



NATIONAL ASSOCIATION OF
Community Health Centers

Building Strategic Capacity

Jim Hunt, Moderator
President and CEO
Massachusetts League of
Community Health Centers

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Founder and CEO
Integrated Work
Boulder, Colorado



Thursday Scenario Recap

- Whiplash
- Divestment
- Systems Change



Session Outcomes

- Alignment around “best bet” strategies foundational to address the current and near-future realities we face.
- Identify the capacities necessary to fully deploy these strategies.
- Identify how we build these capacities.



Could These Be Best Bets?

In any scenario, would we...

1. Reinforce State-Level Capacity to Protect the Safety Net

Protect the mission and the program through bi-partisan, state-by-state action. Policy, education, communications and partner relationships.

2. Embrace Value-Based Care Strategies

Health centers prepare for and lead towards better care for less cost. Includes work on social determinants of health, population health outcomes, and the data to show results.

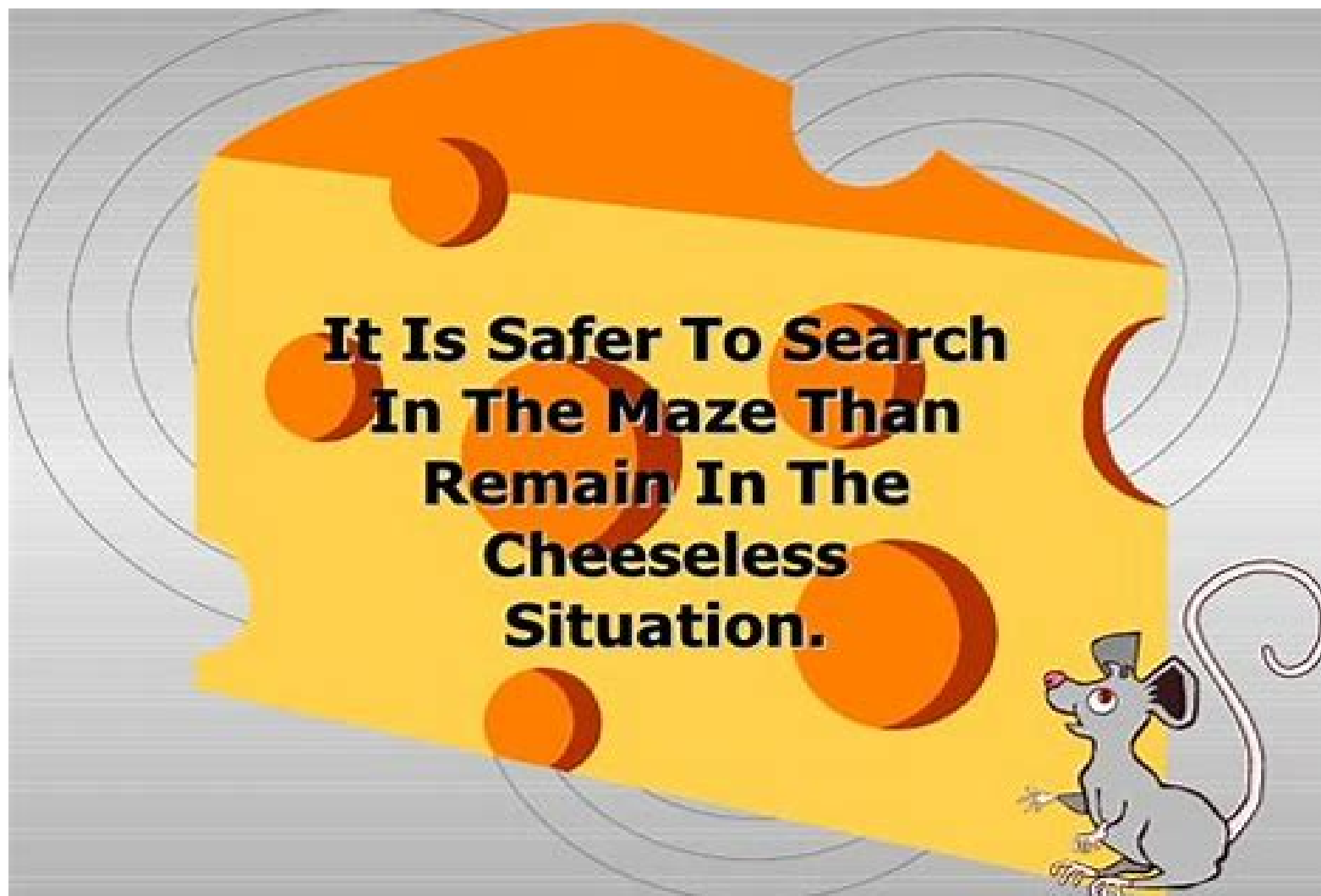
3. Invest in Primary Care as the Backbone

