



Mid-Atlantic Section

American Urological Association, Inc.

NEWSLETTER

Summer 2002

2001 - 2002 OFFICERS

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PRESIDENT'S MESSAGE



Victor E. Agusta, M.D.

The Board of Directors and I are hoping to see you at the 60th Annual Meeting of the Mid-Atlantic Section AUA. The Baltimore Hyatt Regency at the Inner Harbor will provide us with the amenities for a productive and enjoyable meeting. We are developing a program in response to the surveys that members have completed in the past.

Mike Manyak, Program Committee Chair, has assembled a program that includes courses, multiple panel discussions, state-of-the-art lectures, poster sessions, and podium sessions to provide an opportunity for the urology residents in our section to present their research.

Tom Jarrett and Lou Kavoussi from Johns Hopkins will be conducting a "hands-on" laparoscopic course which will begin on Friday and continue through Sunday morning. A limited number of spaces are available for this course and members of the Mid-Atlantic Section will be given priority for registration. If the course does not fill, it will be made available to other urologists.

On Sunday afternoon we will have a panel on Practice Management led by William Jesse from MGMA (Medical Group Medical Association). A moderated poster session will follow with the posters available for viewing throughout the duration of the meeting. (Details on this session appear inside.)

(continued on back page)

SECRETARY'S CORNER

Roger Schultz, M.D.

ANNUAL MEETING SURVEY

In planning for this year's annual meeting, we conducted a member survey to learn what aspects of our meeting draw attendance. Many members enjoy our topic oriented panels because they review common problems and promote educational dialogue among experts in the field. Many of you have asked for more post-graduate courses, perhaps running concurrently with poster or podium sessions to provide a choice. There was no definitive consensus regarding meetings within or outside of the Section. We will likely have more meetings within the Section to enable more members and residents to attend. There was also a suggestion to run scientific sessions all day when we meet in large cities. We will continue to modify the format of the meeting to meet member needs. As always, we welcome your comments and suggestions.

(continued inside)

MID-ATLANTIC SECTION of the AMERICAN UROLOGICAL ASSOCIATION

HIGHLIGHTS of the Board of Directors Meeting, April 8, 2002, Washinton, DC

The meeting began with a financial and investment review with representatives from Allegheny Financial Group, which manages the section's investments. The representatives were asked their advice for future investments and suggested that any additional funds should be spread out over the professionally managed accounts in the equity asset side of the portfolio.

REPORT OF THE SECRETARY-TREASURER

Dr. Schultz noted total revenue of \$409,214 against total expenses of \$297,110 resulting in a surplus of \$112,104 which compared favorably with the surplus of \$11,961 for the Fiscal Year ending December 31, 2000. It was voted to affirm the policy of keeping one year's budget in reserve and to keep up to \$200,000 available in checking, money market and/or bond funds. It was voted to transfer up to \$130,000 from the checking account into the Allegheny Financial Group for investment of up to \$70,000 into the professionally managed equities fund and up to \$60,000 into the bond funds.

The proposed budget for 2002 was reviewed and approved. The Income Statement shows the projected total income of \$373,400 which represents a 16% increase over last year's projected income and projected expenses total \$340,200 which represents a 12% increase over last year's projected expenses.

Current Membership Statistics: 619 Active, 258 Senior, 79 Associate, 8 Honorary, 3 Affiliate and 98 Candidate for a total membership of 1,065.

With the deletion of the Inactive Membership category, 68 former Inactive Members had been moved into the Senior Membership category and the 3 Guest Members had become Affiliate Members. Ph.D. scientists specializing in Urology could be considered for Affiliate Membership and consideration should be given to communicating with all Academic Directors asking them to encourage their Ph.D.'s to consider joining the Mid-Atlantic Section.

REPORT OF THE REPRESENTATIVE TO THE AUA BOARD OF DIRECTORS

Dr. Stanley J. Kandzari reported that the AUA Board had agreed to review Gallup Poll data related to the AUA's Guidelines Program to determine whether the AUA can adequately assess guidelines utilization and effectiveness for AUA members. It was agreed that the AUA should be encouraged to include Section input on this assessment process and it was felt that the AUA should not try to continually review those guidelines that are based upon peer review data.

