



Kansas Hospital
ASSOCIATION

KHA District Meetings Fall 2024



Kansas Health Service Corporation



Qualivis



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Today's Agenda

- Hospitals' Financial Health
- Public Education Campaigns
- Making an Impact on Retention and Recruitment
- Member Discussion - 2025-2027 Strategic Planning
- Networking Lunch
- Member Discussion - How are you using AI?
- State and Federal Advocacy
- KHSC and APS Spotlight Services
- Member Discussion - Regional and State Resources and Strategies



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HOSPITALS' FINANCIAL HEALTH



3

Financial Condition of Kansas Hospitals

- July 2024 CHQPR report – Rural Hospitals at Risk of Closure
 - Kansas tops the list with 32% (31) of rural hospitals at immediate risk of closing with 63% (62) of rural hospitals at moderate/high risk of closing.
- FY2023 Average Operating Margin for Kansas Hospitals was -7%.
- FY2023 Average Operating Margin for Kansas CAHs was -13.6%.
- In FY2023, 67% of the hospitals in Kansas had a negative operating margin.
- Payroll expense increased by 16% between 2022 and 2023.
- In 2023, 21% of hospital's bad debt came from patients that had insurance.
- Combined underpayments in government programs in 2023 were approximately \$1.6 billion for Kansas hospitals.



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All Payers Scorecard

Prompt Pay Issues

- 21% of claims submitted in Kansas are considered not clean on the first submission.
- Almost half of all Medicaid claims are denied on the first claim submission.
- Resolving denied claims is time-consuming.
- Receiving payment after a denied claim is resolved averages 103 days.
- Kansas hospitals only average 62 days of cash on hand



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All Payers Scorecard

Reimbursement

- Almost 25% of the patient's hospital bill in Kansas is expected to be paid by the patient themselves. National average is 15%.
- Blue Cross and Blue Shield of Kansas shows the largest patient responsibility percentage of all payers. 35% of the allowable payment is paid by the patient directly.
- Kansas hospitals are only collecting 35% of charges on Medicare Advantage plans.



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All Payers Scorecard

Denials

- Of the 32 hospitals participating in the scorecard, there was \$312 million of payments denied. While many may be eventually resolved, time equals lost dollars.
- UnitedHealthcare has the highest full denial rate in Kansas at 15.3%.
- Top five full denial reason codes include non-covered services, medical necessity denial, payer contract requirements, authorization not on file and coordination of benefits.



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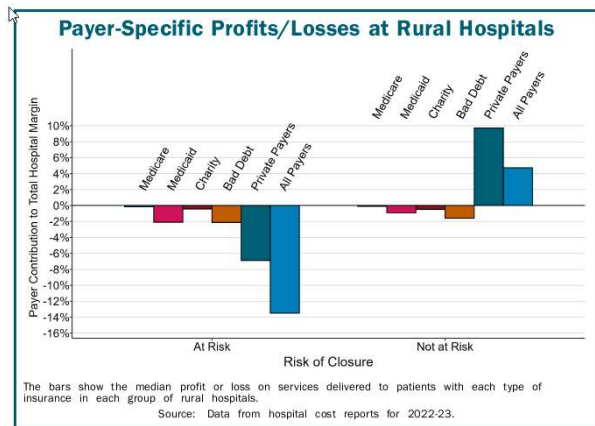
Closures are Caused by Inadequate Payments from Private Health Plans

The Center for Healthcare Quality & Payment Reform recently published a document addressing the state of rural health care in the US. Key learnings from the study included the following:

Rural hospitals at risk of closing face **underpayment from private insurance plans**, which fail to cover the cost of patient services. While these hospitals also lose money on uninsured and Medicaid patients, losses from privately insured patients contribute most to their overall financial struggles.

In contrast, **successful rural hospitals profit from patient services due to adequate payments from private health plans**. These payments cover costs for privately insured patients and offset losses from uninsured and Medicaid patients.

The level of private plan payments, rather than Medicare or Medicaid reimbursements, typically determines a rural hospital's financial viability.



Source: Center for Healthcare Quality & Payment Reform



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Addressing the Financial Challenges Facing Kansas Hospitals Study

Assessing Kansas Hospitals' Financial Health

Key Findings

- In 2022, median operating margin was -12.7% on patient care services (PPS hospitals at -7% and CAHs at -19%).
- Kansas hospitals at the greatest financial risk are burdened with more debt than equity. 30% of Kansas hospitals were in this position.
- When compared to our peer states of Nebraska and Oklahoma, Kansas had a higher percentage (59%) of hospitals classified as medium/high financial risk. Nebraska only has 25% at risk.



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Addressing the Financial Challenges Facing Kansas Hospitals Study Cont.

Assessing Insurance Payers Financial Health

Key Findings

- Blue Cross Blue Shield holds the dominant market share in all 3 states evaluated (Kansas – 85%, Nebraska – 82%, Oklahoma – 73%).
- BCBS-KS had the highest equity financing ratio of all entities evaluated at 56%, followed by BCBS-KC at 45%, BCBS-NE at 42%, HCSC (BCBS-OK) at 10%, and UHC at 54%.
- BCBS-KS has asset reserves of \$2.1 billion. While the other payers evaluated had a decrease in equity in 2022, BCBS-KS had an increase of 9%. Equity Financing Ratio Trend continues to be improving for BCBS-KS while the other payers are showing a decrease in trend.



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Addressing the Financial Challenges Facing Kansas Hospitals Study Cont.

Deep Dive Analysis into Three Kansas Hospitals

Key Findings

- Key factors impacting operating margins included service offerings and reimbursement rates.
- Historically, reimbursement from commercial payers has offset losses from services provided to government payers and underfunded/uninsured patients. Study highlighted that help is no longer accurate.
- The necessary realized reimbursement needed from commercial payers to help hospitals achieve a 1.5% operating margin included the following:
 - 220% of Medicare for PPS hospital services.
 - 130% of Medicare for CAH services.
 - 200% of Medicare for professional services across both PPS and CAH hospitals.

These proposed rates ranged from rate increases needed of 20% - 60% across the three hospitals evaluated.



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What Are We Doing ...

- Increase reimbursement
 - Implementation of a 6% provider assessment program.
 - Continue our push for more Medicaid rate increases and additional funding for items like mental health services.
 - Financial education and peer networking opportunities.
 - Tools such as the Medicare Advantage toolkit, 340B toolkit, etc.
- Hold payers accountable
 - Education to policymakers and the community on the issues.
 - Data collection from All Payers Scorecard and studies.
 - CFO collaboration to identify similar denial and payer issues and education to our hospitals.
- Protect current state and federal programs
 - Advocate for rural changes to support access to care.
 - Facilitate collection of data to support changes in Medicare Advantage, 340B and payer reform.



