



Kansas Hospital
ASSOCIATION

KHA Virtual District Meeting Fall 2022



Today's Agenda

- Networking
- Welcome and Introductions
- Workforce Discussion
- Hospital Strategic Planning
- Financial Outlook and Strategies for the Future
- State and Federal Advocacy
- KHSC and APS Spotlight Services
- KHA Strategic Aim, Budget and Member Updates



WORKFORCE DISCUSSION



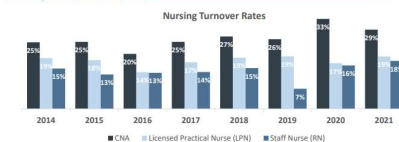
KHA Data Programs

KHA Workforce Survey

- Workforce survey measuring vacancy and turnover rates (2021 data on KHA STAT.org)

Free access to KHA members

Nursing Turnover Rates (2021)



Source: Kansas Hospital Association Annual Workforce Survey, collected January 2022

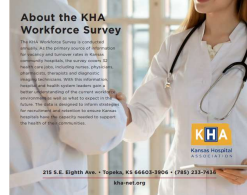
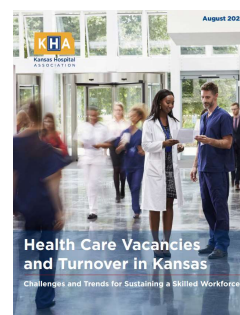
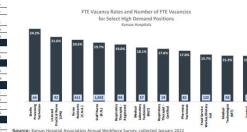
Health Care Vacancy and Turnover Rates (2021)

As displayed in the chart below, hospitals in Kansas continued to experience areas of workforce shortages in 2021. For a full list of top vacancies and turnover by KHA, please visit page 8.

Category	2020	2021	2022	2023	2024	2025
Overall	1,000	1,000	1,000	1,000	1,000	1,000
Emergency Medicine	1,000	1,000	1,000	1,000	1,000	1,000
Intensive Care Unit (ICU)	1,000	1,000	1,000	1,000	1,000	1,000
Medical/Surgical	1,000	1,000	1,000	1,000	1,000	1,000
Neonatal Intensive Care Unit (NICU)	1,000	1,000	1,000	1,000	1,000	1,000
Pediatric Intensive Care Unit (PICU)	1,000	1,000	1,000	1,000	1,000	1,000
Perinatal Center	1,000	1,000	1,000	1,000	1,000	1,000
Transplant Center	1,000	1,000	1,000	1,000	1,000	1,000
Wound Care Center	1,000	1,000	1,000	1,000	1,000	1,000

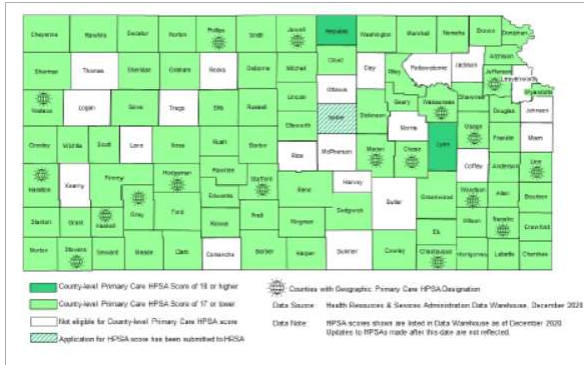
FTE Vacancy for Select High-Demand Positions (2021)

As displayed in the graph below, a variety of positions experienced shortages in 2021.



Kansas Health Care Workforce Shortages

Primary Care Shortages, 2020

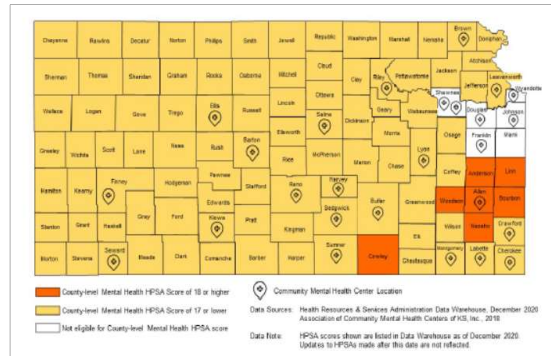


<https://www.kdhe.ks.gov/DocumentCenter/View/1517/2020-Health-Professional-Underserved-Areas-Report-PDF?bidId=>

Source: KDHE Health Professional Underserved Areas Report



Mental Health Shortages, 2020



KHA 2022 Workforce Survey Results

Nursing Vacancy Rates (2021)



Source: Kansas Hospital Association Annual Workforce Survey, collected January 2022

Nursing Turnover Rates (2021)

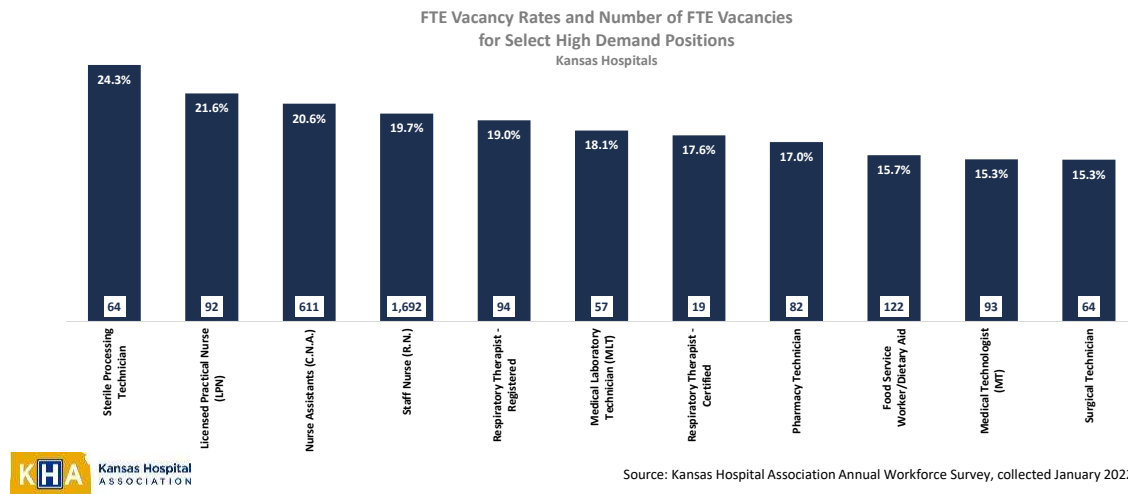


Source: Kansas Hospital Association Annual Workforce Survey, collected January 2022



KHA 2022 Workforce Survey Results

The positions below are in high demand across Kansas



Top Vacancies and Turnovers by Rural vs Urban (2021)

Rural	Vacant FTEs	Vacant Pos.	Emp. Sep.	Turnover
C.N.A.	170	225	510	28.8%
Staff Nurse (R.N.)	310	361	452	17.1%
Housekeeper	68	77	239	33.2%
Food Service Worker/Dietary Aid	74	87	215	30.2%

Urban <i>Includes KCMO Urban Hospitals</i>	Vacant FTEs	Vacant Pos.	Emp. Sep.	Turnover
C.N.A.	811	1,256	1,983	31.0%
Staff Nurse (R.N.)	2,942	3,960	3,399	20.4%
Housekeeper	302	344	738	34.3%
Staff Nurse (R.N.) - Clinic	194	241	333	16.2%

QHi Kansas Workforce Measure Set

Staff Turnover –

- Numerator - Number of employees (excluding temps and PRNs) leaving during the month
- Denominator - Number of employees at the beginning of month (excluding temps and PRNs) Please note: *Understanding this varies by facility, the number may include the entire enterprise (hospital, clinics, long term care, etc.) or hospital only, as it applies.*

Nursing Staff Turnover (RN or LPN)

- Number of Nursing Staff (RN, LPN) separations this month
- Denominator - Total number of Nursing positions at the beginning of the month (RN, LPN)

Nurse Assistants Turnover (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)

- Number of Nursing Assistant separations this month (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)
- Denominator - Total number of Nurse Assistant positions at the beginning of the month (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)