AD HOC STRATEGIC PLANNING COMMITTEE

Dr. Jarow reviewed the background, methods, and results of the Committee's report in outlining the proposals generated by the results of the survey. It was acknowledged that it would be difficult to change both the timing and location of the Annual Meeting on a yearly basis inasmuch as the Section had contracts through 2005. A suggestion to change the format of the meeting to include

multiple postgraduate courses for part or all of the meeting engendered a spirited discussion. Similarly, concerns were expressed about ensuring that the Resident experience would be continued and improved upon by devoting a specific afternoon and/or evening solely to Resident presentations.

It was agreed that any changes in the format of the Annual Meeting would be an evolutionary process that could be started at Boca Raton in 2003 with the understanding that a resort setting would have far different implications than a meeting held in cities such as Baltimore, Washington, or Philadelphia.

AD HOC INVESTMENT COMMITTEE

In light of the extensive discussions with the Allegheny Financial Group and the current portfolio position for the Section, Dr. Augusta appointed an Ad Hoc Investment Committee with a charge to review the current assets of the Section; confer with the Allegheny Financial Group on future investments; and to make recommendations to the Board for long range planning for both the investments and the use of income to be generated by the investments. Dr. Augusta appointed Dr. Jonathan Jarow as Chairman of the Committee with members Drs. G. Samuel Hurt, Gerald H. Jordan, Michael Naslund, and Roger E. Schultz.

OTHER

On behalf of the Section, Dr. Augusta extended special congratulations to Dr. Stanley J. Kandzari, the Section's Representative to the AUA Board, for his dedicated service as the Section's Representative. Dr. Augusta noted that Dr. Kandzari would be representing the Section for the last time at the upcoming May meeting of the AUA. Dr. Kandzari thanked the Board for the opportunity to serve as the AUA Representative for the past four years and said that he looked forward to continuing to serve the Section in whatever capacity necessary.

MEMBERSHIP CHANGES

TRANSFER TO SENIOR MEMBERSHIP

Donald J. Imbur, M.D., *Heathsville, Virginia*
Suhayl Kalash, M.D., *Cockeysville, Maryland*
Shozo Kurusu, M.D., *Charleston, West Virginia*
Michael J. Prendergast, M.D., *York, Pennsylvania*
Ned T. Shanmugham, M.D., *Charleston, West Virginia*

TRANSFER INTO SECTION

Christopher J. Chermansky, M.D., *Pittsburgh, Pennsylvania*
Thomas F. Kolon, M.D., *Philadelphia, Pennsylvania*
Ted O. Morgan, M.D., *Lancaster, Pennsylvania*
David P. Murphy, M.D., *Richmond, Virginia*
Prabhakar Pandey, M.D., *Cumberland, Maryland*
Robert G. Uzzo, M.D., *Philadelphia, Pennsylvania*



60th Annual Meeting of the Mid-Atlantic AUA

October 4-9, 2002

Hyatt Regency / Baltimore, Maryland

PRELIMINARY PROGRAM

SUNDAY, OCTOBER 6, 2002

Practice Management Workshop

Scientific Session I – Posters/Video Forum

Moderators: Harry P. Koo, M.D.
Robert M. Mordkin, M.D.

Acquaint the participants with the latest developments in basic science, diagnosis, and management of prostate cancer, benign prostatic disorders, infertility, bladder dysfunction, and laparoscopy.

Welcome Reception

MONDAY, OCTOBER 7, 2002

Welcoming Remarks

Victor E. Augusta, M.D.,
President, Mid-Atlantic Section, AUA

Panel Discussion -Modern Perspectives and Historical Footnotes on Surgery for Stress Incontinence

Moderator: Alan J. Wein, M.D.
Panelists: Toby Chai, M.D., Joanna Chon, MD.,
Kurt McCammon, M.D.,
Eric S. Rovner, M.D., Ronald Tutrone, M.D.

HUGH HAMPTON YOUNG LECTURE

“Treater to Target: A Personal View of Prostate Cancer”

Paul F. Shellhammer, M.D., Norfolk, VA

Scientific Session II – Resident Prize Essays

Acquaint the participants with the latest developments in prostate cancer, pediatric urology, renal transplant anatomy, and diagnostic evaluation of hematuria and vesicoureteral reflux.

