



President's Report

Tim Blasl, President

NDHA



- **What I've done first year as President**
 - NDHA
 - HSI Solutions (for-profit arm of NDHA)

Year One Focus



1. Legislative Session

- Successful session for NDHA
- Focus shifts from session to interim

2. Build Relationships/Network

- Members, legislators, etc.

NDHA



- **Advocacy mission during legislative session**

- “One Voice” for healthcare needs in North Dakota
- One voice creates one message
- “Listen to member needs”

NDHA



- **Legislative Session Priorities**
 - Medicaid Expansion Reauthorization
 - Medicaid Reimbursement
 - Workforce
 - Behavioral Health/Substance Use Disorder

NDHA



- **Medicaid Expansion**

- Defeated amendment that would have moved administration of Medicaid Expansion from a third-party to the Department.
- Defeated amendment that would have reduced current Medicaid Expansion rates to traditional Medicaid rates.
 - **\$220 million cut defeated**
- Defeated a Provider Tax amendment that would have taxed PPS hospitals by **\$10 million**

- **Medicaid Expansion**

- **Rate Equalization Amendment**

- Introduced last minute by Rep. Jon Nelson
 - hospitals should be paid the same
- “Providers within the same provider type and specialty are reimbursed at consistent levels and with consistent methodology..”
- Dollars remain budget neutral, redistributed among providers
- Letters mailed out to providers regarding new payment methodology

Medicaid Expansion



- **Interim Legislative Session Strategy**
 - Expect Director Chris Jones to come at hospitals in 2021-2023
 - Cut rates to traditional Medicaid - \$220 million impact?
 - Visit and educate Governor Burgum
 - Meet with key state legislators
 - Rep. Jon Nelson
 - Majority Leaders
 - Rep. Pollert
 - Senator Wardner
 - NDHA legislative committee will continue to meet during interim

NDHA



- **Focus on Relationships**
- **Members**
 - Site Visits
- **State Legislators**
 - Legislative session
 - Other events = fundraisers, golf tournaments
 - PAC checks = \$9,000 fall of 2018

NDHA



- **Focus on Relationships**

- **Congressional Delegation**

- Washington – Capitol Hill visits
- In-state functions

- **Payers**

- BCBS/Sanford Health Plan
- ND Medicaid
 - Caprice Knapp, Director of Medical Services

- *Driven 11,000 miles within the state*



Other NDHA

NDHA Board Ballot



- Nominating Committee met and brought forward recommendations
- Ballot sent to members in July
- New Board Members
 - **Nate White**, Sanford Health
 - **Brad Wehe**, Altru Health
 - **Kurt Schley**, CHI St. Alexius Health
 - **Al Hurley**, Essentia Health
- AHA Regional Policy Board Delegate
 - **Dan Kelly**, McKenzie County Healthcare System

NDHA Board



- **Thank you!**

- *Appreciate your commitment to NDHA*

- Keith Heuser, past chair

- Dr. Craig Lambrecht

- Tim Sayler

- Reed Reyman

- Darrold Bertsch

- Current AHA Regional Policy Board Delegate until January 2020

PAC



• PAC Update

- NDHA members have raised \$7,270 overall
- AHA PAC Goal = \$10,000
 - Currently = \$6,037 (60%)
- State PAC Goal = \$6,000
 - Currently = \$1,233 (21%)
- If you've contributed to PAC – Thank You!
- If you've not contributed please see Lori after meeting

PAC Disclosures

- *Contributions or gifts to the AHAPAC and the NDHA PAC are not deductible as charitable contributions for income tax purposes.*
- *Your contribution is important to us, but we want to emphasize that all contributions are voluntary and have no impact on your job status, performance review, compensation, or employment. Any amount given, or the decision not to give, will not advantage or disadvantage you.*
- *Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation, and name of employer of individuals whose contributions exceed \$200 in a calendar year.*
- *Contributions to these PACs will be used for a political purpose for the benefit of political candidates and activities on a state and national level that support hospitals.*
- *The recommended contributions are merely suggestions. You may choose to give more or less than stated. If you elect not to participate, you may do so without any concern of retaliation.*

NDHA



- **Vision for Future**

- **Transition to Community Health**
 - Healthcare organizations being ask to protect communities, how do social determinants impact outcomes
- **Continue to monitor payment models from fee-for-service to value**
 - Ex. ACOs, Medicaid Payment Reform
- **Future of ACA**
 - Repeal/Replace
 - NDHA supports coverage



HSI Solutions

● HSI Solutions

- For-profit arm of NDHA
- Services
 - Group Purchasing Services
 - Vendor Partnership Program
 - Collections
 - Peer Review
- Created to provide non-dues revenue
- Members in ND, SD, MT, WY

HSI



- **Why is HSI Solutions critical for NDHA?**
 - HSI contribution to NDHA
 - 2017 = \$400,000
 - 2018 = \$250,000
 - Allows NDHA to keep annual due increases to a minimum
 - **Without HSI contribution NDHA would have to raise hospital dues by 40-45% to maintain current budget**

HSI



- **Strategy to keep HSI sustainable into future?**
- **Answer = Growth**
 - **Group Purchasing Organization (GPO)**
 - Implemented new business model – January 2019
 - Signed new 5 year contract with Intalere
 - Fully staffed
 - **Vendor Partnership Program**
 - Contracted with consultant to increase solutions for members