



# College Advantage

A Publication of the American College of Allergy, Asthma & Immunology

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## We're Out of the Gate

Registration is open for the ACAAI 2022 Annual Meeting, Nov. 10-14 in Louisville, KY

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American College of Allergy, Asthma & Immunology

# Pressing on the gas

We're working hard on behind-the-scenes projects that will pay off in the second half of the year

So many of our members are actively involved in the work of the College, and for that I am truly grateful. It's a very busy time for our leaders and volunteers. Staff, too, are pressing on the gas to bring two major projects to the finish line for you, the allergy community.

As you may recall, a major focus of my presidential year is to raise awareness among primary care providers about the benefits of referring their patients to board-certified allergists for care, especially if their symptoms are not well controlled.

When I talk to College members at allergy meetings or on the phone, they sometimes ask if there is more we can do to inform primary care providers about why we are different from other allergy specialists. As you know, it can be tricky to get patients to see us when there are a variety of other physicians out there who treat allergy patients. We need to impress upon the medical community that board-certified or fellowship-

trained allergists are uniquely qualified to help their patients.

I'm happy to report that our digital outreach campaign targeted to primary care NPs and PAs received great attention, with these providers checking out the campaign information at the rate of thousands per month. The end of this campaign segues nicely into the late summer launch of our next exciting effort - a big digital advertising campaign designed for primary care physicians.

We are in the final stages of producing our commercials targeting primary care with our message that we are "different" than other specialists, and we can't wait to share the ads with our members later this summer. In addition to a large-scale digital campaign to distribute the ads and associated web content, we'll be looking for your help to amplify the campaign messages in your community.

Of course, the other major priority for the College this summer is preparation for the Annual Scientific Meeting, taking place Nov. 10-14 in Louisville, Kentucky - my hometown. Our planning committee has put together a truly exciting program. It never ceases to amaze me that our wonderful experts step up every year to share their knowledge and experience with our community, so that we all can stay abreast of the latest treatments and other developments. We continue to strive for all of our meeting sessions to echo our theme of "podium to practice" with take-away information that can be used immediately in our clinics.

There is abundant information about the meeting in this issue of Advantage. I hope to welcome you to Louisville in November. Don't forget to attend the Welcome Reception on Friday evening at historic Churchill Downs! If you haven't been there before, it's a treat to experience the track for the first time. I think we each have a lot in common with those thoroughbreds - we train like hell, we push to do our very best (sometimes in difficult conditions) and in this competitive environment, we continually push each other to do amazing things.

Read on to learn more about these events and initiatives, and so much more that is happening at the College in order to serve our members and patients.



Mark Corbett, MD, FAAAAI,  
President, American College  
of Allergy, Asthma and  
Immunology

Connect with us at [acaai.org](http://acaai.org) or through:



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## ADVOCACY ADVANTAGE

By James L. Sublett, MD, FAAAAI, executive director, advocacy and governmental affairs

# Stay on top of important advocacy issues

It's important to stay on top of advocacy issues that affect the allergy specialty. But how can allergists stay informed with so much going on in their personal and professional lives? The College's Advocacy Council stays abreast of critical issues that are important to allergists. Keeping tabs on its vital work is available in multiple ways:

## College Insider

An advocacy column appears in almost every Insider, the College's weekly e-newsletter. Topics include coding, telehealth, prior authorizations, federal legislation updates and more. Many columns are written by experts - the College's Washington Advocate, Matt Reiter, or legal counsel, Leela Baggett.

## Advocacy Alerts

There are times when information is too important to wait or action needs to be taken urgently, and in these cases the Advocacy Council sends an Advocacy Alert email blast. You'll want to open these messages as soon as they hit your email box to read the important information they contain.



James L. Sublett, MD

## ACAAI Advocacy Web Pages

A section of the College's website is dedicated to advocacy. Find it at <https://college.acaa.org/advocacy/>. Visit this page for current information about billing, coding and payments, mixing allergy extracts, and more. Learn about members of the Advocacy Council who volunteer their time to represent allergists on national and state issues. Want to take action? Visit the Action Center for ways you can become an advocate for allergy-related issues.

## Attend the Town Hall

If you're attending the ACAAI 2022 Annual Scientific Meeting in Louisville, KY, this November, plan to attend the Town Hall, hosted by the College's House of Delegates on Friday evening. It begins with a short business meeting and moves to their program "Value-based Care - The Cost Effectiveness of Allergy Treatment," with speakers James Tracy, DO, FAAAAI, Gary N. Gross, MD, FAAAAI and Matt Reiter, president of Capitol Associates, Inc.