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Changes to KanCare Contracts

- Automated prior authorization processes and standardized prior authorization form.
- New streamlined timelines and written notices of decisions.
- Option for gold card standards.
- Peer-to-peer consultation updates.
- Dashboard metrics including authorization turnaround timeframes, denial rates, appeals and appeal overturn rates.
- External third-party review process.
- Continuity of care standards for Maternity Care services.
- Standardization processes amongst MCO's.
- External independent third-party review process.
- New workforce initiatives to address LTSS and Behavioral Health Services.
- Educational materials and webinar training to providers.



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PUBLIC EDUCATION CAMPAIGNS



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Medicare vs. Medicare Advantage

- KHA statewide media release on Aug. 15, 2024.
- KHA released a member toolkit on Aug. 22, 2024.
- Open enrollment starts on Oct. 15, 2024.
- Core message – Know Your Facts
- Tools include talking points, videos, radio scripts, opinion editorial templates, social media assets, posters and media messaging.



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Original Medicare vs. Medicare Advantage Toolkit



<https://kansashospitalassociation.box.com/s/pubw9xfswifa3r3d0v9goz4hb3quu8we>

NAME

- Social Media
- Posters - InDesign and PDFs
- Know Your Facts Series - InDesign and PDFs
- Audio and Video Resources
- Know Your Facts - Medicare Advantage PowerPoint.pptx
- Medicare Advantage - Talking Points - September 2024.pdf
- KHA Media Release - Understand Your Options Before Open Enrollment.pdf
- Medicare-Op-Ed Provider Template.docx
- Medicare-Op-Ed General Template.docx



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340B Program

- KHA has conducted webinars and sent member communications on the 340B Program and 340B litigations.
- The initial 340B Program toolkit was released in late August.
- Chad Austin sent out a statewide opinion editorial on Aug. 30, 2024.
- Tools include talking points, an infographic, template opinion editorials, social media assets, posters, stickers and videos.
- Messaging focuses on Access to Care.










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340B Program Toolkit



<https://app.box.com/s/4t5t7510fu6f45wppx302gy3d57ohkle>

NAME

	Video assets
	Opinion Editorials and Templates
	340B Poster Template
	340B Sticker Assets
	Social Media
	340B Infographic.pdf
	340B - Talking Points - August 27, 2024.pdf



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Hospitals' Financial Health

- Member webinar in December to review the PYA study and the public campaign.
- KHA will develop a member toolkit.
- Tools will include the full study, an executive summary report, talking points, template presentations and more.
- Messaging focuses on hospitals' financial health and how essential that is to being able to provide health care to all Kansans.
- The public launch of this campaign is January 2025.



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National Campaigns from AHA

- Telling the Hospital Story - Share your stories so AHA can elevate the work you do. AHA's efforts include op-eds, audio news releases and other media opportunities.
- Coalition to Strengthen America's Hospitals



Tell Congress: Hold Corporate Health Insurers Accountable.



America's hospitals and health systems are here for you -- 24/7.

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MAKING AN IMPACT ON RETENTION AND RECRUITMENT



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Virtual Career Day Building on our Success



Our 2024, second annual event to promote awareness of the wide variety of health care careers was a success.

- **3,000+ Students Registered**
- **160+ Schools**
- **Hundreds** of homeschoolers, college students, and adult learners



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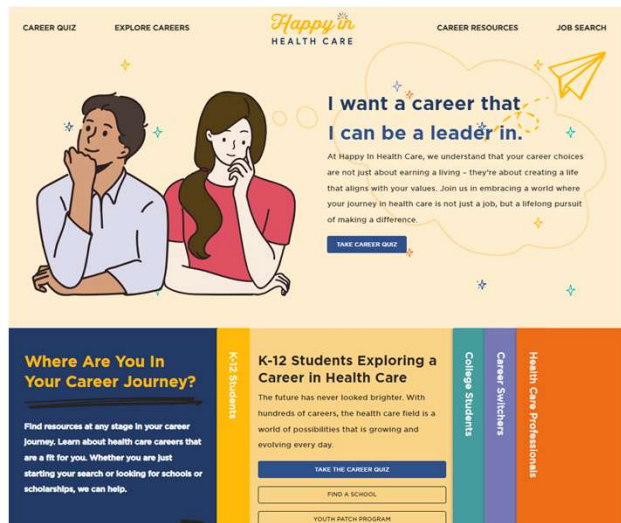
Next Virtual Career Day Jan. 30, 2025

Careers	Hospitals Selected to Profile
Critical Care Nursing/ICU	AdventHealth
Family Practice Medicine	Hospital District No. 1 of Rice County
Pharmacy	Community HealthCare System
Occupational Therapy	Rooks County Health Center
Facilities Management	NMC Health
Health IT/Cybersecurity	The University of Kansas Health System
Respiratory Therapy	HaysMed
Behavioral Health	Clay County Medical Center



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Kansas Health Care Careers Website HappyInHealthCare.Org



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HappyInHealthCare.Org

The screenshot displays the HappyInHealthCare.Org website interface. At the top, navigation tabs include 'CAREER QUIZ', 'EXPLORE CAREERS', 'CAREER RESOURCES', and 'JOB SEARCH'. The main content area is divided into several sections:

- REQUIRED EDUCATION:** A section titled 'How much time are you willing to spend in school?' with three radio button options: 'I would prefer on the job training vs. school', 'The less time in the classroom the better! Maybe one or two years of college', and 'I'm interested in a Bachelor's degree, but 3-4 years of college is for me'. Below this is a 'PERSONAL QUALITIES' section with a 'SELF-ASSESSMENT' button.
- Explore Careers:** A central section with a 'Discover' button and filters for 'Education Levels', 'Patient Interaction', 'Annual Salary', 'Blood Interaction', and 'Job Opportunities'. It lists three professions: 'Advanced Registered Nurse Practitioner (ARNP)', 'Audiologist', and 'Certified Nursing Aide (CNA)', each with a brief description of their role.
- Financial Aid and Scholarships:** A section titled 'Financial Aid and Scholarships' with a 'Discover' button and filters for 'Applicable Profession', 'Institution Type', 'Scholarship Status', and 'Geographic Preference'. It includes three sub-sections: 'Excel in Career Technical Education Initiative', 'Faculty Loan Repayment Program', and 'Free Application for Federal Student Aid (FAFSA)'. Each sub-section has a 'Discover' button and a brief description.
- Schools, Degrees and Training:** A section titled 'Schools, Degrees and Training' with a 'Discover' button and filters for 'Location', 'Degree Level', 'Programs', and 'Schools'. It lists three institutions: 'Allen County Community College', 'Baker University', and 'Bentley College', each with a 'Discover' button and a brief description.

Career Exploration Quiz

Career Exploration Filters

Financial Aid and Scholarship "One Stop Shop"

Colleges/Programs for Students

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Health Occupations Students of America



- Career and Technical Education Student Organization (DECA, FBLA, FFA, FCCLA, TSA)
- HOSA was founded in 1976; Kansas became a chartered association in 1980.
- HOSA is 100% Health Care
- Empower HOSA-Future Health Professionals to become leaders in the global health community through **education**, **collaboration**, and **experience**.



