

**ADVOCACY 101:
LEGISLATIVE
VISITS FOR
MNASCA
MEMBERS**

SETTING UP THE VISIT

- Legislative visits should be done between September-January. The 2024 Session starts Feb. 12.
- Determine who represents your clinic by typing in the clinic address at: www.gis.lcc.mn.gov
- Send an email invitation, like the one below to your legislator and their legislative assistant:

Hello _____,

My name is _____ and I am (job title) at (company) located in your district (address). I am reaching out to see if Rep./Sen. _____ would be interested in touring _____ facility. We would like to host Rep./Sen. _____ at our _____ location to offer a tour and share the work we do and how health care policies contemplated at the Capitol affect our work. We have availability (offer multiple days/times). We are flexible, so if those dates don't work for you, please let me know and we can find another time.

Thank you for your consideration, I look forward to hearing from you.

Best,

- Email calendar invite with facility address (keep to one hour)
- Post Acceptance email to legislator with agenda and location information

Representative _____

We look forward to hosting you for a tour of our facilities at (location) on (date).

Please check in at our _____ Building. We will meet you _____. The address is _____.

Tour will include (information for what to expect).

More information on each of the above services can be found here: (include link to website)

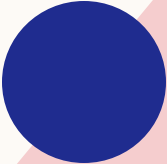
The following individuals will be attending from our team:

- Name, Title, Employer
- Name, Title, Employer

Please let me know if you have any questions.

If you would like assistance with the visit, contact:

- Courtney Jasper
Courtney.Jasper@PoulHaas.com
- Grace Altier:
Grace.Altier@PoulHaas.com
- Tony Albright
Tony.Albright@PoulHaas.com



STRUCTURE OF THE VISIT

- Meet legislator at the facility.
- Spend 10 minutes prior to the tour sharing information on your facility, procedures, benefits of an ASC, efficiencies, cost savings, or challenges (prior authorization, reimbursements, etc.)
- Tour the facility.
- Share general and/or specific feedback on the tour regarding legislative, administrative, or regulatory issues you are facing.
- Engage a variety of ASC/clinic staff/team including physician, medical and business leaders.
- Take a picture with the legislator. This photo can be used for social media or a press release for your organization. Also please send the picture with the Poul Haas Team and offer to share it with your legislator.



KEY CHALLENGES FROM THE 2023 LEGISLATIVE SESSION

- Expansion of MNCare
- Universal Health Care Study
- Health Care Delivery and Payment Review by the Minnesota Department of Health and Health subcabinet
- Price Disclosure Required for all ASC services by 1/1/25
- Attorney General oversight on health care sales and mergers/acquisitions
- Creation of a seven-member Prescription Drug Affordability Board
- Paid Family and Medical Leave (1/1/26)
- Recreational Cannabis
- Earned Sick and Safe Leave (1/1/24)
- Mandatory Ergonomics Program for all healthcare providers (1/1/24)
- Ban on Noncompete Agreements (7/1/23)



BENEFITS OF LEGISLATIVE VISITS

- Health care providers are facing rising health care costs, increasing bureaucracy, and administrative burdens which all impact delivery of care and patient access/experience—it is critical that legislators are made aware of these issues.
- Legislative visits educate policy makers and provide advocacy opportunities for ASCs.
- Visits allow relationship development which is helpful when facing future challenges on legislative issues.
- Increases visibility for ASCs and clinics.
- Pressures on healthcare providers, particularly independent practices has increased significantly every year it is important that legislators know their local independent practices and the impact legislation has on those practices.

KEY ISSUES-- 2024 SESSION

- Prior authorization reform
- Expansion of MN Care
- Study of Universal Health Care (MN Health Care Plan)
- Nurse staffing ratios/requirements
- Scope of practice initiatives
- Provider tax changes
- Health care delivery and payment reform initiatives
- Market transactions and data gathering by MDH and the Attorney General