the coaches and athletic director

NOTE: When there are multiple events going on simultaneously, the following prioritization will take place:

FALL:

- Varsity football game
- JV/ Varsity contact vs. non-contact
- Freshman, JV, Junior High football over Varsity non-contact
- Varsity football practices over all non-contact
- Contact sports include football and soccer

CPT Billing By Trainer Report
Summa Center For Sports Health
All Athletes Revere High School from 01/01/2012 to 12/31/2012

ATC	Code	Mod	Treatment	Count	Cost	PctTotal
	97010		Ice Bag/Ice Massage	3	\$40.00	57.14%
	97139	29550	Taping - Toes	2	\$20.00	28.57%
			Padding	3	\$10.00	14.29%
				<u>8</u>	<u>\$70.00</u>	
			Cross-Fiber Massage	1	\$0.00	0.00%
				<u>1</u>	<u>\$0.00</u>	
e			ImPact test	1	\$0.00	0.00%
				<u>1</u>	<u>\$0.00</u>	
Knapp, K						
	97010		Ice Bag/Ice Massage	1	\$20.00	66.67%
			Taping	1	\$10.00	33.33%
				<u>2</u>	<u>\$30.00</u>	
Moats, E						
			Cardiovascular Exercise	1397	\$5608.00	26.52%
	97010		Cold Packs/Ice Massage	204	\$4240.00	20.05%
	97139		Wound Care	120	\$2560.00	12.10%
	97140		Manual Therapy	69	\$1850.00	8.75%
	96120		Neuropsych Test - computer	17	\$1632.00	7.72%
	97139	29540	Taping - Ankle	162	\$1620.00	7.66%
	97150		Supervised Exercise	57	\$855.00	4.04%
	97124		Massage	23	\$720.00	3.40%
	97530		Therapeutic Activities	42	\$660.00	3.12%
	97139	29260	Taping - Elbow/Wrist	34	\$340.00	1.61%
	97005		Athletic Training Evaluation	15	\$300.00	1.42%
	97504		Orthotics Fitting and Training	10	\$200.00	0.95%
	97110		Therapeutic Exercise	6	\$175.00	0.83%
	97006		Athletic Training Re-eval	4	\$100.00	0.47%
	97139	29550	Taping - Toes	8	\$80.00	0.38%
	97139	29530	Taping - Knee	7	\$70.00	0.33%
	97139	29280	Taping - Hand/Finger	6	\$60.00	0.28%
	95851		ROM Each extremity, ex/hand	2	\$60.00	0.28%
	97016		Compression Pump	1	\$20.00	0.09%
				<u>2184</u>	<u>\$21,150.00</u>	
			Grand Total	2196	\$21,250.00	

EXAMPLE OF MEDICAL SUPPLIES

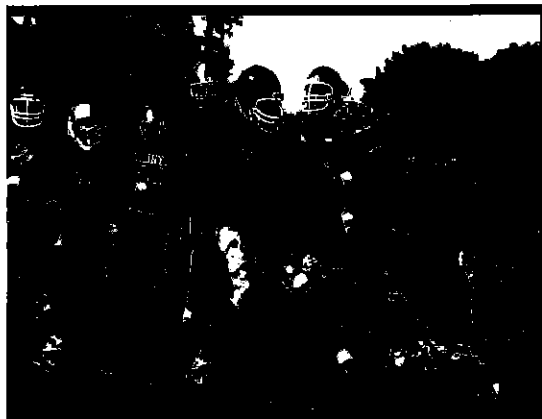
DESCRIPTION	MEDCO ID#
1" Tensoplast Elastic Tape-BSN	28040m
1" trainers tape	29910
1/4 open celled foam roll	63260
1/8 open celled foam roll	63240
2" Cramer Eco-Flex Cohesive-black	267166
2" Tensoplast Elastic Tape- BSN	28041m
2nd skin- 3" Circles	35690
2nd skin barrier - 1" squares (200)	35650
3" Cramer Cohesive Stretch-black	85123
3" Cramer compressionate	28057m
5.5 bandage scissors	48005M
7 oz gatorade cups	34300
ABHC hand sanitizer 4 oz	18350M
alcohol prep pads	68141
Aluminum Crutches Large 50"-62"	2683-05
Aluminum Crutches Med 42"-54"	2683-06
Aluminum Crutches Tall adult	33240
bacitracin zinc ointment(1oz)	36006M
Band-aid Liquid Bandage	39455
Bausch + Lomb Sensitive Eyes - 12 oz	66656
Biofreeze 32 oz pump	29203
Blood Buster - 32 oz trigger spray	40407
Butterfly closures medium	23004M
championship gatorade package	
cinder suds	27070
contact lense case	70685
CosmoPore 3"x6" Box (25)	81331
CosmoPore 4"x8" Box(25)	81911
Coverlet- 4wing- Box(50)	22028M
Coverlet- Spots- Box(100)	22025M
Coverlet- Toe Shield- Box(100)	20560
Coverlet- Patch(1.5x2)- Box (100)	22022M
Coverlet- Patch(2x3)- Box (50)	22023M
Coverlet- Patch(4x2.75)- Box(50)	268442
Coverlet- Knuckle- Box (100)	22024M
Coverlet- Fingertip(Lg)- Box (100)	22027M
Coverlet- Oval- Box(100)	20520
Coverlet- Strips(1x3)- Box (300)	20445
Coverlet- Strips(.75x3)- Box (100)	22020M
Coverlet- Strips (1x3)- Box (100)	22021M
Cramer groin wraps	50333
Cramer Heel and Lace Pads	28052M
Cramer Ice bag roll	47052M
cramer messenger pack	11975
Deluxe arm sling Large	265105
Deluxe arm sling Med	265104
Deluxe Arm Sling Small	265103
dispenser bottles- 4 oz	21100
Dukal Sterile Gauze Pads - 2" (100)	35250
Dukal Sterile Gauze Pads - 3" (100)	35260
Dukal Sterile Gauze Pads - 4" (100)	35270
Dukal top sponges	33631M
elastikon 1"	32007