Contract, Agency and Traveling Staffing

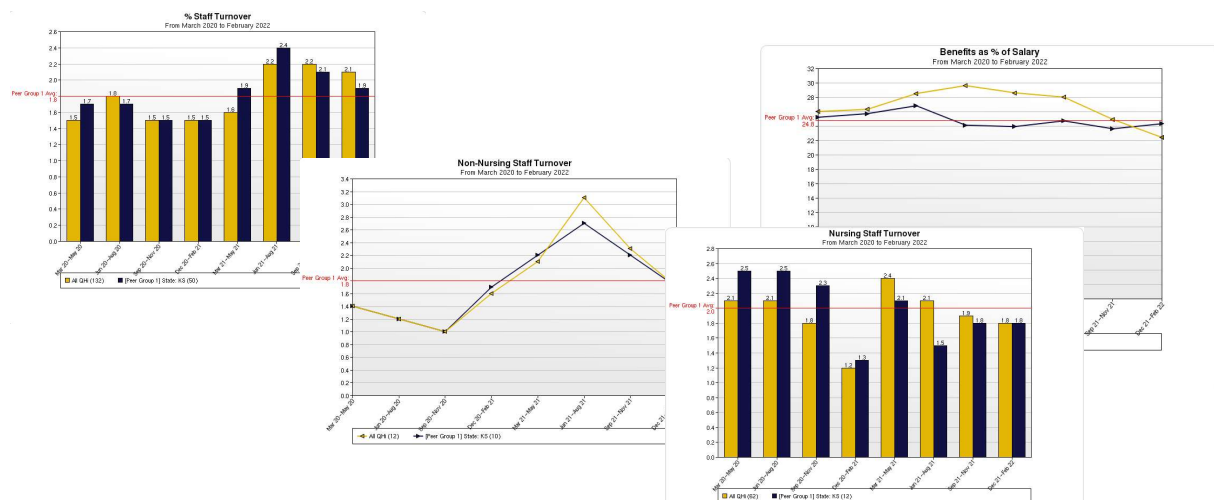
- Numerator - Number of positions (head count) filled with contract/agency/traveling personnel this month
- Denominator - Number of employees at the beginning of month (excluding temps and PRNs)

Has your hospital limited procedures or admissions due to staffing challenges?

Yes or No



Workforce Related Measures in QHi



Workforce Discussion

Organizational Culture



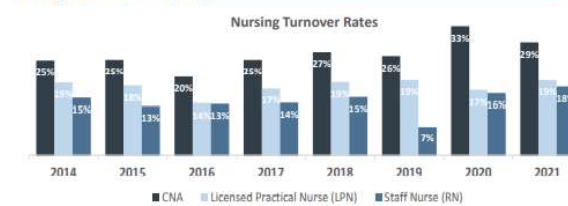
KHA 2022 Workforce Survey Results

- Vacancy and Turnover Rates are High
- Temporary staff rates more than doubled
- Employees are joining The Great Resignation

Nursing Vacancy Rates (2021)



Nursing Turnover Rates (2021)



Workforce: Organizational Culture

Focus on Organizational Culture

- Employees who say their culture is positive are 3.8x more likely to be engaged.
- 87% of engaged employees note a good culture.

Engaged employees are more likely to stay with an organization than to look for new opportunities outside the company.



Workforce: Organizational Culture

Organizational culture: *How* and *Why* things get done in your organization.

Reflects the ...

- ✓ Environment
- ✓ Behaviors
- ✓ Values
- ✓ Office rituals
- ✓ Unwritten rules
- ✓ Language of those working in one workplace



Workforce: Organizational Culture

Culture makes a difference in performance.

"It's hard to speak on the difference between the two teams, but I will speak on what I think makes this team great, and that's our culture. I think Coach Klieman is an incredible leader, and I think we have a special group (of players)."

- Kansas State Quarterback Adrian Martinez after 41-34 upset of #6 Oklahoma



Workforce: Organizational Culture

Not all organizational cultures are created equal ... company behaviors can be unhealthy and unsupportive.

78% of HR leaders state that company culture and engagement are their biggest challenges.

Employees are like customers ... you must be proactive to attract and retain them.



Workforce: Organizational Culture

High-performance cultures are:

- ✓ Positive and proactive
- ✓ They engage employees daily
- ✓ Employees clearly understand what is expected of them
- ✓ Employees feel connected, involved, supported ...

... and are therefore engaged.



Workforce: Organizational Culture

Cultural attributes:

- Top down decision making
- Rigid
- Cold
- Disjointed
- Quantity/Number focused
- Hierarchical
- Micromanaged
- Reactive
- Secretive
- Relationship saving
- Indifferent

VS.

- Participative decision making
- Relaxed
- Caring
- Integrated
- Quality focused
- Flat
- Autonomous
- Proactive
- Honest
- Truth telling
- Curious



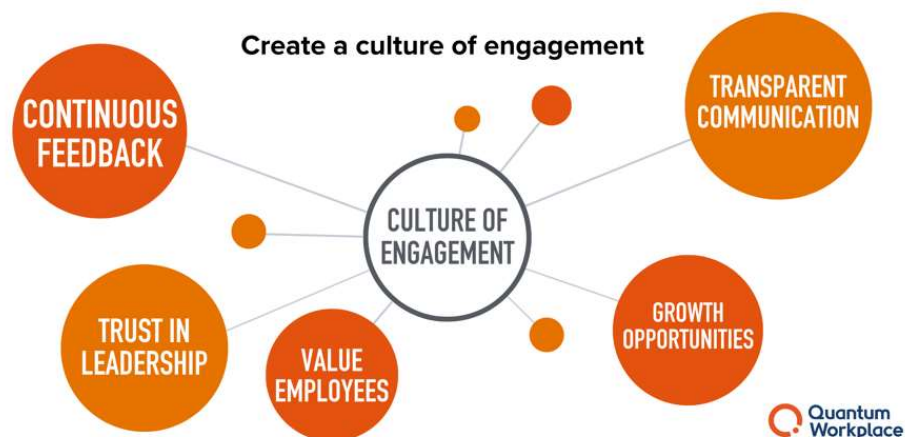
Workforce: Organizational Culture

Tips for establishing a better culture

- Focus on **employee wellness**: physical and mental. Provide employees with the resources to get their jobs done. Find ways to reduce employee stress.
- **Right people at right places** (Hire the right people).
- **Bring positivity** – optimistic attitudes of managers, gratitude, employee recognition.
- Establish a **work-life balance**
 - Overworked employees often make mistakes.
- Provide employees with **growth opportunities**
 - Help them learn new things, grow their skills, seek new opportunities within the hospital
- Offer regular **two-way feedback**
 - Listen to what your team



Workforce: Organizational Culture



Workforce: Organizational Culture

The thing with culture is that you don't always see it — especially after you've been at an organization for a sustained amount of time.

It's most noticeable as a new employee or when patients step into your hospital or clinic for the first time.



Personal Reflection

- When you started at your hospital, how would you have defined the organizational culture?
- What tactics have you employed to maintain a positive culture or improve areas which were more negative?



Workforce: Employee Engagement and Retention

A positive, open culture can create trust and loyalty among employees, giving them passion for their job and a dedication to the company.

Employees who feel comfortable in the culture are more likely to be engaged in their jobs and companies, which can inspire enthusiasm and productivity.

Employee engagement depends on how happy and satisfied they feel about the organization's culture, what the organization stand for, its values and what value that brings to each employee – professionally.



Workforce: Organizational Culture

IN FACT, WHEN EMPLOYEES HAVE HIGH WELL-BEING AND FEEL HIGH LEVELS OF ORGANIZATIONAL SUPPORT, YOU SEE REAL BUSINESS RESULTS:

99%

recommend their company
as a great place to work¹

91%

say they intend to stay²

88%

feel engaged at work³



Workforce: Organizational Culture

Making Your Hospital A Great Place To Work

- | | |
|--|--|
| 1. Competitive Compensation | 8. Professional Development |
| 2. Company Culture | 9. Engagement |
| 3. Sense of Community | 10. Caring |
| 4. Trust in all – managers and employees | 11. Transparency |
| 5. Fairness | 12. Honorable Mission |
| 6. Communication | 13. Confident, Effect and Fair Leaders |
| 7. Innovation | 14. Diversity |



Management and Leadership Training

Three-Part Webinar Series

Getting the Most Out of Interviews

September 30 (recorded)


Basics of Budgeting

October 25

Wages and Hour Mistakes that Employers Make

November 29






Daycare Options:


Strategies for Supporting the Needs of Hospital Employees

October 19, 2022
Noon to 1:30 p.m.