With primary care as the center point, we can pursue consolidations, coalitions and new revenue streams to advance the mission of integrated care.

Remember....Who Moved My Cheese?

The Handwriting on the Wall





**It Is Safer To Search
In The Maze Than
Remain In The
Cheeseless
Situation.**



Jumpstart Our Thinking

Spark Presenters

Political Context

Jocelyn Guyer

Managing Director-Manatt Health

Value Based Payment and Population Outcomes

Allison Young

CEO, UnitedHealthcare Community Plan of Louisiana

State-wide Lens

Ben Money

CEO, North Carolina

Community Health Center Association

Looking Ahead: Key Strategies for Community Health Centers to Consider

**Jocelyn Guyer
Managing Director
Manatt Health**



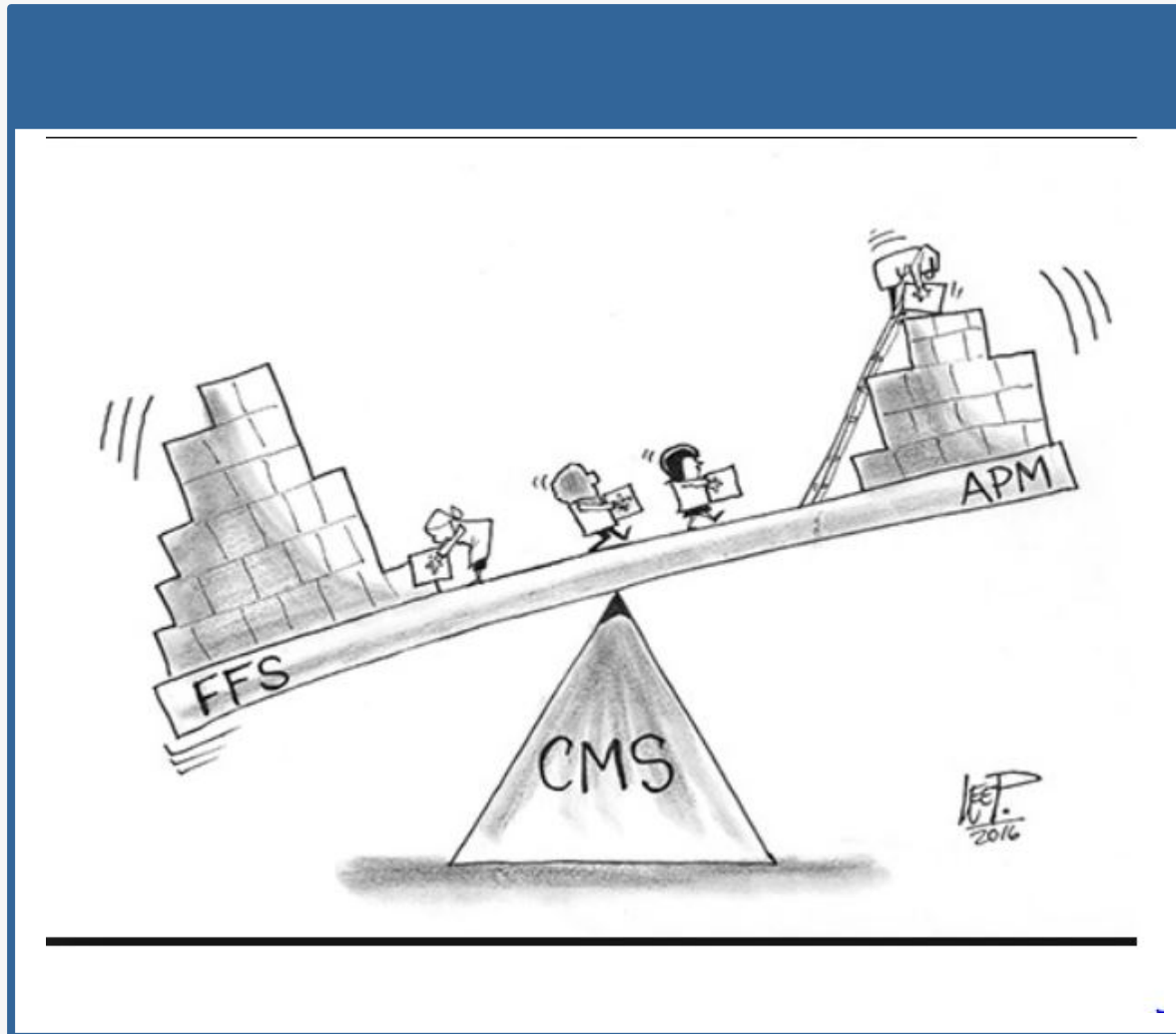
Warriors on Medicaid

10



Masters of Alternative Payment Models

11

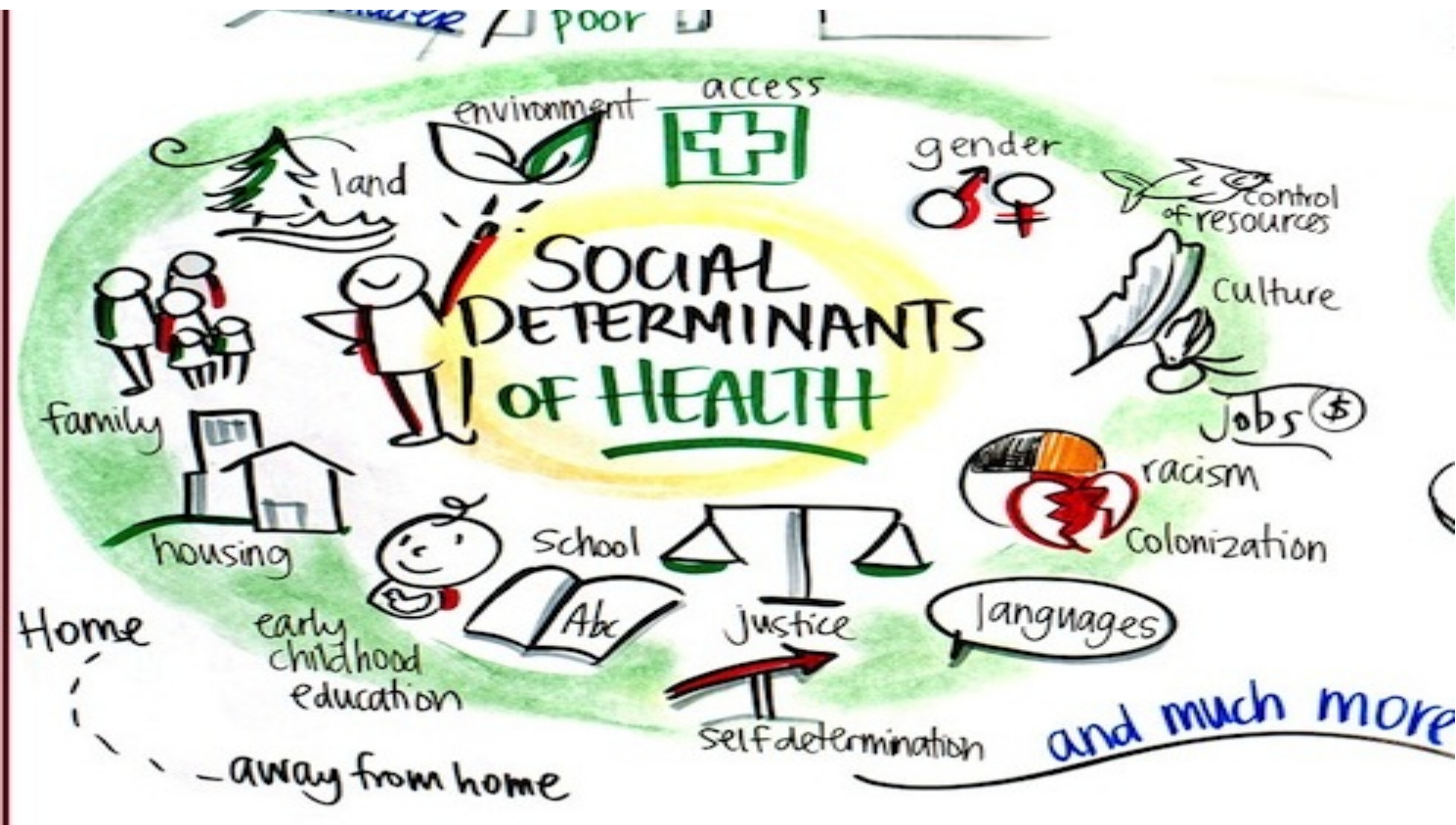


