

NDHA

North Dakota
Hospital Association



Est. 1934

VALUE OF MEMBERSHIP 2018



ADVOCACY HIGHLIGHTS

NDHA STAFF

TIM BLASL
PRESIDENT
tblasl@ndha.org

MELISSA HAUER
GENERAL COUNSEL & VP
OF ADVOCACY
mhauer@ndha.org

CalLEN (KELLY) CERMAK
FINANCE MANAGER
kcermak@ndha.org

PAM COOK
DIRECTOR OF
EDUCATIONAL SERVICES
pcook@ndha.org

LORI SCHMAUTZ
EXECUTIVE ASSISTANT
lschmautz@ndha.org

JOHN W. FLINK
FEDERAL AFFAIRS
john@jwfconsultingdc.com

HSISOLUTIONS STAFF

KIM GRANFOR
VP/DIRECTOR OF VENDOR
PARTNERS & COLLECTIONS
kgranfor@hsicoll.com

JOHN SCHREIER
DIRECTOR OF SUPPLY
CHAIN
jschreier@hsisolutions.org



MESSAGE FROM THE PRESIDENT

As your new President, I am pleased to share with you the key accomplishments of NDHA over the past year. The NDHA's 2018 Value of Membership Statement highlights the many advocacy accomplishments that we achieved together on behalf of North Dakota hospitals. With the support of our committed members, and in

collaboration with others in the health care field, we advocated with a single, unified voice in Congress and in our state legislature. I am proud to say that last legislative session, NDHA generated more than \$650 million of value just in reauthorization of Medicaid Expansion at commercial rates alone.

The health of North Dakota hospitals, patients, and communities is our priority and strong advocacy is one of the most important services NDHA offers to achieve those priorities. In 2018, NDHA continued to champion the interests of North Dakota hospitals, including advocating for the preservation of the 340B drug pricing program, extension of the Children's Health Insurance Program (CHIP), participating in efforts to develop a provider-led Medicaid managed care program, leading a coalition of providers to claim 100% federal reimbursement for services provided to IHS and Medicaid-eligible patients, five-year extension of the rural ambulance, home health add-on payments, two year funding for community health centers and the National Health Service Corps, a two-year delay in Medicaid DSH cuts, and a significant boost in funding for rural health programs.

Although we deal with changes in health care daily, such as cuts in Medicare and Medicaid reimbursement, increased regulatory burdens, and the difficulty of the uninsured, much of our upcoming state advocacy agenda seems to be the same. Medicaid reimbursement, Medicaid Expansion, workforce, and behavioral health are the top issues facing our hospitals. It will take all of us working together to explain our concerns to legislators and ensure they understand the fundamental role hospitals and health systems play in the health of North Dakota communities. I look forward to collaborating with all of you in championing our advocacy priorities in the upcoming legislative session

We value your membership!



STATE POLICY PRIORITIES

2019-2021 LEGISLATIVE SESSION

Goal 1:

- Support legislation for reauthorization of Medicaid expansion.

Goal 2:

- Support legislation to restore cuts from Medicaid provider reimbursement and provide an inflationary increase for hospitals.

Goal 3:

- Support collaboration between the State and hospitals to design a provider-led Medicaid managed care program that will create incentives and support practice innovations that further efficient, patient-centered care delivery and lead to improved health outcomes.

Goal 4:

- Support legislation to ease workforce challenges such as increasing slots in nursing and other healthcare education programs and adopt the Interstate Medical Licensure Compact as a means of assisting with physician recruitment, promoting telehealth services, and better managing health care services in markets that cross state lines.

Goal 5:

- Support legislation to increase behavioral health services in North Dakota, particularly early prevention and intervention services and expanded treatment and recovery programs.



FEDERAL ADVOCACY

FEDERAL LEGISLATIVE HIGHLIGHTS 2017

PRESERVE 340B DRUG PRICING PROGRAM

NDHA has strongly advocated for continuing the 340B program that requires pharmaceutical manufacturers participating in Medicaid to sell outpatient drugs at discounted prices to health care facilities that care for uninsured and low-income people. The pharmaceutical industry has mounted a major effort to weaken this critical program, alleging inadequate oversight and abuses in the program. NDHA firmly supports this program - certainly with adequate oversight - and will strongly oppose any efforts to scale it back. NDHA supports the AHA 340B voluntary program in which hospitals pledge to adhere to several good stewardship principles which will increase transparency while helping hospitals better communicate the immense value of the program for vulnerable patients and communities.