EXAMPLE OF MEDICAL SUPPLIES

DESCRIPTION	MEDCO ID#
Elastikon 2" elastic tape	84480
Elastikon 3" 16/bx	84500
Eye Wash - 8 oz Altaire	559553
felt adhesive-Meuller	63320
fixomull transparent dressing 2"	5595-92
foam cast kit	66235
foam underwrap - Cramer- Blue	28037m
Foam underwrap-cramer- red	28036M
Glutose - 15 tubes (3)	35008
goniometer	7541
Hartman Econowrap Box(10) - 2"x 4.5y	36340C
Hartman Econowrap Box(10) - 3"x 4.5y	36350C
Hartman Econowrap Box(10) - 4"x 4.5y	36360C
Hartman Econowrap Box(10) - 6"x 4.5y	36370C
Hartman Econowrap Box(6)- 6"x10yd	36330C
Hartman Econowrap Box(6)4"x10yd	36320C
hibiclens 32oz	303768
hibiclens wipes	5596-81
hydrogen peroxide - 16 oz(Single)	34060M
hydrogen peroxide - 4 oz	2700-41
insect bite and sting swabs	68450
instant cold packs	47039
J&J Coach tape 1.5" case	32044M
J&J Coach tape 2 case	32045M
Jaystrap #90	85003
Latex free gloves large-Omnitrust Vinyl	268840
latex free gloves Med-Omnitrust Vinyl	268839
Medco high intensity penlight pack	48012
Medco Pro-Trainer Cohesive Tape	265479
Medco XL Bandages - flexible (50)	2618-40
Medfirst blood clotting spray - 3oz	40260
Medicaine	68450
memory foam kit adhesive- Econoline	64220
Metrex Cavicide 24 oz	69412
moist heat packs- Tropic Pac	3501
moleskin strips 2" X 15'	5532-07
Mueller nasal plugs - pkg of 300	35561
nail clippers 2 3/16	48134M
Powerflex - 2" red	37903
powerflex - 3"x 6 yd blue	37907
powerflex 1" white	37100
pros choice tape 2"- Adhesive Stretch	94750
Purell 8oz pump	54046M
replacement blades- Cramer Zip Cut	76360
Saline solution	50560
Sam Splint - 36" universal	33524M
Sam Splint Grey; 5.5" x 1 yd	2627-97
Save a tooth	52770
Shark tape cutter	28055M
Skin Lube - 1# jar	36059M
Steri strips	23014M
stiptik swabpoules	65230

Summa Center for Sports Health

Sports Medicine Presentation



Summa would like to provide this presentation **FREE** to your coaches and parents

AGENDA:

Common Injuries in... (Done specifically for your sport)

Nilesh Shah, MD, Team Physician for the Akron Aeros and Kent Roosevelt High School; Medical Director for Summa Center for Sports Health; Medical Director for the Akron Roadrunner Marathon and various running groups

James Goff, DO Team Physician for Massillon Washington and Manchester High School; Sports Medicine trained physician; former team physician for Walsh University, Malone University and various high schools in Stark County.

Tom Bartsokas, MD Team Physician for Ravenna High School; Sports Medicine trained physician; former team physician for the US Olympics

Bob Crawford, MD Team Physician for Kent State University and Wadsworth High School; Sports Medicine trained physician

Injury Prevention and Treatment

A Summa Licensed Athletic Trainer—Our athletic trainers work as athletic trainers for local high schools and have extensive experience in on-field management of injuries and injury prevention.

