



2024

IMPACT REPORT

EXECUTIVE SUMMARY

AAHomecare is proud to champion the home medical equipment (HME) industry, empowering members with unparalleled opportunities to connect, advocate, and grow. Over the past year, we've tackled some of the industry's toughest challenges while fostering a thriving community of leaders dedicated to driving progress.

Connecting Leaders and Innovators

Our 42 member-driven councils, work groups, and committees held 227 meetings, creating space for industry professionals to exchange insights and build relationships. Networking thrives in these collaborative forums, where members tackle shared challenges and develop solutions that benefit the entire industry.

Advocating for Change

Thanks to the collective strength of our members, AAHomecare secured \$4.5 billion in HME wins since 2022, delivering tangible ROI for members and the industry. In 2024 alone, we've made strides to address key payer issues, simplify Medicare processes, achieve fair reimbursement for critical technologies, and secure significant Medicaid rate increases at the state level. From resolving multi-million-dollar payment issues to advancing landmark legislation, these wins reflect our unwavering commitment to creating a stronger foundation for HME businesses and the patients they serve.

Advocacy events at the state and federal level, including the Leadership Legislative Conference and CRT Hill Day, brought members face-to-face with policymakers to drive progress on crucial issues such as rate relief, Managed Care Organization (MCO) oversight, and expanded access to mobility technologies. Through our value of homecare/HME campaigns, we spotlighted the critical role homecare plays in improving lives and reducing healthcare costs, elevating real-world stories of the impact the HME community makes on people's lives to raise awareness among key decisionmakers and the public.

Empowering Through Insights

AAHomecare's education program was offered as a member benefit for the first time, allowing companies to take advantage of powerful information and resources for their team at no additional cost. From national surveys exposing the devastating impact of rate cuts to groundbreaking research on the benefits of non-invasive ventilation, AAHomecare is arming members with data to influence policy and improve outcomes.

AAHomecare's achievements are a testament to the dedication of our members. Together, we are shaping a stronger, more resilient HME industry. Thank you for being part of our journey. Let's continue to make a difference together.

16M

End Users Served

400

Members Strong

227

Council Meetings

11k

Grassroots E-mails

4.5b

Dollars in Wins

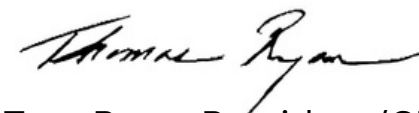
FROM OUR CEO

Thousands of dedicated and highly skilled professionals who make up the home medical equipment (HME) community deliver exceptional care for millions of Americans every day. We serve some of the most vulnerable cohorts, including seniors, people living with disabilities, individuals with serious chronic conditions, and even pediatric patients. This industry's work is absolutely essential to allowing people to remain in their homes while receiving care and support, providing comfort and peace of mind for these patients and their families.

AAHomecare is proud to be a part of this calling. Our leadership and staff understand the value that suppliers, manufacturers, and other HME stakeholders provide right now – and are excited to help realize our industry's potential to help transform healthcare over the coming decades.

An industry that delivers value and impact deserves an association partner that delivers value and impact. AAHomecare is focused on securing policies that advance the HME sector and allow you to strengthen your ability to serve your communities. We're engaged on Capitol Hill, at the Centers for Medicaid & Medicare Services (CMS), in state capitols, across the media, and with private insurance payers to protect your interests and shape a better business environment for HME.

Our industry knows how high-quality HME products and services make a difference for millions of people. Our industry understands how to deliver the most clinically proven and cost-effective care to individuals in their home. AAHomecare is determined to make sure that policymakers, payers, and the public understand our impact – and to convince them to give us the support and resources that will allow us to play an even larger role in caring for our communities in the future.



Tom Ryan, President/CEO
American Association for Homecare

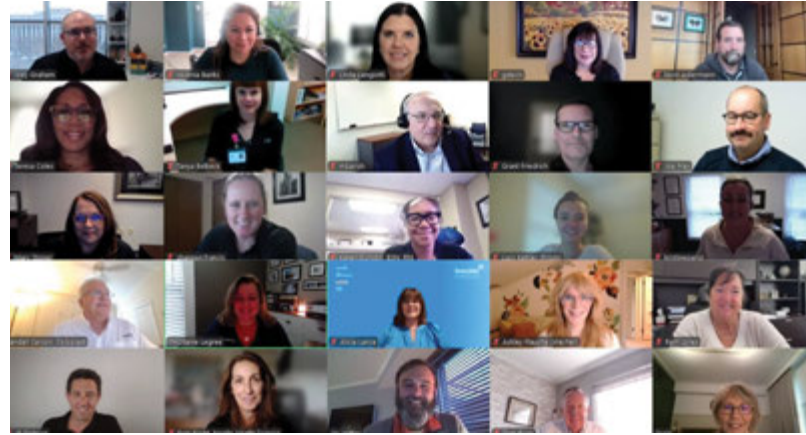


Connect

COUNCILS

AAHomecare’s advisory councils and affiliated working groups empower members with shared interests to make a meaningful impact while networking with fellow industry thought leaders.

aahomecare.org/councils



HME/RT Council

- PAP Work Group
- Ventilator Work Group
- Thermal Fuse Work Group

Medical Supplies Council

- Woundcare Work Group
- Incontinence Work Group
- Ostomy/Urologicals Work Group
- Enteral Work Group

Complex Rehab & Mobility Council

- CRT Payer Access Trends Work Group
- CRT Advocacy Work Group
- Data & Testimonials Work Group

Diabetes Council

- RX vs DME Data Subcommittee
- Federal Legislative Strategy Group
- Part C CGM Work Group
- CGM OIG Work Subgroup
- State Strategy Subgroup

Breastfeeding Coalition

- Breastfeeding Lobbying Committee

Corporate Partner Providers Council

Payer Relations Council

- Medicare Advantage Subgroup
- NIV Subgroup
- Payer Education & Data Subgroup
- Medicaid & MCO Subgroup
- Technology Subgroup

Regulatory Council

- UPIC Work Group
- Consolidated Billing SNF/HHA Work Group
- CERT Improper Payment Work Group
- ICCRC Collaboration

Brand Council

State Leaders Council

Leadership Groups

- Executive Committee
- Board of Directors
- BoD Membership Committee
- BoD Education Committee
- Finance Committee
- Nominating Committee

