



Submitted by:



Spencer County High School Sports Medicine Proposal

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1. KORT's Mission Statement:

*Our patients and communities will experience **The Best in Rehab**. As a team we will accomplish this through employee engagement, clinical excellence, customer service, and operational efficiency.*

2. History of KORT?

KORT was founded in 1987 and became a subsidiary of Select Medical Corporation in 1999. One of KORT's strengths is local ownership, while having the resources from Select Medical and their national sports medicine brands. Over the past 26 years, KORT has grown through acquisition and de novo start-ups to over 40 locations throughout Kentucky and Southern Indiana. Boasting some of Kentucky's most highly skilled physical and occupational therapists, KORT is an industry leader in both functional outcomes and patient loyalty scores. KORT also employs more Certified Athletic Trainers than any other non-university based employer in the state of Kentucky. KORT is a ten-time (2005-2014) consecutive recipient of the Kentucky "Best Places to Work" award by the Kentucky Society of Human Resource Management.

Using the latest research, KORT has a structured program outlining specific evidence-based treatments for the most common Physical Therapy Diagnoses to achieve clinic consistencies across all KORT locations. KORT's focus on Evidence-Based Practice starts with the clinical expertise of our therapists. Over 65% of our physical therapists hold Doctorate of Physical Therapy degrees (or are currently pursuing their DPT). Over 45% of our eligible therapists are Board Certified Specialists in Orthopaedics (OCS). In contrast, the American Physical Therapy Association reports that less than 8% of all PTs in the US have earned Board Certification.

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KORT has been providing quality sports medicine care to Kentucky and Southern Indiana High Schools for over 27 years. Sports medicine is what we do, this is our focus, and this is our PASSION! The “why” behind our mission is to prevent athletic injuries and quickly and appropriately return athletes to play; so that these young men and women derive positive values for life that athletics can provide. We feel this is a great avenue to give back to our communities.

3. Who does KORT Serve Now?

The Kentucky Orthopedic Rehab Team currently provides full time contractual services to the following schools and organizations:

Assumption HS	Ballard HS	Bethlehem HS
Butler HS	Central HS	Floyd Central HS
Christian Academy	Collegiate	East Jessamine HS
Eastern HS	Jeffersonville HS	Male HS
Kentucky Country Day	Madison Central	Madison Southern
Marion Co. HS	Moore HS	Nelson Co. HS
Seneca HS	Southern HS	Sacred Heart Academy
Thomas Nelson HS	Trinity HS	Valley HS
Waggener HS	Washington Co. HS	

Colleges:

Spalding University
 Saint Catharine College
 Indiana University Southeast
 Georgetown College
 Brescia University

KORT has provided outside medical coverage for the following events, venues, and organizations:

- Ford Ironman
- Louisville Lighting Indoor Soccer Team
- Louisville Fire Professional Indoor Football Team
- Louisville Mini Marathon
- Kentucky Derby Festival
- Under Armour All-American Volleyball Game
- US Rugby Championship
- High School Tennis Championships
- River City Rovers Soccer PDL Team

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4. Sports Medicine Proposal and Why Choose KORT:

KORT's pillars of success are based on:

- 1 - Employee engagement
- 2 - Customer service
- 3 - Clinical excellence
- 4 - Operational Efficiency

Through focused goals and objectives, we continually strive to support our claim as "The Best in Rehab" in each of these areas.

KORT's attention to detail with our practice management ensures that our colleagues, whether in the clinic or on the field, understand the care and commitment we have to each of our patients and customers as a whole. KORT leadership encourages continuing education and advanced training for all of our clinical staff. Our Team is empowered to independently work with our customers to address specific needs and expectations to deliver "KORT- Awesome Care".

Today's athletes are getting bigger, stronger, and more aggressive. With these changes comes the increased risk of injury. In sports and recreation it is conservatively estimated that 3 to 5 million injuries occur each year (Kraus & Conroy, 1984). The National Athletic Trainers Association injury surveillance study showed that 61% of all injuries occurred during practices with 39% occurring in actual game situations. These statistics show a definite need for well trained full time medical coverage. KORT's sports coverage program is comprehensive in nature. The goal of the program is to provide cost effective full time medical coverage for the student athlete. This program insures that all athletic injuries are competently taken care of utilizing good communications between the athletic trainer, physician, coach, parents, and athlete. The end result is decreased liability with minimal cost to the school.

