Building Power

P&I All Advocate Prep Webinar
2.23.23

In 2021, for the first time in a single year, health centers served over 30 million patients.
Agenda

- Building Power
- State of Play in Congress
- P&I Logistics
- Hill Visits
- Creative Ways to Follow Up
- Q & A
Becoming Leaders of Leaders: Building Sustainable Health Center Power

Organizing is leadership that enables constituency to turn its resources into the power to achieve its goals by:

Equipping people (constituency) with the Power (story & strategy) to make Change (real outcomes).

Credit: Marshall Ganz, Hauser Center Harvard Kennedy School
Marshall.ganz@harvard.edu
Include Your "Why" in Your P&I Conversations
Exponential Leadership: Countering Fatigue

• Storytelling: Challenge, Choice, Outcome

• Building Relationships with people in state delegation, Congressional members' staff, key stakeholders in the broader community

• Inviting and including people most directly impacted to participate in strategic organizing
Why: Policy and Issues (P&I) Forum

Community Health Centers’ Policy Conference

• Learn from one another about the policies and funding that health centers need to thrive
• Identify new strategies to serve patients and build power
• Ask legislators from across the country to support health centers
• Renew our commitment to stand up for 30+ million patients

*Up-to-date information can be found on the 2023 P&I Conference Website*
NACHC’s Legislative Strategy

• Listening sessions with health center leaders from every state

• Policy priorities

• Congressional make up
Balance of Power in the 118th Congress

Senate
- Democrats: 51
- Republicans: 49
- Republicans: 222

House
- Democrats: 212
Dynamics of House Republican Conference

Balancing Act for Speaker McCarthy

The Speaker vote demonstrated that Republican Conference is not completely aligned, and the narrow majority will make big-ticket bills difficult.

Focus on Spending

"Spending fatigue" is real and will take center stage as part of debt ceiling discussions but will continue throughout the next two years.

Adjustment to Governing

Nearly 40 percent of House Republicans have never been in the Majority. They are from districts that are 10 points more likely to be Republican than the national average.

Oversight is a Priority

The House Republicans will need to balance oversight priorities with typical governing responsibilities.
Political Parties are Getting Further Apart From Each Other
Congressional Health Care Priorities for 2023

Agenda includes competing and costly extensions beyond Health Center / Workforce funding

- Medicaid DSH - Hospital Funding
- Continue SUD Opioid Programs
- Health Center Funding
- Primary Care Workforce Programs
- Medicare Extenders
- Medicare Extenders
Health Center Legislative Priorities for 2023

**Health Center Funding**
- Expand the reach of the program to serve new communities
- Deepen the services to existing health center patients
- Shore up existing health centers to address inflation and workforce challenges

**340B**
- Building consensus with likely allies and unlikely partners around a new approach that stabilizes the program and protects access for health centers.

**Workforce**
- Advocate for continued funding that supports primary care providers
Preparing The Message for Elected Officials

Health Center Funding
...To extend funding and outline growth opportunities if there was additional funding

340B
...To add protections specifically for health centers and address discriminatory practices

Workforce
...To grow, recruit and retain a vibrant health center workforce through apprenticeships, training, and career laddering programs

Working Together for America’s Health Centers

www.nachc.org
The Case for Health Center Funding

1. Shore up existing health centers to address inflation and workforce challenges

Federal Health Center Funding, Nominal vs. Inflation-Adjusted ($ Billions)

- Nominal
- Inflation-Adjusted 2015$
The Case for Health Center Funding

1. Shore up existing health centers to address inflation and workforce challenges

2. Expand the services available to existing health center patients

Table 4: A Estimated Impact of $500M for Service Expansion at Health Centers

<table>
<thead>
<tr>
<th>Additional Health Center Providers</th>
<th>Patient Impact</th>
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<tbody>
<tr>
<td>3,672 oral health providers, including 1,018 dentists</td>
<td>5.1 million additional patients served</td>
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<tr>
<td>2,292 mental health specialists, including 186 psychiatrists</td>
<td>3.4 million additional patients served</td>
</tr>
<tr>
<td>510 substance use disorder specialists, including 116 psychiatrists</td>
<td>2.4 million patients receiving services that were previously unavailable</td>
</tr>
<tr>
<td>Total:</td>
<td>10.9 million patients receiving services that were previously unavailable</td>
</tr>
</tbody>
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$500 million in additional funding translates to $363,000/health center (on average) to hire specialists required to meet the unique needs of the communities they serve.
The Case for Health Center Funding