Informational Webinar

HEALTHWORKS
KANSAS HOSPITAL ASSOCIATION

 United Methodist
HealthMinistryFund



HOSPITAL STRATEGIC PLANNING

Hospital Strategic Planning KHA Can Help

- KHA Staff Support
- KHA governWell Resources
- Kansas governWell Consultation



[KansasgovernWell.net](https://kansasgovernwell.net)

username: kansastrustee
password: 1governWell+



KHA Staff Can Support You

- Health Care Focus in Kansas
 - Kansas/Rural Health Care Landscape
 - KHA Strategic Priorities
- State Legislative Activities
- Federal Issues
- Statewide Data
- Health Care Governance and governWell



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[KHA Resources](#)
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Welcome to Kansas governWell™

GOVERNANCE EXCELLENCE

SETTING STRATEGY

TRUSTEE EDUCATION

SUCCESSION PLANNING

QUALITY AND SAFETY

PARTNER IN YOUR FUTURE?

HEALTH EQUITY

TERMS & ABBREVIATIONS

RESILIENCE & LEADERSHIP

BOARD ASSESSMENTS

CEO EVALUATION

LOOKING FOR A TOPIC?

How can we help?

Our governance advisors are available to assist your executive team and board.

[Contact Us](#)

> learnWell

Equip your board to be a knowledge asset.

> taskWell

Empower greater governance effectiveness.

> compareWell

Hospital boards do not become excellent by chance.

> recruitWell

Align board expertise, expertise and diversity with your leadership needs.

> assessWell

Discover your board's "governance gaps" and drive "governance gains."

> affiliateWell

Assess the wisdom of strategic affiliations.

> orientWell

Build a strong foundation for new trustee success.

> retreatWell

Make the most of high-value time spent in retreats.

> measureWell

Measuring your organization's performance is essential to success.

> guideWell

Get advisors that will help prevent problems and manage risk exposure.

> leadWell

Plan ahead for smooth leadership transitions.

Setting Strategic Direction

Thinking and leading strategically are fundamental strengths that every board needs to demonstrate.

The *Strategic Focus* governance topic includes trustee education and governance best practices resources to advance your board's knowledge, skills and capacity for strategic success. Included below are trends impacting health care delivery, educational videos, written board briefings, in-boardroom education programs, and a customizable performance dashboard.

Resources for Board Excellence

BoardBRIEFs

- Board's Role in Strategic Planning
- 2022 and Beyond: Healthcare Challenges and Governing Strategically
- Board Leadership is Essential to COVID-19 Recovery and Success
- Increasing a Board's Strategic Competency – AHA Trustee Insights
- Looking Forward to 2022: Key Issues for Home Care & Hospice Boards
- Rural Health Care in 2022: Accelerating Challenges
- Strategic Execution – The Plan Following the Plan

BoardBrief governWell

Knowledge Resources for Governing Effectiveness

The Board's Role in Strategic Planning

Building and maintaining focused, accountable and visionary trustee leadership is one of the principal challenges for hospitals in today's turbulent health care environment. Hospital boards face difficult choices in a time of burdensome governmental regulation, inadequate reimbursement, increasing competition and shifting community needs. Complexity, financial strain and demands for a greater level of governance accountability require motivated, knowledgeable trustees who understand how to think and lead strategically in today's demanding environment.

A highly effective strategic plan is not simply a set of strategies, plans, budgets and responsibilities. Instead, it's an ever-evolving process of examination of the market, forces for change, and other current information that helps the board to understand changing dynamics, and continually reshape or fine-tune the hospital's strategic direction.

In essence, strategic planning is an organized, systematic approach for understanding and dealing with the hospital's future possibilities and uncertainties. It takes an "outside-in" view of the organization, and what is required to achieve the defined objectives expressed in the mission and vision statements.

In order to be successful, a high-performance strategic plan relies on the viewpoints of a broad range of constituents and stakeholders. The hospital's planners must reach out to people and organizations throughout the community, and engage them in meaningful discussions about their views of the hospital, community health needs, barriers to care, access issues, and more. Typically, this is accomplished through a community health needs assessment, interviews, surveys and focus groups with physicians, employees, business leaders, elected officials, opinion leaders and others whose views are important to understand in shaping strategies for a successful future.

The strategic plan should also help the hospital's leaders determine a meaningful, realistic, challenging and compelling vision of the future. The key for the board is to ensure that the hospital's vision truly means something. Finally, a high-performance strategic planning process ensures a clear understanding of the resources required for strategic success, and the accountabilities of everyone in the organization for performing their part in ensuring strategic success.

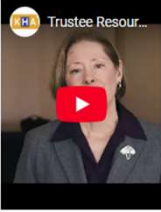
Steps in the Strategic Planning Process

While the process itself can be very detailed and complex, depending upon the hospital's size and market, there are five key steps in a typical strategic planning process:

One Mid America Plaza, Floor 3 Oakbrook Terrace, IL 60181 630-613-7580 [governwell.net](#)


KHA Board Education Videos

Strategic Planning in Uncertain Times




Board Discussion Guide:
Strategic Planning in Uncertain Times

Consumerism in Health Care



Board Discussion Guide:
Consumerism in Health Care

The Board's Role in Strategic Planning



Board Discussion Guide:
The Board's Role in Strategic Planning


Strategic Planning Videos

AHA Trustee Services Videos

GovernWell is pleased to collaborate with AHA Trustee Services to provide these videos. For additional videos and webinars, click here >

ENVIRONMENTAL TRENDS


Navigating the Complexities of Today's Environment



Discussion Questions

TRANSFORMING GOVERNANCE


Board Leadership in a Changing Health Care Environment




Discussion Questions

WORKFORCE

The Board's Role in Strategic Workforce Development



Discussion Questions



Kansas Hospital Association

In-Boardroom Virtual Trustee Education

*Each course is presented in either **Board Dialogue** format (10-minute subject matter expert presentation and 20-minute facilitated dialogue) or **traditional format** (30-minute subject matter expert presentation followed by 15 minutes of Q&A). Contact us to learn more and schedule a virtual educational session for your board. [Meet The Presenters >](#)*

The Board's Role in Strategic Planning – Presenters: Todd Linden; Barbara Lorschbach

2022 Key Issues and Trends and the Implications for Boards – Presenter: Ann Scott Blouin; Todd Linden

Rural Health Care in 2022: Accelerating Challenges – Presenter: Ann Scott Blouin; Todd Linden

Community Collaboration and Impact – Presenter: Barbara Lorschbach


Cybersecurity: What Trustees Need to Know – Presenter: Ann Scott Blouin

Eliminating Health Care Disparities: Ensuring the Best Care for All – Presenters: Barbara Lorschbach; Mary Sheahen; Cynthia Washington


Looking Forward to 2022: Key Issues for Home Care & Hospice Boards – Presenter: Ann Scott Blouin

Strategic Planning in Turbulent Times – Presenter: Larry Walker; Barbara Lorschbach


Strategy Sounding Board – Presenter(s): All governWell Advisors




Ann Scott Blouin, RN, PhD,
FACHE
President & Founder
PSQ Advisory




Todd Linden, MA, FACHE
President
Linden Consulting




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Mary Rooney Sheahen, RN, MS,
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Executive Coaching and




Debra Stock
President
Debra Stock & Associates




Larry Walker
Senior Advisor
governWell™



Cynthia Washington
Vice President & Senior
Diversity Health Care Strategist



Barbara Lorschbach, FACHE
President
governWell™



Kansas Hospital Association

Governance Best Practices and Customizable Resources

Customizable Strategic Performance Dashboard

RetreatWell Module: Prepare For and Ensure a Successful Board Retreat

Strategic Planning Committee Charter

Governance Dashboard


Legend:

- Green: meets or exceeds goal
- Yellow: falls below goal, but not by more than 10%
- Red: More than 10% below goal


Performance Indicators:

- Green: Little change in overall direction or trend
- Yellow: Moving in a positive direction
- Red: Moving in a negative direction