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Support Kansas HOSA

- EMPLOYERS - Contact your local school and ask about starting up a HOSA chapter in your community
- Become a Local HOSA Advisor
- Healthworks can assist with local chapter start up and ongoing costs
 - Funding for a HOSA advisor is approximately \$1,500 - \$3,000
 - Hospital staff could serve as a local HOSA advisor at the school
 - Support/Scholarship student fees that are \$17 a student
- Allow shadowing opportunities



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Quality Onboarding Improves New Employee Success



Retention: A strong onboarding process can increase new hire retention by up to 82%. Employees who have a positive onboarding experience are three times more likely to feel a strong commitment to their employer.

Productivity: A strong onboarding process can increase new hire productivity by over 70%.

Engagement: A strong onboarding process can increase employee engagement by up to 54%.



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Kansas Health Care Preceptor Academy

- **What:**
 - This one-day, in person interactive program provides information and practical tools to improve preceptor abilities in orienting/onboarding new staff or students to the profession.
- **Who:**
 - Any nursing or allied health employee serving as a preceptor in a health care setting.
- **When:**
 - November 12, in Topeka.
 - Four to be scheduled throughout 2025.
- **Goal:**
 - Better prepare and equip clinicians to serve as preceptors/mentors to **increase capture of students** during rotations and **improve retention of staff**.
- **More information and to register:**
 - registration.kha-net.org



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Health Care Apprenticeship

Grow Your Own Workforce

- 11 hospitals have launched with apprentices.
- 8 hospitals are onboarding.
- Occupations launched:
 - PCTs/CNAs, LPN, Medical Assistants, Medical Biller/Coder, Surgical Tech, CDM, Phlebotomy, MLT, Dietary Aide, and Health IT.
 - Preparing to launch RN apprenticeship.



Wanting to start an apprenticeship? Don't go it alone.

- Hamilton-Ryker can develop and launch any apprenticeship desired, at NO out-of-pocket cost to your hospital.
 - Contact Jaron Caffrey for details
 - jcaffrey@kha-net.org

\$2,000+ available per trainee



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HEALTH CARE OCCUPATIONS AVAILABLE TO APPRENTICE:

- **Clinical Roles Include:**

- CNA/PCT
- Medical Assistant
- Post-Licensure LPN/RN Residency
- Phlebotomists
- Surgical Technicians
- Sterile Processing Technicians
- Pharmacy Technicians
- Paramedical/EMT
- NEW: Medical Laboratory Technicians (MLT)
- NEW: Registered Nurses

- **Non-Clinical Roles Include:**

- Dietary Aide
- Certified Dietary Manager
- Maintenance
- Medical Billers/Coders/Admin Assistants
- IT-HIT/HIM/HIA and Help Desk
- Community Health Workers
- Unit Clerks
- SOON TO COME: Hospital Manager/Director

And many more!

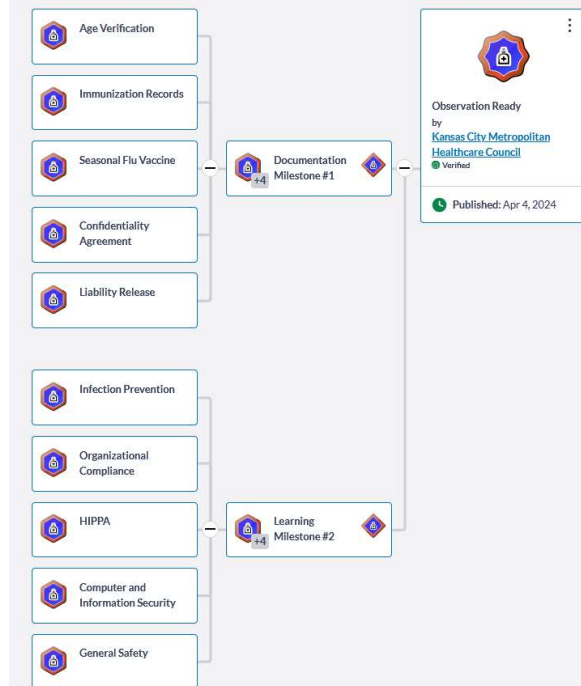


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High School Access Pilot

Goal: To increase opportunities for high school students for access to health care “Real World Experiences” by standard entry requirements with easy verification by health care organizations.

- Credentials for entry earned/ verified by schools based on requirements set by hospital systems.
- Credentials sponsored by KCMHC (Health Alliance).
- Example Credentials:
 - HIPAA Training
 - Background Check
 - Occupational Health



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Pilot Development: Nursing Portal



Problem Statement: The goal is to ensure that qualified nursing students gain access to a slot in a nursing program in our area to ensure that we have the staff needed in the future. Based on reported waitlists throughout Kansas, we believe we are potentially losing qualified applicants.



Initial Phases: Gather information around slots available in program and application deadlines to help students navigate to the program that best fits their needs and timing. Required elements of the portal have been identified.



Next Steps: Evaluating potential vendors to build the tool.



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Hospital Recruitment and Retention Activities



Nursing Shared Governance Committee
Ascension Via Christi Hospital Manhattan, Inc.



Virtuity
Ascension Via Christi Hospitals Wichita, Inc.



Recruitment and Retention Committee
Holton Community Hospital, Holton



NVCH Department Managers
Nemaha Valley Community Hospital, Seneca



PHC Lemonheads
Patterson Health Center, Anthony



Employee Wellness Committee
Rice Community Healthcare, Lyons



Nursing Recruitment Team
The University of Kansas Health System,
Overland Park



Standards Team
Warrego Health Center, Warrego



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Workforce Strategies Award Winner Employee Engagement and Wellness Committee Phillips County Health Systems, Phillipsburg



Employee Engagement and Wellness Committee
Phillips County Health Systems, Phillipsburg




<https://youtu.be/GnGSGg99Sms>





MEMBER DISCUSSION 2025-2027 STRATEGIC PLANNING





Join at
slido.com
#2337 436





KHA
Kansas Hospital
ASSOCIATION
2025-2027
Strategic Plan

Vision
Optimal health for hospitals and the communities we serve.

Mission
To be the leading advocate and resource for members.

Values
Excellence – Exceeding Expectations
Collaboration – Building and Fostering Partnerships
Integrity – Upholding Respect and Trust
Knowledge – Pursuing Innovation and Developing Expertise

Strategic Aim
Improve Kansas’ statewide health ranking with a focus on preventative health services.

