



HEALTH CENTER  
PARTNERS  
of Southern California

# Policy & Issues Prep Session

*Vernita Todd, External Affairs*



# HEALTH CENTER PARTNERS

of Southern California

*and our  
Family of Companies*

#bettertogether  
[www.hcpsocal.org](http://www.hcpsocal.org)



INTEGRATED  
HEALTH PARTNERS  
of Southern California

**Integrated Health Partners of Southern California (IHP)** is a network that unites community health centers for the common purpose of advancing standards of quality care, improving health outcomes and reducing costs.

- Managed Care Contracting
- Quality & Performance Improvement
- Data Informatics & Analysis

[ihpsocal.org](http://ihpsocal.org)

Borrego Health  
Clinicas de Salud del Pueblo  
Community Health Systems, Inc.  
Indiana Health Council  
Imperial Beach Health Center  
La Maestra Community Health Centers



HEALTH QUALITY  
PARTNERS  
of Southern California

**Health Quality Partners of Southern California (HQP)** helps improve health outcomes by implementing progressive and collaborative programs to support community health centers caring for the safety net population.

- Program Development and Implementation
- Research and Development
- Shared Services

[hqpsocal.org](http://hqpsocal.org)

Mountain Health & Community Services  
Neighborhood Healthcare  
North County Health Services  
Operation Samahan Community Health Center  
Planned Parenthood of the Pacific Southwest  
San Diego American Indian Health Center



A nationwide group purchasing organization, CNECT leverages the collective power of its 6,000+ members to seamlessly negotiate contracts, saving members money and improving supply chain efficiencies.

- Group Purchasing Organization
- Consulting Services
- Premier Contracted Affiliate

[cnectgpo.com](http://cnectgpo.com)

San Diego Family Care  
San Ysidro Health Center  
Southern Indian Health Council  
Sycuan Medical/Dental Clinic  
Vista Community Clinic

# Policy & Issues Forum: March 14-15, 2018

- CHC representatives from all around the country converge in DC
- Sharing common messages
  - Maintain a **strong Medicaid** program for vulnerable families
  - Continued **access to 340B** to ensure patients can buy their medications at affordable prices
  - Sustainable investments in **Behavioral Health** and **Substance Use Disorder Treatment**
  - Pass **CONNECT for Health Act** to bring telehealth to communities in need
- Add a human face and impact to legislation



# WHAT'S GOING ON IN CONGRESS

- Congress passed a final budget deal which included two years of Community Health Center funding
  - \$600 million increase from last reauthorization totaling a \$7 billion dollar investment
  - NHSC and THCGME reauthorized at increased rates for expansion
  - \$6 billion in Opioid Funding
- **Medicaid and 340B are under attack**



# Health Center Immediate Threats



## 340B





# WHAT'S AT STAKE: MEDICAID?



- The President's Budget is calling for a massive \$1.1 Trillion cut over 10 yrs.
  - Moves to Block Grant funding
  - Helps pay for Tax Cut bill passed in Dec
- Nearly 4 million Californians gained coverage through the Expansion.
  - Up to 138% Federal Poverty Level
  - Likely to return to being uninsured



# WHAT'S IN OUR FAVOR?

- Health centers **account for less than 2% of total Medicaid spending** – Great return on investment
- Health centers **save the health care system billion of dollars every year** – state claims data shows patients served by health centers have a **24% lower total Medicaid cost** than those in other settings.



# WHAT'S AT STAKE: 340B

# 340B

- 340B savings support sliding fee discounts, clinical pharmacy programs, expansion and extended evening and weekend hours
- The 340B program helps community health centers to stretch limited federal resources to expand services and reach more patients ultimately improving the quality and scope of care





# WHAT'S IN OUR FAVOR?

- Health centers **exemplify** the type of safety net program that the 340B program was intended to support.
  - Serve only those areas and populations that HHS has designated “high need”
  - Ensures that **all patients can access** the full range of services regardless of ability to pay
  - Required to reinvest all 340B savings into activities that are federally-approved as **advancing their charitable mission** of ensuring access to care for the underserved.
- Health centers **are subject to detailed programmatic and reporting requirements** as well as federal oversight.