It's easy - and vital - to keep up to date on issues and regulations affecting your practice. **The Advocacy Council - ADVOCATING FOR ALLERGISTS AND THEIR PATIENTS.**





ANNUAL MEETING ADVANTAGE

# Podium to Practice™: Advancing Allergy & Immunology Care

Looking for reasons to attend the 2022 ACAAI Annual Scientific Meeting? We've got 10.

The count down to the Annual Meeting has begun, and we're counting the highlights of the 2022 meeting. Here are just ten:

- 1 CME** - there is no better place to earn your CME than the College's Annual Meeting. Earn a maximum of 29.0 AMA PRA Category 1 Credits™.
- 2 International Food Allergy Symposium** - a full day of sessions covering food allergy epidemiology, diagnostics, prevention, treatment, challenges in your clinic, and more!
- 3 Workshops** - hands-on experience on hot allergy topics including immunoglobulin infusion, anaphylaxis emergencies, biopsies, patch testing and rhinolaryngoscopy.
- 4 Practice Management Program** - Practicing allergists and their teams will benefit from sessions on coding, marketing, RVU modeling, staff performance reviews and more. This program is open to all general meeting registrants.
- 5 Research** - Research is the foundation of new developments in A/I. Learn about exciting new studies during oral abstracts sessions and by viewing ePosters.
- 6 Social events** - A trip to Louisville wouldn't be complete without a visit to historic Churchill Downs, and you'll get the opportunity at Friday night's President's Reception. And don't forget the fun, energetic FIT Bowl on Saturday night!

- 7 Exhibit hall** - speak with representatives from top pharmaceutical, medical device and other A/I related companies. Plan to attend product theaters in the exhibit hall.
- 8 Literature Review** - you wanted to read all of the clinically-focused A/I literature this year, but didn't get the chance. Attend Friday's full-day Literature Review session to stay abreast of the latest clinical developments.



- 9 Named Lectures:** We honor the contributions that Luisa Businco, Edward J. O'Connell and Bela Schick made to the A/I specialty during their lives. Attend the lectures named after these allergy leaders made by presenters who embody their high standards and achievements.
- 10 Livestream** - staying home this year? You won't miss out on the education the College's Annual Meeting provides! Our Livestream program offers access to 19 different 90-minute sessions providing up to 28.0 hours of CME Credits. Livestream registrants can participate in real time, including Q&A with the session faculty.

These are just ten reasons to attend the 2022 ACAAI Annual Meeting - but there are many more! Register for the meeting at [annualmeeting.acaai.org](http://annualmeeting.acaai.org).

## Ready to register for the Annual Meeting? Beware of scams

Official ACAAI registration and sleeping room information for the ACAAI 2022 Annual Scientific Meeting will be sent to you directly from the College in early August. This information also will be posted to our website at that time.

The College's official Annual Meeting site is [annualmeeting.acaai.org](http://annualmeeting.acaai.org), and our official/authorized housing provider is OnPeak. No other company is affiliated with or endorsed by the College, and no other company is authorized to confirm your registration or hotel sleeping room reservation on behalf of the College.

Beware of unauthorized websites posing as travel and registration sites for this year's Annual Scientific Meeting. Any site other than the official site listed above that offers registration or housing is a scam and is not affiliated with ACAAI in any capacity.

Meetings like the College's are often targeted by scammers and unauthorized companies who can put you at risk. To register for the meeting and to secure hotel reservations with our official housing provider, check the College's official Annual Meeting site beginning in early August.





ANNUAL MEETING ADVANTAGE

## Focus on food allergy

Plan to attend our International Food Allergy Symposium - an all-day immersive session on Nov. 10, the first day of the 2022 Annual Scientific Meeting in Louisville, KY.

"Experts from the U.S. and abroad will showcase the latest in food allergy," said Brian T. Kelly, MD, MA, FAAAAI, chair of the Annual Meeting Program Committee. "Allergists will get timely and practical information to bring back to their clinics and patients."