Source: <https://hcp-lan.org/workproducts/apm-whitepaper.pdf>

manatt

“11” on Social Determinants of Health

12



Source: <https://www.twenty20.com/photos/37767add-c1ef-4f9b-a985-4cbad27b8389>



Contact Information

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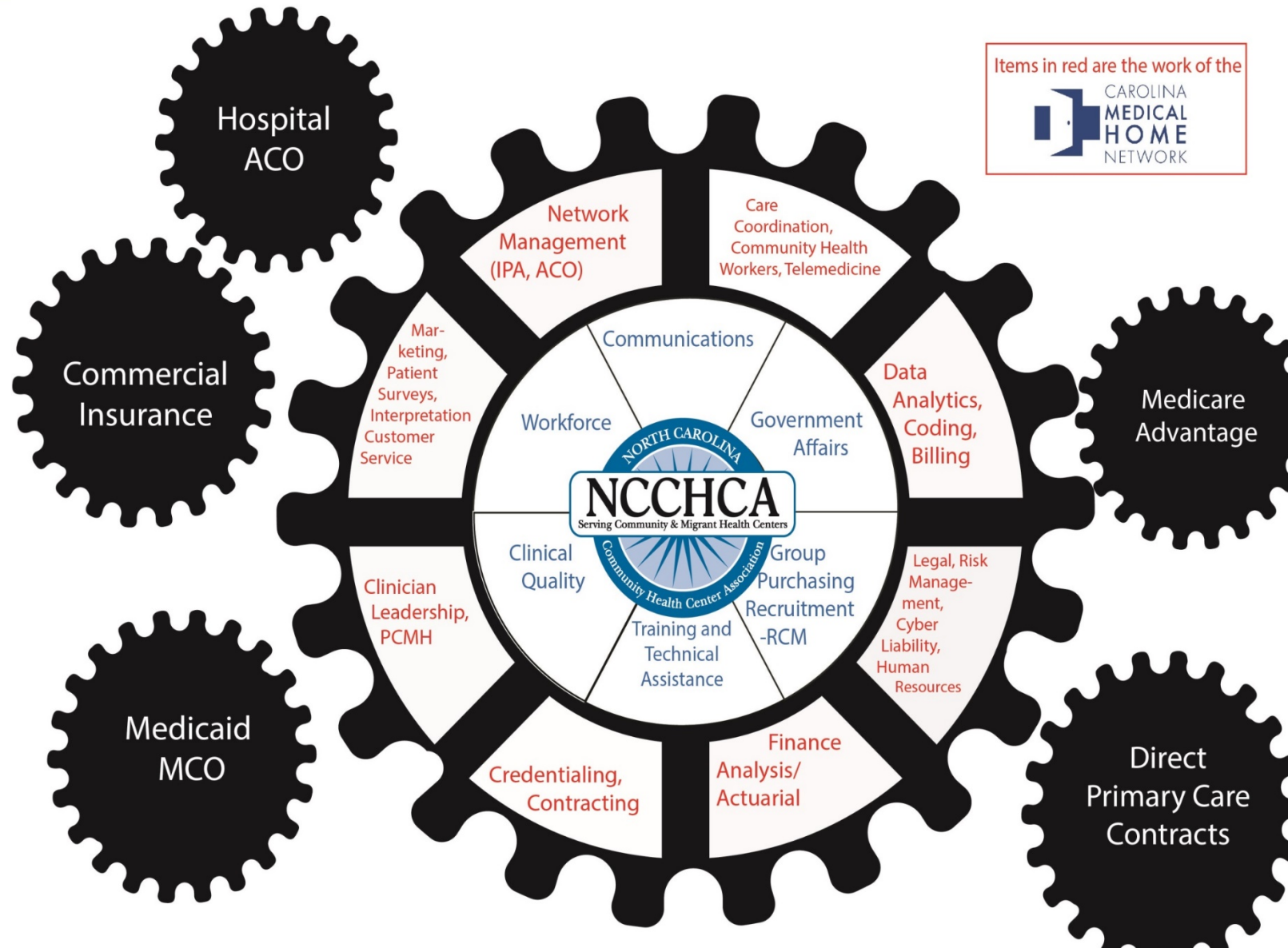
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Black Friday & Cyber Monday Deals for 2017









