

AHCA Priorities in 2023 & Strategic Overview

Clif Porter, SVP, Government Relations





What You Will Learn

- Major Threats
- AHCA Strategy on Minimum Staffing
- What's Happening on the Workforce Front
- Onerous Administrative Action
- Grassroots Efforts
- 118th Congress Overview
- Important Timelines



Major Threats



Major Threats

- Minimum Staffing Rule
- Workforce Supply
- Onerous Administrative Action



AHCA Strategy on Minimum Staffing



AHCA Strategy on Minimum Staffing

1. Shape before the rule is proposed
2. Shape after the proposed rule is issued
3. Engage Legislative Champions
4. Litigation



AHCA Strategy on Minimum Staffing

Shape before the rule is proposed

- Grassroots Email Campaign
- Political pressure from Hill Democratic influencers to the Administration



AHCA Strategy on Minimum Staffing

What Are We Trying to Shape?

1. Must be fully funded
2. Cannot go into effect until our workforce has been rebuilt
3. There must be a broad definition of worker
4. There must be a reasonable waiver
5. It must be demonstrated and then phased in



AHCA Strategy on Minimum Staffing

Shape after the proposed rule is issued

- Another grassroots email campaign
- Democrat Hill pressure
- Congressional Briefing is at exactly the right time



Polling Question

Which is NOT a part of the AHCA strategy on minimum staffing?

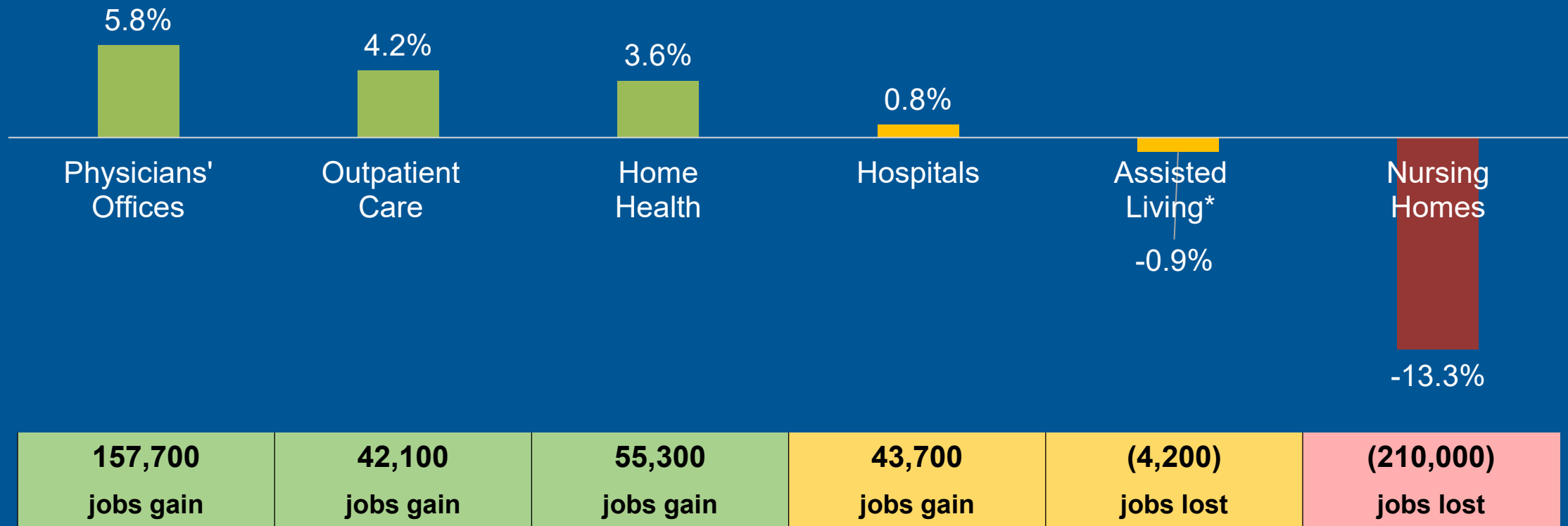
- a) Shape before the rule is proposed
- b) Wait to see what CMS will propose
- c) Engage legislative champions