Here's what is planned for the day:

### Epidemiology & Diagnostics

- **Can We Identify the Patient at Risk of Severe Reactions to Food?**

Antonella Muraro, MD



edema



dry cough



nausea

- **Anaphylaxis and Fatalities in Food Allergy: What We Need To Tell Our Patients**

Jay Lieberman, MD, FAAAAI

- **Diagnostic Tools for Food Allergy and Biomarkers for Clinic Use**

Alexandra Santos, MD

### Prevention

- **The Role of the Skin Barrier in Food Allergy Prevention**

Helen A. Brough, MA, MSc, PhD

- **To Screen or Not To Screen Before Food Introduction: That Is the Question**

Matthew Greenhawt, MD, MBA, MSc, FAAAAI

- **Food Allergy Prevention Guidelines: Whom Do We Target?**

Gideon Lack, MD

### Luncheon Presentation - Common Oral Immunotherapy Challenges in Your Allergy Clinic

- **Luisa Businco Lecture**

Katherine Anagnostou, MD, PhD

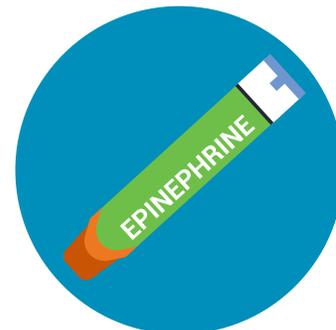
- **Common Oral Immunotherapy Challenges in Your Allergy Clinic**

Katherine Anagnostou, MD, PhD, FAAAAI; and Douglas Mack, MD, MSc

### Treatment

- **Latest Advances in OIT**

Brian P. Vickery, MD





dizziness



rash



labored breathing

- **Other Forms of Immunotherapy**

David M. Fleischer, MD, FAAAAI

- **Shared Decision-making in Food Allergy Management - A Case Review**

Katherine Anagnostou, MD, PhD, FAAAAI

### Hot Topics in Food Allergy

- **Addressing Misconceptions in the Food Allergy Clinic**

David R. Stukus, MD, FAAAAI

- **The Role of the Microbiome in Food Allergy: Is It Time for Probiotics?**

Rima A. Rachid, MD

- **Biologics in Food Allergy: What You Need To Know**

Robert A. Wood, MD

### ProCon Debate

- **Early Use of Moisturizer in Infants Prevents Food Allergy**

Helen A. Brough, MA, MSc, PhD; and Christine Ciaccio, MD, MSc, FAAAAI

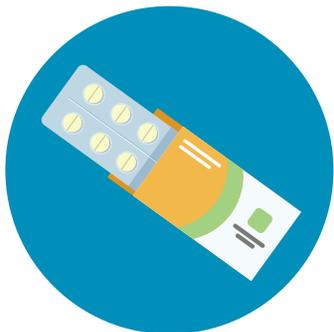
- **The Combination of OIT and Biologics Is Superior to OIT Alone**

Robert A. Wood, MD; and David M. Fleischer, MD, FAAAAI

- **Food Allergy Prevention Guidelines Are Useful for High-risk Infants Only**

Gideon Lack, MD; and Matthew Greenhawt, MD, MBA, MSc, FAAAAI

Don't miss this full day focused on food allergy! Register for the International Food Allergy Symposium when you register for the Annual Meeting.



### ANNUAL MEETING ADVANTAGE

# You'll want to stay

## There are plenty of valuable sessions on Monday during the ACAAI 2022 Annual Scientific Meeting.

When you register for the Annual Meeting, make sure your travel plans extend through Monday, Nov. 14. You'll find a variety of sessions that you'll want to attend.

Plan to be at the meeting's final plenary: "Implementing New Guidelines Into Practice." Get updates to the clinical guidelines published in the last few years with practical advice on atopic dermatitis and chronic sinusitis, and a review of GRADE analysis for practice parameters.

Don't forget additional sessions on Monday:

- Advances in Food Allergy Immunotherapy
- Aspirin Desensitization vs Biologic Therapy for Patients With AERD
- How Do I Know if Allergy Shots Are Working?
- Hybrid Care: The Use of Remote Patient Monitoring in Clinical Practice
- Infections, Microbiome and Bacteriotherapies in Atopic Dermatitis
- The Management of COVID for the Allergist / Immunologist
- Treatment of Non-Th2 Asthma
- World Allergy Organization Forum: New Approaches to Drug Allergies

It will be a jam-packed educational meeting! We look forward to seeing you in November.



# Get the most out of your Annual Meeting learning experience

**Workshops provide a full spectrum of instruction and hands-on techniques.**

Attend a hands-on workshop at the ACAAI 2022 Annual Scientific Meeting, and you'll leave ready to implement what you've learned in your practice. Make sure to include these workshops when you register for the Annual Meeting. Don't wait! Participation is limited.

