MEMBERSHIP BENEFITS

GOVERNMENT AFFAIRS

STATE AND FEDERAL ADVOCACY AND ANALYSIS
- Budget, legislative, and regulatory issues
- State and federal policy
  - Analyze budget, legislative, and regulatory proposals;
  - Estimate impact on members;
  - Advance proactive legislative and regulatory agenda;
  - Build support from elected officials for member priorities; and
  - Work with federal and state agencies
- National partnerships, including AHA, AAMC, and other state hospital associations
- Advocacy coalition leadership and partnership with New York-based healthcare associations
- Development of memos, issue papers, comment letters, and other advocacy materials

MEMBER ENGAGEMENT
- State lobby days
  - Annual Albany Advocacy Day
  - Issue-specific lobby days
  - Trustee lobby days
- Federal lobby days
  - Separate and in conjunction with AHA activities
  - Issue-specific lobby days and advocacy opportunities
- Meeting facilitation with Congressional representatives in Washington
- Bi-weekly Government Affairs update calls

MEMBER RELATIONS

MEMBER ENGAGEMENT
- Member visits and board presentations
- Customized programs and leadership presentations
- Membership connection with expert policy staff and resources

MEMBER COMMITTEES
- Managed Care Advisory Group
- Multi-state Managed Care Coalition

FINANCE AND ANALYTICS

MEMBER ENGAGEMENT
- Expert support on government rate issues
- Analytics support for questions and explorations
- Program integrity and audit activity support

MEMBER COMMITTEE
- 340B Strategy Group

HOSPITAL-SPECIFIC AND OTHER ANALYSES
- Regulatory analyses on Medicare and Medicaid payment rules
- Legislative analyses to support federal and state advocacy
- Finance-related operational analyses
- Quality data/program analyses for federal pay-for-performance programs and measures
- Written summaries, educational webinars, and development of responses/comments to government payment policy

SPECIAL TOOLS
- Annual Economic and Community Benefit Analysis
- HANYS’ Data Gallery and Visualization Tools

MANAGED CARE AND INSURANCE

MEMBER ENGAGEMENT
- Payment denials management
- Contracting strategy
- One-on-one member calls/meetings on specific issues

MEMBER COMMITTEES
- Managed Care Advisory Group
- Multi-state Managed Care Coalition
QUALITY ADVOCACY, RESEARCH, AND INNOVATION

COLLABORATIVES & LEARNING NETWORKS
- NYS Partnership for Patients (NYSPFP)
- Antibiotic Stewardship
- Committed to Excellence (C2X) High Reliability
- Opioid Addiction Prevention and Management
- HANYS-Planetree Patient Experience
- Obstetric Safety
- Sepsis Support Network/Sepsis Data Collection Tool

MEMBER ENGAGEMENT
- Custom presentations
- CMS Hospital Star Rating facility-specific analytics and evaluation
- On-demand assistance with CMS and DOH issues
- On-site NYSPFP project managers
- Quality Bootcamp

MEMBER COMMITTEES
- Statewide Steering Committee on Quality Initiatives
  - Sub-committees on high reliability, patient experience, and healthcare analytics
- Opioid Advisory Group

REGULATORY AFFAIRS

MEMBER ENGAGEMENT
- Member assistance with surveys and CON issues
- Guidance on DOH regulatory issues
- Outreach and education on federal and state compliance issues

MEMBER COMMITTEE
- CON Workgroup

BEHAVIORAL HEALTH

MEMBER ENGAGEMENT
- Guidance on OMH, OASAS, and Justice Center regulatory issues
- Outreach on state agency activities and developing issues
- One-on-one member calls and meetings

MEMBER COMMITTEE
- Behavioral Health Task Force

EMERGENCY PREPAREDNESS

MEMBER ENGAGEMENT
- Member support during disasters and emergency events
- State and federal partner engagement to support preparedness planning and response
- Outreach and education on emerging threats and/or infectious disease outbreaks

MEMBER COMMITTEE
- Statewide Emergency Preparedness Advisory Committee

QUALITY ADVOCACY, RESEARCH, AND INNOVATION

HEALTH INFORMATION TECHNOLOGY (HIT)

MEMBER ENGAGEMENT
- Expertise and guidance on HIT policy and regulatory issues, cybersecurity, EHRs, interoperability, telehealth, and e-prescribing