Moderators: Alan W. Partin, M.D., Ph.D.,
H. Logan Holtgrewe, M.D.,

State-of-the-Art Lecture -

“Andropause: A Clinical Update”

J. Lisa Tenover, M.D., Ph.D.
Associate Professor of Medicine
Emory University School of Medicine

Golf Tournament & Tennis Tournaments

THEME DINNER

TUESDAY, OCTOBER 8, 2002

ANNUAL BUSINESS MEETING

Remarks from the President-Elect of the AUA

Martin I. Resnick, M.D.

Panel Discussion - “Minimally Invasive Management of Upper Urinary Tract Lesions”

Moderator: Thomas W. Jarrett, M.D.
Panelists: McClellan M. Walther, M.D., Michael D.
Fabrizio, M.D., Demetrius H. Bagley, M.D.

AACU LECTURE - “Thriving in Difficult Times: Lessons from Financially Successful Urology Groups”

William F. Jessee, M.D., CMPE, FACPM
President and CEO, MGMA

State-of-the-Art Lecture - “Practical Applications of Chemotherapy for Genitourinary Malignancies”

Oliver Sartor, M.D., Director, Stanley S. Scott Cancer Center / Louisiana State University Medical School

HOWARD POLLACK RADIOLOGY CONFERENCE

Moderator: Robert Older, M.D.

PRESIDENT’S RECEPTION & BANQUET

WEDNESDAY, OCTOBER 9, 2002

Scientific Session III – Prostate Cancer

Acquaint the participants with the latest developments in diagnosis and treatment of prostate cancer.

Moderators: Chiledum Ahaghotu, M.D.
Dan Theodorescu, M.D.

Panel Discussion - “Advances in Diagnostic Imaging”

Moderator: Leonard G. Gomella, M.D.
Panelists: Marcia C. Javitt, M.D./Michael J. Manyak, M.D.

Scientific Session IV – Laparoscopy /General Urology

Acquaint the participants with the latest developments in laparoscopy, bladder dysfunction, benign prostatic hyperplasia, and diagnosis and management of ureteropelvic junction obstruction.

Moderators: Hans G. Pohl, M.D. / E. James Wright, M.D.

GUEST LECTURE

Alex Chadwick
National Geographic Radio Expeditions, NPR Radio

COURSES IN CONJUNCTION WITH THE MA-AUA ANNUAL MEETING

UROLOGIC LAPAROSCOPY – A HANDS-ON APPROACH

October 4 – October 6, 2002

Course Directors:

Louis R. Kavoussi, M.D. and Thomas W. Jarrett, M.D.

FRIDAY, OCTOBER 4

A Technical Focus

Course Objectives Thomas W. Jarrett, M.D.
Louis R. Kavoussi, M.D.

Basic Instrumentation/Operative Setup
Michael J. Manyak, M.D.

Access Techniques Li-Ming Su, M.D.

Exiting the Abdomen David Y. Chan, M.D.

Anesthetic Considerations Bill Merritt, M.D.

Laparoscopic Nephrectomy – Radical and Simple
Ralph V. Clayman, M.D.

Basic Skills Lab Lars Ellison, M.D.
Peter Pinto, M.D.

Live Case–Box Lunch Ralph V. Clayman, M.D.
Louis R. Kavoussi, M.D.
Thomas W. Jarrett, M.D.

Lab Session – Animate Entire Faculty

SATURDAY, OCTOBER 5

Retroperitoneal Nephrectomy Thomas W. Jarrett, M.D.

Partial Nephrectomy Louis R. Kavoussi, M.D.

Donor Nephrectomy Robert Montgomery, M.D.

Laparoscopic Pyeloplasty Ralph V. Clayman, M.D.

Nephroureterectomy Thomas W. Jarrett, M.D.

Lab Session – Suturing Skills Lars Ellison, M.D.
Peter Pinto, M.D.

Hand-Assisted Laparoscopic Surgery
Stephen E. Strup, M.D.

Live Case – Box Lunch Ralph V. Clayman, M.D.
Louis R. Kavoussi, M.D.
Thomas W. Jarrett, M.D.