Strategic Priorities
Advocacy and Regulations
Finance and Reimbursement
Health Care Workforce
Quality and Safety

Updated August 2024

KHA
Kansas Hospital
ASSOCIATION
Strategic Priorities

Advocacy and Regulations

- Advocate for and initiate policies to maintain and expand access to health care, workforce and hospitals’ financial viability.
- Collaborate with partners to showcase the importance of health care to the state economy.
- Advance and initiate policies that reduce the administrative burden in health care.
- Increase the number of hospital advocates engaging on health care issues.

Finance and Reimbursement

- Create an environment where hospitals are financially viable.
- Hold payers accountable for unfair policies and practices.
- Protect state and federal programs that support the sustainability of hospitals.
- Foster new models and technology to improve financial sustainability.

Health Care Workforce

- Promote hospital and health care careers.
- Develop and share tools to enhance hospital recruitment and retention efforts.
- Collaborate with stakeholders to optimize the number of health care graduates.
- Identify and communicate innovative and emerging trends and technologies.

Quality and Safety

- Provide and promote data and tools to reduce disparities in care.
- Foster innovation and partnerships to improve health care quality and safety.
- Partner with stakeholders to support health equity and community health improvement.
- Focus on preventive services and engage partners to address Kansas health rankings.


www.kha-net.org

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2025 – 2027 Strategic Planning

Based on member input during the 2024 Spring District Meetings, board input during the KHA Board Strategic Planning Session and staff feedback, we have made the following draft revisions:

- The Mission Statement is unchanged. It remains “To be the leading advocate and resource for members.”
- The Vision Statement is edited from “Optimal Health for Kansans” to: “Optimal health for hospitals and the communities we serve.”



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2025 – 2027 Strategic Planning

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- The Strategic Aim is unchanged. It remains to “Improve Kansas’ statewide health ranking with a focus on preventative health services.”

- The Values are edited from: to:

Excellence – Exceeding Expectations
 Innovation – Pursuing and Shaping Solutions
 Integrity – Upholding Respect and Trust
 Knowledge – Sharing Insights and Developing Expertise

Excellence – Exceeding Expectations
 Collaboration – Building and Fostering Partnerships
 Integrity – Upholding Respect and Trust
 Knowledge – Pursuing Innovation and Developing Expertise



2025 – 2027 Strategic Priorities

Advocacy and Regulations

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2025 – 2027 Strategic Priorities, continued

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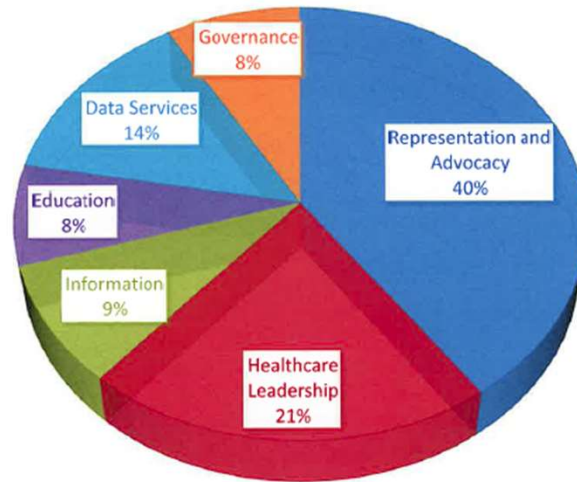
2025 Proposed Budget

	Income	Expense	Net Costs	Overhead	Net Budget
Representation and Advocacy	\$ 1,900	\$ 1,679,450	\$ 1,677,550	\$ 256,758	\$ 1,934,308
Networking/Collaboration	\$ 58,375	\$ 977,959	\$ 919,584	\$ 102,393	\$ 1,021,977
Communications/Information	\$ 37,750	\$ 382,944	\$ 345,194	\$ 90,757	\$ 435,951
Education	\$ 736,050	\$ 993,975	\$ 257,925	\$ 104,332	\$ 362,257
Data Services	\$ 138,800	\$ 721,395	\$ 582,595	\$ 79,897	\$ 662,492
Governance	\$ 14,000	\$ 374,515	\$ 360,515	\$ 41,500	\$ 402,015
GRAND TOTAL	\$ 986,875	\$ 5,130,238	\$ 4,143,363	\$ 675,637	\$ 4,819,000
Dues					\$ 4,440,000
Operating Income/(Loss)					\$ (379,000)
Interest/Investment Income					\$ 379,000
Reserves - Addition/(Usage)					\$ -



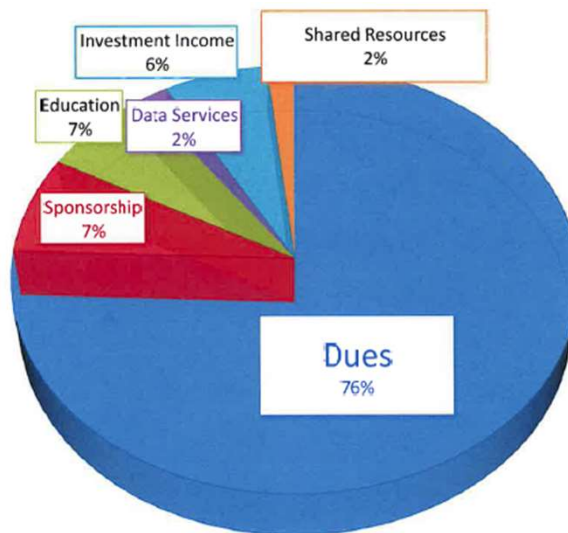
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Expenses by Function



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Revenue by Source



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Kansas Hospital
ASSOCIATION

Networking Lunch



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MEMBER DISCUSSION HOW ARE YOU USING AI?