Featured Insights



Board Leadership is Essential to COVID-19 Recovery and Success




The Board's Role in Strategic Planning



Challenges Facing Rural Communities – AHA Rural Report

Category	Measure	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Target	Trend
Finance	Operating Margin						
	Days of Cash on Hand						
	Days in A/R						
	Self-Pay Receivable as a % of A/R						
	Debt Service Coverage						
	Cash to Debt Ratio						
	Care Mix Index						
	Hospital Bond Rating						
	Project Debt						
	Capital Exp. as a % of Annual Depreciation						
	Labor Costs as a % of Operating Pkts						
	Supplies as a % of Operating Pkts						
Payment Structure	Charity Care as a % of Net Rev.						
	Community Benefits as a % of Net Rev.						
	Money Accrued Through MSP						
	% of Self-Pay/Uninsured Payments						
	% of Medicaid Payments						
Operations and Patient Care	% of Commercial Payments						
	% of Payment At-Risk						
	% of Occupied Beds						
	Average Daily Census						
	Average Length of Stay						
	Emergency Room Visits						
	Outpatient Visits						
	Outpatient Surgeries						
	Endoscopies						
	Radiology Visits						
	Laboratory Visits						
	Other Outpatient Measure						
Patient Satisfaction	Other Outpatient Measure						
	# of ACO or Managed Care Covered Lives						
	Star Rating - Hospital Compare (HCAHPS)						
	Star Rating - Google Reviews						
	Star Rating - Yelp Reviews						
	Inpatient HCAHPS - Composite Score						
	Inpatient HCAHPS - Rated 9 or 10						
	Internal Patient Satisfaction Survey Result						
	Other Internal Measure						
	Other Internal Measure						

FINANCIAL OUTLOOK AND STRATEGIES FOR THE FUTURE



Kansas Hospital Association

The Current State of Hospital Finances

- Margins remain depressed relative to pre-pandemic levels.
- More than half of hospitals are projected to have negative margins through 2022.
- Expenses are significantly elevated from pre-pandemic levels.
 - Labor Expense Increases in 2022 are driven primarily by Employed Staff.
 - Non-Labor expenses continue to rise, primarily driven by supplies and purchased services.
- Future Federal Support is uncertain.



KaufmanHall September 2022 Flash Report

Massive Growth in Expenses & Rising Inflation Fuel Financial Challenges for America's Hospitals & Health Systems

Hospitals seeing 'enormous losses', margins mired in red for 7th straight month

Moody's: Hospital financial outlook worse as COVID-19 relief funds start to dwindle

Hospital executives who expected rebound from COVID this year say they're stunned by financial losses instead

Hospitals sending 'distress flare' after billions in projected 2022 losses

Hospitals estimate bleak financial outlook for 2022

July's hospital margins were among the worst of the pandemic,

Financial Losses, Challenges Persist for Hospitals, Health Systems

Rural hospitals again face financial jeopardy

Outlook for nonprofit hospitals is 'deteriorating,' Fitch says



Aggressive Payer Trends

- Denying coverage for patients' critical care.
- High rates of denials and prior authorization delays negatively affect patient care.
- Overly restrictive and non-transparent medical necessity criteria.
- Network Adequacy.
- Lack of oversight and enforcement.



2022 Environmental Scan

- Workforce: hiring was strong in the first half of 2022.
- Co-existing with COVID-19.
- Regulatory and legislative changes.
- Use of data and technology.
- Look at payer market trends.
- Supply chain shortage.
- Behavioral health.
- Affordability – consumer expenses and prescription drugs.



Rural Health Environmental Scan

Pandemic Effects on Rural Americans:

- 46% of rural households using telehealth.
- 24% were unable to get medical care for a serious problem when they needed it.
- 36% of white rural households facing serious financial problems.
- 85% of black or Latino rural households facing serious financial problems.
- 28% of rural Americans live in a county without a Rural Health Clinic.
- 6 out of 10 primary care Health Professional Shortage areas are located in rural areas.
- As of September 2021, 138 hospitals have closed since 2010.



Noteworthy Financial Outlook Results and Strategies

- The need for contract labor diminishes.
- Deferred care seems less prevalent.
- Technological adjustments become a strategic focus.
- Capital spending gets a closer look.
- Contract negotiation revamp.
- Health system's are confronting cost problems.
- Delivering cost of care services.



Payer Contracting

Questions to Ask Before Contracting

- Do I need this contract? Why or Why Not?
- How will this contract impact my other contracts?
- Will this contract create additional administrative burden?
- How has this payer been to work with in the past?
- Does the patient benefit by lower cost share?
- What are the short-term/long-term benefits?

Contract Negotiation Checklist – Clarify OPERATIONAL issues thru an Addendum to the contract

- Timeline for submission of clinicals – week, days, weekends, observation conversion to inpatient
- Clinical guidelines the payer is using to make inpatient decisions and reason for not approving inpatient decision
- Timelines for reply of request – weekends same as weekdays 4-8 maximum
- Once inpatient has been approved, no additional record requests unless patient is a candidate to move to post-acute (qualifying stay)
- Granting of access to the provider's electronic medical records
- DRG hot spots – sepsis criteria, for example
- Peer-to-Peer process – state that ANY provider may discuss the account on the patient's behalf
- No minimum LOS to be an inpatient – request two midnight rule
- Identify timeline for penalties
- Re-admissions denials – outline exactly what is a 'related' case within 30 days.



AR Systems, Inc
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STATE AND FEDERAL ADVOCACY UPDATES FROM KHA

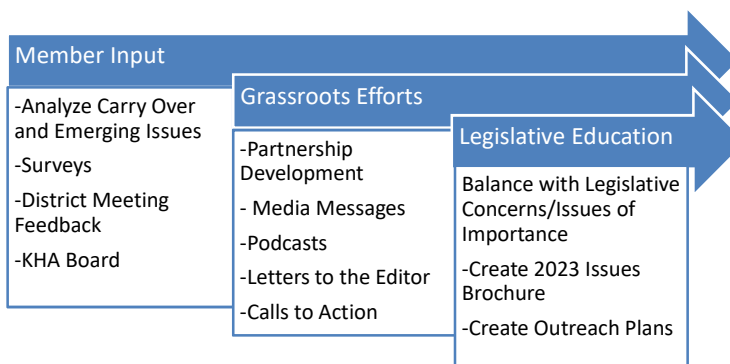




State and Federal Advocacy



Process for 2023 Priority Issues



- Objectives must align with member needs and leave room for emerging issues
- Guides how KHA staff prioritize time and political capital



TOP ISSUES IDENTIFIED BY CFO'S

- Salary/Staffing/Supply Costs
- 340 B
- Medical Necessity Denials/Prior Authorizations
- Reimbursement Issues
- Provider Assessment/HCAIP
- Medicare Advantage Plans
- Medicare Sequestration
- Surprise Billing



TOP ISSUES IDENTIFIED BY NURSING LEADERS

- Staffing/Recruitment and Retention
- Survey Readiness/Regulatory and Administrative Burdens
- Behavioral Health Patient Needs
- Medical Errors/Risk Liability
- EMS and Patient Transfers
- Protecting our Healthcare Workers
- Travel Agencies
- Supply Issues

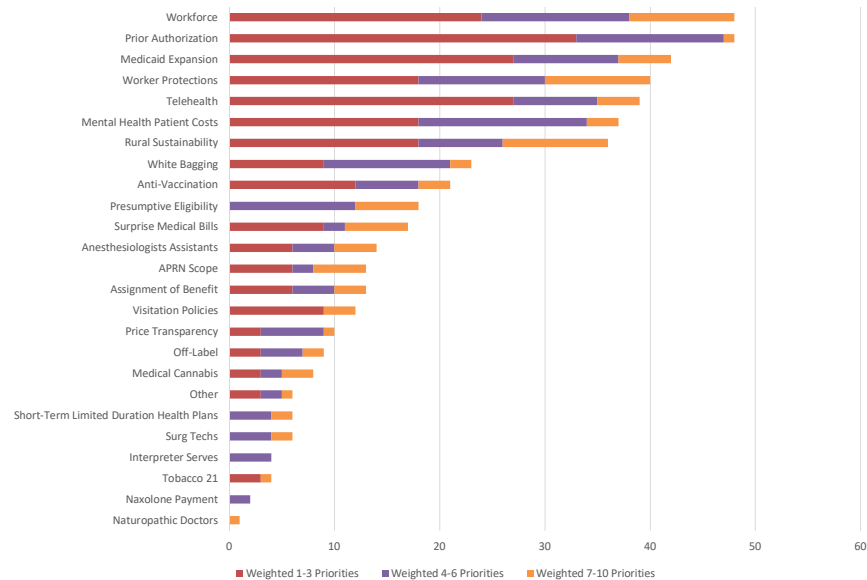


WHERE LEGISLATORS SPENT POLITICAL CAPITAL IN CY 2022

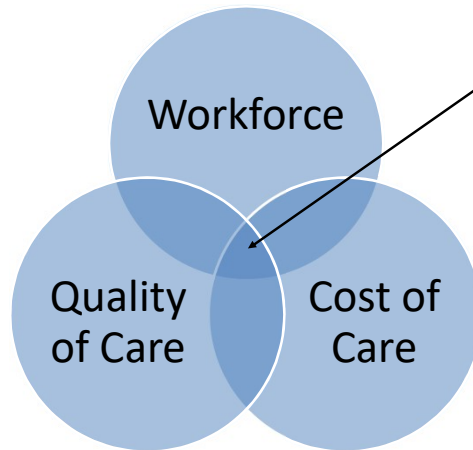
- Workforce
- Budget-Taxes
- Vaccinations
- Off-Label Prescribing
- Visitation Policy/Masking
- APRN Scope of Practice
- MCO Contracting
- Medical Marijuana



2023 State Issues Survey



What Issues Are Driving the Conversation?



