



2020 Advocacy Day TALKING POINTS

- I. Introduction
 - a. Introduce yourself, name, location of your program. We are affiliated with abc nursing home.
 - b. *Ask, are you familiar with adult day health care?*
 - c. Adult day health care programs provide skilled nursing, personal care, and therapies to individuals in a congregate day setting. Every ADHC program in NYS is operated by a nursing home—the services and the level of staff are very similar. The main difference between a nursing home and ADHC is that the individual goes home at night.
 - d. Almost everyone in my program is enrolled in Medicaid and Medicaid pays for ADHC.
 - e. We serve adults with disabilities, mental illness, chronically ill, medically fragile.
- II. The pitch
 - a. I am here today to talk about the Medicaid budget and the Medicaid Redesign Team (MRT). The MRT is charged with cutting \$ 2.5 billion out of the State's Medicaid budget. This really amounts to a \$5 billion cut to Medicaid because feds match dollar for dollar.
 - b. We are asking the legislature to reduce the proposed \$5 billion Medicaid cut. Medicaid cannot withstand \$5 billion cut.
 - c. The MRT can't change Medicaid eligibility, reduce benefits or impact local governments—so cuts will most likely come from provider rates.
 - d. Medicaid long term care providers cannot withstand \$5 billion of cuts.
- III. \$5 billion cut in already inadequate Medicaid LTC rates will **hurt** registrants.
 - a. Costs in providing care continue to increase while our rate stays the same. We haven't received a rate increase in 8 years.
 - b. ADHC providers already took a 1% reduction of Medicaid payments effective Jan. 1, 2020.
 - c. No high-quality, well-managed provider should be forced to close due to inadequate rates.
 - d. ADHC programs continue to take a hit on transportation. Transportation rates for Method 1 providers have not been increased in 11 years.
 - e. New York needs to support cost-effective programs like ADHC, not cut our rates.
- IV. Tell your story - How do you save Medicaid money in your program?
 - a. Tell a quick story about a registrant who avoided ER, hospital stay or nursing home because of the care you provide. Tell your legislator that you are a **solution** to HHA workforce shortage
- V. Transportation
 - a. We are concerned MRT II will attempt to carve non-emergency transportation out of the rates of payment to ADHC programs.
 - b. The Governor attempted to make this change the last four budget cycles.

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- c. Under the proposal, transportation services would instead be managed through the State's transportation broker, Medical Answering Services (MAS).
- d. **THANK YOU** for defeating this proposal the last four years. Both the Senate and Assembly, Republican and Dems agree that ADHC programs are best suited to arrange and provide transportation, NOT MAS.
- e. The issues haven't changed: we provide better service, we are more reliable, our drivers know the registrants and families. Transportation is an extension of our care. We want to be able to hire and fire our own drivers.
- f. Give specific examples or stories of how MAS is a bad choice for ADHC transportation.

Thank the legislator/staff person for their time and invite legislator to visit your program.