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STATE AND FEDERAL ADVOCACY THE MATCHING GAME



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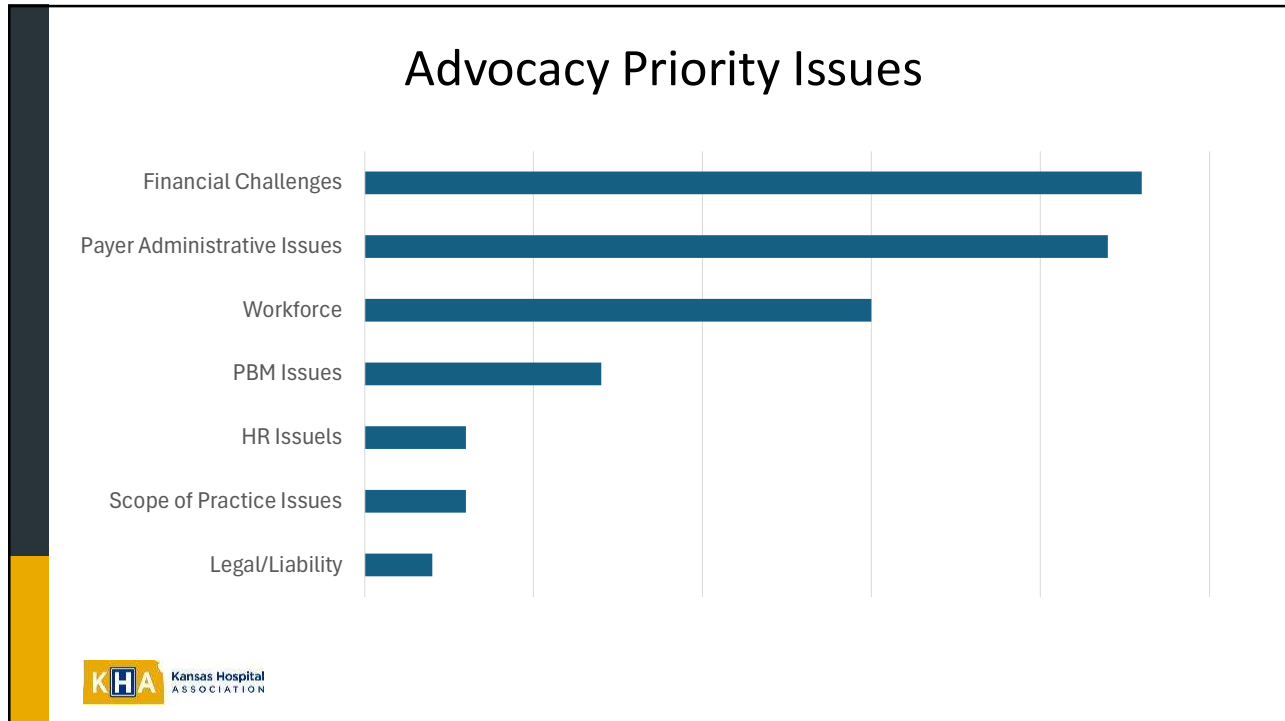
More than \$427.6 Million
in Policy Success and
COUNTING!



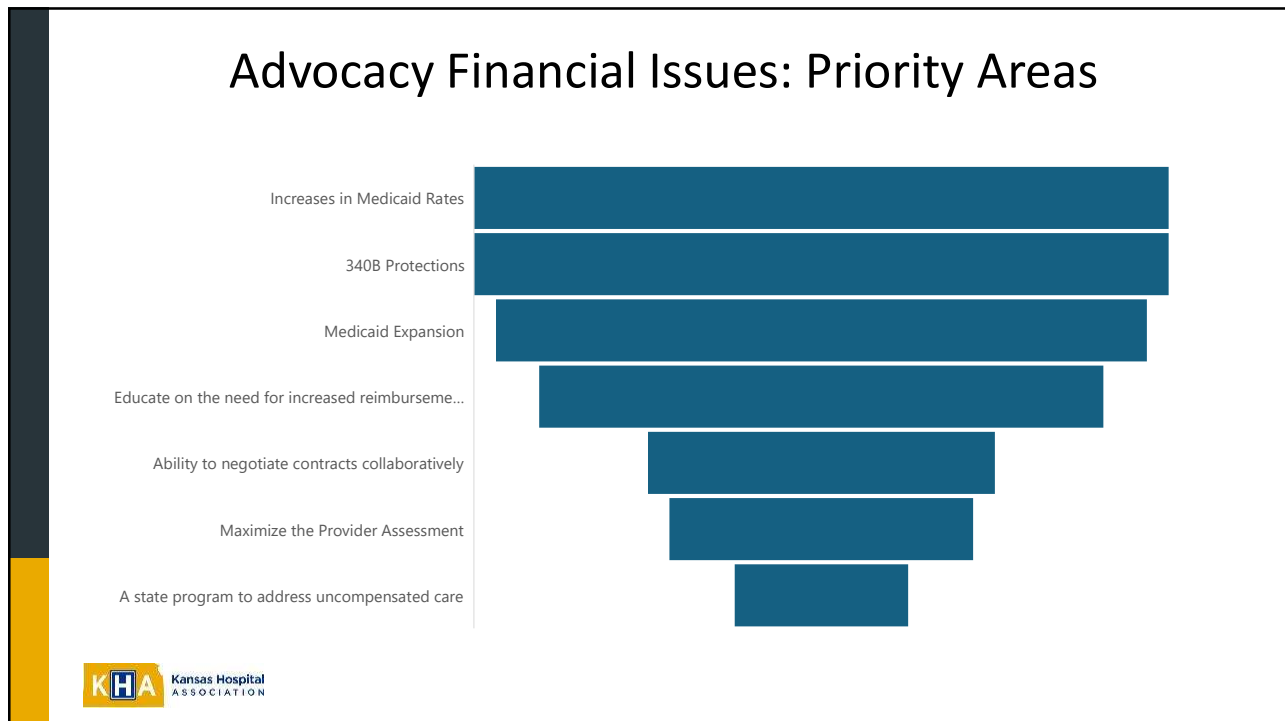
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2024 SESSION HIGHLIGHTS

POLICY OUTCOME DESIRED	VALUE
Medicaid Rate Increases for Hospitals and Physicians and continued add-on payments for nursing facilities <small>*SB 28</small>	\$98 million
Protections for 340B Program <small>*SB 28 Budget Proviso</small>	\$42 million <small>*Estimated Difference in 2019 and 2021 Budget Through Contract Pharmacies</small>
Increase to the Cost Adjustment Factor <small>*SB 28</small>	\$5.6 million
Provider Assessment Increases <small>*HB 2201</small>	\$265 million
Language to allow more Rural Emergency Hospitals <small>*H.R. for SB 207</small>	Priceless
Streamlining the Prior Authorization Process <small>*SB556</small>	Priceless
Extended reimbursements for state hospital admission transports and holds <small>*Carried Forward In Agency Budget SB 23</small>	\$5 million
Increase accountability for supplemental nurse staffing agencies <small>*SB 28 Budget Proviso</small>	Priceless
More funds for Behavioral Health Beds in Kansas <small>*SB 23 and HB 2201</small>	\$10 million
More funds for Nursing First Grants and Nursing Service Scholarship Fund <small>*HB 2201</small>	\$2 million
Stopped language duplicating federal pricing transparency laws that would have financially harmed hospitals <small>*HB 2823</small>	Priceless
Ensuring the State Fire Marshall Inspectors cannot wear body cameras during compliance inspections <small>*HB 2784</small>	Priceless
TOTAL	\$427.6 million and Counting