## **SQ Immunoglobulin Infusion**

**Friday, Nov. 11, 8:00 - 9:30 AM**

Clinicians frequently prescribe gamma globulins for antibody deficiencies but may not be very familiar with the administration of immunoglobulins. Attend this workshop for instruction on administration of intravenous SQ to assist clinicians in determining the best product for each patient.

## **The Use of Case Simulation for the Education of Allergy Emergencies - Spotlight on Anaphylaxis**

**Friday, Nov. 11, 1:00 - 2:30 pm and 3:00 - 4:30 pm (Allied Health Program)**

Learn to identify and treat infantile and adult anaphylaxis. You'll gain first-hand knowledge of the use of simulation for office drills/preparedness of systemic reactions/anaphylaxis in allergy practices. Each attendee will utilize simulators for both an adult and pediatric encounter.

## **Making the Cut: Punch versus Shave Biopsy**

**Saturday, Nov. 12, 10:00 - 11:30 am**

Learn how and when to perform punch and shave biopsies. You'll be instructed on technique, procedural coding,

choosing appropriate patients, and selection of lesion and site for the highest diagnostic yield. Get a review of materials and transport media and how to interpret the report from the dermatopathologist to help aid in diagnosing and treating patients.

## **Patch Testing 101: Basics of Patch Testing**

**Saturday, Nov. 12, 1:00 - 2:30 pm**

Learn the basics of patch testing - which patient to patch test, applying a patch test, contraindications and precautions and the interpretation of results.

## **End Game: Calling All Patch Test Experts**

**Saturday, Nov. 12, 3:00 - 4:30 pm**

For those who regularly patch test who are looking to expand their patch testing practice, this workshop is for you! Get hands-on experience on patch testing to occupational materials, metal and bone cements used in biomedical devices, and the use of expanded specialized patch test series including children and the elderly.

## **Performing a Rhinology Exam**

**Sunday, Nov. 13, 3:00 - 4:30 pm**

After a video presentation of a fiberoptic rhinology exam of the upper airway, participants will have the opportunity to become familiar with a rhinoscope and perform an exam on a manikin.





ANNUAL MEETING ADVANTAGE

## Sharpen your team's skills

**Programs for staff - and allergists - help your practice stay up to date on regulations, coding, allergic conditions, dynamic treatment options and more.**

Make your team and your practice a priority! The College's 2022 Annual Scientific Meeting, Nov. 10-14 in Louisville has programs for everyone in your office.

Visit the Annual Meeting website for registration requirements at [annualmeeting.acaai.org](http://annualmeeting.acaai.org).

The **Practice Management Program** on Nov. 11 covers practice management issues you and your staff deal with regularly. The full-day program is geared toward practice administrators, allergists, nurse managers, and other staff and is included in your general registration. Managers may register just for this course to avoid the general meeting registration fee. Session topics include:

- Coding.
- Thriving in a solo or small group practice.
- Marketing tactics in the post-COVID era.
- Using Relative Value Unit modeling.
- Practice assessment for operational and clinical effectiveness.
- Effective performance reviews.
- Ask the practice management experts.

The **Advanced Practice Health Care Providers Course** on Nov. 11 is a perfect fit for nurse practitioners, physician

assistants and other health care providers with extensive experience. Allergists would also benefit from attending! This full-day course features:

- Biologics.
- Eosinophilic esophagitis.
- Food allergy diagnostics.
- Antibiotic and oral steroid therapies.

We haven't forgotten **Allied Health Professionals!** We're dedicating an exclusive hands-on workshop to Allied Health Professionals: The Use of Case Simulation for the Education of Allergy Emergencies - Spotlight on Anaphylaxis. This workshop on Nov. 11 is geared to registered and licensed practicing nurses, registered respiratory therapists, medical assistants and other allied health professionals.

The Allied Health Professionals Course continues on Nov. 12 and provides targeted sessions on anaphylaxis and patient education and "Am I Doing This Right," a limited attendance session where participants can receive answers to their questions from A/I Experts.

Registration opens in early August. Don't miss the opportunity to strengthen your staff's skills!

## FELLOWS-IN-TRAINING ADVANTAGE

By Christopher Foster, MD, FIT representative

# Bats, hats, bourbon, and boards!



Christopher Foster, MD

Welcome to all of our new colleagues who have just recently begun fellowship training in the greatest specialty in medicine, and congratulations to all who completed their program this summer! We hope to see as many of you as possible Nov. 10-14 at the ACAAI Annual Scientific Meeting in Louisville, KY, and especially at our FIT Business Meeting and

Educational Session. For any baseball/softball enthusiast out there, you know Louisville is home to the 1884 original - and still classic - wooden bat. Come learn the origins of the Louisville Slugger®, stroll through Churchill Downs sporting your finest broad-brimmed hat, and sip responsibly in the heart of bourbon country.