227 AAHomecare council and work group meetings in 2024

Member Companies on AAHomecare Councils

- | | | | |
|---|--|--|---|
| 1 Natural Way | Compass Health Brands | Lieber Consulting | Rehab Medical |
| A&P Quality Care & Equipment | Complete Care Inc | Life Tech Health Services (d.b.a. RehabTech) | Rehabilitation Equipment Associates |
| Abacoa Medical Supplies Inc | Corner Home Medical | Lincare Holdings Inc | ReimburseRPM |
| ABM Respiratory Care | Cure Medical | Louis & Clark Medical Equipment & Supply | ResMed |
| Absolute Respiratory Care | Curitec | Manny Esh Respiratory Care Inc | Rhythm Healthcare |
| Accreditation Commission for Health Care (ACHC) | DASCO Home Medical Equipment Company | MAR-J Medical Supply Inc | Rotech Healthcare Inc |
| Acelleron Medical Products | DEGC Enterprises | Matriarch Womens Health Supply | RRT Group Inc |
| Acentus | DermaRite Industries | McKesson Medical-Surgical | SALIX Data |
| ACU-Serve Corporation | Diana S. Guth (d.b.a. Home Respiratory Care) | Mead Johnson Nutrition - Reckitt Medical Service Company | Schraders' Medical Supply Inc |
| AdaptHealth | Direct Medical Inc | Medline Industries LP | Seeley Medical |
| Advanced Diabetes Supply (North Coast Medical Supply Inc) | Direct Supply | Med-South Inc | Sentido Health |
| Aeroflow Health | DME for Me Consulting | Millennium Respiratory Services | SG Homecare |
| Aids For Daily Living Inc | DME Service Solutions | Miller's Rental & Sales Co | SleepGlad |
| AllCare Medical Supply | DMEconnected | Minuteman Medical Inc | Smart Nora |
| Alssen BDO | Dressen Medical Supply | Motion Composites | Smiles Medical Supply |
| Analytix Healthcare Solutions | Drive DeVilbiss Healthcare | Movair Inc | Solarus Medical |
| Andrew Brown's Home Health | Dynamic Healthcare Services | Nationwide Medical | Solventum |
| Apollo Medical Supply | East Alabama HomeMed | Neb Doctors/Pumps for Mom | Soundview Medical Supply |
| Apria Healthcare Group | Edgepark | Neb Medical Services | Sparrow Medical Supply |
| Ascent Respiratory Care | Edwards Health Care Services Inc | Nestle Healthcare Nutrition | Spectrum Medical Inc |
| Atlantic Respiratory Services | Electronic Billing Services Inc | NikoHealth | Strive Medical |
| Aveanna Healthcare Medical Solutions | Elevation Medical Supply | NNE Medical Supply & Equipment Inc | Sunrise Medical North American Operations |
| A-Z & Medical Supply Inc | Encore Healthcare | Northeast Home Medical Equipment | Sunset Healthcare Solutions |
| Baxter (Hillrom) | Enos (d.b.a. Lactation Services) | Northern Pharmacy & Medical Equipment | SuperCare Health |
| BD-Becton, Dickinson And Company | Essity HMS North America | National Seating & Mobility (NSM) | Tactile Medical |
| Beck's Classic Manufacturing Inc | Fairmeadows Home Health Center Inc | Numotion | Tennr |
| Bellevue Healthcare | Finnegan Health Services | Nurturing Expressions | The Breast Pump Depot |
| Belluscure | First Quality Products Inc | Nusgart Consulting | The Breastfeeding Shop |
| Beyond HME | Fisher & Paykel Healthcare | Nymb1 Systems | The Orion Consulting Group Inc (d.b.a. The Orion Group) |
| Binson's Medical Equipment | Freedom Mobility Center Inc | One Source Medical Group | Theragen Inc |
| BioDerm Inc | Gaboro Medical Supply | Outside the Box Consulting | Thrive Skilled Pediatric Care |
| BLACKBURN'S/HAR-KEL | Geriatric Medical & Surgical Supply | Owens & Minor | TLC Group Medical |
| Board of Certification/Accreditation | Geroulds Professional Pharmacy Inc (d.b.a. Community Cares Health Solutions) | Owens Inc | Total Medical Supply |
| Bonafide Medical Group | Health System Services | P&H Services LLC | Trace Medical |
| Boost Oxygen LLC | Healthy Babies, Happy Moms Inc | Parachute Health | Triumph Home Health Supplies |
| BREAS Medical | Henry Schein | Patients Choice Medical | URS Medical |
| Breathing Programs | Hollister Incorporated | Pediatric Home Service | US Med |
| Brightree | Home Care Delivered Inc | Penrod Medical Equipment | US Rehab |
| Brown & Fortunato, P.C. | Home Medical Supplies Inc | Performance Home Medical | Valere Health |
| Browning's Pharmacy & Health Care | Hometown Healthcare Inc | Perkins Medical Supply | van Halem Group |
| Buckeye Home Medical Equipment | Hoveround Corporation | Permobil Inc | Vapotherm |
| Byram - Part of the Owens & Minor Family | HR Pharmaceuticals | Philips Respironics | VGM Group Inc |
| CAIRE Inc | InHealth Professional Services | Pride Mobility Products Corporation | VieMed |
| Capital Healthcare Group | Inogen Corporation | Principle Business Enterprises | Wellspect Healthcare |
| Cardinal Health | Integrated Respiratory Solutions | Prism Medical Products | WTWH Media |
| CareLinc Home Medical Equipment & Supply | Jaguar Freight Services | Procure Home Medical Inc | Yummy Mummy Store |
| CCS Medical | Kate Farms Inc | Procure Medical Equipment | |
| Charm Medical Supply | KD Healthcare Solutions | Prochant | |
| Cimarron Medical Services | Kohll's Pharmacy | PromptCare Companies Inc | |
| Coloplast, US Chronic Care | Lake Court Medical Supplies | Quest Health Solutions | |
| Comfort Medical Supply | Leading Respiratory Services | Quinlan's Pharmacy & Medical Equipment | |
| Community Health Accreditation Partner (CHAP) | Lehan's Medical Equip | Quipt Home Medical | |
| Community Home Health Services Inc | Liberator Medical Supply | React Health | |



“What attracted me to AAHomecare was the ability to share ideas, solve problems with other folks in the Industry, and ultimately move our profession forward. AAHomecare has been extremely helpful for our business.”

- Gayle Devin of Home Care Delivered (VA)

Stand Up for Homecare

Stand Up for Homecare '24 had more than **250 attendees**, raising more than **\$50k** to support patient advocacy groups that serve HME end users and are effective advocacy partners.



Medtrade 2024

AAHomecare is a proud partner of Medtrade, the HME industry's largest tradeshow, which is a great place to connect with Industry thought leaders. Several AAHomecare councils and the Board of Directors met in person, and the State Straight Talk and AAHomecare Update were widely attended, providing excellent opportunities for networking.

STATE ASSOCIATION PARTNERS

Our state association partners play a critical role driving grassroots advocacy at the state and federal level while working with AAHomecare's payer relations team to engage Medicaid programs and elected state officials.



ALLIED INDUSTRY PARTNERS

We are grateful for the collaboration with allied Industry partners as we work to advance shared HME priorities.



Advocate



- CRT & Mobility
- CGM/Diabetic Supplies
- Disposable Supplies
- Enteral Nutrition
- General HME
- Respiratory & Ventilators
- Sleep



Thanks to your support, AAHomecare has secured \$4.5 billion in HME wins since 2022, providing meaningful support for the HME community as we tackle the Industry’s toughest challenges. This milestone is a tangible reflection of the ROI of your membership and the positive impact we can make together to improve your business and the Industry at large.

[🔗 Check out the full list of accomplishments.](#)

2024 FEDERAL WINS

Medicare Streamlines Ordering for PAP and RAD

Medicare simplified the ordering process for positive airway pressure (PAP) and respiratory assist device (RAD) supplies! Physicians can now use general descriptions like "CPAP Mask," reducing paperwork while ensuring patients get the right supplies without delay. This update, championed by AAHomecare and its dedicated volunteers, cuts red tape, reduces administrative burdens, and prioritizes patient care.

CMS Finalizes Updates for CRT Power Seat Elevation Systems

CMS updated coding and payment rules for complex rehab technology (CRT) power seat elevation systems, marking a win for providers and patients. Effective April 1, the new HCPCS code E2298 replaced E2300, streamlining reimbursement with a purchase price of approximately \$2,000 and clear rental options. While CMS deferred creating a code for non-complex power wheelchairs, DME MACs will price these claims on a case-by-case basis.

90-Day CGM Supply Claims Issue Resolved

Starting January 1, 2024, 90-day billing for continuous glucose monitoring (CGM) supplies became a reality, thanks to AAHomecare’s advocacy. While initial claims faced erroneous denials, the supplier community acted quickly to notify DME MACs, who resolved the issue and confirmed that all affected claims will be auto-reprocessed—no action needed! This swift resolution ensures suppliers get paid and patients receive uninterrupted care.

2024 FEDERAL WINS

- CRT & Mobility
- CGM/Diabetic Supplies
- Disposable Supplies
- Enteral Nutrition
- General HME
- Respiratory & Ventilators
- Sleep

Supporting Providers During Change Healthcare Disruption

The Change Healthcare cybersecurity incident disrupted claims and payment processes across the healthcare sector, prompting swift action from the Centers for Medicare & Medicaid Services (CMS) and AAHomecare. CMS offered advance payments for Part B suppliers and encouraged similar relief for Medicare Part C and Medicaid, while AAHomecare successfully advocated for several states and payers to extend filing deadlines, advance payment expansions, and a short-term loan program to sustain suppliers. AAHomecare developed payer request letters, provided resources like clearinghouse alternatives, and engaged policymakers to address the disruption's impact. These efforts ensure suppliers can continue supporting patients despite the challenges.