Lab Session – Animate Entire Faculty

SUNDAY, OCTOBER 6

Adrenalectomy Stephen C. Jacobs, M.D.

Laparoscopic Bladder Surgery Edward J. Wright, M.D.

Complications of Laparoscopy Louis R. Kavoussi, M.D.

Laparoscopic Radical Prostatectomy
Michael D. Fabrizio, M.D.

Cryo and RF Applications David Y. Chan, M.D.

Pediatric Applications Ron Matthews, M.D.

*Separate Subscription Required

PRACTICE MANAGEMENT WORKSHOP

Sunday, October 6, 2002 (12:30 - 4:15 p.m.)

William F. Jessee, MD, CMPE

Introductions / Review of Program Objectives

- ♦ To understand what “high performing” urology groups are doing to achieve better than average profitability and lower than average practice operating costs
- ♦ To learn new approaches to payer contracting that can minimize administrative hassles and maximize practice revenues
- ♦ To explore new revenue sources for urology practices

Using Benchmark Data to Improve Financial and Operational Performance in Urology Groups

Will review data on the performance of urology groups from MGMA's annual surveys of practice costs, physician compensation and physician productivity. Will draw upon data from “better performing practices” to illustrate how benchmark data can be used to identify opportunities for revenue enhancements and cost reductions.

Working with Payers: Tips for Improving Payments and Minimizing Hassles

Panel Discussion with urology practice administrators:

Robert Cooper, Urology Associates of Lancaster, PA
Rosemary Law, Vision Source, Catonsville, MD
Dana Rosenberger, Devine-Fiveash Urology Ltd, Norfolk, VA
Moderated by William F. Jessee, MD, CMPE

Topics to be addressed will include:

- ♦ Analyzing the impact of contract offers
- ♦ Negotiating tips
- ♦ Assuring patient eligibility and coverage at the time of service
- ♦ Maximizing collections from payers and patients
- ♦ Reducing formulary hassles
- ♦ Minimizing claims rejections

New Revenues for Urology Practices: Thinking Outside the Box

As insurance reimbursement continues to contract, finding new revenue opportunities will become ever more critical to practice profitability. In this segment, Dr. Jessee will facilitate an interactive session with the panel and the audience to brainstorm and discuss options for bringing new revenues into the practice. Care will be taken to avoid potential Stark self-referral issues in any of the options identified.

2002 ANNUAL MEETING IN BALTIMORE

The Mid-Atlantic Section's annual meeting will be held from October 4-9, 2002 at the Hyatt Regency Hotel in Baltimore's inner harbor, within walking distance to the famous aquarium, science museums, shopping, and wonderful eateries. Baltimore offers all the music, theater, and professional sports of a large urban area, but with a small town feel.

Mike Manyak has put together a terrific academic program. In response to the survey, we have planned more topic-oriented panels with case studies, state-of-the-art lectures, and socioeconomic workshops. Paul Schellhammer will deliver the Hugh Hampton Young lecture entitled, "Treater to Target: A Personal View of Prostate Cancer," a review of the management of prostate cancer from the perspective of a survivor of this disease.

Additional topics include a discussion of the "Andropause," application of chemotherapy to GU malignancies, advances in surgery for incontinence, advances in diagnostic imaging, and minimally invasive management of upper urinary tract lesions. There will also be a lecture and workshop on practice management. (Details on page 4.)

A "hands-on" laparoscopy course, being conducted by Drs. Kavoussi and Jarrett on October 4-6, dovetails right into our meeting. A separate registration fee of \$1,000 per person is required. Registration is limited and preference will be given to those who are also attending the Mid-Atlantic meeting.

On the lighter side we have arranged for Alex Chadwick from NPR radio to speak about his many expeditions. We invite spouses to enjoy his talk with us.

There will also be the traditional welcome reception, tennis and golf tournament, and president's banquet. We have tried to balance an ambitious academic agenda with time for fun.

SECTION FINANCES

The Section has retained Allegheny Financial Group to oversee our investments and financial position. I have also recently participated in a Section Treasurer's meeting where we compared notes on how each Section and the AUA have utilized their funds. Most Sections and the AUA have a

balanced mix of bonds and equities that reflect a conservative posture. Our Section has tasked an investment committee to review our portfolio and make recommendations.

