“EMS On The Hill Day was by far, one of the most rewarding experiences of my EMS career. Having an opportunity to network with colleagues from across the country, along with having the opportunity to visit my Congressional representatives’ offices was both very humbling and rewarding. I couldn’t help but be struck with a sense of awe and wonder as I was roaming the historic halls at the center of American democracy.”

Jason Stroud, Division Chief, City of Virginia Beach, Department of EMS
DEAR EMS PROFESSIONAL,

Every year since 2010, EMS practitioners from around the country have gathered annually in our nation’s capitol to educate members of Congress on the issues that matter to EMS and our patients.

EMS On The Hill Day participants represent a cross-section of agency types, hail from rural, suburban and urban departments, and include EMTs, paramedics, educators, medical directors, chiefs and CEOs.

That diversity is part of EMS On The Hill Day’s strength. It’s a time when the many facets of EMS come together to advocate for the profession and help the nation’s top elected officials better understand the vital role of EMS in every community. By participating in EMS On The Hill Day, EMS practitioners gain:

• An insider’s view of the legislative process, Congressional offices and Capitol Hill
• The experience of joining forces with EMS colleagues who care deeply about EMS and its future
• The opportunity to have your voice heard by lawmakers

As cool as the experience can be, many EMS professionals are far more comfortable navigating the roads of their local communities than the hallways of Capitol Hill. Please use this guide to learn more about what to expect during EMS On The Hill Day, including:

• Planning your visit
• Tips for getting around Capitol Hill
• Strategies for having effective meetings with members of Congress
• Ideas from your EMS colleagues about making the most of your visit

We hope to see you there!

“EMS On The Hill Day is a tremendous experience. It’s a chance to have that face-to-face interaction and explain the importance of EMS to our elected officials. A lot of people take for granted that a competent, well-equipped EMS practitioner is going to show up to provide emergency medical services for them. Being able to explain how that process works to our elected officials, and how their votes on bills affect us, is very important.”

Daniel Strickland, Instructor, U.S. Army School of Aviation Medicine, NAEMT’s Alabama State Advocacy Coordinator

HOSTED BY

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9 Glossary of Key Terms
EMS On The Hill Day could not happen without the hundreds of dedicated EMS professionals who take time out of their busy schedules to travel to Washington, D.C. Especially if you’re going to ask your employer or your EMS association to sponsor your trip, be prepared to provide information about the estimated costs.

Travel
Check airfare prices online or use Google Maps to estimate your driving mileage.

Hotel
$189 ($213 including tax) at the host hotel, Hilton Crystal City at Washington Reagan National Airport, Arlington, VA. Do I have to stay here? No, but events and networking will happen here.

Meals
As long as you’re not planning on ordering that bottle of ‘94 Napa Cabernet, lots of reasonably priced restaurant options are in walking distance. The hotel shuttle will also take you at no charge.

Local Transportation
A taxi to Capitol Hill is $15 to $20. You can also walk or take a hotel shuttle to the Metro station, about three blocks away or a 7-minute walk. From there, take the Blue or the Yellow line to the Capitol stop. Cost is $3 to $5. Here’s a rail map.

Transportation From Airport
From Reagan National Airport to host hotel: The hotel runs a free shuttle until midnight. Call (703) 418-6800 when you arrive.

From Dulles Airport to host hotel: A taxi from Dulles International Airport runs $60 to $80. An airport shuttle to the hotel is about $40.

From Baltimore Washington International to host hotel: Catch a free Amtrack or MARC shuttle outside BWI airport baggage claim to the Amtrack/BWI Marshall Rail Station. Amtrack trains ($11 to $30) and MARC ($6) leave every 30 minutes to Union Station, about a half hour ride. At Union station, take the Metro or get a cab to the hotel. SuperShuttle is another option.

Planning on some sightseeing along with your advocacy? Check out the Washington Post’s guide for visitors.
PREPPING FOR THE BIG DAY

Before you arrive in D.C., we recommend spending a little time getting ready for your meetings on Capitol Hill. Here are three suggestions.

1 Familiarize yourself with the EMS On The Hill Day legislative requests to Congress. Each year, NAEMT, in consultation with other national EMS organizations, determines which legislative requests to Congress will be included as part of EMS On The Hill Day. Last year, the Field EMS Bill was the key request, along with two additional bills. Read more about the Field EMS Bill here. You will be provided with background documents on the legislative requests at least two weeks prior to EMS On The Hill Day.

