



Annual Member Meeting

Vision

Tim Blasl, President

- **Discuss vision for Year One**
 - NDHA
 - HSI Solutions (for-profit arm of NDHA)

NDHA – Year One



1. Advocacy

- Create unified state and federal legislative agenda

2. Relationship Building

- Members, legislators, etc.
- Tim – Face of NDHA

NDHA Advocacy Team



- *President*
- *General Counsel and VP of Advocacy*
 - Melissa Hauer
- *Open Position (replace VP – Tim)*
 - Skill Set
 - Advocacy & understanding of payment models
- *NDHA Consultant, Federal Affairs*
 - John Flink

NDHA



- **Advocacy Mission**

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

• State Advocacy Priorities

- Reauthorize Medicaid Expansion
 - Budget \$633 million (\$590 million Federal/\$43 million State)
- Medicaid Reimbursement
- Workforce
- Behavioral Health/Substance Use Disorder
- IHS 100% FMAP Project

- **Federal Advocacy Priorities**

- Preserve 340B Drug Discount Program
- Affordable Care Act
 - Repeal/Replace after mid-term elections?
 - Goal = preserve coverage
 - ACA hospital impact per year = minimum \$400 million

- **Recreational Marijuana**

- NDHA opposes Measure 3
- NDHA joined coalition called “North Dakotans Against the Legalization of Marijuana”.
 - 30 members
- Created joint op-ed letter with NDMA, sent to all newspapers
- Utilizing social media

NDHA



- **Relationship Building**

- **Members**

- Goal: Year 1 and 2
 - Visit all members at their hospital
 - Tim/Melissa

- **State Legislators**

- legislative session/meetings/social events
- deliver PAC checks this fall = \$8,000

NDHA



- **Relationship Building**
 - **Congressional Delegation**
 - AHA meetings, Washington – Capitol Hill visits
 - Attend in-state functions
 - **Payers**
 - Ex. invited to November BCBS board meeting

HSI Solutions

● HSI Solutions

- For-profit arm of NDHA
- Created to provide non-dues revenue
- Currently providing group purchasing services, vendor partnership program, collections, peer review, and physician recruitment
- Members in ND, SD, MN, 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%

HSI



- **Strategy to keep HSI sustainable into future?**
 - **Answer = Growth**
 - **Group Purchasing Organization (GPO)**
 - Restructuring our business model
 - **Vendor Partnership Program**
 - Contracted with consultant to increase solutions for members

Recap

- **Year One**
 - **NDHA**
 - Discuss board approved advocacy agenda at convention
 - Build relationships with key stakeholders
 - Member survey in spring
 - Board Retreat - Summer of 2019

- **Vision for Future, Years 2 - 5**

- **NDHA**

- 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
- Future of ACA

Vision

- Questions?