[Learn more.](#)

“AAHomecare’s constant support sets them apart from others in the industry. They have seats at so many different tables. It’s been a godsend to have them!”

- Erica Thomson, Commonwealth Home Health (VA)



New HCPCS Codes for Intermittent Catheters Coming in 2026

CMS announced significant updates to the HCPCS codes for intermittent catheters, set to take effect January 1, 2026! AAHomecare, alongside its Intermittent Catheter Coding Reform Coalition (ICCRC), successfully advocated for the separation of hydrophilic catheters into distinct codes, a significant victory for the industry. These changes include revising two existing codes, adding three new ones, and maintaining code A4353.

Lymphedema Victory: HCPCS Code Change Rescinded

CMS rescinded its Change Request (CR) 12851, which initially proposed consolidating new lymphedema HCPCS codes into home health agency billing. Thanks to AAHomecare’s collaboration with the National Alliance for Care at Home, a powerful advocacy effort led to CMS's decision to reverse the policy, ensuring these crucial, often expensive products aren’t bundled into episodic home health payments.

Improvements for Wheelchair Assessments & Replacements

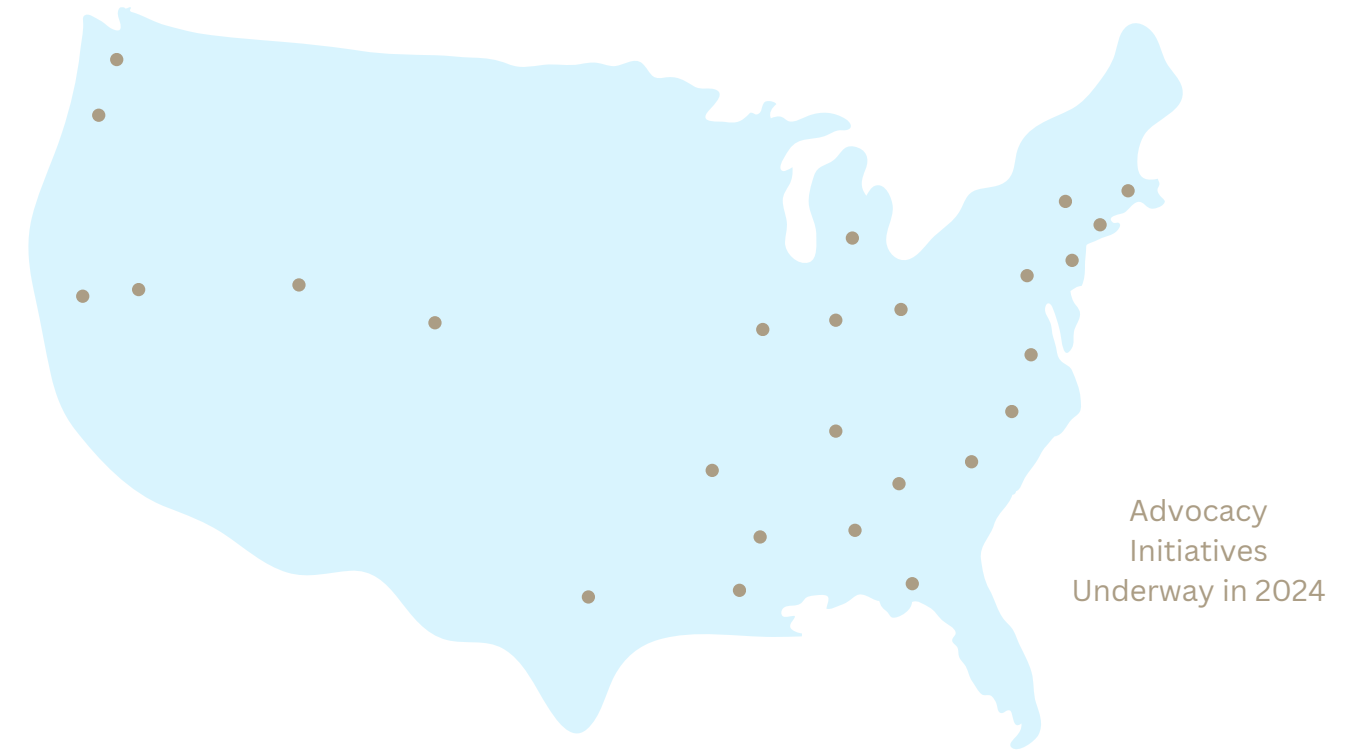
The DME MACs announced two key changes to improve wheelchair assessments and replacements, benefiting both suppliers and beneficiaries. Indirect home assessments, such as phone calls, are now allowed for manual wheelchairs, easing the process for patients in remote areas. Additionally, wheelchairs from manufacturers no longer in business can be treated as "lost" for replacement purposes, ensuring a smoother process for beneficiaries.

Medicare Disposable Supplies Denial Issue Fixed

CMS implemented a fix to address Medicare denials for disposable medical supplies, benefiting suppliers who were previously denied claims due to unreported open Part A home health episodes. AAHomecare raised this long-standing issue with CMS, which has cost suppliers an estimated \$11.5 million annually. The fix, effective in October, resolved claims denials when the date of service matches the discharge date from a home health agency.

- CRT & Mobility
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2024 STATE & PAYER WINS



Protected CGM Access via the DME Channel with State Medicaid Plans

Some payers have begun making coverage of CGMs and supplies only available through the pharmacy benefit, limiting end users' choice of brands and where to get them. AAHomecare successfully worked in several states to delay and prevent Medicaid plans from transitioning to pharmacy only and launched a portal to collect end user access issues.

Virginia Secures 30% Medicaid Rate Increase for Enteral Products

In a major victory for enteral suppliers and patients, Virginia passed legislation raising Medicaid reimbursement for enteral products to 100% of Medicare rural rates starting July 1. This \$5.4 million increase is the result of a multi-year effort by AAHomecare, ACMESA, and other stakeholders to educate state leaders on the critical need for accessible enteral nutrition.

Nevada Medicaid Reversal of Restrictive NIV Coverage Policy

When Nevada Medicaid proposed a policy to cap noninvasive ventilator (NIV) rentals for 10 months and require step therapy to qualify for NIV, AAHomecare met with them several times, ultimately working with the Medicaid department to remove the NIV capped rental policy and not require step therapy to protect access to this life sustaining therapy.

Tennessee Passes Groundbreaking CRT Repair Legislation

Tennessee's HB 2147/SB 2368 passed into law effective July 1, marking a major win for CRT users and providers. The new law ensures TennCare (TN Medicaid) covers annual preventative maintenance for CRT wheelchairs, grants consumers the right to self-repair with direct access to certain parts, and requires providers to service the wheelchairs they sell (with exceptions). This legislation sets a national precedent by establishing reimbursement for preventative maintenance.

Louisiana Takes a Stand Against "Fail First" Protocols for NIV

With overwhelming legislative support, HB 839 was passed into law, prohibiting "fail-first" protocols for NIV when clinical evidence shows they could be harmful or ineffective. This win marks a significant victory for patients with severe respiratory challenges. AAHomecare played a pivotal role in supporting Louisiana respiratory stakeholders, who worked tirelessly to ensure this patient-centered legislation passed. The new law, effective August 1, helps reduce unnecessary stress for patients and their families.

"AAHomecare's advocacy has really enhanced our business by giving us support tools to talk with our local payers to make a difference so we can continue to service our patients at home."



- Cheryl Henninger of Community Cares Health Solutions (PA)



- CRT & Mobility
- General HME
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- Disposable Supplies
- Sleep
- Enteral Nutrition

2024 STATE & PAYER WINS

Utah Medicaid Reversal of Restrictive NIV Coverage Policy

AAHomecare engaged Utah Medicaid when it introduced a retroactive policy that would cap payments for NIV as of April 2023. As result, the Medicaid department agreed to remove the NIV capped rental policy to protect access to this life sustaining therapy.