When Does My Child Need to go the Emergency Department? When Should They see a Specialist? What type of Specialist?

One of the Sports Medicine Physicians

WHEN: Based on your needs and our availability

WHERE: At your facility or a Summa facility nearest you

WHAT WE NEED FROM YOU:

1. Set date, time and commitment that you will advertise this to your coaches and parents
2. Guarantee at least 20 people
3. Provide a room to accommodate that many people seated comfortably
4. Provide the ability for a PowerPoint presentation
5. Cart, extension cord and outlet for Summa provided projector and laptop
6. Seating

**Same
day/next day
appointments!**
888-778-6627

PHYSICIANS:

Tom Bartsokas, MD; Nilesh Shah, MD, James Goff, DO, Bob Crawford, MD

Green Office:

3838 Massillon Rd. #350A

Medina Office:

3780 Medina Rd, Medina, OH

Western Reserve Office:

5655 Hudson Dr. #315, Hudson, OH

Streetsboro Office:

9318 State Rt. 14, Streetsboro, OH

St. Thomas Office:

20 Olive St. #201, Akron, OH

Wadsworth Office:

621 School Dr, Wadsworth, OH





STUDENTS FIRST, ATHLETES SECOND SPORTS CONCUSSIONS AND RETURN TO SCHOOL

Proper concussion diagnosis and management are critical to an athlete's health. With the new passage of the concussion law, teachers, counselors, school nurses and administrators are part of the first line of defense in aiding student athletes return from a concussion

WHAT

This program is designed to:

- Increase the awareness of signs, symptoms and behaviors associated with a sports concussion
- Increase the awareness of the cognitive effects of a concussion and how they relate to academics
- Discuss the "return to learn" monograph for school personnel, which is an aid in the recovery following a sports concussion
- Discuss the important role that school personnel plays as a part of the sports medicine team related to sports concussions

WHEN

Call to arrange a time and date; we encourage every school to provide this program for their school personnel

WHERE

Your school

PRESENTERS

Members from the Summa Center for Sports Health Concussion Team, including our sports medicine physicians who specialize in diagnosis and treatment for sports-related concussion care and athletic trainers

COST

No charge

HOW TO SCHEDULE

Contact Hollie Kozak, Manager
Summa Center for Sports Health at
(330) 379-5356 or
kozakh@summahealth.org

Our sports medicine physicians offer expert sports concussion care for anyone eight years old and up with same-day/next-day appointments.

To schedule an appointment,
call (888) 778-6627



www.summahealth.org/sportshealth

Questions and Answers

Q: Must a school system employ a LAT in order to supervise ATSA's?

A: YES. In order for a student to serve as an ATSA, he or she must be supervised by an on-site licensed athletic trainer (LAT).

Q: If a school employs a LAT, can ATSA's provide athletic training services for an athletic event if the LAT is at another athletic contest on campus?

A: NO. As unlicensed support personnel, ATSA's cannot provide injury evaluation, taping, return to play decisions, or any other athletic training service. An ATSA may assist the on-site LAT supervisor.

Q: If the LAT is not present can an ATSA open the athletic training room, tape, and provide treatments?

A: NO. ATSA's cannot perform the duties of the LAT and must be supervised. The LAT has many years of education, has earned the credential, and acquired a license to practice athletic training in Ohio. ATSA's are unlicensed support personnel.

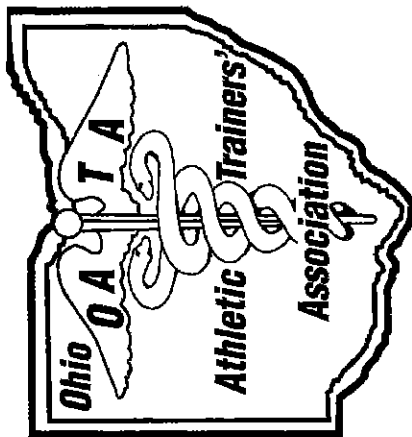
Q: Do ATSA's provide important services for a school?

A: YES. Duties such as assisting the LAT with first aid procedures, taking the inventory of equipment and supplies, stocking first aid kits, and preparing for games and practices are a few of the services the ATSA can provide to the school under the supervision of the LAT.

Q: Are ATSA's considered members of the athletic training staff?

A: YES. ATSA's are representatives of the LAT and the school. They must be courteous, respectful, dress appropriately, and behave in a professional manner when in the public eye.

The profession belongs to the licensed athletic trainer and not the high school student! The high school student should not be able to practice the profession, but learn to appreciate it.



