



FLORIDA RENAL  
ASSOCIATION

# CORPORATE SPONSORSHIP



## A VOICE FOR CHANGE

ADVOCATING TO IMPROVE ACCESS AND QUALITY OF CARE FOR FLORIDA'S CHRONIC KIDNEY DISEASE PATIENTS WHILE PROVIDING EDUCATIONAL RESOURCES FOR LICENSED CARE PROVIDERS.

[WWW.FLORIDARENAL.ORG](http://WWW.FLORIDARENAL.ORG)



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# About Us

## **Our Mission:**

**The Mission of the Florida Renal Association (FRA) is to provide a consolidated, focused, and multi-disciplinary forum to improve access and quality of care for Florida's Chronic Kidney Disease patients.**

## **Our Purpose:**

**Our intention is to promote awareness and provide a forum for which to lead, partner, organize, educate, and serve as a state and national representation for the various persons involved with or those being treated for Chronic Kidney Disease in the State of Florida, thereby serving as a resource for the development of state and national policy concerning kidney disease.**



## Meet our leadership!

<https://floridarenal.org/about-us/leadership-team/>



# FLORIDA RENAL ASSOCIATION

Over the past 48, years, we have many lobbying efforts, activities and events which brings the Florida Renal Association to the forefront of kidney care in the state of Florida. For a full list please visit Florida Renal Association Official Website ([www.floridarenal.org](http://www.floridarenal.org))

## ACCOMPLISHMENTS

- Secured Florida Medicaid Reimbursement for outpatient dialysis services in 1996.
- Secured Reimbursement from Florida Medicaid for EPO.
- Convinced AHCA in 2004 and in 2006 that ESRD facilities should be exempt from the Florida Health Care Clinic Licensure Act.
- Collaborative effort with pharmaceutical industry in 2002 to prevent implementation of least cost alternative of IV Vitamin D therapy by Florida Medicare Fiscal Intermediary.
- Increased dialysis outpatient treatment rate for \$85 to \$125/tx in 2005.
- Established the CKD/ESRD Advisory Committee with AHCA in 2008. Collaborative meetings with AHCA held at least annually.
- Secured direct reimbursement to free standing facilities for IV pharmaceuticals in 2008.
- Successfully supported HB675 and SB1022 in 2009 providing Medi-gap coverage for ALL Medicare beneficiaries under 65.
- Supported passage of SB 1122 Health Insurance Direct Reimbursement to Providers who are Out of Network (OON) of patient's health plan
- 2011 Collaboration with AHCA to improve awareness of Peritoneal Dialysis for Florida Medicaid ESRD patients
- Won repeal of managed care requirement for persons eligible for Medically needy program to enroll in managed care plans and pay a monthly premium of an amount equal to their share of cost calculated under the medically needy program.
- Removed cap on number of Pharmacy Techs a pharmacists could supervise and restructured Board of Pharmacy – HB 323.
- Worked with AHCA officials regarding Managed Care Transportation Problems. Our efforts led to a seven-page AHCA transportation directive that clearly states provider requirements.
- Stopped AHCA from implementing a new roll out for general institutional claims which stated, "If the primary pays 80% of Medicaid allowable rates, Medicaid will consider the claim as paid in full.
- Successfully passed SB 1604/HB 1211 that saved over \$325,000 on ESRD facility DEA certificates in unnecessary permit fees relating to the transfer of certain drugs between commonly owned dialysis facilities.
- Supported passage of ARNP's and PA's prescribing-controlled substances – HB 423.
- Supported passage of the Nurse Licensure Compact bill - HB 1061.
- Supported passage of the clinical social worker 5-year intern limit – HB 373.
- Argued against legislation and rules prohibiting indirect 3<sup>rd</sup> party payment of insurance premiums.
- Ensured continuation of budget proviso language protecting dialysis drugs, focus on peritoneal dialysis and minimum Medicaid reimbursement.
- Successfully amended SB 732, an office surgery regulation bill, to protect vascular access.



## ACTIVITIES

- Monthly membership conference calls on the Second Friday at 10:00 AM
- Public Policy Committee first Friday each month
- Access to Industry Experts to improve Leadership, Team Building and Networking
- Partners with FSN, ESRD NW7, NKFF, AAKP and more
- Professional Lobbyist Representation of Industry Issues
- Educational Webinars quarterly on renal related topics with CEUs provided
- Annual meeting focused on ESRD facility administrative issues, held at a family-oriented venue with family reception
- Regulatory/Reimbursement changes in the ESRD Industry, both State and Federal
- Review of new Conditions for Coverage
- Network Seven update and Quality Initiatives
- Sponsor Florida Kidney Day in Tallahassee since 2005
- Presents annual legislative agenda
- Continual education of Florida elected officials via letter writing campaigns and local visits
- Routine visits to Tallahassee and Agency for Healthcare Administration to inform and educate the Agency state officials on issues that affect the Florida renal industry
- Presentations to State Senate and House Healthcare committees during Legislative Session





## Sponsorship Levels

<b>Corporate Sponsorship Benefits</b>	<b>30K +</b>	<b>20K</b>	<b>10K</b>	<b>5K</b>	<b>2500K</b>
Recognition at all FRA Events and website	X	X	X	X	X
Article submission for Website/ Newsletter	X	X	X	X	X
Logo placement with URL link on floridarenal.org	X	X	X	X	X
Slide recognition at annual meeting or kidney day events	X	X	X	X	X
Exhibit space at Annual Meeting/Kidney Day	X	X	X	X	
Provide speaker and/or CEU for FRA educational webinar	X	X	X		
Membership for employees	20	10	5	2	



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**We are the Florida Renal Association! Our mission is to continuously improve the overall delivery and access to care for kidney patients in Florida. Our members provide valuable services and information to the renal community and outreach to elected officials on issues that affect the Florida kidney patients and industry. The Florida Renal Association is dedicated to serving the Florida kidney community.**



# COMPANY INFORMATION

COMPANY NAME: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

**PLEASE CHECK MARK THE CORPORATE MEMBERSHIP LEVEL:**

\$30,000+

\$20,000

\$10,000

\$5,000

\$2,500

## SECTION II-PAYMENT INFORMATION

**MAKE CHECKS PAYABLE TO:**

**FLORIDA RENAL ASSOCIATION (FRA EIN # 59-1947606)**

**2241 N MONROE ST #1580**

**TALLAHASSEE, FL 32303**

**PHONE: 850-354-1974**

**EMAIL: CONTACT@FLORIDARENAL.ORG**