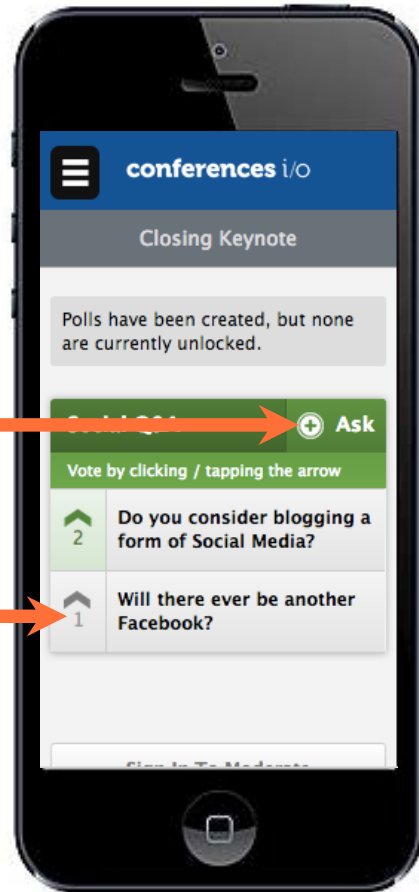
Strategic Dialogue Focus

- Gain the perspective of your peers
- Focus on these primary questions:
 - 1. What Are Our Best Strategic Best Bets?**
 - 2. What are the Organizational Capacities Needed?**
 - 3. How do we Build the Capacities we need?**
- Aim for diverse perspectives at first – and then transition to summarizing and synthesizing

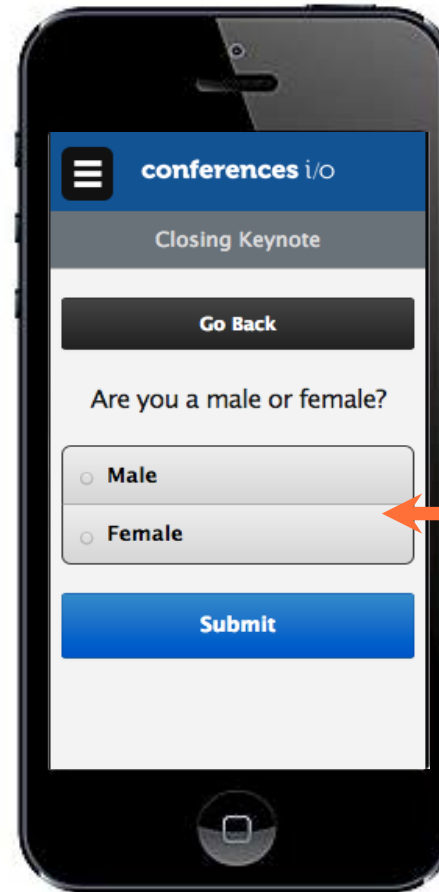
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**Give us
Feedback**

**Up-Vote a
Comment**



**Respond to
Polls when
they appear**



Vote / Give Feedback/ Respond to Polls

Breakouts for Table Dialogue

**PCAs/HCCNs/NCAs
Infrastructure Organizations**



Ballroom

FQHCs serving >35,000 patients



**Coral Reef
Salon 1,2**

FQHCs serving <35,000 patients



**Seacrest
ABC**