



## MEMBERSHIP MEETING June 6, 2017

### Regional Advocacy Update

**Background:** *HLC's Regional Advocacy Program has long been one of the most respected among trade associations and policy advocates. Since a message carries greater resonance if a member of Congress hears it directly from constituents, HLC has taken its advocacy "on the road" to communicate with lawmakers when they are working in their home states and congressional districts. HLC continues to achieve results by taking its message beyond the Capital Beltway.*

*The backbone of the HLC Regional Advocacy Program is the use of Health Leadership Teams (HLTeams). Six HLC regional directors bring HLTeams, comprised of HLC member company representatives, local business allies, and community health advocates, to engage with senators and representatives in their respective states and districts. HLTeam participants present a consensus, crosssectoral viewpoint on healthcare issues from the "real world" perspective of constituents explaining the impact of Washington policies on local patients and jobs. HLC hosts dozens of these meetings each year and encourages every HLC member company and organization to participate.*

#### **Key Regional Advocacy Activities:**

HLC in 2017 has coordinated and/or participated in nearly 70 advocacy activities, such as in-district meetings, candidate meetings, facility tours, forums, and events as of May 1. Some of these activities have included:

- **In-District Meetings With Members of Congress.** In-district meetings provide an opportunity for members of Congress to hear directly from their constituents and look at issues affecting the entire healthcare industry. With health reform and budget cuts on the agenda, these meetings remain critical to the interests of HLC members in 2017. HLC regional directors have coordinated 35 in-district meetings with members of Congress, including nine with members on key committees of healthcare jurisdiction.

#### **House Energy & Commerce Committee**

Rep. Marsha Blackburn (R/TN)  
Rep. Buddy Carter (R/GA)  
Rep. Bill Flores (R/TX)  
Rep. Richard Hudson (R/NC)

Rep. Leonard Lance (R/NJ)  
Rep. Frank Pallone (D/NJ)  
Rep. Scott Peters (D/CA)

#### **House Ways & Means Committee**

Rep. Patrick Meehan (R/PA)

#### **House Education & Workforce Committee**

Rep. Susan Davis (D/CA)

**House Appropriations Committee**

Rep. Mark Amodei (R/NV)  
Rep. Charlie Dent (R/PA)

Rep. David Price (D/NC)

**House Budget Committee**

Rep. Salud Carbajal (D/CA)

Rep. Tom McClintock (R/CA)

**Other Members (not freshmen)**

Rep. James Comer (R/KY)  
Rep. Hank Johnson (D/GA)

Rep. Steve Knight (R/CA)  
Rep. David Scott (D/GA)

Through the Regional Advocacy Program, HLC also conducted an in-state meeting with Senator Jim Risch (R/ID) and hosted an in-district healthcare roundtable with Congressman Pat Meehan (R/PA). As a result of the roundtable, Congressman Meehan has agreed to lead Stark and Anti-Kickback reform in the U.S. House.

- **New Member Orientation.** Cornerstones of HLC’s regional advocacy efforts are the HLC Candidate Program and New Member Orientation Program. In 2016, HLC regional directors conducted 95 candidate meetings, representing 82 percent of new members of the House and Senate. Developing relationships with lawmakers early on has proven to be an investment in future interactions as these members gain seniority in Congress. The New Member Orientation Program focuses on strengthening relationships with freshman members whom regional directors may or may not have met with during the campaign to introduce these members of Congress to HLC and its priority issues. Thus far in 2017, HLC regional directors have met with 15 freshman members, as well as several special election candidates.

Rep. Don Bacon (R/NE-02)  
Rep. Ted Budd (R/NC-13)  
Rep. Salud Carbajal (D/CA-24)  
Rep. Brian Fitzpatrick (R/PA-08)  
Rep. Mike Gallagher (R/WI-08)  
Rep. Trey Hollingsworth (R/IN-09)  
Rep. Ruben Kihuen (D/NV-04)  
Rep. Al Lawson (D/FL-05)

Rep. Brian Mast (R/FL-18)  
Rep. Donald McEachin (D/VA-04)  
Rep. Tom O’Halloran (D/AZ-01)  
Rep. Jacky Rosen (D/NV-03)  
Rep. Brad Schneider (D/IL-10)  
Rep. Darren Soto (D/FL-09)  
Rep. Tom Suozzi (D/NY-03)

- **Grassroots and Grasstops Campaigns.** HLC has one of the most comprehensive and consistent regional advocacy programs in the healthcare industry. Thus far in 2017, HLC regional directors have been instrumental in advocating on several key healthcare issues, including Medicare Advantage (MA), Affordable Care Act (ACA) repeal and replace efforts, and Independent Payment Advisory Board (IPAB) repeal.
  - HLC regional directors educated members of Congress and constituents about the need to repeal IPAB, including hosting teletown halls to discuss the issue, as well as encouraging participation in a messaging blitz.

Additionally, they solicited signatories on a group letter urging Congress to repeal IPAB.

- During congressional recesses, HLC regional directors educated members on the importance of keeping MA rates at current levels to ensure the program remains successful. Additionally, HLC regional directors recruited cosigners for several congressional letters in support of MA.
- HLC regional directors recruited cosponsors for H.R. 1565, “the Saving Lives, Saving Costs Act,” and educated congressional offices on other bills such as the “Preventative Health Savings Act” and the “Treat and Reduce Obesity Act.”

[Return to Agenda](#)