- Prior Authorization
- Medicaid Expansion
- Worker Protections
- Telehealth
- Rural Sustainability
- White Bagging

A Deeper Dive - Workforce

Workforce

- Must identify new areas where we can work with policymakers
- Major Areas; Streamlining Healthcare Service, Maximizing Resources, Promoting the Pipeline, Retaining the Talent

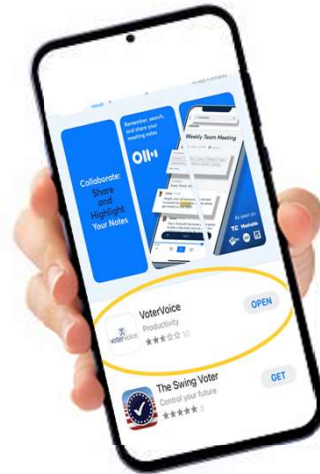
Streamlining	Maximizing Resources	Promoting the Pipeline	Retaining the Talent
<ul style="list-style-type: none"> • Credentialing /Licensing Process Reforms • Prior Authorization Reform 	<ul style="list-style-type: none"> • Medicaid Reform • Telehealth Protections • Protect critically needed programs such as 340B • Mental Health Reimbursement Program 	<ul style="list-style-type: none"> • Offer loan repayment and scholarships at higher levels • Invest in educators at community and technical colleges • State investments in HOSA 	<ul style="list-style-type: none"> • Fund licensing renewal • Invest in educators at community and technical colleges • Childcare • Housing • Protect frontline workers • Agency Fairness

KHA Advocacy Tool

On your Computer By Visiting:
www.KHAGrassroots.org



On your mobile:
 Voter Voice App accessed through the App Store



Where do you fit?

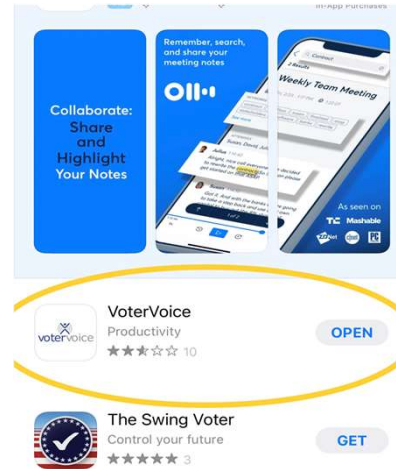


Stay Up to Date on
 the Latest by
 Downloading Voter
 Voice on your
 Mobile Device
 Today!



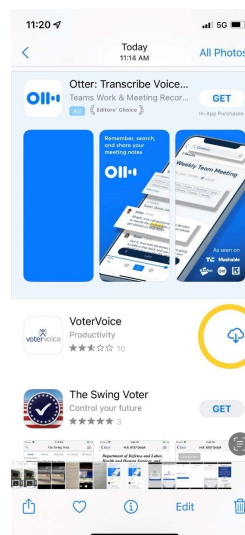
Find in the App Store

- Visit the App Store and Look for



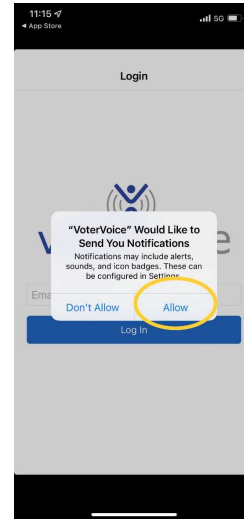
Download Free App

- There will be no charge for the Voter Voice Application



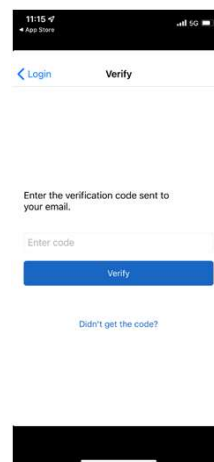
Notifications

- Allow Notifications if you want to be notified when a new outreach effort occurs.



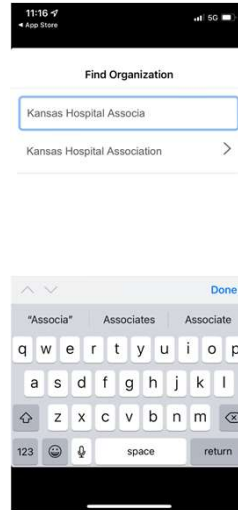
Enter E-mail & Authentication

- Once you enter your e-mail you will be required to authenticate your app access.



Find Organization

- Please note search should be: Kansas Hospital Association, not KHA.



Create Profile

- This information will be used to connect you with policymakers by geography and areas of interest.

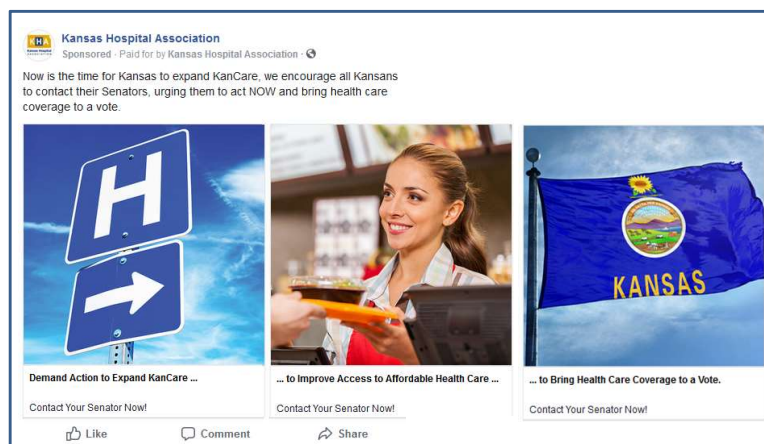


Start Advocating

- The app will show all active campaigns.
- It will automatically send to your legislators based on address.
- You can personalize your messages.



Like, Comment and Share on Social



Advocacy Contacts



Tara Mays
Vice-President State Legislative Relations
tmays@kha-net.org
(785) 969-9270 (cell)
(785) 276-3124 (office)



Audrey Dunkel
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(785) 276-3116 (office)



Chad Austin
President and CEO
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(785) 213-0904 (cell)
(785) 276-3127 (office)



KHSC AND APS SPOTLIGHT SERVICES





Health Insurance and Employee Benefits Survey



NEW ENDORSED SERVICE



Language Translation....*to the next level*

- Video Remote Interpretation (VRI) through medically-trained interpreters
- Access on any computer or smart device
- Connect to 240+ languages in about 20 seconds
- *Pay at needed...no monthly commitment fee*

➤ <https://web.voyceglobal.com/>

➤ Andrew Royce - (954) 860-9159; Andrew.Royce@voyceglobal.com



Upcoming 340b webinar

"Manufacturer Mandates and 340B ESP"

Thursday, November 10, 2022 – 1pm CT

How has your 340b plan weathered the recent changes from pharmaceutical manufacturers? Consider reaching out to SUNRx for no-obligation review

➤ Bubba Bartlett, SUNRx - (619) 890-9462; bbartlett@sunrx.com





Workers' Compensation Insurance Pool

- Renewals coming in November; good time to consider joining the group
- Dividend checks in the mail - \$422k
- Safety and Loss Control Seminar
 - October 20 and 21, Wichita



Endorsed
Programs

Revenue Enhancement – Chronic Care Management Program

Turnkey approach for hospitals and clinics to implement a Medicare Chronic Care Management program. ChartSpan provides the services and EHR documentation – splits revenue with health care facility.