Whether you are wrapping up your first rotations of fellowship or a graduate who just confirmed your October testing date, it is never too early or too late to start thinking about the ABAI board exam. The College has you covered with resources to augment the day-to-day learning taking place in your own training program. As you are building your study plan, be sure to familiarize yourself with each of the following College resources, found at [education.acaai.org/content/fellows-training-resources](http://education.acaai.org/content/fellows-training-resources):

- Board Review Corner knowledge assessment questions: clinical and basic science board-style questions "written by FITs for FITs." Now aligned to ABAI blueprint of content specifications, your FIT question writers have been hard at work on your behalf to continue providing this free resource.
- Board Review Book: Updated in 2021 and regarded by many as the go-to resource for fine tuning board preparedness, this high-yield study guide also comes with access to hundreds of flash cards. Order your print or online version and starting filling in the knowledge gaps.
- ACAAI/AAAAI Joint Board Review Course: the 2022 edition came out in April complete with outstanding reviews of clinical and basic science topics by our field's national and international experts.
- AIM Self-Assessment: one of the newest resources provided by the College with a second edition already in the works, this set of 100+ board-style questions serves as a great guidepost for when you are ready to test your mettle in a low stakes, examination style format. This module comes

with detailed question critiques to guide depth of learning on common board topics.

You may also recall seeing an announcement back in early June about the launch of an outstanding FIT Section collaboration with the New Allergist Committee and the Practice Management Committee to bring you the FIT and New Allergist Toolkit. Easily accessible at [college.acaai.org/toolkits/fit-and-new-allergist-toolkit](http://college.acaai.org/toolkits/fit-and-new-allergist-toolkit), this FIT-focused toolkit is a one-stop shop for information and resources pertinent to you as a fellow-in-training or recent graduate out in practice.



- Interested in contract negotiations, job search strategies, or networking?
- Looking to augment your clinical skills in use of biologics, management of nasal polyps, or managing extracts?
- Want to learn strategies to love your EHR, code more effectively, or streamline prior authorizations?

The new toolkit has all of this and much more. I encourage you to familiarize yourself with it today and you will be amazed at the amount of practical and useful information now at your fingertips. Did we miss anything in the toolkit? Please reach out to me at [cwfosterkidsdoc@gmail.com](mailto:cwfosterkidsdoc@gmail.com) so we can look at expanding this resource.

For all Fellows-in-Training, now is the perfect time to get involved in our FIT Section Executive Committee. At the November business meeting, we will fill regional representative positions, along with conducting an open election for our next Junior Fellow-in-Training Representative to the Board of Regents. Talk to your program director or reach out to me to learn more about opportunities to establish the College as your professional home.



## COMMUNITY ADVANTAGE

## Meet our next Executive Medical Director

After a thorough search process, Todd A. Mahr, MD, FACAAl was selected as the College's next Executive Medical Director (EMD). The final term of the current EMD, Michael Blaiss, MD, FACAAl, ends this year.

"Well-qualified members applied for the EMD position and that made the choice difficult," said ACAAl President Mark Corbett, MD, FACAAl. "Todd Mahr has a long history of involvement with the College and a combination of abilities that will help the College accomplish great things."

Dr. Mahr has been a College member since 1987, served on the ACAAl Board of Regents and was College president in 2018-2019. He gave the Bela Schick lecture in 2015, received the Distinguished Fellow Award in 2014 and the Distinguished Service Award in 2008.

Dr. Mahr will be working alongside Dr. Blaiss for the remainder of the year and will begin his three-year term as EMD on Jan. 1, 2022.

"It's a great honor to be selected as the next EMD of the College," said Dr. Mahr. "No one can replace Michael Blaiss. He's done an outstanding job as EMD during

some challenging times for our specialty and health care in general. I'll do my best to assist the president, officers and College administration in advancing ACAAl's mission."

What are Dr. Mahr's goals for the coming years?

"I'll be working for College leadership to help advance the specialty," said Dr. Mahr. "I bring expertise from my roles in clinical practice and academia to offer guidance and strategy to the College to help assist our members in navigating the challenges in today's health care environment and their effect on the practicing allergist. I'm excited to work to ensure the College is the leader in innovative education, practice management, and advocacy for allergists."