Workforce

LONG TERM CARE: WORST IMPACTED THAN ANY OTHER HEALTH CARE SECTOR

Percent Change in Health Care Sector Employment Feb 2020 - Dec 2022





Workforce

- Any and every opportunity to increase long term care workforce will be explored during this new legislative session
 - CNA / TNA
 - Immigration



Onerous Administrative Action



Onerous Administrative Action

- OSHA
- Payment Rule (very low risk)



Grassroots Efforts



Grassroots Efforts

- Goal of 3000 Letters/Emails to CMS
- Formal comments
- Targeted outreach to in cycle Senators
- Facility visits and tours
- Congressional Briefing
- Media



Target States

Arizona	New Jersey
Colorado	New Mexico
Connecticut	Nevada
Delaware	New York
Georgia	Ohio
Maryland	Oregon
Maine	Pennsylvania
Michigan	Virginia
Minnesota	Washington
Montana	Wisconsin
New Hampshire	West Virginia



Polling Question

As part of AHCA's grassroots efforts, what is the goal for the number of letters/emails to be sent to CMS?

- a) 500
- b) 20,000
- c) 3,000



Sample Press Outreach



Joint letter to Senator Casey from the Erie Chamber of Commerce and local facilities

TIMES LEADER

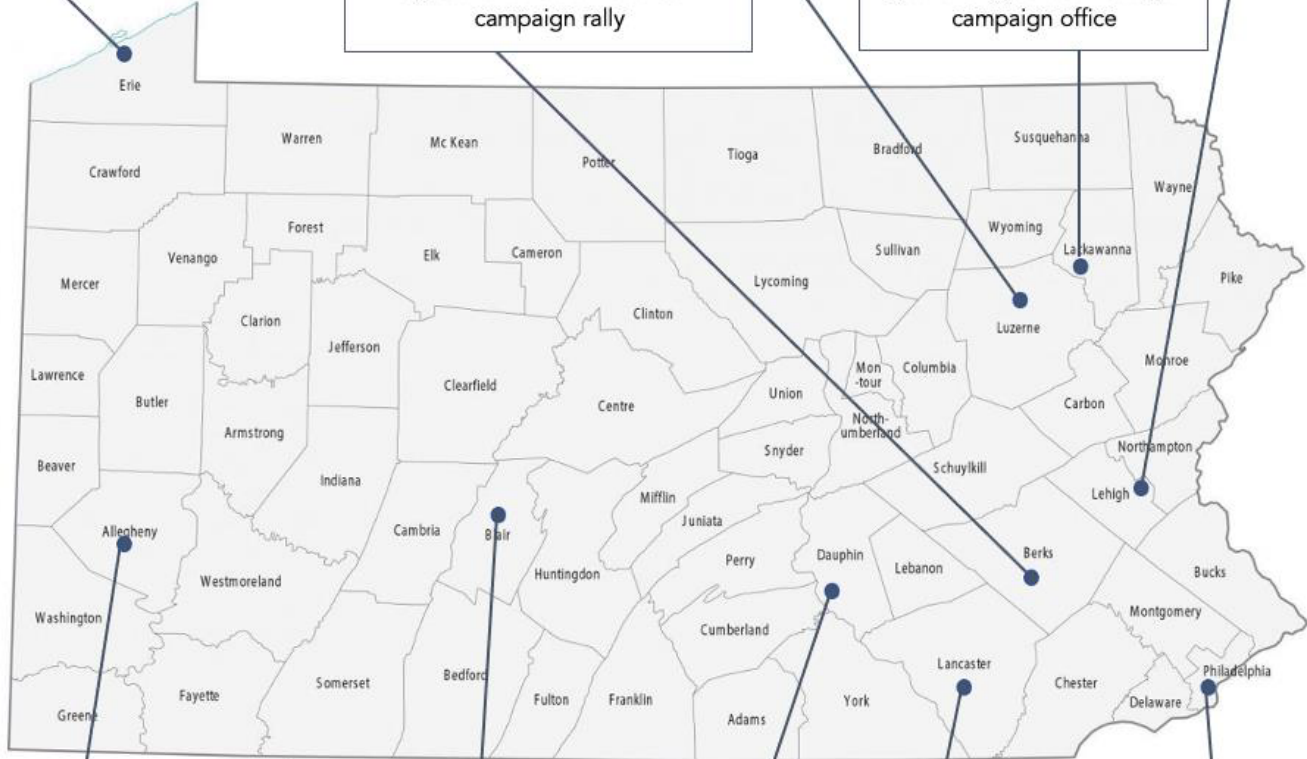
Op-ed from Luzerne County Councilmember on need to support rural facilities

