

# NDHA

North Dakota  
Hospital Association



Est. 1934

## VALUE OF MEMBERSHIP



## ADVOCACY HIGHLIGHTS

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## MESSAGE FROM THE PRESIDENT



I am pleased to present NDHA's 2016 Value of Membership Statement. Since our founding over 80 years ago, the health of our hospitals, patients, and communities in North Dakota is our priority. Advocacy is one of the most important services we can offer to achieve those priorities. In 2016, NDHA championed the interests of North Dakota hospitals with strong and effective advocacy, achieving important legislative

successes. Our top priorities were preservation of the 340B drug pricing program, removal of the 96-hour physician certification requirement, support of general supervision, rather than direct supervision, for outpatient therapy services, and assistance for hospitals in oil-producing counties facing escalating uncompensated care costs.

In our fast-changing industry, education is even more critical and we continue to focus our efforts on providing high quality, affordable education that is geared toward the issues you currently face. As you will read below, we expanded resources to even better serve our members by hiring a General Counsel with experience in healthcare law. This will allow NDHA to provide its members with exclusive, North Dakota specific educational programming, informational alerts, and grant writing services that will help you stay ahead of the ever-changing healthcare environment.

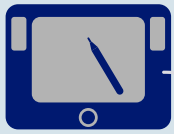
HSIsolutions, our subsidiary, also offers services to members such as group purchasing, medical collections, physician recruitment, and physician peer review.

The upcoming year will continue to challenge us as we work with a new President and Congress and a new Governor and State Legislature to advance our goals. Even though the political landscape changes, our priorities remain the same - to create an understanding of healthcare needs and healthcare delivery in North Dakota and, ultimately, to promote the health of the people of our State.

*We value your membership!*



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# ENHANCED STAFF RESOURCES

## WELCOME MELISSA HAUER



NDHA hired a General Counsel with healthcare law experience to provide additional value to members including:

- Educational programs such as seminars, manuals, and roundtables exclusively for members,
- Timely updates about and explanation of new laws and regulations and their impact on operations,
- Advocacy and lobbying in a variety of settings on issues relevant to North Dakota hospitals,
- Technical support for members in regulatory and compliance issues, and
- Grant writing services.

## DATA SERVICES

NDHA now contracts with DataGen, an affiliate of the Healthcare Association of New York State (HANYS), to receive DataGen's full range of healthcare data analytics and services. NDHA has joined 46 state hospital associations and six multi-state health system clients.

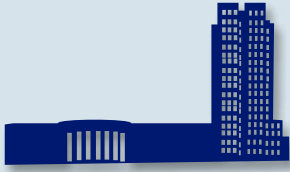
By signing on with this nationally-renowned team of analytic and policy experts, NDHA will be able to provide its members with analyses of federal health policy actions and their impacts on hospital finances. DataGen provides timely and affordable financial analyses of major payment changes and is unsurpassed in providing clients with real-time information on legislative changes that affect hospitals and health systems' operations, particularly concerning the Medicare system. DataGen strives to simplify the complexities of healthcare payment policy to empower hospital and government leadership. If you have questions regarding this program please contact Tim Blasl at NDHA. [tblasl@ndha.org](mailto:tblasl@ndha.org)

## 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 more than 200 attendees at 52 educational programs offering an array of timely information on breaking topics, such as:

- Patient Safety
- Cybersecurity
- Recruitment & Retention
- ND Opioid Epidemic
- Personal Improvement and Empowerment, Time Management

In the upcoming year, educational programs specific to North Dakota and exclusively for NDHA members will be offered including new federal regulations such as the ACA Section 1557 nondiscrimination law, the Medicare and Chip Reauthorization Act (MACRA), HR issues, and telemedicine in North Dakota.



# STATE LEGISLATURE

## STATE LEGISLATIVE ACCOMPLISHMENTS

### UNCOMPENSATED CARE GRANT FUNDS

NDHA supported, and the North Dakota Legislative Assembly passed, 2015 HB 1176, which has resulted in \$10 million being awarded in the past two years to North Dakota Critical Access Hospitals to assist with the effects of uncompensated care costs in oil-producing counties.

### MEDICAL FACILITY INFRASTRUCTURE

NDHA supported, and the North Dakota Legislative Assembly passed, 2015 HB 1014, which resulted in a total of \$32 million in low cost loans being awarded to North Dakota medical facilities in the past year to improve infrastructure.

## 2017-2019 LEGISLATIVE SESSION GOALS

- Goal 1: Support legislation for the reauthorization of Medicaid expansion.
- Goal 2: Support legislation to restore \$62 million cut from the 2015-2017 budget for Medicaid provider reimbursement and inflationary budget increase of 3% each year of the biennium for hospitals.
- Goal 3: Support legislation to increase behavioral health services in North Dakota, particularly early prevention and intervention services and expanded treatment and recovery programs.
- Goal 4: Support legislation to allow North Dakota to participate in interstate compacts to expedite the licensing of healthcare professionals in multiple states, increased slots in nursing and other healthcare education programs, and enhanced criminal penalties for assault on health care workers.



# FEDERAL LEGISLATIVE ISSUES

## 96-HOUR PHYSICIAN CERTIFICATION REQUIREMENT

NDHA has advocated for passage of the Critical Access Hospital Relief Act (S. 258/H.R. 169) which would remove the 96-hour physician certification requirement as a condition of payment. NDHA asked and all three members of the North Dakota congressional delegation agreed to co-sponsor this bill. NDHA will continue to urge our delegation to take immediate action to move the bill forward.

## MEDICARE DIRECT SUPERVISION POLICY

CMS mandated new requirements for direct supervision of outpatient therapeutic services. In response to concerns raised by critical access hospitals, especially those in North Dakota, CMS prohibited enforcement of the policy. NDHA has strongly supported the Protecting Access to Rural Therapy Services Act (PARTS) (S. 257/H.R. 1161) bill which would establish general supervision as the default for outpatient therapy services, develop an exceptions process, with provider input, to identify specific procedures that require direct supervision, and ensure that the definition of “direct supervision” is consistent with the CAH conditions of participation. All three members of the North Dakota congressional delegation have agreed to support the bill. NDHA will continue to urge our delegation to take immediate action to move the bill forward.

## PRESERVE THE 340B DRUG PRICING PROGRAM

NDHA has strongly advocated for continuation of the 340B program for federal drug pricing that requires pharmaceutical manufacturers participating in the Medicaid program to sell outpatient drugs at discounted prices to taxpayer-supported 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 by the Federal government and abuses in the operation of the program. While there are no immediate threats to the program, we remain concerned that Congress will be tempted to take action in the future. NDHA firmly supports this program, certainly with adequate oversight of the program, and will strongly oppose any efforts to scale it back.



# HSI solutions



## YOUR HEALTHCARE PARTNER IN REDUCING COSTS AND IMPROVING QUALITY.



GROUP  
PURCHASING



MEDICAL  
COLLECTIONS



PHYSICIAN  
RECRUITMENT



PHYSICIAN  
PEER REVIEW

### 2016 ACCOMPLISHMENTS

Thank you to all of the facilities that utilize these services, the results of this utilization benefited all NDHA members:

- HSI Solutions is the largest contributor to the North Dakota Hospital Foundation.
- A dividend is paid to the North Dakota Hospital Association, which equates to 30% of HSI after tax profit.
- Diamond Sponsor for the North Dakota Hospital Association Convention (\$10,000)