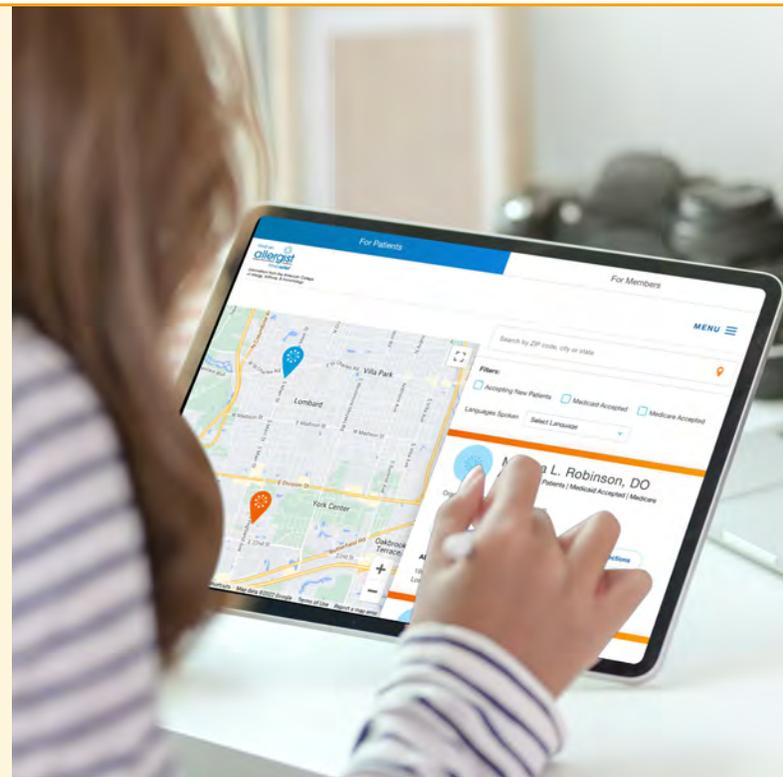
Michael Blaiss, MD

## COMMUNITY ADVANTAGE

## Help patients find you

Make sure your contact information is current for the College's "Find an Allergist" online search tool.

Thousands of prospective patients visit the "Find an Allergist" tool on the College's public website each year to search for an allergist near them. Can you be found? Make sure your practice information is accurate! It's important - the "Find an Allergist" tool is one of the most frequently visited resources on the College's public website. Update your profile at [college.acaai.org/profile](http://college.acaai.org/profile).





PRACTICE ADVANTAGE

# Power your practice with data



## Track key metrics to ensure practice success

Allergy practices now have more performance data than ever before. Many practices can access reports from EHRs, practice management systems, and/or patient surveys – plus allergist work RVU and compensation data from the Medical Group Management Association (MGMA). But what should you focus on in your practice, and how do you convert all this data into useful information?

There is no one “right answer,” and metrics will vary by practice based on goals and priorities. For example, a practice focused on growth may want to measure total patient visits and new patient visits. If you’re trying to increase patient follow-up visits or rush therapy, start tracking charges and units for each of those codes. **Stop and think about your practice’s priorities and look for metrics available from your EHR or practice management system to measure their performance.**

To get you started, the College’s Practice Management Committee has identified some key revenue cycle, practice profitability and provider performance metrics that apply to most allergy practices.

### Financial Performance Metrics

Financial performance metrics help measure your practice’s revenue and profitability.

**Gross charges** - total charges before any write offs or payments are applied; measuring this over time can help to show if your practice is growing. This metric, together with medical revenue, gives a more complete picture of revenue trends.

A word of caution: it isn’t meaningful to compare this metric across practices due to differences in fee schedules. And any growth in gross charges over time should be adjusted for changes made to your fee schedule; if you increased your fee schedule by 10% and see a 10% growth in gross charges, there may have been no growth.

**Total medical revenue** - this measures the total revenue (actual collections) the practice receives.

**Total operating cost** - this includes costs for support staff and general operating expenses, but not physician or NP/PA costs.

**Total medical revenue after operating cost and nonphysician provider cost** - this reflects the practice’s bottom line before physician compensation.

Other items can be helpful to track periodically. One of these is payer mix (a percentage breakdown of medical revenue by payer), so you understand where your revenue is coming from and where you should focus billing and collection efforts.

## PRACTICE ADVANTAGE (CONTINUED)

Another is a breakout of revenue and total units by CPT/ type of service (allergy testing, allergy vials, immunotherapy, spirometry, rush therapy, E&M visits, etc.). This helps you understand what services are driving the most revenue.