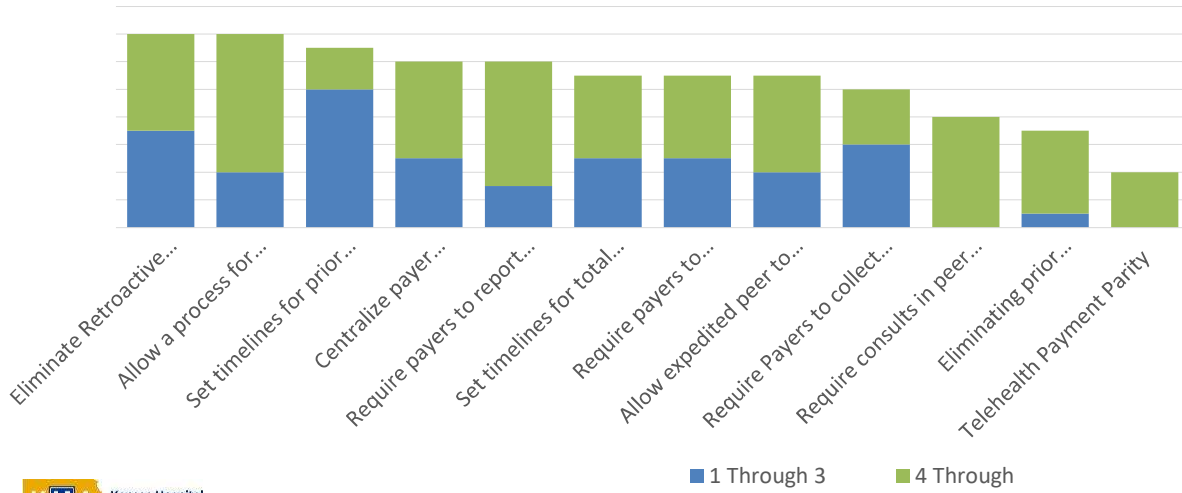


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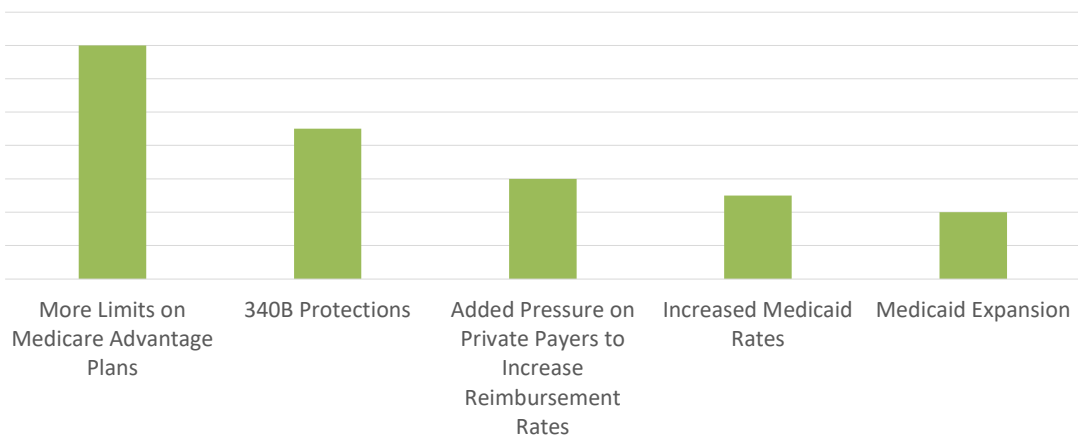
Prior Authorization/Denials/Payer Issues: CFO Survey Results



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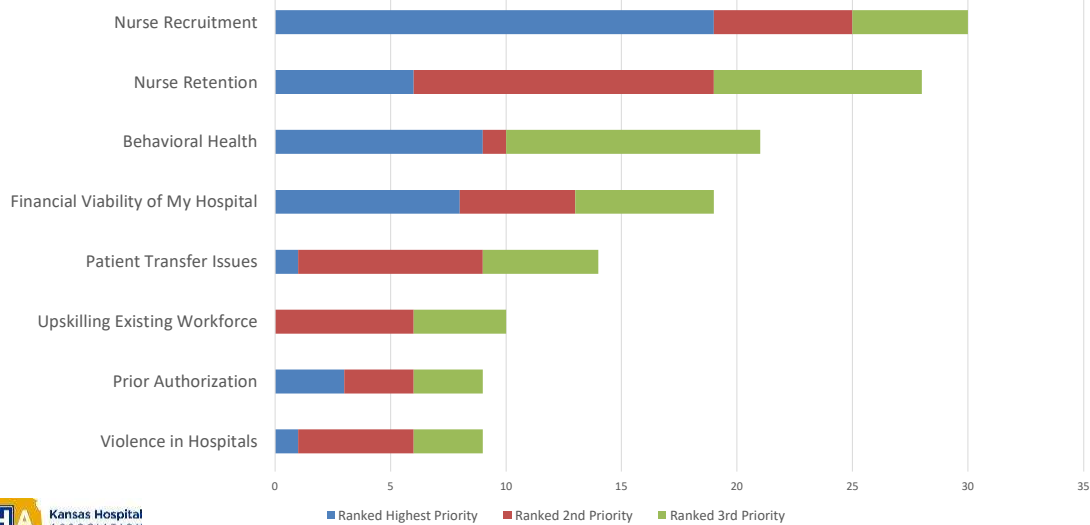
Overall Hospital Financial Viability: CFO Survey Results

Top 3



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Priority Issues: Nurse Leaders Survey Results



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Advocacy Workforce Priority Areas

- Upskilling and Training Grants
- Expanding Nursing Initiative Grant Program
- Tax Credit Program for Preceptors/Mentors
- Nursing Service Scholarship Program Updates and Modeling for Allied Health Programs
- Increase funds for Graduate Medical Education in physician residency program slots in Kansas
- Workforce Protections

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KHA-PAC PURPOSE

- KHA-PAC enhances advocacy efforts
- KHA-PAC only supports candidates who support hospital issues, regardless of political affiliation
- State-only PAC with partnership to AHA's federal PAC

2023-2024 Campaign Goals

KHA-PAC contributions	\$168,000
Left to Raise	\$10,000



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COUNTING ON YOU!



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Upcoming Legislative Events

- Legislative Dinners:
 - Nov. 14 – Hays
 - Dec. 2 – KC
 - Dec. 3 – Garden City
 - Dec. 5 – Salina
 - Dec. 9 – Wichita
 - Dec. 10 – Topeka
 - Dec. 12 – Pittsburg

- Annual KHA Advocacy Day Jan. 23.



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Get out the Vote Campaign We CARE We VOTE



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.



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★ 2024 ELECTION DATES ★

★ 2024 PRIMARY ELECTION ★

MONDAY, JUNE 3 (12:00 p.m.)
Deadline to change your party affiliation to participate in the 2024 primary election.

TUESDAY, JULY 16
Deadline to register to vote or update your voter registration information to participate in the 2024 primary election.

WEDNESDAY, JULY 17
First day of advance voting. Advance ballots by mail are transmitted. In-person advance voting may begin. Check with your county election officer for specific times and locations.

TUESDAY, JULY 30
Last day to apply for an advance voting mail ballot.

MONDAY, AUGUST 5
In-person advance voting ends at 12:00 p.m.

TUESDAY, AUGUST 6
PRIMARY ELECTION
(All advance ballots by mail must be postmarked by Election Day and received by Friday, August 9.)