Enteral Nutrition Rate Increases Secured for New York Medicaid

AAHomecare partnered with NEMEP and other stakeholders to engage New York Medicaid on the need to increase enteral rates to reflect market realities as it was among the lowest in the country. They successfully worked with the Department to secure an increase through regulation effective January 1. Seven impacted enteral HCPCS increased 10-36%, an estimated annual benefit of \$6.8 million to suppliers.

CRT Rate Protections for Vermont Medicaid

Vermont Medicaid announced plans that would have decreased reimbursement for complex rehab technology (CRT) by 50%. AAHomecare worked in partnership with HOMES to educate the Department on the negative impact this would have and subsequently eliminate the proposed rate reductions.

\$ 1 Million Rate Increases in North Carolina

Outdated reimbursement rates for several North Carolina Medicaid HCPCS threatened end user access to medically necessary HME. AAHomecare worked with ACMESA to implement \$1 million rate increases through June 30, 2024.

Added Pneumatic Compression Device Coverage with NY Medicaid

Pneumatic compression devices were not listed as covered items with New York Medicaid. AAHomecare worked with NEMEP and other stakeholders to get these items covered and included in the NY Medicaid published policy effective 4/1/2024, providing an estimated annual benefit of \$3.6M to suppliers.



“In North Carolina, we had the rollout of MCOs for the Medicaid program. AAHomecare told us what was happening in other states and some of the pitfalls that they went through. As a result, we were able to get two major provisions into the MCO program before it launched. One was that they we got an any willing provider clause put in so that the MCOs couldn’t contract with just one DME company. We also got a rate for established so they couldn’t discount us on the reimbursement rates”.

- Craig Rae of Penrod Medical (NC)



2024 HOMECARE CHAMPION

Joel Marx, Medical Service Company

HME veteran Joel Marx, a passionate advocate and industry leader, was recognized as the 2024 *Van Miller Homecare Champion* at Medtrade in Dallas. Marx dedicated his career to advancing the HME sector through leadership roles, including past president of the Ohio Association of Medical Equipment Services and former Chairman of the Board for AAHomecare. His tireless advocacy for fixing the Competitive Bidding Program and unwavering commitment to serving patients and the industry make him a deserving recipient of this prestigious award. AAHomecare commends Marx for his exceptional contributions and leadership in shaping the future of homecare.

[Learn more.](#)



11k

Voter Voice Grassroots Outreach to Congress

HME advocates leveraged AAHomecare's turnkey grassroots tool to send more than 11,000 letters to Congress on restoring 75/25 non-bid, non-rural Medicare relief through our [Voter Voice advocacy tool](#) since legislation cleared through the House Energy & Commerce Committee and Senate Finance Committee near the end of 2023.

AAHomecare is proud to work alongside allied stakeholder groups in advocating for HME access:



AAHomecare & NEMEP Lobbying NY Medicaid



CRT Members Lobbying Congress



Member Facility Tour - Kohl's Pharmacy (NE)



Member Facility Tour - Alpine Medical (UT)



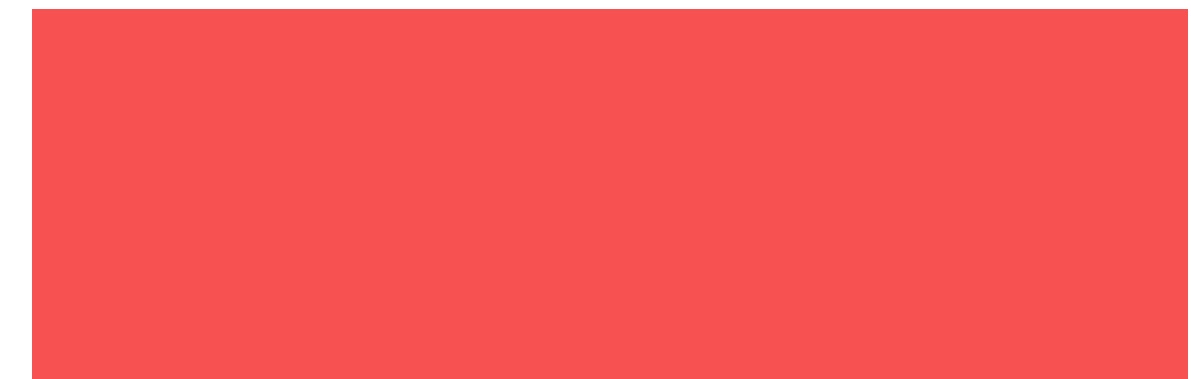
HME Members Lobbying Congress

226

 Federal, state, & payer advocacy meetings with AAHomecare staff

Leadership Legislative Conference

In May 2024, nearly 60 AAHomecare leaders participated in a powerful fly-in to Capitol Hill, meeting with over 140 Congressional offices to advocate for critical HME priorities. Members shared the real-world impact of Medicare cuts in non-CB/non-rural areas, the need for market-based rates, and the importance of maintaining access to NIV and CGM devices. Their grassroots efforts played a key role in pushing for the passage of 75/25 relief legislation and advancing HR 5371 to improve access to complex rehab technologies, demonstrating the strength of our members' voices in driving change.



CRT Hill Day 2024

In September 2024, AAHomecare's CRT Hill Day showcased the powerful impact of our members' grassroots efforts, with advocates from the CRT and mobility community meeting with 49 Congressional offices to push for HR 5371, the "Choices for Increased Mobility Act". This legislation aims to restore access to titanium and carbon fiber wheelchairs for Medicare beneficiaries and others. Through their direct engagement and advocacy, our members made a significant impression on key legislators, demonstrating the strength of our collective voice and commitment to improving consumer access to essential mobility technologies.



Advocacy Initiatives 2024

FEDERAL BILLS INTRODUCED

HR 5555 and S 1294: Introduced legislation restoring the 75/25 blended rate adjustment for non-bid, non-rural areas (increasing rates by an average of 30% for affected product categories).

HR 5371 and S 5154: Introduced legislation allowing for upgrades within a code for titanium and carbon fiber wheelchairs.

FEDERAL CONGRESSIONAL SIGN-ON LETTERS

Sign On Letter to Restore 75/25 Rates for Non-Bid Areas: More than 20 members of the House signed a Congressional letter requesting CMS reestablish 75/25 blended rates in non-bid areas. Representatives Mariannette Miller-Meeks (R-IA), Paul Tonko (D-NY), and Randy Feenstra (R-IA) spearheaded the effort, citing the disconnect between Medicare rates and rising costs suppliers face.

Power Standing Systems for Power Wheelchairs: AAHomecare worked with ITEM Coalition and other allied

organizations to expand access to essential mobility technologies, securing 22 Members of Congress to sign a letter encouraging CMS to open a National Coverage Analysis for power standing systems used with power wheelchairs.

STATE BILLS INTRODUCED IN PARTNERSHIP WITH STATE ASSOCIATIONS

NY A 3408/S 3468: Rate floor to ensure New York Medicaid MCO plans pay at least 100% of Medicaid FFS rates. Passed full Assembly in 2024. Introduced in partnership with NEMEP.

LA HB 839: Prevents payers in Louisiana from requiring step therapy for patients to qualify for medically necessary NIV. *Enacted.*

NJ A 1255: Updates requirements and standards for prior authorization of health care services in New Jersey. *Enacted.* Supported in partnership with NEMEP.

TN HB 2147/SB 2368: Established CRT preventative maintenance

legislation. *Enacted.*

SC HB 3382: Introduced sales tax exemption language for South Carolina Medicaid in partnership with SCMESA.

STATE BUDGET AMENDMENTS

Virginia: Worked to increase enteral and respiratory Virginia Medicaid rates to 100% of Medicare Rural rates or 100% of non-Rural rates if a Rural rate is not available. *Enacted* for enteral. Worked in partnership with ACMESA and other stakeholders.