Brittany Kersey, PT, DPT is the Team Leader at KORT Taylorsville. Brittany has a vast experience in outpatient orthopedics and has worked closely with local athletes. As a Spencer County HS graduate and lifelong Spencer County resident, Brittany is extremely excited to bring "KORT-Awesome!" physical therapy and sports medicine care to her hometown community. With KORT's location to Spencer County HS (Across the street), and adjacent connection with Anytime Fitness, Spencer County HS students and staff will provided convenient access for rehabilitation needs and sports medicine triage.

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KORT's Responsibilities:

- KORT would offer complimentary consultations at all of their locations for all Spencer County students and staff.
- KORT will provide a full time Certified Athletic Trainer for comprehensive sports medicine coverage for Spencer County High School. This ATC would NOT be split between two or three high schools. Our contracted high schools principals, athletic directors, and coaches often provide us feedback that our ATC's embed themselves in the culture of the school environment; and feel that they act as any other school faculty member, all working together on the same page to provide care and leadership for their student athletes. With more than 25 athletic trainers on staff, KORT will be able to easily cover any vacation or sick- leave should the school athletic trainer need assistance for paid time off.
- Scholarships for 2 high school students/athletes who participate in the KORT's summer student trainer camp.
- Work cooperatively with and under the direction of Team Physicians and/or any physician office to expedite getting athletes seen when needed.
- Evaluation of the injured athlete, and referral of the athlete to the Emergency Room, family physician or Team Physician when necessary.
- Provide periodic educational seminars to counsel & advise athletes, coaches, and parents with topics focused on the athlete's health and wellness.
Examples could include, but not limited to: Basic First Aid for coaches, how to prevent certain injuries related to the knee or shoulder, concussions or other related topics select by the staff.
- Act as the liaison between the athlete, parents, coaches, physician, and other health care professionals to allow for proper communication and streamlined medical care for the athletes.
- Provide applicable training by the KHSAA for various coaching staffs.
- KORT is the leader in development of a comprehensive concussion management. KORT was the first physical therapy provider to provide a comprehensive concussion management program for high school athletes in the state of Kentucky. Currently, in conjunction with Dr. Tad Seifert and Norton Sports Health, we believe have a program that is second to none. See **Attachment A**
- KORT is the leader in not only coverage of sports medicine injuries, but also in injury prevention. This is evident in the commitment that KORT has made to identifying movement patterns that can lead to injuries. KORT has more Athletic Trainers and Physical Therapist certified in the Functional Movement Screen (FMS) than any other provider in Kentucky. See **Attachment B**.
- KORT is an independent private practice with no financial ties to another local Healthcare Hospital entity, thus allowing for greater freedom of choice for athletes at Spencer County HS to allow triage to their personal physicians. KORT also can many times expedite physician specialist visits to improve the continuum of care.

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- We have summarized the potential costs savings for programs such as FMS and concussion testing to Spencer County through **Attachment C**, which shows cost savings for Madison Central HS (one of our contracted high schools).
- KORT will facilitate course work with the Spencer County Career and Technology Center Allied Health Program. KORT has been a leader in development of programs in both the high school and collegiate setting. Examples include:
 1. Development of an accredited Masters level Athletic Training program for Spalding University
 2. Development of Bachelor level Athletic Training classes at St. Catharine College
 3. **Development of medical and Allied Health curriculum for Central HS, Moore HS, and Waggener HS.**
 - **This has been an excellent program for the students of these high schools and we would be excited to establish a similar program with Spencer County HS.**

What are the Benefits of this Coverage Plan?

- Comprehensive, cost effective care that will decrease school liability.
- Certified Athletic Trainer on campus in the afternoons to provide full medical coverage of practices and events with priority to high risk sports. Coverage will begin as soon as school lets out and will cover applicable practices and games as agreed upon with school administrators and coaches.
- Development of Emergency Plan and Procedures for all practice and game sites.
- Training of Coaches, staff and student trainers on emergency plan and procedures
- Assist the school with the physicals and manage student records, management of all student records pertaining to injuries, illness, referral to MD, rehabilitation.
- Documentation of all injuries, illness, liaison with MD, Coaches, Parents.
- Administration of training room: Supplies, records, etc
- Development of student trainer mentor program.
- Strength and Conditioning Program Consultation for injury prevention and performance enhancement.
- Coaches can focus on coaching, while ATC manages athletic injuries.
- Rehab costs at a free standing physical therapy clinic, such as KORT, are more than half the costs per visit for the patient/student athlete versus a Hospital based rehab department.
- KORT has outcome data to show that their patients need 50% less treatments or visits to return to their previous level of function than our competitors.
- Combining our ability to see student- athletes for less costs/visit and our ability to return them to sport faster results in a true “win-win-win” for the athletes, coaches, and Spencer County HS
- KORT has been successful partner with other healthcare entities to provide grants for various high schools in the past; and will help Spencer County HS investigate the possibility of grant funding for their sports medicine program.

