

**Meyers, Robert (COE)**

INQ 06-129

**From:** Meyers, Robert (COE)  
**Sent:** Thursday, September 07, 2006 1:44 PM  
**To:** 'Richard Singer'  
**Subject:** RE: Jackson Memorial Hospital

Mr. Singer,

I would be happy to clarify these items for you.

- 1) You are correct. There is no need to register for performing the No Charge Analysis.
- 2) The subsequent meeting requires all company representatives who are actually presenting to register. If a person from your firm is there to simply answer questions and does not participate in the formal presentation, then he/she would not have to register. The fee applies to each individual who lobbies. It is a one-time fee that is paid annually and covers all lobbying that person is engaged in during the entire year. Therefore, if three individuals from your firm present, each would be required to pay the fee.
- 3) The fee is not contingent upon JMH purchasing the program. It must be paid up front regardless of the outcome.

Robert Meyers

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**From:** Richard Singer [mailto:rsinger@medrich.net]  
**Sent:** Thursday, September 07, 2006 10:49 AM  
**To:** Meyers, Robert (COE)  
**Subject:** RE: Jackson Memorial Hospital

Mr. Myers,

Thank you for your response.

Please clarify the following:

1. There is no need to register for performing the No Charge Analysis.
2. The presentation/meeting subsequent to the No Charge Analysis requires the Company's representatives (myself and another person) to register. Is there a fee and if so, does the fee of \$490 apply to each representative or just HoverTech International (the firm).
3. Does the fee apply if the decision of Jackson Memorial is not to purchase the program.

Please let me know.

Once again, thank you for your time.

Sincerely,

Ricard Singer, MHSA  
 HoverTech International  
 rsinger@medrich.net  
 561.926.3940

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**From:** Meyers, Robert (COE) [mailto:RMEYERS@miamidade.gov]  
**Sent:** Tuesday, September 05, 2006 5:23 PM  
**To:** Richard Singer  
**Subject:** RE: Jackson Memorial Hospital

9/7/2006

Mr. Singer,

Thank you for providing this information to me in writing. Based on the facts you have stated below, your design of the program and the No Charge Analysis would not constitute lobbying under the applicable lobbying rules and regulations. However, a meeting between your company and decision-makers at JMH where you are attempting to influence the hospital to purchase this program is a form of lobbying. Therefore, before the presentation takes place, the firm's representatives who will be attending this meeting and speaking need to be properly registered. If you have any questions about the registration procedures, please contact Keith Knowles in the Clerk's Office. He can be reached at (305) 375-5137.

If you wish to discuss the above with me in more detail, do not hesitate to contact me at your convenience.

Sincerely,

Robert Meyers, Executive Director  
Miami-Dade Commission on Ethics and Public Trust  
(305) 350-0613

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**From:** Richard Singer [mailto:rsinger@medrich.net]  
**Sent:** Tuesday, September 05, 2006 1:02 PM  
**To:** Meyers, Robert (COE)  
**Subject:** Jackson Memorial Hospital

Dear Mr. Meyers:

Thank you for talking with me regarding Jackson Memorial Hospital.

In May 2006, HoverTech International attended and was an exhibitor at a medical conference.

HoverTech International specializes in designing Injury Reduction Safety Programs to increase employee and patient safety while significantly decreasing workers' compensation injuries associated with lateral transfers and patient repositioning activities.

Nurse Managers from Jackson Memorial Hospital attended the medical conference and expressed interest in our Safety Program. They provided their contact information and asked that the local HoverTech representative contact them.

In order to design the program, HoverTech consultants perform a one-two day No Charge Analysis of the hospital by gathering data via document review and interviews with various department managers/directors and administrative personnel. I met with the nurse managers two weeks ago to discuss the program and they agreed to move ahead with the assessment.

After compiling the information, HoverTech consultants design a financially guaranteed Safety Program customized to the needs of the hospital based on the information gathered from the assessment. Each program is unique and tailored to the needs of the hospital.

The program consists of both an educational and equipment component. Subsequent to the No Charge Analysis and design of the program, a meeting is scheduled and the Safety Program is presented.

Please let me know if I can provide any additional information.

Once again, thank you for your time.

Sincerely,

Richard Singer, MHSA  
HoverTech International  
rsinger@medrich.net

9/7/2006