Illinois: DME (non-CURES) rate increase for Illinois Medicaid totaling \$5.4M. *Enacted.* Worked in partnership with Great Lakes Home Medical Services Association.

North Carolina: Effort to increase DME rates included in the House budget (\$9m) in partnership with ACMESA.

Georgia: Effort to increase DME rates across the board. Worked in partnership with GAMES.



“AAHomecare’s collective voice has enabled us to work not only at a federal level, but at a state level to make positive change. Together as one, we’re able to bring a much stronger voice than we could independently.”

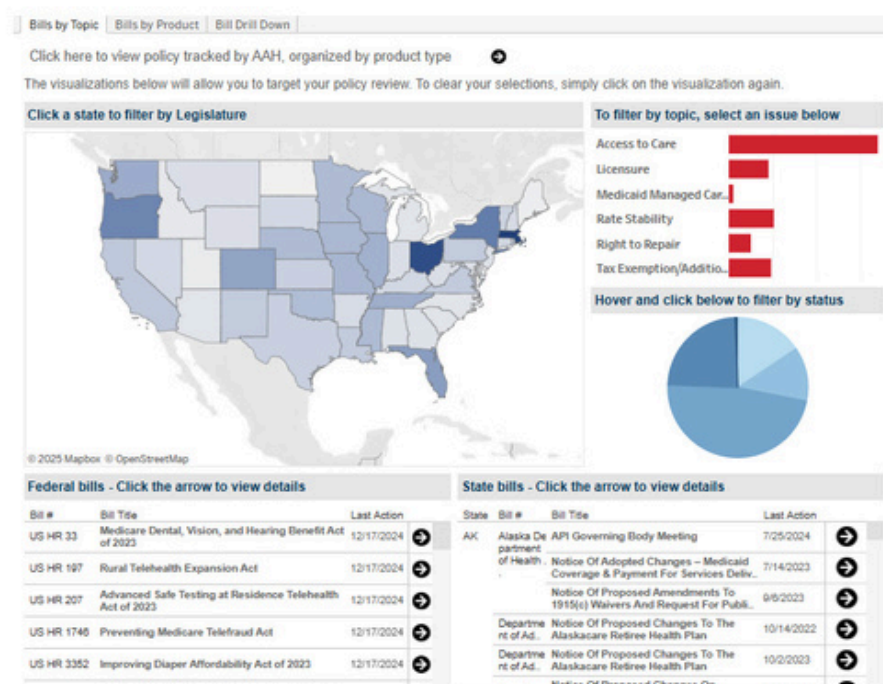
- John Quinlan of Quinlan’s Pharmacy & Medical Equipment (NY)

Building Momentum for 2025

AAHomecare works tirelessly for the HME community and will continue to build on the momentum gained this year to advance HME priorities. Our work at the federal, state, and payer levels is underpinned by your sustained and passionate grassroots advocacy.

Our champions on the Hill and across the country are ready to assist as we work to protect end user access to care and strengthen the HME infrastructure that supports them.

State Heat Map - Online Legislation Tracker



State Rate Increases

With several wins in the states to increase Medicaid rates and establish rate floor protections, AAHomecare’s payer relations team is developing a list of additional states and product categories to focus on in 2025 to ensure that rates reflect market realities to protect access to care.

[Visit the “State Heat Map” to track the latest legislation!](#)

Secure Medicare Rate Relief

Legislation was introduced in the 118th Congress to provide Medicare rate relief via HR 5555 and S 1294. AAHomecare members attended hundreds of Hill and district meetings, attended multiple fly-ins, and sent more than 11,000 emails supporting the relief legislation, paving the way for approval by the House Energy and Commerce Committee and Senate Finance Committee.

While optimistic that the 75/25 non-bid, non-rural relief would advance at the end of the year, a temporary government funding bill was passed in December, with many important health care provisions not included including DME relief. The limited scope of the legislation gives the Industry an opening to advocate for relief in the near term for 2025. We will build on this momentum working with Hill champions for relief in non-bid and former bid areas while engaging the Administration for a long-term solution on Medicare reimbursement rates via regulatory channels!

Vertical Integration

Vertical integration by payers can cause issues as they assert more control over the provision of care of end users. AAHomecare is developing technology solutions to support the HME Industry to advance payer relationships in this environment.

Disaster Stories

AAHomecare’s new online portal enables HME suppliers to share stories of their response to natural disasters, highlighting efforts to safeguard end users, employees, and communities. These accounts will be used by AAHomecare to inform CMS, policymakers, payers, and media about the sector’s critical role in emergencies while strengthening industry knowledge for future preparedness.

Access to NIV & CGM

In 2024, AAHomecare launched online portals to collect patient and caregiver stories on access issues for NIV and CGM. These firsthand accounts help educate payers and policymakers on restrictive coverage policies as we promote solutions to protect access to life-sustaining HME.

CRT Upgrades within a Code

HR 5371 and S 5154 was introduced in the 118th Congress to improve access to titanium and carbon fiber wheelchairs for Medicare beneficiaries by creating two new HCPCS codes for Complex Rehab Technology (CRT) manual wheelchairs and allow for an upgrade within a code. With broad bipartisan support, our Hill allies are poised to bring this across the finish line in 2025.

AAHomecare Survey Shows Devastating Impact of Rate Cuts, Amplifies Advocacy Efforts

AAHomecare's national survey in the summer of 2024 highlights the severe consequences of Medicare rate cuts on HME suppliers, with companies reporting business closures, workforce reductions, and service limitations. The survey also reveals a ripple effect with cuts also impacting Medicare Advantage, commercial, and Medicaid payers. AAHomecare is using this data to advocate for restoring the 75/25 blended rates and to push for sustainable rates, ensuring that suppliers can continue serving patients across the nation.

[Full report.](#)



Home-based care enhances quality of life by allowing individuals to receive equipment, supplies, and services in the comfort of their own familiar surroundings. Our research and advocacy efforts work to strengthen and protect access for people with disabilities and our aging population.

AAHomecare Launches Study to Highlight NIV Support Impact on Patient Outcomes

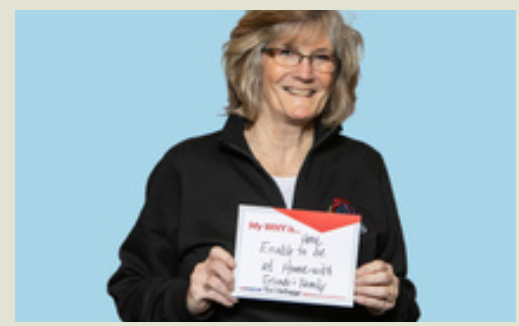
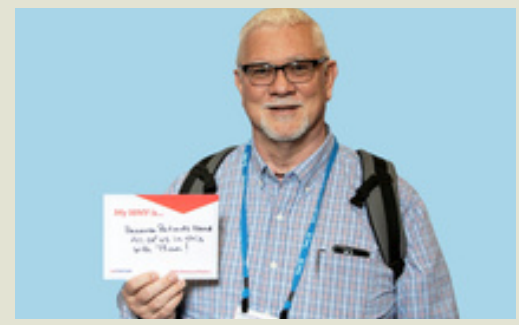
AAHomecare is leading a groundbreaking research initiative in partnership with Dobson DaVanzo to measure the impact of NIV on patients with respiratory challenges. By analyzing CMS data, the study will compare outcomes and treatment costs for Medicare patients with COPD or Chronic Respiratory Failure who received NIV therapy versus those who did not. The results will provide key data to support AAHomecare's advocacy efforts to improve patient access to NIV. The report is expected to come out in 2025.



Empower

The “WHY” Campaign

AAHomecare’s *WHY Campaign* celebrates the dedication of the HME community by sharing personal stories of why industry members are passionate about working in the HME Industry. Through engaging tradeshow displays and member contributions, the campaign inspires advocacy and highlights the essential impact of HME in improving lives every day.