- Increase revenue
- Reduce readmissions
- No upfront fees

➤ Chris Miller - (816) 588-4650
cmiller@strategichealthcareadvisors.com





Endorsed Programs

Revenue cycle solutions including CMS Price Transparency mandate reporting services and PAMA lab reporting

- *Can help meet requirements of Physician Offices/Rural Health Clinics related to No Surprise Act*

✓ Preferred Pricing for Kansas Hospitals

- Sandra LaPlace (800) 999-3332 Ext. 225
slaplace@para-hcfs.com



Endorsed Programs

Equipment Service Contracts

- Guaranteed 15% cost reduction on eligible equipment
- May use current equipment maintenance staff
- Extend life of older assets
- Adam Pabst - (480) 254-3460
adam.pabst@theremigroup.com
<http://www.theremigroup.com>
- ❖ Email contracts to kha@theremigroup.com





Endorsed
Programs

ClearView EHR Data Migration/Integration

- Consolidate legacy systems into single repository
- Role-based views and controls
- Reliable infrastructure with on-premises or Cloud offerings
- ✓ Reduce costs of maintaining legacy data after conversion

➤ Contact Pat Regan (629) 800-5852
pregan@trinisisys.com



KHSC Staff:

- Steve Poage, CEO - spoage@kha-net.org
- Ronni Anderson, WC Fund Administrator - kanderson@khsc.org
- Chris Saiya, Safety Program Manager - csaiya@khsc.org

Contact us at (785) 233-7436

Visit our website: www.khsc.org





Natural Gas and Energy



Monitor your Natural Gas Agreement. With the new events in Europe Natural gas prices are rising.

More natural gas will be liquefied and shipped to Europe. Price is \$35 and above per MMBTU.

Cost of natural gas – September 2021 - \$5.3034 per unit

Cost of natural gas – September 2022 - \$10.2793 per unit (93.82% increase)

September 2022

Cost of Natural Gas - \$10.2793 per unit
 Cost of Price Hedges - \$1.6844 per unit
 Ad Valorem Taxes - \$0.1090 per unit
 Weather normalization - \$0.1890 per unit
 Total delivered price - \$12.2617 per unit

Historical Recent Pricing

October 1, 2022 –	\$5.41 per MMBtu
September 1, 2022 -	\$8.40 per MMBtu
August 1, 2022 -	\$8.08 per MMBtu
July 1, 2022 -	\$6.20 per MMBtu
June 1, 2022	\$8.50 per MMBtu

Electric Rates continues to be a issue with EVERGY and Renewal Companies.

- APS is a Member of the Kansas Industrial Consumers to maintain a competitive electric rate in Kansas
- Transmission Costs continue to rise due to Wind and Solar projects.
- If you are on a Municipality or REC this also impacts your organization.
- NEW Transmission line will increase our costs to move Green Energy to other power grids
- KIC is monitoring all increases like the annual fuel charge true up and new costs This could cause an increase of as much as 21 % in western Kansas
- Kansas is a leader in Renewal power but the renewals is not benefiting Kansans to the level it should.

Diversity Suppliers



Interior Landscape (WOSB and WBE)

- Interior Landscapes is the long-term partner you need to simplify and streamline your interior furnishing projects for multiple clinical and office settings. Site-specific furniture solutions are available for patient rooms; lobbies and waiting areas; clinical areas, including exam rooms; physical therapy and hospice; non-clinical offices, including medical records and billing; pharmacy; and cafeterias.
- All projects include Design Services

Dobies Health Marketing (WOSB and WBE)

- At Dobies Health Marketing, we formed dhstudio+ to help your rural health organization in building awareness,
- deepening connections between your brand and the local community, shaping new programs, and forming community
- partnerships to sustain your presence in local healthcare.

Snacks On Racks (WOSB and WBE)

- Snack program for Physician Lounges, Auxiliary Gift Shops, Promotion and Special events.
- Gourmet Snack Packs can be Gluten-Free, Sugar-Free All Natural, Certified Organic, Vegan, Kosher, Halal

Jim-Dar (Minority Owned and WBE)

- Staph Chek® Pillows to the healthcare industry.
- Custom Pillows and Comforters
- Custom Products

Integrated Psychiatric Consultants





Flexible


20 year old Overland Park Based company

Full range of behavioral health solutions

Single contract

 IPC is responsible for all administrative functions, including assisting the physician with credentialing for a faster onboarding process, managing payroll, ensuring timely and accurate documentation, and maintaining a high retention rate of providers. At the same time, facilities have the opportunity to be involved with the provider onboarding to help ensure a good fit.

 IPC's board-certified psychiatrists, psychiatric nurse practitioners, physician assistants and licensed therapists seamlessly integrate with your organization to provide care for general adult, child, adolescent and geriatric populations. They can also treat substance use disorders.

 Contracts typically run from one-to-three years. Specific roles that can be fulfilled include consultation-liaison, leadership, full-time, part-time, year-round on-call coverage and more. Services are provided to hospitals, clinics and psychiatric facilities on an inpatient or outpatient basis and reimbursed by Medicare, Medicaid and commercial payers.





Automated FAP App Review and Processing

Financial assistance made easy

Reallocate/reduce non-revenue generating workforce while offering a more accessible FAP application experience to your patients.

- ✔ Save patients and hospital staff time with a simplified financial assistance application
- ✔ No more reviewing pay stubs, bank statements and tax returns
- ✔ Remove patients who cannot pay from your billing workflows
- ✔ Increase charity care numbers to show community benefit
- ✔ Increase revenue by offering partial discounts to patients who need them

Our Solution

- ✔ Eliminates labor dedicated to FAP
- ✔ Maintains the integrity of your FAP
- ✔ Eliminates mountains of paperwork to manage/review
- ✔ Leverages tax return and FPL score data to ensure only charity-eligible patients receive discounts

We're here to help

We provide automated application processing services that save you time and money. Additionally, we can perform an assessment of your current financial assistance policy and requirements to ensure the policy is up-to-date, fits the needs of your community, and the application is streamlined and easy to complete for patients.

nmclaughlin@breezhealth.com
breezhealth.com

breez is an affiliate of Goodroot – Reinventing healthcare, one system at a time. | Learn more at goodrootinc.com







 **Long-Term Nurse Staffing Solutions**

- Including Allied Health

 **Temp-to-Permanent Employment**

 **Comparable Pay**

- Fit in local salary system

 **Global Recruiting**

 **Canadian TN Visa Access**

- Greenstaff candidates are recruited from around the world, including the United Kingdom, South Africa, the Philippines, Nigeria and Nepal. Many, however, come from Canada, where they may have previously immigrated from other countries. Because of the North American Free Trade Agreement and the nurses' ability to come to the U.S. on the TN visa, candidates from Canada often can start work in three-to-five months. That compares to eight-to-12 months for nurses from overseas. To help ensure success, Greenstaff recommends that hospitals provide new contract nurses with eight-to-10 weeks of orientation overseen by a consistent preceptor.

 **F1 Students**



Cybersecurity Solution Offers Affordable Network Monitoring and Detection

Critical Insight is the first trusted provider named by the AHA and the only Managed Detection and Response provider.

- 📁 Managed Detection and Response provider.
- 📁 Managed Detection Response Services (MDR):
 - Bolster cybersecurity, MDR creates a powerful, last line of defense inside your facility's network
- 📁 Rapid Threat Identification:
 - Catch intruders in minutes – not months
 - Meets compliance requirements, HIPAA Security and Privacy Rule, and PCI-DSS.
- 📁 Cost-Effective Approach:
 - Critical Insight MDR integrates seamlessly and remotely with your existing infrastructure.
 - Annual costs typically are less than one FTE
 - Consulting services focused on broad cybersecurity issues, training, data protection, compliance, vendor and service provider contract review.



CorroHealth



End-to-End Revenue Cycle Services Available at Discounted Rates

- 📁 Revenue Cycle Management:
 - Guaranteed Savings of 25%
 - Transparent services with Key Performance Indicators
 - Interim, Recovery, Clean up of AR , Coding review and On and Off Shore
 - 📁 [CorroHealth Academy](https://academy.corrohealth.com/) – CorroHealth provides an invitation only Lunch and Learn webinar for coders. <https://academy.corrohealth.com/> (It is FREE)
 - 📁 ICD-10 CM Diagnosis Coding Refresher October 26th
 - 📁 CPT 2023 Updates – November 23rd
 - 📁 HCC/Risk Adjustment – December 28th
- CorroHealth is a trusted vetted APS partner Offering a free assessment of 2022 E/M coding

APS is here to Serve you!