MEMBER COMMITTEE
- HIT Strategy Group
MEMBER ENGAGEMENT
• Prevention Agenda leadership and expertise
• Organ donation awareness
• Community needs assessment education/guidance
  ▪ Community service plans
  ▪ Schedule H
• Healthcare auxilians advocacy engagement

MEMBER COMMITTEES
• Community Health Task Force
• Statewide Committee on Healthcare Auxiliaries

RURAL HEALTH
STATE AND FEDERAL ADVOCACY
• Rural designation preservation
• Financial viability promotion
• Quality improvement

MEMBER COMMITTEE
• Rural Health Steering Committee

WORKFORCE
MEMBER ENGAGEMENT
• Physician and allied health professional shortage surveys
• Recruitment and retention programs (i.e. Doctors Across New York)

MEMBER COMMITTEE
• Statewide Human Resource Advisory Committee

HEALTHCARE TRUSTEES OF NEW YORK STATE (HTNYS)
MEMBER ENGAGEMENT
• Customized presentations to hospital and system boards on governance, health policy, and industry trends
• One-on-one assistance on governance issues such as self-assessment, governance trends, and best practices
• Diversity platform

MEMBER COMMITTEES
• HTNYS Board of Governors
  ▪ Sub-committees on advocacy, diversity and inclusion, education, executive, and governance

EDUCATION, TOOLS AND SPECIAL EVENTS
• Annual Trustee Conference
• Webinars on emerging healthcare issues
• Best practices resources, Boardroom Basics
• Annual Workshop for Executive Assistants to the President and Board Coordinators

EXECUTIVE ENGAGEMENT
MEMBER ENGAGEMENT
• New executive orientation and briefing sessions
• Leadership team meetings and presentations

MEMBER COMMITTEE
• HANYS Board of Trustees
• HANYS’ Chief Operating Officer Forum

POLITICAL ACTION
STATE AND FEDERAL ADVOCACY
• HANYS state and federal political action committees (PACs)
• Disbursements to candidates supportive of healthcare

MEMBER COMMITTEE
• HANYS PAC Steering Committee
MEMBER ENGAGEMENT
- Member assistance with PPS-specific issues
- Custom DSRIP presentations:
  - Future of DSRIP, DSRIP Landscape, Aligning DSRIP Business Strategy, and National DSRIP Policy Programs
  - Liaison for members with DOH

MEMBER COMMITTEES
- PPS Executive Leadership Group
  - PPS Reporting Workgroup
  - Ad-hoc workgroup meetings and calls to inform members as needed

LEGAL AND COMPLIANCE
MEMBER ENGAGEMENT
- Serve as a resource on legal and corporate compliance issues
- Litigation support on issues of interest to members
- Advocacy and education
  - Legislative initiatives
  - Statutory and regulatory implementation
  - Non-profit governance
  - Healthcare ethics
  - Program integrity and audit activities

COMMUNICATIONS AND MARKETING
MEDIA AND PUBLIC RELATIONS
- Collaboration with member public relations officers
- Media engagement on issues of importance to members
- Digital and print advertising campaigns to raise awareness of important policy concerns
- Release publications including Daily Headlines, HANYS News, and Healthcare Acronyms and Terms

ANNUAL MEMBER EDUCATION EVENTS
- Annual Membership Conference
- Annual Trustee Conference
- Managed Care SWAT Conference
- Behavioral Health SWAT Conference
- HANYS/Cornell University Academy for Healthcare Leadership Advancement Program
- HANYS/Cornell University Advanced Executive Leadership for Physicians
- Annual Conference for Healthcare Auxiliary and Volunteer Leaders
- Annual Workshop for Executive Assistants to the President and Board Coordinators

ANNUAL AWARDS
- HANYS’ Distinguished Service Award
- Pinnacle Award for Quality and Patient Safety
- Community Health Improvement Award
- Auxiliary and Volunteer of the Year Award
- Trustee Advocacy and Leader Award
- HANYS PAC MVP Awards

HOW CAN WE HELP YOU?
Contact Nicholas Henley, Vice President, External Affairs
518.431.7721 | nhenley@hanys.org
See HANYS’ Key Staff sheet for individual staff contact information.