Showcasing Our Industry's Value

AAHomecare’s newly formed Brand Council is elevating the value of homecare/HME, launching several impactful campaigns in 2024, including:

Celebrating Homecare Month

Homecare empowers millions of Americans to manage their health care needs at home, enhancing quality of life and keeping families together. AAHomecare developed social media tools to help members share the value of homecare and HME with their communities, celebrating the critical role HME providers play in delivering this essential care.

[Access the Homecare Month Toolkit.](#)

Why Homecare Matters Campaign

This campaign shares powerful stories from end users and caregivers, showcasing homecare’s life-changing impact and strengthening advocacy efforts for HME. Members can use these stories on social media, in advocacy meetings, or with customers to underscore the importance of homecare, inspiring self-advocacy and reinforcing the value of HME in all stages of life.

[Watch Mark’s & Elizabeth’s stories, learn more here.](#)



- Advocacy
- Payer Outreach
- Audits & Appeals
- Legal Considerations
- Product Insights
- Retail

Educational Webinars

New in 2024, AAHomecare members received educational webinars as a complimentary benefit of membership. On-demand webinars may be found at aahomecare.org/education-and-training.

How You Can Take Advantage of the 2024 Medicare Advantage Final Rule

Discover how changes in CMS regulations can help DME suppliers navigate Medicare Advantage plans more effectively, enhancing coverage and service for customers. This webinar breaks down key provisions & offers actionable strategies to leverage the new rule.

Copayment Collection and Patient Assistance Programs

Learn how to implement compliant financial hardship policies, patient assistance programs, and connect with charitable resources to help patients cover copayments while meeting regulatory requirements.

Proven Audit & Appeals Strategies

Prepare your business for audits with proactive strategies, proven appeals techniques, and insights into current trends to safeguard compliance and minimize disruptions.

Cash-Only Retail: How to Succeed

Explore how DME suppliers can grow revenue through retail opportunities, including navigating legal and operational requirements, while targeting a growing market of cash-paying Baby Boomers.

Payer Negotiations Know Your Plan

Gain tools and insights to prepare for successful payer negotiations, including effective pre-meeting strategies, presentation tips, and leveraging data to build a compelling case.

Safeguarding Access to Enteral Nutrition

Address challenges in securing access to life-sustaining enteral nutrition for vulnerable patients. This webinar offers advocacy strategies and tools to educate payers and policymakers about the value of EN services.

Employee Retention Tax Credit Benefits and Pitfalls

Understand eligibility, retroactive claims, and common pitfalls associated with the Employee Retention Tax Credit while learning how to avoid scams and maximize financial relief.

Payer to Patient to Paid: Optimize Financial Success

Explore strategies to streamline claims and patient payment processes using technology and workflow improvements to ensure faster payments and improved financial outcomes.

Breaking Into a New Product Category: Continuous Glucose Monitors

Dive into the CGM market with insights on market potential, operational considerations, and strategies to optimize ROI and sustain growth in this competitive space.

12 Tips to Maximize Advocacy Impact

This brief [Advocacy & Industry 101 webinar](#) provides tactical steps to amplify your outreach and make your voice heard. [Free to Non-Members](#)

12 DME, CRT, & Breastfeeding Resources to Level Up Your Game

This 15-minute [DME/CRT Resources Webinar](#) provides compelling data, market insights, and product education to help you tackle issues in your day-to-day operations and in external meetings as you highlight the value your company provides and reinforce the need for sustainable reimbursement. [Free to Non-Members](#)

Elevate Your Medical Supplies Business with Free Tools

This 15-minute [Medical Supplies webinar](#) focuses on incontinence, ostomy/urological supplies, enteral nutrition, and woundcare tools that help you amplify your advocacy/outreach with data backed resources and make the case for fair disposable supplies reimbursement. [Free to Non-Members](#)

Empowering the Industry with New Intel

HME Overview Document

Created to educate payers, legislators, and governmental staff, this guide highlights the critical role of HME suppliers, the diverse populations served, and various medical conditions HME helps manage. It details key HME categories and their purposes, fostering understanding and support for the HME industry's contributions.

[Access the brochure.](#)

Order Flowcharts: CGM, Oral Nutrition, Tube Feeding Nutrition

Order flowcharts help payers and governmental bodies better understand the intricacies involved in providing DME/supplies, costs beyond the product to factor in reimbursement, and the role of suppliers.

- [Oral Nutrition](#)
- [Tube Feeding](#)
- [CGM – Medicare](#)
- [CGM – Retail](#)

New Resource Available on Changes to Intermittent Catheter HCPCS Codes

A new resource from AAHomecare and the Intermittent Catheter Coding Reform Coalition (ICCRC) explains the significant changes to intermittent catheter HCPCS codes effective January 1, 2026.

[Access the IC resource.](#)

Enteral White Paper: "Challenges in Enteral Nutrition Access & Management: Safeguarding Life-Sustaining Enteral Nutrition"

Developed by AAHomecare in partnership with GEDSA and expert dietitians, this white paper serves as a vital advocacy tool to educate payers, state programs, and legislators on preserving access to enteral nutrition and its life-sustaining services. The paper outlines market challenges, including cost pressures causing 25% of HME providers to consider exiting the enteral nutrition space, and presents four key actions payers can take to address these barriers.

[Access the enteral white paper.](#)



Members on Medtrade Educational Advisory Board



"I have been able to look to the payer relations team, the legislative teams, and in every direction that I need and find help and solutions to the challenges I'm facing in my industry... I don't think I could find what I find in AAHomecare anywhere else!"

- Pam Jones of Home Medical Supplies (CO)



34

AAHomecare staff presented at 34 conferences & events across the country in 2024.



Your Association

ABOUT AAHOMECARE

AAHomecare supports HME stakeholders in navigating reimbursement, payer, and operational challenges by providing resources, a supportive community, and strategic influence for their company's success.

"I sit with leaders of national companies discussing problems, knowing mine apply to one office & theirs apply to 300+ offices. It's a great collaboration between large and small companies, all under the auspices of AAHomecare."

- Steve Ackerman of Spectrum Medical (MD)



3,000+

Member locations

16 MILLION

End users served by members

226

Advocacy meetings by our staff with legislators, governmental agencies, and payers on HME priorities

35

Advocacy and operational resources created in the last 3 years by AAHomecare's councils

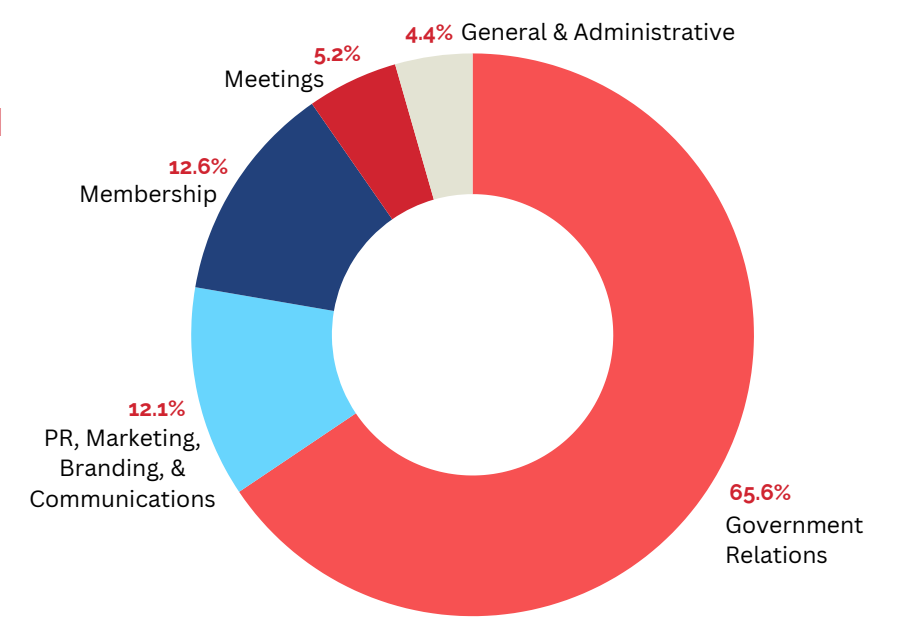
42

Member-driven AAHomecare councils, work groups, and leadership teams

206

People on councils and work groups, providing networking opportunities and strategic collaboration to address key issues impacting your business

2024 Operating Budget



AAHOMECARE'S EXPERT POLICY & LOBBYING CONSULTANTS

We've retained some of the nation's top talent to help advance HME priorities, amplifying our advocacy impact and providing strategic insights.