Other helpful statistics include:

- Number of patients skin tested.
- Average number of tests per patient.
- Immunotherapy conversion rates (percentage of patients who start immunotherapy following provider recommendation).

This additional information can help you understand reasons for changes in revenue and isolate variances among providers in a group practice.

“Our practice EHR and billing module routinely tracks all CPT codes, and we particularly pay attention to our E/M codes and allergy/immunotherapy codes,” notes M. Razi Rafeeq, MD, FACAAl, Practice Management Committee member. “Total patients, new patients, skin tests and allergy injections are all monitored closely. We track our E/M coding curve and make sure we are not under coding and are within the standard allergist coding curve.”

### Efficiency and Revenue Cycle Metrics

Efficiency metrics help you understand the level of expenses in your practice. Revenue cycle metrics help you understand how well and how quickly your practice is collecting the money it's owed.

**Overhead ratio** - this measures the level of expenses in your practice. Specifically, for every dollar that comes in, how much goes out in expenses?

**Accounts receivable (A/R) (before insurance adjustments) per FTE physician** - this reflects the amount of revenue that needs to be collected.

**A/R over 120 days** - this measures the amount of A/R that is old and hard to collect.

**Adjusted fee-for-service collection percent** - this tells how successful your practice is at collecting the money it is owed.

### Provider Performance

Provider scorecards give physicians a clear picture of their performance relative to expectations. They can also focus physician attention on key areas of importance to the practice. Some items to consider:

- Work RVUs - Work Relative Value Units (wRVUs) measure physician productivity by assigning a value to each visit or procedure. Track each provider's wRVUs by year and compare to the MGMA benchmark.

- Gross charges
- Medical revenue (collections)
- Total patient visits
- New patient visits
- New immunotherapy patients
- Total skin tests and intradermal tests
- Total PFTs
- Total FeNO tests
- Immunotherapy conversion rates (percentage of patients who start immunotherapy following provider recommendation)
- Total allergy shots
- Patient satisfaction score
- Appointment fill rates
- On-time completion of medical record documentation
- Average days to submit charges
- Percent of visits conducted via telehealth
- MIPS quality measures (if applicable)



“Monitoring provider performance can benefit providers new to practice as well as those established in their careers,” said Tom Derrico, vice chair of the Practice Management Committee. “Developing comparisons among them can reveal variations in practice patterns and potentially lead to greater alignment with group goals.”

“For the past two years our practice started to track and provide all allergists with a monthly total wRVU production report with graphical representation,” said Dr. Rafeeq. “We are also provided with a supplementary report with detailed listing of E/M, allergy office procedures and other CPT codes, including number of units and gross wRVUs.”

Whether you're just starting to track financial performance or you're enhancing your existing benchmarking, keep the following tips in mind:

1. Choose metrics that are easy for your practice to report.
2. Benchmark your performance against other allergy practices using MGMA data where available to give you a sense of how you stack up and where you might have opportunities to improve.
3. Most importantly, measure against your own historical performance.
4. Consider reporting monthly and year-to-date figures along with a comparison to last year and/or budgeted numbers.

We've examined a number of possible financial metrics to track - but don't be overwhelmed. Start by selecting just a few measures that are easy for your practice to report, and build from there. Remember the old adage, “You can't manage what you don't measure.” Take charge of your practice financial performance and let the measuring begin!



## COMMUNITY ADVANTAGE

# Meet our 2022 Community Grant recipients

Since launching its Community Grant Program in 2021, The Allergists' Foundation has inspired College members to develop creative solutions for challenges related to allergy care within their communities. We are pleased to announce the next round of grantees and their outstanding projects that have been selected for funding in 2022.



**Kelsey Kaman, MD**, will continue her project (funded as a planning grant in 2021) to ensure early childhood educators serving children in selected underserved communities are well prepared to handle food allergy-related emergencies. In her 24-month "LEARN Early, Next Steps" project,

she will ensure that participating centers are able to provide food that is safe for allergic children; bridge food allergy knowledge gaps among teachers and staff, particularly as it relates to recognizing and responding to anaphylaxis; and

provide the necessary information for access to and administration of epinephrine.



**Gerald Lee, MD**, will take on a 24-month project to close the knowledge gap among primary care providers and caregivers related to proper diagnosis of food allergies. The goal of the project is to minimize misdiagnosis of food allergy via IgE panel testing and alleviate the unnecessary burden

placed on children and their families due to false positive

## COMMUNITY ADVANTAGE (CONTINUED)

results. Dr. Lee has teamed up with The Children's Care Network (TCCN), which is an integrated network that engages 120 pediatric practices to produce data-driven, high-quality care. He will assess and address knowledge gaps among physicians within the TCCN to reduce inaccurate diagnoses of food allergies, which he hopes will lead to a reduction in unnecessary interventions, improve quality of life, and reduce health care expenditures for the children within the network.