Share—Solve—Save

Contact:

Kathi Branyon, Vice President, Client Services
Traci Parsons, Director, Regional Services
Bruce Frerking, Senior Director, Client Services
Barb Bogart, Senior Director, Client Services
Dennis George, CEO
Call us at 888-941-2771

Or visit us at:

www.apskc.org
www.apstaffing.org
www.vizientinc.com



Kansas Hospital
ASSOCIATION

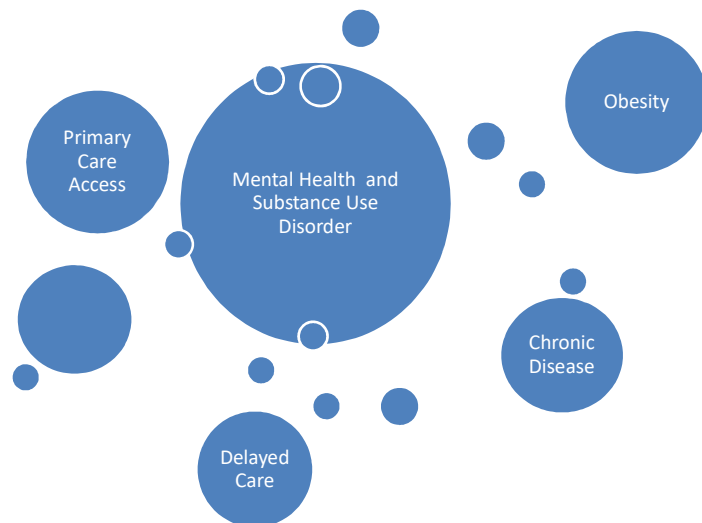
KHA STRATEGIC AIM, BUDGET AND MEMBER UPDATES

Strategic Aim Update

Improve Kansas' statewide health ranking, with a focus on preventive health services.



Community Health Priorities KHA Spring District Meeting Feedback



KHA Board Retreat Recommendations - Strategic Aim Priorities



Strategic Priority 1 – Preventive Screenings



Strategic Priority 2 – Behavioral Health and Suicide Prevention



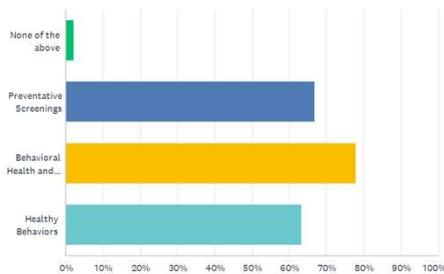
Strategic Priority 3 - Healthy Behaviors



KHA Member Survey – Strategic Aim

Q1 Which priority/priorities, identified by the KHA Board, align with your current hospital/health system efforts or you Community Health Needs Assessment/Community Health Improvement Plan? Select all that apply.

Answered: 90 Skipped: 0



ANSWER CHOICES	RESPONSES
None of the above	2.22% 2
Preventative Screenings	66.67% 60
Behavioral Health and Suicide Prevention	77.78% 70
Healthy Behaviors	63.33% 57
Total Respondents: 90	



Optimal Health Committee Guidance on Strategic Aim Priorities to Kick Start in 2022



Education

Health Rankings and how to best utilize
Kansas Health Matters



Best Practices

Community health needs assessments
Community health improvement plans



Tools

Employee wellness
Community health improvement activities



Powering Population Health with Data

Kansas ZIP Code Health Rankings

KHA
Kansas Hospital Association

Population health is defined as strategies that link clinical and non-clinical approaches (such as housing or access to food) to improve the health of a group of individuals, including the distribution of such outcomes within the group. These groups can be geographically defined (e.g., ZIP code or city), or they may share some characteristics such as age or income level.

SEPTEMBER 2022 • Miles Away, Worlds Apart:
Assessing Community Health Needs with Kansas ZIP Health Rankings

Executive Summary

The places where we live, work, learn and play affect our health. Communities throughout Kansas often are separated by a distance of a few miles, but they are worlds apart in terms of upstream health factors like tobacco use that result in downstream health outcomes including poor quality of life and premature mortality (Figure 1). The more that is known about these places, the better hospitals, clinicians and community-based partners can identify and address the influence of social factors on health. Assessing hundreds of community health and social factors at the ZIP code level within counties across Kansas is a powerful strategy for optimizing the allocation of scarce resources intended to maximize the effectiveness of community health improvement efforts. In addition to the ZIP code data in this report, community health-related statistical data, local resources and additional information to understand the health of your community can be found at kansashealthmatters.org.

Powering Population Health with Data

Population health improvement requires communitywide partnerships to address social, economic, environmental, clinical and behavioral factors that affect health and impact health outcomes. In their annual report, America's Health Rankings new publishes statewide performance on each of five categories rather than just one overall score. In 1991, Kansas was ranked the eighth healthiest state. In 2020, Kansas ranked between 24th and 30th in the five categories: social and economic factors, physical environment, clinical care, behaviors and health outcomes. As a state, our strengths include environmental and social factors such as air quality and lower childhood poverty; however, our limitations include constrained access to health care providers and high rates of physical inactivity and obesity. Understanding how these strengths and limitations affect Kansas communities differently is a critical step toward improving population health.

DATA AND ANALYTICS PROVIDED BY **HIDI**

KansasHealthMatters

DATA TOOLS PROMISING PRACTICES RESOURCES INITIATIVES

NEW FEATURES
SOCIO NEEDS INDEXSM SUITE

The SocioNeeds IndexSM Suite provides analytics around social determinants of health to advance equitable outcomes.

Food Insecurity Index
Health Equity Index
Mental Health Index

HEALTH INDICATORS

A health indicator is a measure designed to summarize information about a given priority topic in population health or health system performance. Health indicators provide comparable and actionable information across different geographic, organizational or administrative boundaries and/or can track progress over time.

We provide over 150 indicators, along with comparisons, trends and related data.

View [all available indicators](#).

TOPIC AREAS

Explore data within one of our topic areas:

- Health
- Economy
- Education
- Environment
- Government & Politics
- Public Safety
- Social Environment
- Transportation
- All Topics

FEATURED RESOURCES

We've drawn together a diverse collection of professional resources for researchers, policy-makers, advocates, and other engaged citizens.

- **Promising Practices** - A database of documented approaches to improving community health and quality of life.
- **Funding Opportunities** - Regularly updated opportunities are automatically removed when they expire.
- **Location Report Builder** - An easy way to tell the story of your community in a beautiful and simple report.



Strategic Priorities

- 1. Improve Inequities in Health & Health Outcomes:** Promote the health and well-being of all Kansans by addressing inequities in health through policy, system, and environmental interventions at the state and local levels.
- 2. Improve Access to Care:** Develop seamless collaborative systems that remove barriers to access and support the delivery of coordinated person-centered care.
- 3. Facilitate Healthy Behaviors/Improve Health Literacy:** Ensure all Kansans have access to accurate and usable health information that is culturally appropriate, easily understandable and empowers communities to remove barriers and support the foundations of a quality of life.
- 4. Improve Public Health Funding & Capacity:** Strengthen/expand the capacity and capability of public health system and its collaborative partners to improve the health and well-being of all Kansans through expanded funding and support.



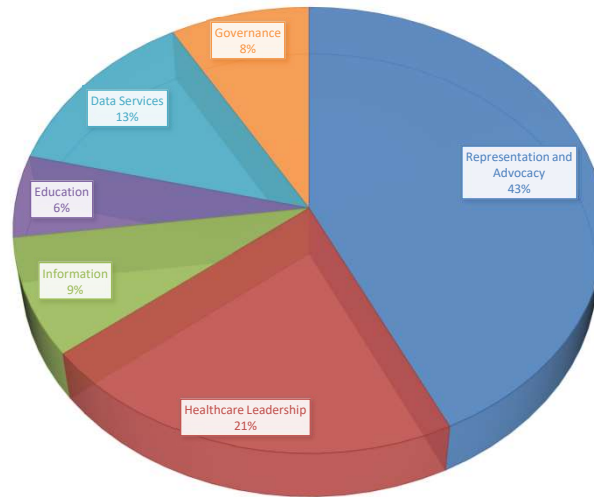
KHA BUDGET 2023

KANSAS HOSPITAL ASSOCIATION					
	2023 Proposed Budget				
	Income	Expense	Net Costs	Overhead	Net Budget
Representation and Advocacy	\$ 4,800	\$ 1,532,660	\$ 1,527,860	\$ 207,047	\$ 1,734,907
Networking/Collaboration	\$ 86,000	\$ 867,400	\$ 781,400	\$ 89,824	\$ 871,224
Communications/Information	\$ 66,450	\$ 328,500	\$ 262,050	\$ 83,929	\$ 345,979
Education	\$ 680,365	\$ 827,475	\$ 147,110	\$ 94,333	\$ 241,443
Data Services	\$ 112,000	\$ 591,537	\$ 479,537	\$ 36,762	\$ 516,299
Governance	\$ 15,500	\$ 319,900	\$ 304,400	\$ 35,375	\$ 339,775
GRAND TOTAL	\$ 965,115	\$ 4,467,472	\$ 3,502,357	\$ 547,270	\$ 4,049,627
Dues					\$ 4,044,627
Operating Income/(Loss)					\$ (5,000)
Interest/Investment Income					\$ 5,000
Reserves - Addition/(Usage)					\$ -