CAPITOL HILL GOVERNMENT RELATIONS & LOBBYING

Brett Baker, The Nickles Group: AAHomecare contracted with The Nickles Group to assist with strategic legislative priorities including 75/25 relief. Brett leverages over a decade of Capitol Hill experience to navigate complex health care policies. He played a key role in shaping major Medicare legislation, prescription pricing debates, and COVID-19 relief laws. Brett's expertise stems from his work with the Senate Finance and House Ways and Means Committees.

Mitch Vakerics, The Petrizzo Group: AAHomecare contracted with The Petrizzo Group to assist with strategic legislative priorities including 75/25 relief. With over 15 years of experience in Washington, D.C., Mitch is a leading voice in healthcare policy. A former congressional adviser, he specializes in Medicare and FDA policy, helping clients craft effective government affairs strategies. Mitch played pivotal roles in passing bipartisan health laws, including Medicare payment reform and the Drug Quality and Security Act.

T.J. Petrizzo, The Petrizzo Group: AAHomecare contracted with The Petrizzo Group to assist with strategic legislative priorities including 75/25 relief. T.J. founded The Petrizzo Group in 1999, specializing in government relations, strategic communications, and business development. With decades of experience, including serving as a Ways & Means Committee aide, he is a trusted advisor in health policy, technology, and global initiatives, renowned for solving complex challenges and advancing public policy objectives.



REGULATORY BODIES

Melanie Combs-Dyer, Combs-Dyer Consulting: AAHomecare contracted with Melanie to specifically assist us with the adoption of e-Prescribing by the DMEPOS industry. Melanie has over 30 years' experience at CMS Program Integrity and has assisted us with furthering discussions within various areas of CMS on this initiative.

Tom Barker, Foley Hoag: AAHomecare contracted with Foley Hoag to assist with Medicare Part C and Part B FFS engagement, Medicaid oversight, and coverage issues on NIV and CGM. Tom specializes in Medicare and Medicaid law, representing providers and payers before CMS, HHS, and Congress. He navigates complex healthcare regulations, focusing on coverage, reimbursement, and compliance to advance client priorities.

Regina DeSantis, Foley Hoag: AAHomecare contracted with Foley Hoag to assist with Medicare Part C and Part B FFS engagement, Medicaid oversight, and coverage issues on NIV and CGM. Regina advises healthcare and biotech clients on regulatory and legislative strategies, focusing on coding, coverage, payment, and compliance with federal and state laws.



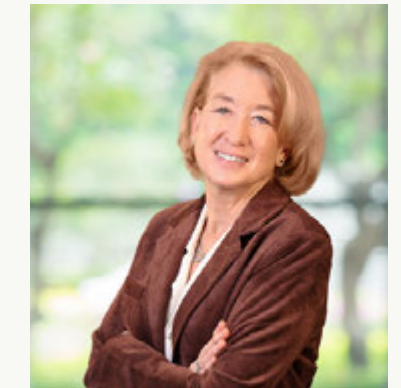
STATE INITIATIVES

Tom Griffin, The Griffin Group: AAHomecare contracted with The Griffin Group to assist with CGM initiatives in Florida. Tom co-founded The Griffin Group after a decade in Florida politics managing statewide political campaigns. He represents clients in sectors including criminal justice, healthcare, cannabis, education, and economic development, providing strategic government affairs support across diverse industries.

John Goetz, Bridge Public Affairs: AAHomecare contracted with Bridge Public Affairs to assist with CRT proactive repair legislation in Tennessee as well as federal issues. John is senior vice president at Bridge Public Affairs and spends a majority of his time focused on the firm's growing health care practice. In addition to his significant background in the health care business sector, he is an expert on TennCare.

AAHOMECARE'S LEGAL COUNSEL

AAHomecare retains the legal counsel of **Brown & Fortunato** whose extensive industry experience guides the Association through complex regulatory and legislative initiatives.



Cara Bachenheimer, Head of the Government Affairs Practice of Brown & Fortunato, brings 30 years of legal and lobbying experience advocating for healthcare providers, shaping federal legislation, and collaborating with CMS and the FDA. She is a celebrated industry leader having won multiple national awards including "Top 10 Most Influential People in the Industry".



Jeffrey Baird, Chairman of the Health Care Group of Brown & Fortunato, specializes in regulatory compliance, fraud defense, reimbursement issues, FDA regulations, and audits. With extensive expertise in healthcare law, he guides providers through complex challenges, offering trusted counsel on critical legal and operational matters.

AAHOMECARE TEAM

Behind the Scenes: Meet the Passionate Team Driving Change

At AAHomecare, our team is inspired by the HME community's commitment to the end users and family caregivers who rely on us to manage one's medical needs from the comfort of home.

With diverse expertise—many of us coming directly from HME backgrounds—we bring unparalleled knowledge, dedication, and collaboration to everything we do.

Guided by a shared purpose, we stand with our members and homecare stakeholders to drive meaningful change. As Helen Keller once said, *"Alone we can do so little; together we can do so much."*

Together with our members, we are building a stronger, more connected industry, making a lasting impact for those we serve.



Tom Ryan, President/CEO

With over 40 years of experience as a HME provider and industry leader, Tom brings unparalleled expertise to AAHomecare. As a former HME company CEO and respiratory therapist, he deeply understands the challenges members face. Since 2013, Tom has led AAHomecare's efforts to shape reimbursement policies across all payers, protect patient access, and strengthen the HME benefit, driving solutions that support member companies and patient care.

LEADERSHIP



Sue Mairena, Chief Operating Officer

A seasoned CPA with over 40 years of financial and operational expertise largely in the non-profit sector, Sue has been pivotal to AAHomecare's success since 2003. She oversees daily operations, including financial strategy, HR, and budgeting, while driving initiatives to enhance the association's structure and revenue growth. With leadership experience in public accounting and tech, Sue ensures AAHomecare delivers exceptional value to members through sound operations and strategic growth.

LEADERSHIP



Jay Witter, Sr VP Public Policy

With 30 years of Hill and legislative expertise, Jay leads AAHomecare's federal legislative advocacy efforts, managing a team of seasoned lobbyists and collaborating with key congressional committees to secure policy wins on reimbursement reform and patient access to critical homecare technologies. He also spearheads advocacy priorities for the Washington Legislative Conference, uniting stakeholders to advance home-based care. Serving AAHomecare since 2009.

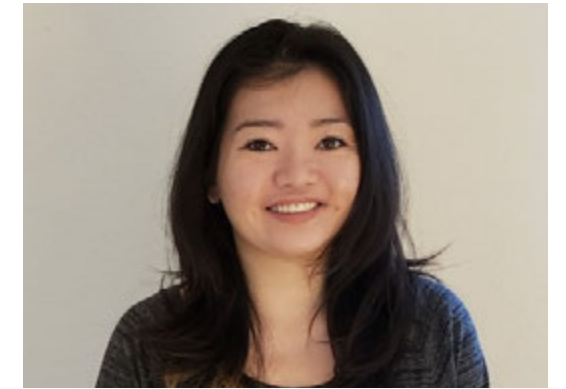
FEDERAL ADVOCACY



Kim Brummett, Sr VP Regulatory Affairs

Kim leads AAHomecare's regulatory efforts, engaging with regulatory bodies like CMS, the GAO, and the OIG. With nearly 30 years of experience, including consulting on reimbursement guidelines, operational processes, and accounts receivable management, Kim ensures the Association stays at the forefront of regulatory issues affecting members. An active industry advocate, she serves on key committees and boards, including the Jurisdiction Councils the National Supplier Clearinghouse. Serving AAHomecare since 2013.