THE MORNING CALL

Op-ed from facility administrator applauding Senator Casey for past support

Signature collection at a GOP campaign rally

Digital advertising geofencing Senator Casey's campaign office

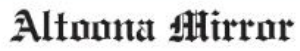


Op-ed from director of nursing at local facility highlighting need for staffing support

LTE from head of Altoona Rotary Club on economic impact of local facilities

Facility tour with Republican presidential candidate
Pitched story on growing need for long term care and need for resources to match

Letter from African American Chamber of Commerce to Senator Casey on need to increase funding





118th Congress Overview



118th Congress Overview

General Conclusion: More Gridlock

- Republicans now control the House of Representatives
 - Breakdown: 222 Republican, 213 Democrat, 1 Vacant
- Democrats maintain majority in the Senate
 - Breakdown: 49 Democrat, 49 Republican, 2 Independent (Caucuses with Democrats)
 - Senate remains status quo



Democratic Leadership

Senate

- Chuck Schumer (NY) – Senate Majority Leader
- Richard Durbin (IL) – Senate Majority Whip
- Debbie Stabenow (MI) – Senate Chair of Policy & Communications
- Patti Murray (WA) – President Pro-tempore

House

- Hakeem Jeffries (NY) – House Minority Leader
- Katherine Clark (MA) – House Whip
- Pete Aguilar (CA) – Caucus Chairman



Republican Leadership

House

- Kevin McCarthy (CA) – Speaker of the House
- Steve Scalise (LA) – House Majority Leader
- Tom Emmer (MN) – House Majority Whip

Senate

- Mitch McConnell (KY) – Senate Minority Leader
- John Thune (SD) – Senate Minority Whip
- John Barrasso (WY) – Senate Minority Conference Chairman



House Energy & Commerce Committee

Leadership

- Cathy McMorris Rodgers (R-WA) - New Chair
- Frank Pallone (D-NJ) – Democratic Ranking Leader

Committee Members

- 29 Majority Seats & 23 Minority Seats
- Democratic Membership remains the same
- Republicans add 9 members

New Members

- Jay Obernolte (R-CA)
- Rick Allen (R-GA)
- Mariannette Miller-Meeks (R-IA)
- Russ Fulcher (R-ID)
- Kat Cammack (R-FL)
- Troy Balderson (R-OH)
- Diana Harshbarger (R-TN)
- August Pfluger (R-TX)
- Randy Weber (R-TX)



House Ways & Means Committee

Leadership

- Jason Smith (R-MO) – New Chair
- Richard Neal (D-MA) – Democratic Ranking Member

Committee Members

- 25 Majority Seats & 18 Minority Seats
- Democrats lose 3 seats Representatives Gomez (CA), Horsford (NV), Plaskett (V.I.)
- Republicans add 10 members

New Members

- Michelle Steel (R-CA)
- Greg Steube (R-FL)
- Randy Feenstra (R-IA)
- Michelle Fischback (R-MN)
- Nicole Malliotakis (R-NY)
- Claudia Tenney (R-NY)
- Mike Carey (R-OH)
- Brian Fitzpatrick (R-PA)
- Beth Van Duyne (R-TX)
- Blake Moore (R-UT)



Senate Finance Committee

Leadership

- Ron Wyden (D-OR) – Chair
- Mike Crapo (R-ID) – Republican Ranking Member

Committee Members

- 14 Majority Seats & 10 Minority Seats
- No Changes



Polling Question

True or False: Democrats control BOTH the House and the Senate in the 118th Congress?

- a) True
- b) False



Important Timelines



Important Timelines

- Spring: Proposed Rule (around May 1)
- August: Final Rule
- Fall: Debt Ceiling & Budget Agreement (Both risks and opportunities)



Questions?