One of the goals of the event is to present a consistent message to congressional leaders, so participants are asked to only discuss the bills selected for EMS On The Hill Day.

2 Think of a good story. A powerful way to connect with members of Congress is to share a personal story about your experiences on the job. Give some thought to an anecdote you’d like to share. A few ideas:

- A CPR save or a meaningful interaction with a patient to illustrate the critical role of EMS in the community.
- A situation in which your EMS agency struggled for resources necessary for patient care. Connect this back to the legislative request (i.e., the Field EMS Bill provides a federal funding stream to enable EMS to better serve the community).
- If your organization is developing a mobile integrated healthcare or community paramedicine program, share what you’re doing, and connect it to the legislative requests (i.e., remind lawmakers that the Field EMS Bill would provide resources to test and sustain these innovative, cost-saving healthcare programs.

“During my meetings, I talked about a low-income, high-crime area of Albuquerque where there are two hospitals but few clinics. Because there aren’t a lot of other community resources, the residents are calling 911 and using the ER for a lot of non-emergency medical care. That led me into talking points of the Field EMS Bill, and about getting fire and EMS involved with doing more for these patients than delivering them to ERs. To do that, we need sustainable funding.”

Sean Haaverson, EMS Educator and Co-founder, Community EMS Coalition

3 Watch the video, How to have a Successful Meeting with your Elected Officials. Never met with a Senator or Representative before? This video offers tips on what to expect.
WELCOME TO D.C. (AND ARLINGTON, VA)

The Briefing
Tuesday, April 28
5:30 p.m., reception immediately following

Hilton Crystal City (Virginia Ballroom)
at Washington Reagan National Airport
2399 Jefferson Davis Hwy.
Arlington, VA 22202

When you arrive at the Hilton Crystal City, please make your way to check-in near the Virginia Ballroom, and then join us for the Hill Day briefing. You’ll be seated at a table with other EMS professionals from your state or nearby states. Use this time to get to know one another! You’ll be spending some quality time together the next day, when you head to Capitol Hill.

The Agenda
Update On the 114th Congress:
The briefing will include speakers who will familiarize you with hot topics in Congress, and how the balance of political power and overall mood on Capitol Hill might impact your Hill Day visit.

Review the Requests of Congress:
The briefing will also include the most up-to-date information about the Field EMS Bill and other legislative requests.

TIP: The briefing will cover a lot of information quickly. Don’t be intimidated. EMS On The Hill Day participants are not professional lobbyists and are not expected to be. The greatest knowledge you bring is your expertise as an EMS professional!

Getting Your Schedule
No need for you to worry about scheduling appointments with lawmakers. NAEMT works with a Congressional scheduling firm to book Hill Day appointments with your House Representatives and Senators. Some attendees have inquired whether schedules can be given out further in advance. In short, no. Members of Congress can be hard to pin down and their schedules change frequently. So the last few days before the Hill Day visit is a flurry of activity for the schedulers as they finalize appointments.

TIP: When you find out who you’ll be meeting with, fire up your smartphone and Google them. Look for things you have in common with them, such as a military background, or for a connection they might have to EMS, such as a medical background. Also consider if they’re Democrat or Republican, which may inform their point of view and prepare you for the types of questions they or their staff may ask.

Other Helpful Materials
Your briefing packet will also contain a map. Take this with you to help you and your delegation navigate Capitol Hill. You’ll also get “leave-behind” materials that contain information to hand to lawmakers and their staff at your meetings about this year’s legislative requests, and fact sheets about EMS and the EMS Caucus, which currently has 30 members.

TIP: The white domed Capitol building, which houses the chambers where votes are held, is the most distinctive of the dozen or so buildings that comprise the Capitol Complex. You’ll spend most of your day in nearby buildings that house the Congressional offices, including the Hart and Russell Senate Office Buildings and the Rayburn House Office Building.
VISITING CAPITOL HILL:
TIPS FOR GETTING THERE AND GETTING AROUND

You’ve read up on the legislative requests. You’ve been briefed on the shift in power to the Republican majority in both the House and Senate. You’ve got your schedule, your map and your peeps (by that we mean, your state delegation.)

Still have questions? Here are answers.

Q. How do I get from the host hotel to Capitol Hill?
A $15 to $20 cab ride will get you there. So will the Metro station, which is about three blocks away or a 7-minute walk. From there, take the Blue or the Yellow line to the Capitol stop. Cost is $3 to $5.

Q. Will I have to find my way around on my own?
No. You’ll be paired with others from your state. If you’re a first-timer and you’re the only one from your state, you’ll be paired with someone from a nearby state who has attended before.