FEDERAL ADVOCACY



Mina Uehara, Sr Director Regulatory Affairs

Mina plays a vital role in driving the Association's regulatory initiatives, including tracking and analyzing reimbursement, compliance, and coding regulations that directly affect members. With an eye for detail, she creates impactful educational resources and tracks supplier location closures. With a master's in public policy and a background in political advocacy, she brings deep expertise as she co-leads the Regulatory and Diabetes Councils. Serving AAHomecare since 2014.

FEDERAL ADVOCACY

AAHOMECARE TEAM



Laura Williard, Sr VP Payer Relations

Laura leads AAHomecare's payer relations initiatives, driving reimbursement improvements and strengthening access to care across Medicaid, Medicare Advantage, MCOs, and private insurers. Throughout her 25 years in the HME Industry, she has built strong relationships with major payers like TRICARE and state Medicaid programs, advocating for fair policies that support patient care. Laura's leadership ensures AAHomecare remains a trusted voice in payer engagement. Serving AAHomecare since 2016.

PAYER RELATIONS



David Chandler, VP Payer Relations

David plays a crucial role in shaping payer and state policies, leading initiatives across the county to protect the HME benefit and expand access. A skillful collaborator, David unites allied organizations to advance Industry priorities and serves on the leadership boards of several state associations. With over 20 years of Industry experience, David was Chair of the Jurisdiction C Advisory Council prior to joining AAHomecare in 2019.

PAYER RELATIONS



Alexis Ward, Sr Director Payer Relations

With over 25 years of experience in Complex Rehab Technology, Alexis leads AAHomecare's Complex Rehab & Mobility Council (CRMC), bringing expertise in Medicaid and commercial payer rate negotiations and coverage criteria. She previously served on the Jurisdiction C Advisory Council, NCART's executive committee, and the boards of several state HME associations.

PAYER RELATIONS



Gordon Barnes, Sr Director Communications

Gordon provides clear, actionable communications that amplify advocacy efforts and keep members informed through the biweekly *Insider* newsletter, member alerts, and advocacy messaging. He is instrumental in grassroots activation and coordinates Capitol Hill appointments for our annual Legislative Conference and other lobbying "fly-ins". With a background in public relations and communications for several DC-based organizations, Gordon has worked for AAHomecare since 2007.

COMMUNICATIONS



Tilly Gambill, Sr Director Education, Marketing, & Events

Tilly spearheads AAHomecare's education programs and signature events, ensuring members have the tools and insights needed to address industry challenges. Tilly works with AAHomecare's PR firm to secure media coverage for HME priorities and drives marketing efforts including trade press, social media, and the Association website. Prior to joining the AAHomecare team in 2007, Tilly worked in communications for DC-based Docs for Tots.

COMMUNICATIONS



Ashley Plauché, Sr Director Brand Marketing

A passionate advocate, Ashley brings over 20 years of Industry expertise as she leads Industry branding efforts to elevate the value of homecare/HME while forging key partnerships with allied stakeholders. Ashley drives strategic initiatives for the Association, including brand marketing communications and priority research/analysis projects. Starting her career as a supplier, she also served as Executive Director of ATHOMES before joining AAHomecare in 2015.

COMMUNICATIONS

AAHOMECARE TEAM



**Mike Nicol, Sr Director
Membership Services**

Mike leads AAHomecare’s membership recruitment, retention, and engagement efforts, forming strong relationships with industry stakeholders to understand their needs and provide solutions through member services. With over 30 years in business development, marketing, and relationship building, Mike joined the AAHomecare team in 2015 where he works closely with an internal team to maximize member benefits and bring board new member companies.

MEMBER SERVICES



**Stephanie Legree,
Project Manager**

Stephanie brings a deep understanding of the industry to her role, drawing on 23 years of experience with her family’s regional DME company. She is the staff liaison for five AAHomecare councils and affiliated work groups, where she collaborates with members to advance Industry priorities. She is also the co-leader of the Grassroots Accountability Project to mobilize grassroots. A former chair of the Jurisdiction C Council and vice-chair of Jurisdiction B Council, Stephanie joined AAHomecare in 2023.

MEMBER SERVICES



**Katie Mairena,
Administrative Assistant**

Katie assists with a variety of back-end processes to keep the Association running smoothly. She provides cross-departmental administrative support for specialty projects, accounts receivables processing, and membership database updates. She also assists with onboarding new members, prospecting research/analysis, and preparation for the Associations’ in-person events. Serving AAHomecare since 2019.

MEMBER SERVICES

“For me and with our company, I feel like now I have this network of professionals that I trust, are extremely knowledgeable and are willing to share best practices and pitfalls to avoid in the industry. I feel like they’re just down the door through this membership. It’s really impressive!”

- Lisa Wells of Med-South Inc (AL)



VOLUNTEER LEADERSHIP TEAM

EXECUTIVE COMMITTEE

CHAIRMAN
Josh Marx, Medical Service Company

VICE CHAIR
Ryan Bullock, AeroFlow Health

SECRETARY
John Cassar, SuperCare Health

TREASURER
Bill Guidetti, Apria Healthcare

Gayle Devin, Home Care Delivered

Jim Nygren, VGM Group

John Quinlan, Quinlan's Pharmacy
& Medical Equipment

Jenna Pedersen, Lincare

James Russell, URS Medical

David Siegel, Nationwide Medical

BOARD OF DIRECTORS

Steve Ackerman, Spectrum Medical

Laura Berry, Soundview Medical Supply

Rob Boeye, Parachute Health

Nick Bush, Direct Supply

Missy Cross, Medical Service Company

Matt Filippis, AdaptHealth

Morten Hansen, Comfort Medical Supply

Casey Hoyt, VieMed

Seth Johnson, Pride Mobility Products

Nick Knowlton, Brightree

Linda Langiotti, CCS Medical

Mickae Lee, Permobil Inc

Cadie McGonagill, Lincare

Diane Racicot, National Seating & Mobility

Gary Sheehan, AdaptHealth

Bill Shoop, React Health

Amanda Smithey, McKesson Medical-Surgical

Amanda Von Leer, ResMed

Kris Srinivasan, Valere Health

Roxanne Vendard, Ascent Respiratory Care

Steve Wakser, Drive DeVilbiss Healthcare





JOSH MARX, MEDICAL SERVICE COMPANY

FROM OUR CHAIRMAN

I want to take a moment to reflect on the incredible journey we've shared this year at the American Association for Homecare. It has been a year of growth, challenges, and achievements, all made possible by the dedication and passion of our members, AAHomecare team, and partners.

Being a part of AAHomecare means more than just professional affiliation; it means being part of a family that is committed to advancing the home medical

equipment (HME) industry. This year, our community has come together to advocate for better policies, support each other through regulatory changes, and celebrate numerous successes.

Membership with AAHomecare offers access to a wealth of resources and support. From expert guidance on legislative and regulatory matters to networking and educational programs, our members have benefited immensely.

The opportunities to collaborate through our councils and workgroups have also been invaluable, whether on State or Federal issues.

As we look forward to 2025, I encourage you to continue your active involvement with AAHomecare. Your participation is crucial in amplifying our collective voice and driving positive change. Together, we can secure sustainable reimbursement rates, enhance patient access, and demonstrate the value and equity the home medical equipment industry provides.

Thank you for your unwavering support and commitment. Let's continue to make a difference in the HME community and for the patients we serve.

Sincerely,

Josh Marx
CEO, Medical Service Company
AAHomecare Chairman of the Board

JOIN US AT AAHOMECARE

Get a Seat at the Table

No matter your company size, product focus, or payer mix, there's a seat at the table for you. We're better together, and united, we're changing the game for HME.

Joining AAHomecare isn't just a membership – it's a smart investment that strengthens your company and ability to serve your community. From securing rate relief to addressing burdensome payer policies and beyond, AAHomecare tackles the key issues impacting the HME Industry.

Connect with the Team

Explore membership opportunities and see how AAHomecare can benefit your organization.

[Schedule a meeting with us.](#)

aahomecare.org/membership