I hope to provide additional details on these and other Section initiatives during the Annual Meeting in Baltimore. Please plan on joining us and sharing your thoughts and ideas.

FROM THE AUA.....

The AUA Directors recently approved the following:

- ♦ endorsed a consolidated break-even financial philosophy for operations;
- ♦ approved a Retention and Relocation Plan for Office of Education Employees and the formation of a search committee for the future Director of the Office of Education;
- ♦ starting in 2002 only interest income from the approximately \$3 million in the AUA Research Fund will be utilized to fund Office of Research operations;
- ♦ Approved a \$2 million unrestricted grant from AUA (C-6) to the American Urological Association Education and Research, Inc.(C-3) for year 2002 and that the AUA (C-6) pledge \$300,000 per year for the next three years (2002-2004) as an unrestricted grant to the Office of Education;
- ♦ to pursue a formal affiliation agreement with the American Association of Clinical Urologists (AACU);
- ♦ to reduce Annual Meeting registration fees to attendees in "Health Professionals" category;
- ♦ approved the reallocation of the fixed income portion of AUA's Long- Term portfolio from the Fixed Income I Fund to the Short- Term Bond Fund;
- ♦ appointed an ad hoc committee to review the AUA's retirement plans;
- ♦ approved selection of The Staubach Company as Project Manager for the BWI Project, approved the preliminary \$14.3 million budget for an 84,000 gross square foot building, and approved the future sale (versus leasing) of the existing Charles Street properties.

Update from the Health Policy Committee

During the AUA annual meeting this year, the AUA convened an ad hoc Practice Management Committee to report directly to the AUA Board of Directors. The goal of the Committee is to explore unique ways in which the practice management division can further assist urology practices.

As your Section Representative and the Chairman of the Committee for the next two years, I welcome your comments and suggestions. Please feel free to e-mail me (smschlos@sentara.com) or call (757) 457-5126.

Thanks to the efforts of Dr. Vic Agusta, Mid-Atlantic President, we will be fortunate to have Dr. William Jessee, President of MGMA as the AACU Lecturer at the Annual Meeting, October 4-9, 2002 in Baltimore, Maryland. In addition to providing the AACU lecture on Tuesday, Dr. Jessee has agreed to lead a four hour Practice Management Workshop on Sunday afternoon (details on page 5). The session is free to all AUA physicians and practice managers. Pre-Registration is required. Please encourage your office manager and any interested physicians to attend.

Looking forward to seeing you in Baltimore!

Steven Schlossberg, M.D.

PRESIDENT'S MESSAGE

(continued from page one)

Dr. Manyak also has a very busy agenda scheduled on Monday, Tuesday and Wednesday with insightful panel discussions designed to provide ample opportunities for audience interaction. In addition, Dr. Paul Shellhammer will be our Hugh Hampton Young lecturer.

Bud Burnett and the Local Arrangements Committee have a full range of social activities planned including golf and tennis at the Elkridge Country Club, arranged by Ned Campbell. In addition to the stimulating scientific program, Baltimore offers something for everyone to enjoy.

The Board of Directors is trying to be responsive and is hoping to provide an agenda that meets the objectives of all our members. This is difficult to achieve considering we all have individual expectations of what we want from a meeting. In the past, we have responded by having more panel discussions and less podium presentations. We've added poster sessions and have responded to those who have requested courses in conjunction with the Mid-Atlantic Meeting. This is our first attempt at modifying the meeting and we welcome your comments and further suggestions.

Carol and I are looking forward to seeing you all in Baltimore in October. Have a good summer and stay healthy.

Victor E. Agusta, M.D.

THANK YOU

As of July 25, 2002, the Section acknowledges the support of the following companies and organizations for their unrestricted educational grants in support of the 2002 Annual Meeting:

Astra-Zeneca Pharmaceuticals
Boehringer Ingelheim Pharmaceuticals, Inc.
Merck & Company, Inc.
Ortho McNeil Pharmaceuticals
Pharmacia Corporation
Pfizer, Inc.
Procter and Gamble Pharmaceutical
American Association of
Clinical Urologists



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