Q. What should I wear?
Your dress EMS uniform, which conveys strength, authority and your important role as a responder, is a good option. Otherwise, dress on Capitol Hill is business professional — suits and ties. Above all, wear comfortable shoes! Expect to walk a lot.

Q. What should I bring?
✓ A valid ID, such as your driver’s license.
✓ A stack of business cards. Give these to everyone you meet.
✓ Your map, leave-behind folders and talking points from the briefing.
✓ A small notepad to jot down any questions you’re asked that you want to follow up on or ask NAEMT to follow up on.
✓ A camera or a cell phone with a camera for taking pictures to share on NAEMT’s Facebook page and Twitter, on your personal or state advocacy Facebook page, with your local newspaper, with your employer back home, and with NAEMT to be included in the EMS On The Hill Day gallery on NAEMT’s website.

Q. What shouldn’t I bring?
Contraband, like granola bars. You may be surprised that no food or drinks can be brought into Capitol Hill buildings. Your bag will be searched by security when you enter and guards will confiscate that water bottle and snack.

FUN FACT
You don’t have to go outside to get from building to building on Capitol Hill. The Capitol and nearby Congressional offices are connected via underground tunnels. Just head down the elevators to the bottom floor and follow the signs. You may even get to hitch a ride on the Capitol’s private subway, which connects the House and Senate Office Buildings.

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VISITING CAPITOL HILL: CONTINUED...

Q. How will I figure out where to go once on Capitol Hill?
Check your map to find the building where your meeting will be held. Once inside, room numbers are well marked. But when in doubt, ask! All those young people scurrying around are not high school students there for a class trip — they’re staffers and interns who will be happy to direct you.

Q. Where’s lunch?
There are cafeterias in the basements of Capitol Hill office buildings where you’ll have your meetings. Look for signs or follow the scent of the French fries. You should have a break between meetings at some point midday when you can grab a burger.

Q. How do I address a Senator or Representative?
In conversation, it’s appropriate to address them by any of the following: Senator (name), Representative (name), or Congressman/Congresswoman (name).

Q. What do I do if I have time between meetings?
If there’s a break in your schedule, try to make it to the group photo on the Capitol steps. (Not everyone will get there. The priority is meeting with as many elected officials and staff members as you can, so your meetings may conflict.)

Otherwise, feel free to pop in to other Congressional offices from your state. Even if a particular member of Congress isn’t on your schedule, you can still swing by, see if any staffers are available to chat and if not, leave a folder and a business card.

You can also come see us at NAEMT’s table, which will be set up inside Longworth House Office Building, Cafeteria Annex.

FUN FACT
Capitol Hill offices have Senators-only and Representatives-only elevators, supposedly off-limits to the unelected. But in recent years, members of Congress have griped that interlopers are ignoring the tradition and crowding onboard! Unless you don’t mind being sniffed at by a grumpy Senator, stick to the public lifts.
WHAT TO EXPECT DURING YOUR MEETINGS

Never chatted with a member of Congress before? As NAEMT’s immediate past president Don Lundy likes to say, “Relax. They put their pants on the same way that you do, one leg at a time.” Here’s what to expect during your EMS On The Hill Day meetings.

1. You may meet with either the elected official and/or a staff member, such as a legislative assistant who specializes in healthcare issues. Legislative assistants are valuable contacts to have because their job is to inform and advise the Representative or Senator about the issues and pending legislation.

2. Meetings may last a few minutes or up to 20. Be concise and make sure to hit your key points.

3. Remember “the ask.” Be specific about what you’d like from them. Ask them if they would be willing to co-sponsor our legislative requests and join the Congressional EMS Caucus. If they are already co-sponsors and members of the Caucus, please thank them for their support.

4. They may ask questions that you don’t have answers for. None of us are legislative policy experts! Jot down their questions and send them to Melissa Trumbull. She’ll follow up with the member of Congress to get them answers.

5. Take a picture. Ask if the member of Congress would pose for a photo with you. Email it to Kathleen Taormina. Tell us who’s in the picture and we’ll post it on social media and in the NAEMT EMS On The Hill Day photo gallery.

6. Speak from the heart. Every EMS practitioner has stories to tell. This is a chance to share yours.

7. Follow up. Email a quick thank you note to each person you meet with and ask if they need any additional information. If you stopped in for an unscheduled visit at a Congressional office, call their office when you return home, mention that you stopped by their office in D.C. and left materials for them and ask if you can provide any additional information.