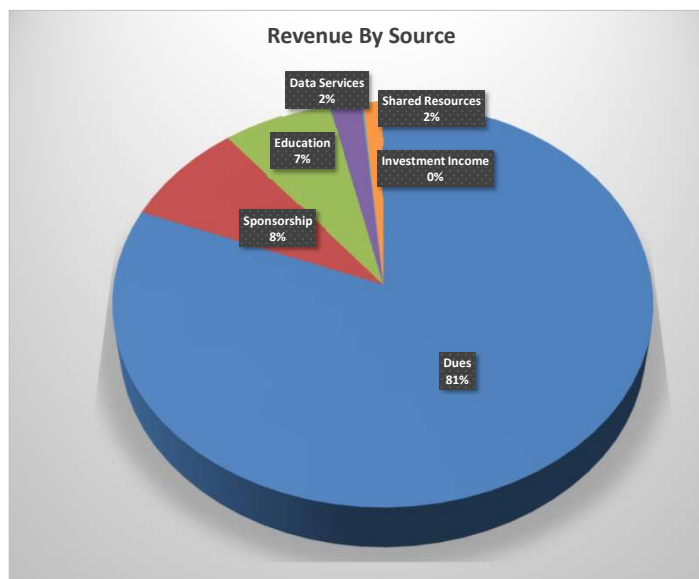
KHA BUDGET 2023

EXPENSES BY FUNCTION



KHA BUDGET 2023

Revenue By Source



KHA Policy Groups

- Guide our policy positions and activities.
- CEO to coordinates reply for the hospital.
- One-year term.
- Travel expenses reimbursed.
- Call for volunteers coming soon.



Political Action Committee

Making A Difference



KHA-PAC 2022 Campaign Summary



KHA-PAC contributions	\$63,819
Hospitals at goal	60
Hospitals participating	73
Individual contributions	361
Contributions to AHA-PAC	\$17,039

2022 Campaign Goals

KHA-PAC contributions	\$80,000
Hospitals participating	123 - 100%



Get out the Vote Campaign We CARE We VOTE

The campaign encourages 100,000 Kansas hospital employees to vote in the 2022 election to show elected officials and candidates that we care—for our patients, our communities, and our local and state economies.

Customizable Toolkit: www.WeCareWeVote.org

Register to Vote: www.VoteKS.org

Hospital employees are in a powerful position to make a difference, both with their votes, and with their voices as advocates for better health.



Customizable Toolkit and New Resources



We CARE We VOTE - Communication Plan and Checklist

Imagine what 100,000+ Kansas hospital employees can do when they commit to a cause! With the next election season upon us, it is time for hospital employees to rally together to show that We CARE and We VOTE – and ultimately to elect leaders who want to protect the health of Kansas communities.

We CARE We VOTE is an inspirational campaign designed to raise overall awareness and support for elected state and national officials who will work to ensure a healthy future for Kansas. We urge you to activate the campaign at your hospital by using this plan, checklist and materials from the advocacy toolkit to encourage participation from your team.

Campaign Materials

To promote the election and campaign ahead of the 2022 Kansas Primary Election on August 2 and the General Election on November 8, we have enclosed an advocacy toolkit for use at your hospital. A customizable version is available at kha.net.org/advocacy/wecarewote. The toolkit includes:

Getting Started

- ☐ A pledge and order form to ensure that your hospital has the resources you need
- ☐ A communication plan and checklist to roll out the campaign at your hospital
- ☐ A campaign timeline for the 2022 Primary and General Elections
- ☐ Guidelines for nonpartisan conversations with patients and the general public (including guidance on what a 501(c)(3) can and cannot do)

Public Relations

- ☐ Sample social media posts and graphics to easily use and share
- ☐ Sample media release on We CARE We VOTE campaign
- ☐ Posters/flyers to display in elevators, staff breakrooms or around the hospital
- ☐ Video from the Secretary of State on registering to vote
- ☐ Voter registration forms

Resources for Staff Engagement

- ☐ Template CEO communication, to send to employees to inspire involvement
- ☐ We CARE We VOTE pins and cards to pass out to employees
- ☐ Article for your hospital internal newsletter on voting options
- ☐ A short, inspirational video to share with employees (and the public on social media)
- ☐ A PowerPoint presentation on the We CARE We VOTE campaign
- ☐ Questions for employees to ask candidates on health care in Kansas
- ☐ Handout for employees to give candidates about Kansas hospitals and advocacy issues

That's the power of more than 100,000 hospital employees across the state who believe in building a healthier Kansas.

The Kansas Hospital Association is proud to support the We CARE We VOTE campaign.





Gubernatorial Candidate Side-by-Side

1

The Kansas Hospital Association encourages Kansans to VOTE on Nov. 6 for the candidates who representing their concerns and interests best – especially when it comes to your health and the economic strength of Kansas. KHA surveyed the leading gubernatorial candidates about their health care platform. A quick snapshot of their responses is shown below, with their complete answers following.

	LAURA KELLY (D)	DEREK SCHMIDT (R)
What do you believe are the most pressing health care issues facing Kansans today?	<ul style="list-style-type: none"> Medicaid expansion 	<ul style="list-style-type: none"> Access to quality and necessary health care in every community throughout the state
What are the top two to three health care policies you would like to implement in Kansas?	<ul style="list-style-type: none"> Expanding Medicaid Modernizing and regionalizing the state's mental health system through crisis stabilization and crisis intervention centers Address the state's workforce shortages 	<ul style="list-style-type: none"> Managing litigation risk environments Reinforcing reasonable medical malpractice caps and liability protections Stronger protections for the health care workers who are victims of criminal attacks
What changes do you recommend for KanCare (Kansas Medicaid)?	<ul style="list-style-type: none"> Recently expanded Medicaid program coverage for postpartum mothers from 60 days to 12 months Strengthen program through Health Care Access Improvement Panel State Plan Take advantage of flexibility available in the Medicaid program that would allow the reduction of stringent demonstration standards 	<ul style="list-style-type: none"> I do not intend to make major changes but keep listening to health care professionals who have ideas for how to improve the system
What steps would you take to provide relief for Kansas hospitals to ensure they can continue to provide services in their communities?	<ul style="list-style-type: none"> Signed and supported the Rural Emergency Hospital Model and will remain committed to working with our rural hospitals as they transition to new care model 	<ul style="list-style-type: none"> Medicaid reimbursement rates are not keeping up with the rising cost of services Engage in ongoing conversations with providers and policymakers
How do you view the role of telemedicine in our current health care system?	<ul style="list-style-type: none"> Critical to rural areas Payment structure should evolve so that health care facilities can continue to provide service Expanded broadband needed 	<ul style="list-style-type: none"> Provide new and expanding opportunities to increase access to a wider range of medical services, particularly in rural areas Payments must not be as disincentive to telemedicine and I think the rates/reimbursement issue requires attention



THANK YOU
for supporting
Healthy Kansas Communities
and Voting on Nov. 8



Rural Emergency Hospital Update

October 26, 2022
Noon to 1:00 p.m.

Informational Webinar

HEALTHWORKS
KANSAS HOSPITAL ASSOCIATION

KHA Kansas Hospital ASSOCIATION



2022 Events

- KMS/KHA Physician Leader Virtual Forum (Oct. 20)
- KHA Worker's Comp Fund & Safety Seminar (Oct. 20-21)
- Foundations of Leadership Training (Nov. 3-4)
- Rural Health Symposium (Nov. 17)
- Legislative Dinners (Nov/Dec)



2023 Events

- Advocacy Day (Jan. 17)
- Infection Prevention Conference (Feb. 16)
- Critical Issues Summit (March 2-3)
- KHA Leadership Institute (June, July, Sept)
- KHA Annual Convention (Sept. 7-8)



QUESTIONS

Thank You to Our Sponsors