INCREASE ACCESS TO BEHAVIORAL HEALTH SERVICES

NDHA supports increased access to behavioral health treatment, including removing regulatory barriers for telehealth. Congress recently passed a sweeping opioids package that created and reauthorized programs across many federal agencies that provide prevention, treatment and recovery. It also changed a decades-old rule that prohibited Medicaid from covering patients with substance abuse disorders who receive treatment in a mental health facility with more than 16 beds. The bill allows 30 days of residential treatment coverage. NDHA will continue to support the level of funding and long-term commitment needed at the state and federal level for appropriate behavioral health services.

CHIP REAUTHORIZATION

NDHA supported reauthorization of the Children's Health Insurance Program (CHIP), which expired on September 30, 2017. Earlier this year, Congress passed legislation reauthorizing CHIP through 2027.

SITE NEUTRAL EXPANSION

In the proposed 2019 Outpatient Prospective Payment System (OPPS) rule, CMS expanded site-neutral payments that would decrease Medicare reimbursement for hospital outpatient services. The impact on North Dakota hospitals represents a \$12.4 million cut, which includes a 60 percent payment reduction for off-campus provider-based departments. NDHA urges CMS to withdraw this proposal to expand site-neutral payments to hospital outpatient clinic visits and services from expanded clinical families delivered at off-campus provider-based departments.

ACA REPEAL

The repeal of the Affordable Care Act (ACA) dominated the Washington agenda in 2017. Throughout the repeal and replace debate, NDHA's message to our Congressional delegation was clear and consistent: if the ACA is to be repealed, it must be replaced with a new plan to equal or exceed the coverage levels we have attained under the ACA. While Congress could not agree on a repeal plan, the debate will certainly be taken up again. Our focus will continue to be on preserving, and expanding, coverage for North Dakotans.



NDHA EDUCATIONAL SERVICES & PROGRAMS

Continuing education is a key service NDHA offers to its members. NDHA provides members with quality, timely, and cost-effective educational programming. In the past year, NDHA hosted educational programs offering an array of timely information on topics of importance to North Dakota hospitals, such as:

- Recreational marijuana in ND - Measure 3
- Introduction to legal matters faced by hospitals and law enforcement
- Board of directors boot camp
- Legal issues facing critical access hospitals
- Avoiding professional liability for nurses
- EMTALA medical screening examination requirement

In the upcoming year, NDHA is providing each hospital member with vouchers that may be used to register for three NDHA webinars free of charge. When registering using NDHA's web site online registration system, you need only enter your voucher code in the appropriate field and your facility will not be billed.



ENHANCED STAFF RESOURCES

NDHA's subsidiary, Hospital Services, Inc., hired John Schreier, as its HSISolutions Director of Supply Chain.

John's career in health care spans 46 years in clinical and managerial settings. He brings extensive experience in supply chain logistics, inventory control, project management, and group purchasing contracting. He previously served as the Business Manager of Surgical Services, and Director of Purchasing Services, at St. Alexius Medical Center in Bismarck, ND and as Supply Chain Operations Director for CHI St. Alexius Health.



John also served on Amerinet's Materials Management Input Group (MMIG) and served as its Chairperson from 2008 to 2009. He has participated in numerous supply chain national committees and he coauthored a chapter in the CHI Supply Chain Playbook for borrowing and loaning supplies among facilities.

John has a proven track record of finding savings and efficiencies for companies in their supply chain operations. John uses his expertise and experience to help our members find the products and services they need at the lowest cost. Please contact John at jshreier@hsisolutions.org or 701-751-1188 for help with your supply chain needs.




HSI solutions

North Dakota Hospital Association's wholly owned subsidiary providing solutions for your healthcare organization



**GROUP
PURCHASING**

 **INTALERE**™ Partnering with Intalere to provide supply chain expertise with tailored smart solutions that deliver optimal cost, quality and clinical outcomes.



**MEDICAL
COLLECTIONS**

Recovering bad debt accounts with proven strategies in a respectful and cooperative manner.



**PHYSICIAN
PEER REVIEW**

Assisting CAHs in meeting a condition of participation of Centers for Medicare and Medicaid Services.



**ENDORSED
BUSINESS PARTNERS**

Providing additional solutions for our members. Partners are researched and vetted.
*340B *Staffing *Job Board



**PHYSICIAN
RECRUITMENT**

Gain access to physician candidates nationwide who have expressed interest in working in our service area.