“We had appointments with a Senator and three Congressional staff members. In one of the offices, when the receptionist saw a member of our delegation was a constituent from that district, the Congressman came out to talk even though we didn’t have an appointment. We talked with him for a good 20 minutes. I felt like he was listening.”

Susan Bailey, NAEMT Louisiana State Advocacy Coordinator and Paramedic, East Baton Rouge Parrish EMS

Please join us for the post Hill visits reception!

After your meetings, please head back to the host hotel and join us for the EMS On The Hill Day reception and the Legislator of the Year Awards presentation in the Crystal Ballroom.
GLOSSARY OF KEY TERMS

Bill Sponsor — U.S. Senator or Representative who introduces a bill and is its chief advocate in Congress.

Why does it matter? When you meet with Congressional staff, you may be asked who is the bill’s sponsor. The sponsor’s party affiliation and positions on issues may influence other Congressional members’ decision whether or not to co-sponsor the bill.

Co-sponsor — Senators or Representatives who add their name to a bill to indicate support.

Why does it matter? Broadly speaking, the more co-sponsors, the greater the likelihood a bill will be passed. In 2014, the Field EMS Bill in the House of Representatives had more than 30 co-sponsors, comprised of both Democrats and Republicans.

Congressional Caucus — A group of members of Congress who have agreed to pay extra attention to a particular issue or subject. The U.S. House of Representatives has an EMS Caucus; there is no EMS Caucus in the Senate. (The House has far more caucuses than the Senate.) In 2014, the EMS Caucus had 30 members.

Why does it matter? One goal of EMS On The Hill Day is to invite more members of Congress to join the EMS Caucus.

Congressional D.C. Office — All members of Congress have an office in the Capitol Complex in Washington, D.C. The staff at Congressional D.C. offices focuses on policy and legislation from a national perspective.

Why does it matter? These are the offices and the staff you’ll visit during EMS On The Hill Day.

Congressional District Office — Located in whichever Congressional District the member represents, the district staff focuses primarily on constituents’ needs and concerns, and a more local perspective. Senators have multiple district offices throughout the state.

Why does it matter? Members of Congress spend at least a portion of their time at home in the district office. After EMS On The Hill Day, you may want to schedule follow up visits with members of Congress or their staff from your state while they’re in their district office.

“I love Washington, D.C. When you walk down the hallways of the Congressional offices, see the name plaques on the doors of people you see on the news, or see them walking down the hall and say, ‘There goes the House Minority Leader or Senator whoever, you realize, ‘This is where decisions are being made.’ You realize that you can knock on the door and say ‘hi,’ that you have access to those people.”

Gary McLean, President, Oregon EMS Association, and EMS Educator
**GLOSSARY OF KEY TERMS CONTINUED...**

**Field EMS Bill** — Officially the Field EMS Quality, Innovation and Cost Effectiveness Improvement Act (H.R. 809/S. 2400 in the 113th Congress), the legislation would establish the U.S. Department of Health and Human Services as the primary federal home for EMS; and would provide a new federal funding stream for EMS, including for equipment, clinical improvement and other innovations. [Read more about it here.](#)

*Why does it matter?* The Field EMS Bill is central to NAEMT’s advocacy efforts on behalf of the EMS profession.

**MIH-CP** — Mobile Integrated Healthcare and Community Paramedicine, a new delivery model for EMS that seeks to fill gaps in existing health resources, improve the health of chronically ill patients and lower costs to EMS and healthcare system. [Check out an NAEMT video on MIH-CP.](#)

*Why does it matter?* The Field EMS Bill would provide funding to develop, sustain and test the effectiveness of MIH-CP.

**Relationship Building** — Relationship-building means getting to know the members of Congress and their staff. You will begin this process during EMS On The Hill Day. But to build the relationship, you’ll need to follow up after your meeting via emails, phone calls and in-person meetings. Consider a thank you note for their time, an offer of a ride-along for members of Congress from your district and keeping members of Congress from your state posted on the progress of the Field EMS Bill or important issues facing EMS.

*Why does it matter?* Over time, as you get to know your elected officials and their staff, you’re helping them develop a better understanding of EMS and its concerns, which can build support for EMS and advocacy initiatives.

**Value-based Purchasing** — Linking reimbursement to quality of care to reward effective care, discourage ineffective care and bring down costs.

*What does it matter?* Hospitals and physicians already have to report on patient experience, patient outcome, and costs. Many believe EMS will soon have to do the same.