Student Aides

Their Role in Assisting the Licensed Athletic Trainer in the State of Ohio



For information about athletic training in the State of Ohio visit:

www.OATA.org

For more information about the laws pertaining to athletic training contact:

Ohio OTPTAT Board

Riffe Center

77 S. High Street, 16th Floor

Columbus, Ohio 43215-6108

Phone (614) 466-3774

Fax (614) 995-0816

www.otptat.ohio.gov

05/2007

*Guidelines from the
Secondary Schools Committee of the
Ohio Athletic Trainers' Association*

A Brief History:

Before the implementation of curriculum programs, athletic trainers gained their knowledge of the field through hands-on experiences. In order to enhance these experiences, athletic trainers started to look for avenues to share ideas. *The Trainers Journal* was published in the 1930s by one of the first athletic training organizations. In 1941, *The Trainers Journal* published "The High School Trainers Plan in Operation" which included lessons for high school students to study under the supervision of their school's medical personnel. Their vision was to develop about 80,000 student trainers throughout the country.

Athletic trainers soon realized that in order to gain recognition in the health care community they would need to develop a formal educational curriculum. Indiana University, in 1949, began to offer a four-year undergraduate degree in athletic training. In 1959, the National Athletic Trainers' Association approved a model program of study for athletic training on the collegiate level. One of the benefits with this coursework was that it prepared individuals not only to be an athletic trainer but also to be a teacher. This opened the secondary school setting as an employment opportunity.

In the past it was not uncommon to find high school students providing athletic health care to other students with little or no supervision from adult allied health professionals - or any adult for that matter. They were being asked to provide care to their peers under questionable circumstances by uninformed coaches, administrators, or parents. The athletic training student aide (ATSA) is not a substitute for the licensed athletic trainer, but rather, can be a complementary *addition* to the sports medicine team under the supervision of a licensed athletic trainer.

The Laws and Rules Governing the Practice of Athletic Training in the State of Ohio

In 1990, as part of Ohio Senate Bill 80, The Athletic Training Licensure Board was created and assigned the tasks of interpreting, implementing and regulating the practice of Athletic Training in the State of Ohio. This Board is a part of the Ohio Occupational Therapy, Physical Therapy and Athletic Trainers Board.

The Laws

4755-46-01 Delegation of tasks to unlicensed persons

(A) For the purpose of this rule, unlicensed persons are defined as any person not holding a valid license under section 4755.60 to 4755.65 of the Revised Code.

(B) The primary function of unlicensed supportive personnel functioning under the supervision of an athletic trainer is to perform designated routine tasks related to the operation of athletic training.

(C) Athletic trainers shall only delegate tasks to unlicensed support personnel when they are on-site to supervise the delegated tasks.

(D) Athletic trainers shall not delegate to unlicensed support personnel:

- (1) Interpretation of licensed practitioner referrals.
- (2) Performance of evaluative procedures.
- (3) Initiation or adjustment of treatment procedures or activities.
- (4) Responsibility for planning patient care.

4755-46-02 Student Athletic Trainer

(D) High school student aides are unlicensed persons as defined under rule 4755-46-01 of the Administrative Code. High school students are not "student athletic trainers," as the term is defined under paragraph (a) of rule 4755-46-02 of the Administrative Code. "Student Athletic Trainer," is defined to mean a person pursuing a degree or certificate in athletic training in a post secondary educational program. As unlicensed persons, high school students must abide by the guidelines established for unlicensed persons. High school students should be referred to as "student aides."

Appropriate Behavior for Athletic Training Student Aides

- Observe and ask questions
- Learn (appreciation for athletic training profession, delegated routine tasks, basic anatomy, medical terminology; basic first aid procedures)
- Practice professional, positive work habits (maturity, appropriate attire, confidentiality, communication skills, punctuality, dependability, courtesy)
- Yield to on-site supervision at home and away events
- Understand role as unlicensed support personnel (know limitations, act within level of training)

Appropriate Responsibilities for Athletic Training Student Aides as Determined by Supervising LAT

- Facility Maintenance (clean surfaces and equipment)
- Inventory Control (stock taping area, first aid kits, equipment sign-out, supplies)
- Record Keeping (daily treatment logs, history for injury report)
- Event Preparation (hydration stations, first aid & emergency equipment)
- Basic First Aid (appropriate certification)
- CPR/AED (appropriate certification)

Recommendations for the LAT Supervising Athletic Training Student Aides

- Be committed to educate, train and constantly supervise ATSAs
- Be a mentor and role model for ATSAs in clinical practice and professionalism
- Be selective when choosing ATSAs (age & maturity)
- Educate ATSAs about the profession of athletic training by developing a progressive educational program appropriate for high school students
- Develop policies and procedures that clearly delineate what ATSAs can and cannot do at your specific school (share with coaches and administrators)
- Have a signed contract with all ATSAs to acknowledge they understand their limited role as unlicensed support personnel
- Respect, support, promote, and reward the accomplishments & dedication of ATSAs