

AAHKS

April 1, 2016

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Manager, Orthopaedic PAC



Where We Are? 2015-2016 Cycle

- 2015-2016 Ambitious Goal: **\$3.75Million**
- 2015 Raised: \$1.7M
- 3,570 Donors
- Nearly 200% Increase in resident activity
 - 173% increase in participation, 84 donors in 2015 vs. 230 in 2014
 - 186% increase in dollars in \$2,565 in 2014 vs. \$7,345 in 2015



Where We Are? Dollars In

Hard

- ✓ Raised \$1.34M
- ✓ From 2,782 Donors
- ✓ Disbursed over \$1.1M

Access:

- 445 Fundraisers in DC
- Hosted 34 Events, Raised over \$300K for Members
- Hosted or Co-Hosted 37 In-District Events

Soft

- ✓ Raised \$391,000
- ✓ From 788 Donors

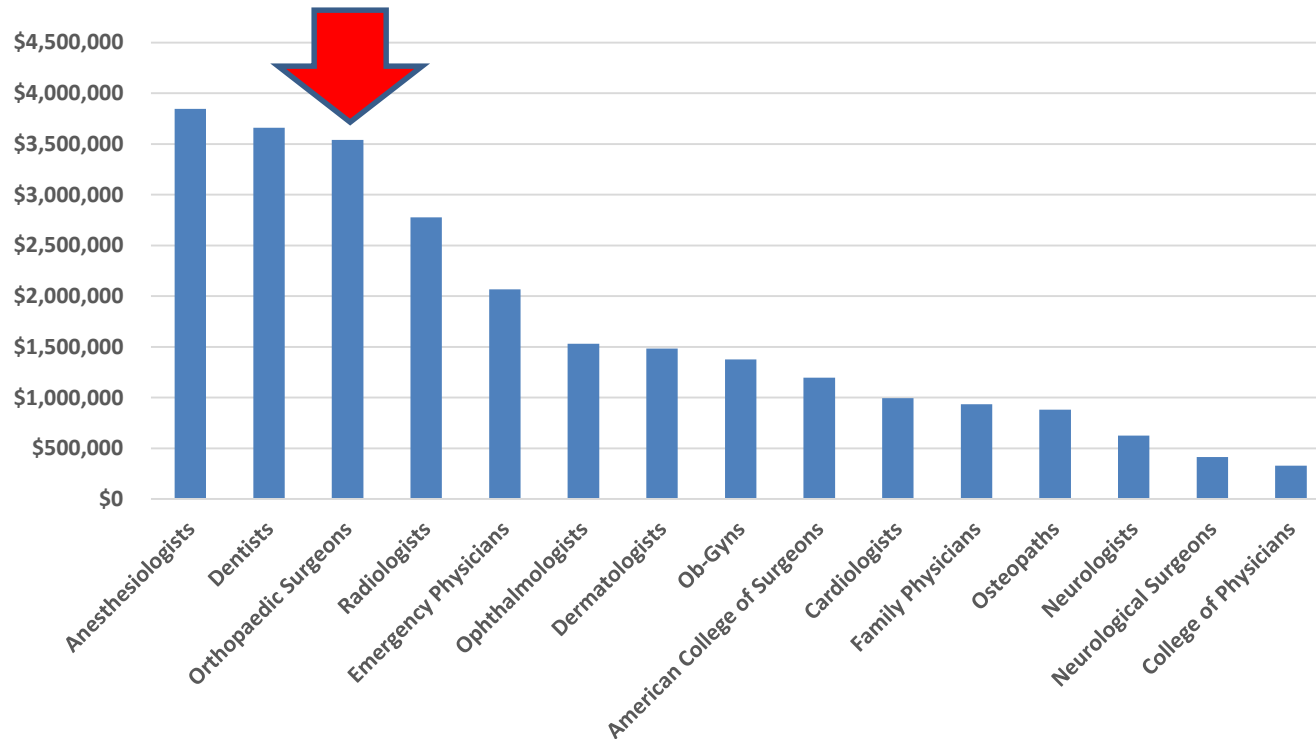
Activities:

- PAC Donor Thank You Lunch
- PAC Lounge
- W Rooftop Reception

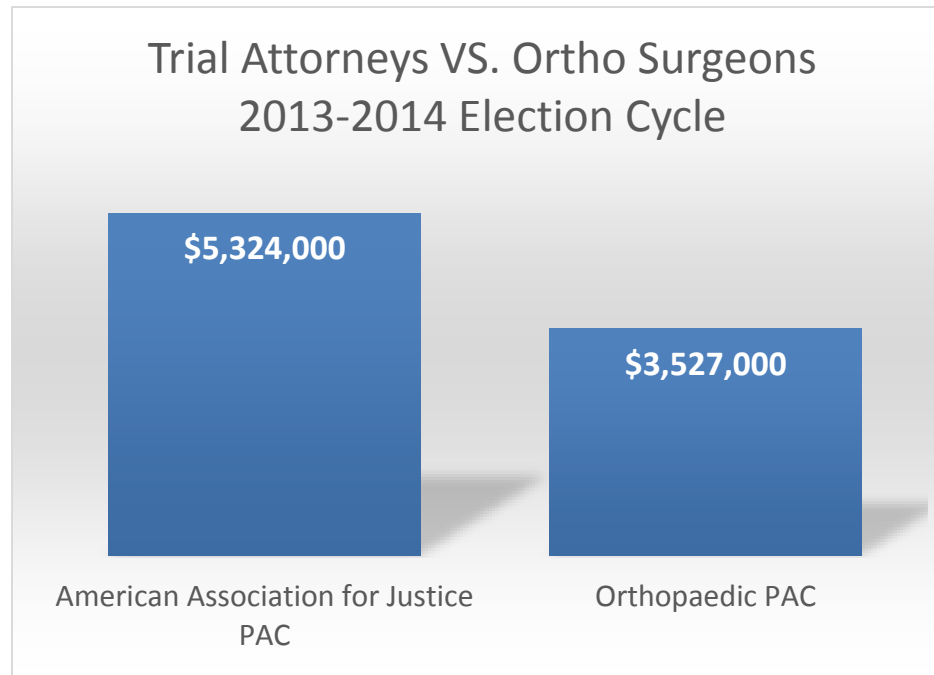


Sphere of Influence. Cycle Based

2013-2014 Election Cycle Hard and Soft
PAC2PAC Medical Specialities



Sphere of Influence



Sphere of Influence

December 3, 2014, By Glen Justice

The 10 Association PACs That Gave the Most



1. National Association of Realtors
2. American Association for Justice
3. National Beer Wholesalers Assoc
4. Natl Rural Electric Cooperative Assoc
5. American Bankers Association
6. Natl Cable & Telecommunications Assoc
7. National Multifamily Housing Council
8. National Automotive Dealers Assoc
9. National Air Traffic Controllers Assoc
- 10. Am. Assoc of Orthopaedic Surgeons**



AAOS

AMERICAN ASSOCIATION OF
ORTHOPAEDIC SURGEONS



2015 Advocacy Wins

- **MACRA (SGR repeal) signed into law in April**
 - **IPAB repealed by the House in May**
 - **In-Office Ancillary Services protected**
- **21st Century Cures passed House 344-77**
- **Trauma bill passed House unanimously**
 - **\$30 million for extremity war injuries**
- **Meaningful Use Blanket Hardship Exemption**



2016 is a Critical Election Year

AAOS & Orthopaedic PAC do NOT participate in Presidential Politics.

- Too Divisive for our membership
- A drop in the bucket



But as an individual, you can.



2016 is a Critical Fundraising Year

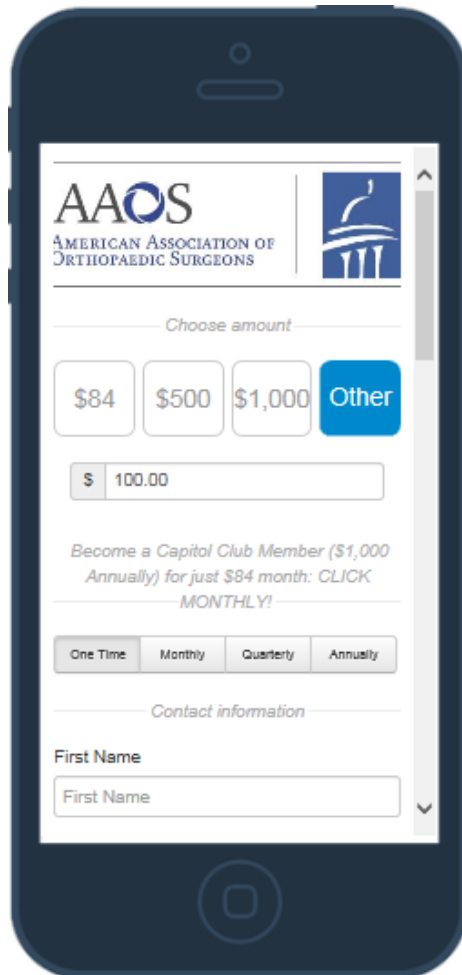
We need to raise **\$2M** this year to hit our goal

- ✓ Increase Participation
- ✓ Push higher giving
- ✓ Mobile
- ✓ Peer to Peer
- ✓ Advisor's Circle



2016 is a Critical Fundraising Year

Forging to Forty: Mobile



Text AAOS to 41444

Its that easy!



2016 is a Critical Fundraising Year

Forging to Forty: Peer to Peer

One Colleague...One Case Campaign



One Colleague...One Case

When the Orthopaedic PAC makes a contribution, it sends a strong, collective and clear message to the beneficiary. As the PAC grows, that message resonates louder. Every orthopaedist has an important role in our advocacy efforts regardless whether you are at the beginning or end of your career. Everyone can give something: your time, your money, or both! Consider donating the proceeds of a single procedure, one case. The proceeds of just one routine case will help the PAC strengthen our voice and access in Washington, DC.

FREQUENTLY USED CODES:

20610	Joint Injection	\$75.00	25609	ORIF Distal Radius	\$800.00
29065	Application Long Arm Cast	\$100.00	27236	Hip Hemiarthroplasty	\$1,200.00
29355	Application Long Leg Cast	\$150.00	27245	Hip Nailing	\$1,500.00
23700	Shoulder Manipulation	\$200.00	27447	Knee Replacement	\$1,600.00
64721	Carpal Tunnel Release	\$450.00	27130	Hip Replacement	\$1,600.00
27792	ORIF Ankle Fracture	\$650.00	22630	Single Level Lumbar Fusion	\$1,600.00

*Fees are roughly based on Medicare Fee Schedule and are not intended to be accurate or complete



Thank You for Your Leadership

Any ideas, questions, comments or concerns please email me, or new PAC Chair, Dr. John Gill



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