1. Shore up existing health centers to address inflation and workforce challenges
2. Expand the services available to existing health center patients
3. Expand the reach of the program to serve new communities
Health centers relied on federal COVID-19 relief measures to maintain regular operations while providing COVID-19 interventions to underserved communities.

Health centers now face the unwinding of pandemic policies, including Medicaid redeterminations and expiration of COVID-19 relief funding in April 2023.

These changes come as health centers continue to face a workforce shortage and high medical inflation rates.

Congress must act before the end of the federal fiscal year to reauthorize mandatory health center grant funding.

85% of health centers expect to face financial and/or operational challenges related to Medicaid unwinding.

76% of health centers expect to face financial and/or operational strain related to expiration of COVID-19 relief funding.

24% expect between 10-25% of Medicaid patients to lose coverage.

61% anticipate having to reduce staffing and retention efforts if there is no increase in federal investment in FY24.
State and Local Resources

State Map

District Map

State Fact Sheet

Economic Impact

Resources will be available at: https://www.hcadvocacy.org/hillday2023/
NACHC’s team is here to help you get ready!

Wednesday, March 8

• Head to the Hill conference session

• State Delegation Meetings
  ▪ Prep for visits with your legislators
  ▪ Learn how your Members of Congress have supported health centers
  ▪ Discuss priorities and identify speakers for meetings

Up-to-date information can be found on the 2023 P&I Conference Website
Congressional Visits – Thursday, March 9

- Wear comfortable walking shoes

- Take materials for Congressional visits
  - Notepad/phone to take notes
  - Camera
  - Cell phone #s

- Travel to Capitol Hill with your state delegations
  - State association staff will have Congressional Awards & packets for legislators

- Capitol Hill is OPEN!
  - Expect long lines at security
  - Hospitality for CHC advocates in Dirksen (Senate) & Longworth (House) cafeterias
State-based Data & Leave Behind Materials

Resources will be available at: https://www.hcadvocacy.org/hillday2023/
Tailor Your Asks to Your State & MOCs

• Do your research – build your asks on what your state delegation, and each MOC, has an interest in

• What is the argument that can win?

• Be diplomatic if an ask won’t land – acknowledge every state and health center has different needs

• Bring state and health center specific materials to support your request
  • Fact sheets
  • Program highlights
  • UDS data
Immediate Hill Meeting Follow-Up

• Take notes – what most resonated with each Member of Congress and staffers

• Ask permission to take a group photo

• Send thank you emails to MOC and staff who attended meeting – including meeting participants
  • Offer a health center tour when the Member of Congress is back in-district

• Post photo on social media and thank Member for their time – tag health centers that have social media accounts and use #ValueCHCs
Long Term: Nurture Relationships with Members of Congress & staff

Remember what’s important to the member and follow up monthly with updates (not just asks)

Build communication with Members of Congress' and District staff into your regular Communication’s plan
- New service available to Member of Congress’ constituents
- Invitation to visit CHC celebration
- Share press releases and news articles highlighting health centers
- Add local, state, and federal elected officials on “donor” or “email” list

Don’t forget about in-district staff!
Hill Meeting Resource Hub

Hill Week 2023
Use the resources below to support your Hill Day meetings! If you have any questions, please contact grassroots@nachc.org.

This year’s Hill Week will be the week of March 8-11, 2023. Use the resources below to help prepare you for meetings with Members of Congress.

https://www.hcadvocacy.org/hillday2023/
NACHC is here to help build power & advocate!

Advocacy Center of Excellence (ACE)

Advocacy Leadership Program (ALP)
- Spring 2023 Cohort, April ‘23 – September ‘23
- Keys to building a CHC advocacy program
- Registration now open
Q & A

Susan Burton
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Sarah Francois
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