★ 2024 GENERAL ELECTION ★

TUESDAY, OCTOBER 15
Deadline to register to vote or update your voter registration information to participate in the 2024 general election.

WEDNESDAY, OCTOBER 16
First day of advance voting. Advance ballots by mail are transmitted. In-person advance voting may begin. Check with your county election officer for specific times and locations.

TUESDAY, OCTOBER 29
Last day to apply for an advance voting mail ballot.

MONDAY, NOVEMBER 4
In-person advance voting ends at 12:00 p.m.

TUESDAY, NOVEMBER 5
GENERAL ELECTION
(All advance ballots by mail must be postmarked by Election Day and received by Friday, November 8.)



APS AND KHSC SPOTLIGHT SERVICES





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Bio-Electronics - Medical Equipment Services



-  **Preventive Maintenance/Labor**
-  **Preventive Maintenance/Labor + Repair**
-  **In-House Programs**
-  **Accreditation Support**
-  **Vendor Partnerships**

 **Contact:** Mike DeLanie
 Senior Director, Business Partnerships
 NHA Services, Bio-Electronics
 o: 402-647-0468 | c: 402-630-2291
 mdelanie@nebraskahospitals.org



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With Vigilor from TRIMEDX, get a comprehensive medical device cybersecurity rapid risk assessment.

Get visibility for your health system with a:

- A Rapid non-intrusive engagement
- A Complete inventory and vulnerability risk assessment
- A Compliance evaluation
- Receive **immediately actionable** inventory, vulnerability, and process opportunities to improve your health system's cybersecurity risk posture.

Vigilor will evaluate and provide a detailed assessment and report on your health system's:

- A Connected and connectable medical device inventory
- A Associated vulnerabilities
- A Program maturity vs. industry standards
- Receive a risk prioritized strategy and an actionable set of recommendations for your people, process, and technology.

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Cybersecurity Solution Offers Affordable Network Monitoring and Detection

- 📖 CI is the first trusted provider named by the AHA and the only Managed Detection and Response provider. Offer all Cybersecurity Services
Free review of Incident Response Plan

Free Biweekly Education

<https://www.criticalinsight.com/resources/events>

- 📖 **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.

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Full-Service Provider Credentialing and Enrollment



📖 **Full-Service Provider Credentialing and Enrollment**

- Clinician credentialing and enrollment are essential first steps in the delivery of high-quality, appropriately reimbursed healthcare. Yet both processes are complicated and time-consuming, and delays or mistakes can have serious consequences.
- That's why a growing number of hospitals and other healthcare facilities are turning to qualified third parties for help in executing these mission-critical tasks. Hospital Services Corporation (HSC) is a certified credentials verification organization (CVO) now offering comprehensive credentialing and enrollment services to APS members.

📖 **Provider Enrollment**

- Enrollment is provided for Medicare, Medicaid, and all commercial plans. Pricing is per provider, per insurance company, not per line of business within the insurance company.
- We keep you informed of any issues that may adversely impact practitioner approval.

📖 **When combined with our Credentials Verification Service:**

- HSC can closely manage and monitor the re-enrollment process to prevent billing interruptions.
- We can establish and manage CAQH accounts for your providers - updating any data for expiring items and re-attesting to the accuracy and completeness of the CAQH account every 120 days, or more frequently as necessary.

📖 **When speed and accuracy count**

- Time is of the essence when it comes to credentialing and enrollment. The faster these tasks are completed, the sooner

- 📖 For more information visit HSC's website or contact: Bernadette Armijo Business Relationship Specialist
barmijo@nmhsc.com www.nmhsc.com (505) 346-0201

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Arthur Marshall

- 📁 **A Comprehensive Approach to Physician Recruiting**
- 📁 **Knowledge-Driven Strategies**
- 📁 **Multi-Channel Sourcing**
- 📁 **Hands-On Engagement**
- 📁 **Candidate Guarantee**

Contact:
Rich Gehrke, Vice President
Partner Success | Dental
(573) 673-9630
rgehrke@arthurmarshall.com

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TEAM
WORKPLACE VIOLENCE
PREVENTION TRAINING

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APS
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Courses Tailored for Your Risks, Your Staff and Your Budget.

📁 **TEAM®Essentials**

Available in two hour, instructor-led and 60 minute, e-Learning formats, this course teaches staff to recognize factors, hazards and situations that can escalate to aggression and violence. Participants complete the training knowing how to manage disruptive behavior and keep themselves and others safe.

📁 **TEAM®Advanced**

This two hour, instructor-led course teaches healthcare-specific strategies and skills designed to protect staff and patients from physical attack. Instructors use hands-on exercises and simulations to build the confidence needed to use the course's techniques in real life.

📁 **TEAM®Instructor**

Featuring a "train the trainer" format, our instructor will spend two days training key staff how to deliver TEAM®Essentials and Advanced training to the rest of your staff. This option is ideal for both large and small hospitals that want to conserve costs while maximizing flexibility.

APS vetted vendor since 2016

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-  **Medical Technologist**

-  **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**




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DocCafe - Qualivis Service



DocCafe

- Premier talent acquisition platform used by physicians
- SaaS marketing platform to fill your permanent physician hires
- Unlimited job postings
- Extensive database of qualified, active physicians

-  **100K+** active physician job seekers in the past 12 months
-  **1.5K+** new physician registrations a month
-  **13K+** monthly physician applications

-  You control your recruitment
-  Tool with Currently Licensed providers
-  Cost effective
-  Special Pricing
-  Easy to Use



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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

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KHSC Historic Highlights

- Started in 1984 – *same mission today as it was 40 years ago...*
 - To provide enhanced value to KHA members through evaluation and endorsement of selected vendors of services needed by the membership.
 - Serving 104 member hospitals.
 - Hospitals accessing about five vendor contracts
 - 17 Vendor endorsements.



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Core Services

- KHSC was grounded in Insurance, branched out to other service lines.
 - Formed KHA Workers Comp Fund in 1991.
 - Added endorsements of KAMMCO, Chubb and Cincinnati in past ten years.



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Vendor Relationships



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Support to KHA

- KHSC has provided about \$10,000,000 in financial support to KHA since its inception.
 - What this means for members ...
 - Reduced dues.
 - High-quality education programs.
 - Leveraging of resources.
 - Support of lobbying activities and the KHA-PAC.



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KHA Workers Compensation Fund

- Started in 1991
- Member-owned
- Financially strong
- Steady/growing membership
- Dividends
 - Each of past 8 years
 - Total of over \$3,000,000
 - Plans for a 2024 dividend



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- **Chronic Care Management** Program nearing 20 hospitals
 - Average annual revenue per hospital: \$151,719
- Contact Chris Miller, 816-588-4650
 - Chris.Miller@strategichealthcareadvisors.com
- Proposed 2025 Physician Fee Schedule includes the creation of **Advanced Primary Care Management (APCM)**
 - ChartSpan is uniquely structured to handle the details of this new program
 - Stay tuned...



