

Good Afternoon Chair Pinsky Vice Chair Kagan, and Members of the Education, Health, and Environmental Affairs Committee.

My name is Jane Miraglia, and I have been an athletic trainer for 8 years. I work for ATI Worksite Solutions; AWS for short. AWS is a division of ATI Physical Therapy. In the traditional role of an athletic trainer, ATI has approximately 325 athletic trainers working in 14 states. AWS has approximately 300 athletic trainers working in over 150 facilities across 31 states. We work in facilities ranging from food manufacturing to biotechnology and pharmaceuticals to automotive and aerospace production. The common factor being the physical demands on our clients' employees.

When you hear athletic trainer, you probably imagine the athletic trainer on a field dealing with an injured athlete. What you don't think of is the countless hours spent working on injury prevention. Athletic Trainers are experts in injury prevention. We are trained to think prevention first, and we are trained in human performance. It is that training we use with our clients' employees every day.

Let's talk about how athletic trainers bring a unique approach to healthcare: A proactive approach. Instead of focusing on the treatment of injuries, the industrial athletic trainer focuses on injury prevention to keep their clients' employees performing at top levels. This shifts the paradigm from a reactive model of injury management to a proactive model based in injury prevention which drives a reduction in health care spending. And keep in mind that musculoskeletal disorders are the number one healthcare spend for employers- work related and not.

Athletic Trainers work with their clients' employees at their worksites. It is not unusual for us to walk 5-6 miles a day to meet the employees where they are. We focus on proper body mechanics, lifting techniques, and the site's safety practices at the employees' workstation which allows them to instantaneously integrate the corrections into their daily tasks.

Now let's talk about the results.

- From a 2009 NATA (National Athletic Trainers' Association) Survey:
  - 100% surveyed reported a positive ROI by having an Athletic Trainer on-site
  - More than 90% surveyed reported a 25% or more decrease in DAFW (Days Away From Work)
  - 94% indicated the severity of injuries decreased by at least 25%
  - 30% indicated the ROI was at least \$7/ employee per \$1 invested
  - 83% indicated the ROI was more than \$3/employee per \$1 invested
  - Around 50% of surveyed reported a 50% or more decrease in emergency room costs and more than 50% decrease in costs associated with workplace injuries
  - 68% indicated more than a 25% decrease in restricted workdays and workers' compensation claims for musculoskeletal disorders
- From AWS White Papers
  - In a Food Production and Distribution plant
    - Greater than 90% decrease in DART (Days Away, Restricted, Transferred) rate
  - In a Food Production setting
    - 42 % decrease in OSHA recordables in one year
  - In a Biotechnology and Laboratories Setting
    - 40% decrease in OSHA recordables in one year

This is only a brief review of the results athletic trainers generate working with industrial businesses. But who are the businesses who want to hire athletic trainers? Below is a snapshot of some national companies who have athletic trainers onsite in other states.

- Amazon
- FedEx
- Frito Lay
- AstraZeneca
- Bob's Discount Furniture
- Ikea
- Boeing
- O'Hara International Airport

Pass Senate Bill 732 to allow athletic trainers to work to their full education and capabilities.

Thank you!