# Opportunity for Growth: Behavioral Health and Substance Abuse Disorder Treatment

To better support health centers' ability to improve access to and delivery of high quality, cost effective **Behavioral Health Care and SUD treatment**, Congress should:

- Target federal SUD prevention and treatment **funding** opportunities to health centers.
- Reinforce the **workforce** needed to develop and sustain substance abuse treatment programs



# Opportunity for Growth: TeleHealth

Health centers are increasingly using telehealth to better meet their patients' needs.

- **The Challenge:** Health centers are not currently eligible for reimbursement under Medicare as a distant site, where the provider is located.
- **The Request:** Pass the **CONNECT For Health Act of 2017**, to allow FQHCs to be eligible for reimbursement in Medicare as “distant and originating sites” and to allow for reimbursement for remote patient monitoring.





*The only limit to our realization of tomorrow  
will be our doubts of today.*

*Franklin D. Roosevelt*



# HCP Advocacy Strategy



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# Our Message

Health Centers are an American success story. We're asking Congress to strengthen the model in these ways:

- Preserve a strong Medicaid program including the unique and cost effective health center FQHC PPS payment
- Support long-term, stable community health center funding including the continued access to the 340B program
- Invest in targeted and sustainable funding for both behavioral health and substance use disorder treatment
- And, pass the CONNECT for Health Act to bring telehealth to additional communities in need



# HCP Congressional Delegation

- 36: Raul Ruiz, MD – Riverside
- 41: Mark Takano – Riverside
- 42: Ken Calvert – Riverside
- 49: Darrell Issa – Vista
- 50: Duncan Hunter – East County
- 51: Juan Vargas – Chula Vista/IC
- 52: Scott Peters – San Diego
- 53: Susan Davis – San Diego



# WHAT'S IN YOUR PACKETS?

- Participant List w/cell numbers
- Schedule
- Our Request to MOCs
- Capital Link Reports
  - CPCA State
  - CPCA Rural
  - HCP Consortia
  - Talking points
- Powerpoint
- Map of the Capitol
- HCP Family of Companies Flyer
- MOC Background Information
  - District
  - Committees
  - Voting Record Link
  - Personal History



# Capital Link: Determining Economic Impact

- **Direct Impact**
  - What you spend to operate
- **Indirect Impact** – your business keeps other businesses going in the community
  - Construction, security, landscaping, office supplies, etc
- **Induced Impact**
  - The salaries you pay are used to buy goods and services in your local community – spurring more economic activity and business growth.
- **Tax revenue**
  - Payroll taxes, sales tax and taxes paid by businesses working with FQHCs



# Capital Link Consortia Highlights from 2016

- CHCs employ over **10,000** people
- Serve Medi-Cal patients for **22% less** than other primary care providers
  - HCP Members saved Medi-Cal **\$1.02 Billion dollars**
- CHCs saw **755,016** unduplicated patients (2.92 million visits)
- **76%** CHCs currently use an **EMR**; **53%** (sites) are **PCMH**
- **89% of CHCs met or exceeded** at least one Healthy People 2020 goal for clinical performance
- CHCs provide primary care to 20% of all Medi-Cal in California for only 2.8% of total costs





# Blueprint for our Hill Visit

- Greeting
- **Brief Introductions (name, health center, role)**
- Set up of main issues: Medicaid, 340B, BH/SUD Treatment
  - **Value of FQHCs**
  - **Clinical Successes/Patient Stories**
  - **Vulnerable Families**
- Make The Ask
- **Thank for visit – invite for tour**
- Photo



# Tips for a Great Capitol Hill Visit

- Please arrive early and quietly
- Turn phones to silent/vibrate
- Share your story
- Take lots of pictures!
  - **Share on social media;** tag the member and use hashtags - #FQHC, #P&I2018

Thanks @SusanDavis for:

- Protecting health care for the safety net. #FQHC, #P&I2018
- Taking time to speak with us
- Being a champion for low income families
- Visiting with our health center delegation today



**“NEVER DOUBT THAT A SMALL GROUP  
OF THOUGHTFUL, COMMITTED CITIZENS  
CAN CHANGE THE WORLD;  
INDEED, IT’S THE ONLY THING  
THAT EVER HAS.”**

**-MARGARET MEAD**



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## Connect:

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**Thank You!**