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Pricing Updates

Can sell either the composite OR tiered rates in a group – not both

Products	Composite Rate	New Rates	
		Single	Family
Emergent Plus			
Voluntary & Employer Paid	\$ 14.00	\$ 8.00	\$ 17.00
Emergent Premier			
Voluntary & Employer Paid	\$ 19.00	\$ 11.00	\$ 23.00
Platinum			
Voluntary & Employer Paid	\$ 39.00	\$ 22.00	\$ 47.00



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Family+ product overview

Value	Description	Price	Effective Dates
Family+ Additional covered lives to employee's parents to access MASA	Endorsement to add parents as covered members to increase utilization/participation of MASA – providing ground and air 9-1-1, hospital to hospital ambulance coverage, and post admission continued care transportation coverage	Pricing \$21.99 (up to 2 parents) \$43.98 (up to 4 parents)	for 10/1+ effectives

Family+ highlights



Benefits
Provide supplemental financial out of pocket protection for 9-1-1 ground ambulance, 9-1-1 air ambulance, hospital to hospital transfers after primary, and post admission continued care transport coverage up to \$500 per year per parent

Coverage defined
"Additional Adult" shall be defined as a person who is the Member's or Member's Spouse parents, defined as biological, stepparent, or legal parent. This is to determine insurable interest. No need to provide names upfront.



Products endorsement can be added to Family+ endorsement can be added to core group benefit product offering (Essentials, Emergent+, Premier, Platinum) both for membership and insurance offerings



Bundling
Cap of up to 2 or 4 people can be added, structured around primary plan
• Single plans (i.e. Emergent Plus Single) + up to 2
• Composite plans (i.e. Emergent Plus \$14) + up to 2 or up to 4
• Family plans (i.e. Emergent Plus Family) + up to 4 (\$42)
+4 option includes both Member & Member's spouse parents



Proof of parent
Parent:
Biological parent - birth certificate
Legal parent - letter of guardianship/adoption signed by court judge
Stepparent - Marriage and birth certificate to show the relationship to biological parent
Common law - affidavit from 2 persons confirming of marriage



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KHSC Staff:

– Steve Poage, CEO

spoage@kha-net.org

– Ronni Anderson, WC Fund Administrator

kanderson@khsc.org

Contact us at: (785) 233-7436

Visit our website: www.khsc.org



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Kansas Hospital
ASSOCIATION

REGIONAL AND STATE RESOURCES AND STRATEGIES



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340B Litigation Update

- Four 340B suits (Abbvie, AstraZeneca, Novartis, and PhRMA) have been assigned to Judge Vrtil in Kansas City.
- Magistrate Judge Birzer in Wichita has been assigned some duties and issued a Notice and Order to Show Cause for the plaintiffs why the four cases should not be consolidated.
- Judge Birzer set out a briefing schedule beginning Sept. 13 and culminating in a hearing on Oct. 9 in Wichita.
- The four plaintiffs are in favor of administrative consolidation only. They requested the right to brief and argue their respective positions and oppose consolidation of the complaints.
- Two plaintiffs indicated in their responses that the Attorney General does not oppose their request.
- At the Oct. 9 hearing in Wichita, Judge Birzer will set the AG's answer/response date.
- KHA, AHA and counsel working on strategies for protecting the 340B program.
- Communications with the AG's office continues.
- Collaborating with our partners at Community Care Network of Kansas and the Kansas Pharmacists Association.
- Convening a 340B workgroup of pharmacists to expand our grassroots advocacy.
- Engaging allied associations, including the Kansas Council of Health System Pharmacy and Kansas Organization of Nurse Leaders in 340B advocacy.



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New Resources to Support Health Equity Work in Kansas

HEALTH EQUITY TOOLKIT Improving Access to Care for All Kansans



Navigation: About KHA, KHA Podcast, Contact, Login, Select Language

Menu: Critical Issues, Advocacy, Education, Communications, Data

SDOH and Health Equity Resources

Health Equity and SDOH Regulatory Requirements

- Health Equity Requirements Fact Sheet
- Attestation Guidance for the Hospital Commitment to Health Equity Measure (v 1.2) (January 2024) - CMS IQR
- FAQs - Hospital Commitment to Health Equity Structural Measure - CMS IQR
- MBQIP 2025 Measure Core Set Information Guide

Community Health Workers Reimbursement Tools and Resources

- CHW Toolkit - Reimbursement Strategies for Employers of Community Health Workers
- Community Health Workers: Evidence of Their Effectiveness Fact Sheet

<https://khanet.org/CriticalIssues/QualityandPatientSafety/health-equity-resources/>



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AHRQ Emergency Department Measures Pilot Project

ISSUE BRIEF

Emergency Department Visits for Non-Traumatic Dental Conditions

SEPTEMBER 2024




KHA Kansas Hospital Association

KHA Kansas Hospital Association

ISSUE BRIEF

Emergency Department Visits for Acute Ambulatory Care Sensitive Conditions

SEPTEMBER 2024



KHA Kansas Hospital Association

KHA Kansas Hospital Association



ISSUE BRIEF

Emergency Department Visits for Chronic Ambulatory Care Sensitive Conditions

SEPTEMBER 2024



KHA Kansas Hospital Association

KHA Kansas Hospital Association

ISSUE BRIEF

Emergency Department Visits for Asthma

SEPTEMBER 2024



KHA Kansas Hospital Association

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Send a Team!

KHA Kansas Hospital Association

KANSAS LEADERSHIP CENTER

FOUNDATIONS OF LEADERSHIP

Adaptive Leadership Training for Administrative and Physician/Clinical Leaders

October 24-25, 2024

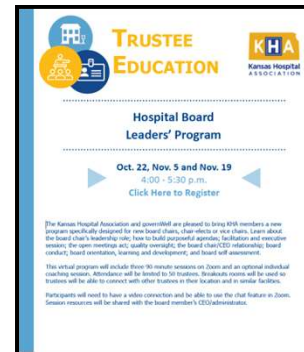
**Kansas Leadership Center
Wichita, KS**



2024 Upcoming Events



- Noon Briefing: Compassion Changes Everything (Oct. 22)
- Hospital Board Leaders' Program (Oct. 22, Nov. 5 and Nov. 19)
- KHA Worker's Comp Fund & Safety Seminar (Oct. 24-25)
- Rural Health Symposium (Nov. 21)
- Legislative Dinners (Nov./Dec.)



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2025 Events

- Advocacy Day (Jan. 23)
- Critical Issues Summit (March 6-7)
- Infection Prevention Conference (March 13-14)
- KHA Leadership Institute (June, July, Sept)
- KHA Annual Convention (Sept. 4-5)



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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.



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District Discussion



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Please Give Us Your Feedback

KHA 2024 Fall District Meetings



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QUESTIONS

THANK YOU TO OUR SPONSORS



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