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Typical Description of Contracted Athletic Trainer Services

The athletic trainer would be responsible for the operation of a training room at the High School during the hours outlined in the RFI. The athletic trainer will provide practice coverage, evaluation and treatment of injured athletes, and provide injury prevention education different days we will differ to the RFI times as stated.

Hours/week:

2:45 to end of home athletic event

Approx: 30 hours/week up to 6 days/wk

Game Coverage

1. Sports will be covered based on following level of risk as well as input from administration of Spencer County HS. (Other sports or activities for coverage would be dictated by Spencer county administration). All Athletes will have access to the Certified Athletic Trainer through Training Room Hours and the Athletic Trainer will be available through mobile phone for all home sporting events.

- FALL SPORTS:
1. Football
 - Varsity: Home & Away coverage
 - JV: Home coverage
 - Freshman: Home coverage

2. Soccer (Boys & Girls):
3. Volleyball
4. Cross Country
5. Golf

- WINTER:
1. Basketball (Boys & Girls):
 2. Wrestling

- SPRING SPORTS:
1. Baseball
 2. Softball
 3. Track
 4. Tennis

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5. Spencer County High School Responsibilities

- The average costs of a full time ATC with benefits averages \$50,000 to \$60,000. KORT can provide the costs of an ATC to Spencer County HS for a fraction of this cost. Through KORT's years of experience providing sports medicine coverage to local HS's; we are able to determine fair market value for the sports medicine services that we provide. Please note in **Attachment D**, we have included the position statement from the National Athletic Trainer's Association on the necessity to charge a fair market value for contracted services provided. Spencer County HS should take comfort that our team goes to great length to maintain an excellent program which embodies integrity and ethics.
- In consideration for the Contractor's performance of the Services, Spencer County High School shall pay to Contractor the sums set forth below:
 - School year 2014/2015: \$14,490
 - (Multiyear contract options as well)
- KORT- shall be named and allowed to promote that they are the Official Sports Medicine and Rehabilitation provider for Spencer County High School Athletics.
- KORT- requests a full page add, in all sports programs free of charge. The design and layout will be done by us and submitted to the printer in proper format.
- KORT- will be allowed to place banners, purchased by us in accordance with any signage specifications, placed at all in season sports venues.
- KORT- will be recognized by PA announcer at applicable sporting events as the official sports medicine provider of Spencer County High School.

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References:

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KENTUCKY ORTHOPEDIC REHAB TEAM

KORTTM

The Best In Rehab.

Comprehensive Concussion Program

Affordable Concussion Baseline Testing

Establish a neurocognitive baseline test for each athlete. Web based testing and HIPAA compliant. Another tool to help determine an athlete's return to play.



Education

Informing parents, coaches, and athletes of the signs and symptoms of a concussion, what to look for and how to respond.



On-Field Management

Certified athletic trainers (ATs) working with Team Physicians on the sidelines to properly assess and effectively manage concussion injuries.



Specialist Referral

AT's will refer players with a suspected concussion to a Neurological Physician Specialist.



Follow-Up/Post Concussion Testing

Offer post concussion testing and communicate with an athlete's physician to help aid him/her in determining an athlete's return to play.

FMS

Functional Movement Screen

1. If you knew you were 4x more likely to get injured playing sports, would you do something about it?
2. Would you run on a treadmill if you knew you had high blood pressure?
3. Would you like to "own" your body again?
4. Have you been told your injury is "permanent"?

WHAT IS FMS?

The Functional Movement Screen is an innovative system used to evaluate movement pattern quality for clients and athletes.

The screen is comprised of seven fundamental movement patterns that require a balance of mobility and stability and place the individual in extreme positions where weakness and imbalances become noticeable.