**Sara Anvari, MD**, will lead a 12-month project to develop a protocol to ensure that low-risk patients in the Texas Children's health care system are properly evaluated for penicillin allergy (PA). The evaluation will first take place via telemedicine, followed by in-person appointments where

low-risk patients will receive an amoxicillin challenge and high-risk patients will receive a skin test to see if further testing for PA is necessary. The main objectives of Dr. Anvari's project are to de-label children inappropriately labeled as penicillin allergic, while also identifying disparities in access to allergy services across the outpatient health care system and ensuring equitable access to care across the community.



**Lulu Tsao, MD**, will take on a 12-month project to assess and bridge the gaps in knowledge, perceptions, and barriers to prenatal penicillin allergy evaluations among

obstetrics (OB) providers and pregnant patients. Due to misconceptions about safety and feasibility of prenatal PA evaluations, they are often underutilized and not incorporated into routine prenatal care for patients across all care settings. The goal of Dr. Tsao's project is two-fold: to increase uptake of evidence-based recommendations for prenatal PA evaluation among OB providers and allergists; and to develop a patient-centered toolkit on prenatal PA evaluation that informs and encourages patients to get appropriate testing during pregnancy. Long-term, the project aims to evaluate the impact of the intervention toolkit on clinical outcomes, including prenatal PA referrals, PA evaluation and testing outcomes,  $\beta$ -lactam utilization, and pregnancy/neonatal outcomes (e.g., caesarean section rates, length of hospitalization).



**Jessica Macdougall, MD**, will embark on a 12-month project focused on transitions of care for adolescents to improve their understanding and management of their food allergies. The project will establish an evidenced-based transition curriculum that can be used by community and academic

allergists; create patient education materials that are tailored to adolescents both in content and how they are delivered; and engage the community through webinars/events that are designed for adolescents who may be entering college or going into the workforce. By developing more cohesive guidelines to help adolescents manage their food allergies during their transition to adulthood, the project ultimately aims to reduce accidental exposures and anaphylactic reactions, lessen anxiety and increase participation in daily activities.



"The Foundation is once again awarding nearly \$100,000 in grants this year to support five new projects that have the potential to make an important difference in our collective efforts to improve the care for allergies and asthma in every community," said David Engler, MD, FACA, president of The Allergists' Foundation. "We hope our grantees will continue to inspire others to apply for a Community Grant next year."

The Community Grant Program is possible through donations from members of the College and generous support by GSK.

# Time to learn and study

We know how hard it can be to find the time to focus on professional education. Everyone's schedules just keep getting busier every day.

How can you fit it all in?

## Time to learn: MicroCME

The College is here to help. Last year, we launched our first series of MicroCME modules. These free 15- to 30-minute courses are designed to focus on the topics you want in the time you have available. These mini modules represent a variety of allergy and immunology topics, including asthma, food and drug allergy, immunotherapy, and many more.

The MicroCME offerings have recently been updated with 27 new topics to ensure you have the most current and relevant information for your educational needs.

Visit the MicroCME page today at <https://education.acaai.org/MicroCME>

## Time to study: Board Review Resources

The College has the most comprehensive set of tools to help you ace the Boards:

- **The 2022 ACAAI/AAAAI Joint Board Review Certification Course** - Enroll now at [education.acaai.org/brc#2022](https://education.acaai.org/brc#2022).
- **ACAAI Review for the Allergy & Immunology Boards, Fourth Edition** - Print and online access available. Buy now at [education.acaai.org/brbook](https://education.acaai.org/brbook).

- **AIM Self-Assessment, First Edition** - Learn in four modes: Pretest, Learn, Post-test and Comparison. Purchase at: [education.acaai.org/aimselfassessment](https://education.acaai.org/aimselfassessment). Second Edition available in August.
- **Board Review Corner** - New study questions every month! Visit at [education.acaai.org/content/board-review-corner](https://education.acaai.org/content/board-review-corner).
- **Interactive Practice Parameter and Yardsticks** - an intuitive navigational approach to learn about practice parameters. Find them at [education.acaai.org/eparameters](https://education.acaai.org/eparameters).
- **Full-text Practice Parameters** - View these at [education.acaai.org/content/practice-parameters](https://education.acaai.org/content/practice-parameters).