BENEFITS

- A consistent and reliable testing method
- Easily identifies movement limitations and dysfunction
- Improves efficiency, durability, and performance
- Provides an enhanced foundation for exercise and performance programming

FunctionalMovement.com

KENTUCKY ORTHOPEDIC REHAB TEAM
KORT
 The Best In Rehab.

www.kort.com

1-800-645-KORT

THE 7 TESTS OF THE FUNCTIONAL MOVEMENT SCREEN

Learn Whether You Should Train or Correct Each Movement Pattern



Deep Squat
(Functional Movement)



Hurdle Step
(Functional Movement)



In-Line Lunge
(Functional Movement)



Shoulder Mobility
(Fundamental Mobility)



Active Straight Leg Raise
(Functional Movement)



Trunk Stability Push Up
(Fundamental Core Strength)



Rotary Stability
(Fundamental Core Strength)



Attachment C:
**Madison Central High School Sports Medicine
Added Value**

IMPACT TESTING: \$2,000.00

\$5.00/person

Cassie has tested ~400 tests, for all sports

Test every year for each student-athlete. The ~400 also incorporates students re-tested after injury.

FUNCTIONAL MOVEMENT SCREEN TESTING: \$9,200.00

\$40.00/test

230 athletes have been tested.

Cassie and KORT team has tested football boys basketball, girls basketball, baseball, softball, girls soccer, and boys soccer.

HOURS: Cassie spends the following hours at the school:

Pre-season: 50-65 hours/week

Fall: 40-60 hours/week

Winter: 40 hours/week

Spring: 40-60 hours/week

Contract states 30 hours/week

ON CALL: 24 hours

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Invaluable relationships with team orthopedics, physical therapists, parents, and coaches

Attachment D

FEDERAL AND STATE SELF-REFERRAL AND ANTI-KICKBACK LAWS

Athletic training services are sometimes provided to secondary schools on an ‘outreach’ basis, where a physician-, physical therapist-, or athletic trainer-owned clinic or a hospital hires an athletic trainer and contracts their services to local schools. In another scenario, a college or university might provide athletic training services to area schools as an opportunity for their athletic training graduate students to gain practical experience. In either scenario, the athletic trainer is paid a salary by the entity and the entity may or may not charge the school.

There are federal laws against self-referral arrangements and kickbacks, including the physician self-referral law, commonly referred to as the “Stark Law,” and the Federal Anti-kickback Statute. Many states have enacted laws that are parallel or similar to the Stark Law and the Federal Anti-kickback Statute. Fundamentally, lawmakers do not want health care practitioners to refer patients to entities with whom they or their family members have a financial relationship (ownership, investment, or direct or indirect compensation).

The Stark Law primarily affects physicians and entities that present bills to governmental health care programs such as hospitals. The Federal Anti-kickback Statute applies to anyone, including athletic trainers. However, as health care financial arrangements continually evolve and have become more complex, the rules are evolving to keep up with them. Because of the infinite variables, it is critical that the athletic trainer know that there are legal considerations and questions that should be answered prior to entering into such arrangements. Because many state laws set out some level of professional guidance or supervision of athletic trainers by physicians, referrals could be imputed to the physician. Violations of the law carry strict and severe penalties.

Specific state laws may also affect contractual arrangements.

The NATA does not provide legal opinions or guidance to individual members, but the following does lay out some considerations.

- Is the provider (physician, clinic, hospital) charging the secondary school fair market value for the athletic training services provided? (Stark laws require that the compensation not *exceed* nor *fail to meet* fair market value.) Do you know the fair market value of the services provided? Are hospitals, physicians and other providers to provide free services in exchange for referrals or the promise of referrals?
- Does the athletic trainer refer injured athletes back to his or her employer-provider?

- Are the injured athletes 'insured' by federal or state health care programs (e.g., Medicare or Medicaid)?
- Is the fee paid or the lack of fee by the school to the provider based in any way on referrals back to the provider?
- Is the contract between the provider and the school specific as to the services to be provided, the hours the athletic trainer will provide the services, and the duration of the contract?

The information contained in this document does not constitute legal advice. Please consult an attorney for specific questions relating to these laws.

F:\data\Government Affairs\ Legal Issues\Stark Laws\Stark Considerations for ATs
November 28, 2007