

### What we achieved together

Every day, HANYS supports New York's hospitals and health systems through advocacy, education and operational assistance. This report shows the many ways HANYS' advocacy and initiatives support our membership and advance healthcare in New York.



Advocacy, education and active member engagement were essential in 2022



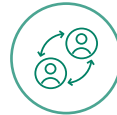
#### Advocacy victories

Critical state budget investments, defeat of harmful legislation and securing key federal policy and payment provisions.



#### Education

More than 7,400 individuals from member institutions participated in over 290 education programs.



#### Active engagement

845 individuals served on 25 member-driven health policy committees and task forces.



#### Constant contact

HANYS staff had hundreds of one-on-one contacts with members to answer questions, provide resources and help navigate challenges.



Financial advocacy successes achieved for our members

# \$ 1,099,238,000

This fiscal relief achieved in 2022 reflects state and federal advocacy successes that maintained and improved Medicaid and Medicare payment rates, eliminated Medicare 340B payment cuts\* and extended special federal rural programs.\*

\* Not applicable to all hospitals.



## HANYS' work on your behalf in 2022



### Advocacy

On the state level, strong advocacy on the budgetary front led to major multi-year investments in healthcare. Achievements include an additional \$1.6 billion in capital funding, increased support for safety net and financially distressed providers, enactment of telehealth payment parity, a Medicaid reimbursement increase and supportive workforce funding to bolster the healthcare worker pipeline. HANYS also achieved a Medicaid global cap calculation change and delayed inpatient rate rebasing to avoid large swings in rate reimbursement.

HANYS successfully blocked passage of damaging bills, including legislation that would have required hospital contracts with insurers to include harmful provisions.

HANYS continues to engage the governor's office on actions the administration can and should take to address the worsening healthcare workforce crisis. To that end, HANYS successfully advocated for the continued extension of the statewide disaster emergency declared due to healthcare staffing shortages (Executive Order 4). This declaration empowers the governor to provide the regulatory and statutory flexibilities needed to recruit new staff and increase the efficiency of existing staff.

On the federal level, HANYS collaborated with the American Hospital Association and other key federal partners, including New York congressional delegation members, to influence significant policy and payment provisions for hospitals and health systems. These include preventing a 4% statutory "PAYGO" reduction in Medicare spending, a reprieve from the 2% Medicare sequestration cuts through the first half of 2022, and an extension of the Medicare Dependent Hospital program and enhanced Medicare Low-Volume payment adjustment.

HANYS also worked in partnership with U.S. Senate Majority Leader Charles Schumer, Senator Kirsten Gillibrand, the New York delegation and the Biden administration to protect hospitals whose special status (340B eligibility, rural hospital designations, etc.) were at risk as a result of the COVID-19 pandemic.

Related to 340B, the Supreme Court ruled in favor of HANYS-supported 340B litigation challenging the Department of Health and Human Services' draconian cuts to Medicare reimbursement for 340B drugs. We continue to push the administration to make 340B hospitals whole while protecting hospital outpatient payments.

In addition, after years of steadfast HANYS advocacy in Washington, CMS finalized a rule redefining primary road based on HANYS recommendations to address harmful mileage criteria that would have caused Critical Access Hospitals across the state to

lose their status. This reversal will preserve access to care in these underserved communities.

HANYS kept the New York delegation unified in support of other key hospital and health system issues, yielding progress in several areas including bipartisan efforts to address widespread challenges associated with Federal Emergency Management Agency public assistance funds. HANYS, in partnership with the delegation, made significant strides working with FEMA and the New York State Division of Emergency Services to streamline application processes, reduce burdensome requirements and expedite the flow of funds to hospitals.

Among other priorities, HANYS continues to leverage the momentum following Congress' passage of new Medicare-funded Graduate Medical Education slots to address staffing challenges and further strengthen the healthcare workforce. We are also working to ensure that innovative changes resulting from the pandemic, such as Public Health Emergency-enabled telehealth policies, are made permanent.

Throughout 2022, HANYS, our members and other advocacy partners have sounded the alarm about the dire fiscal and workforce challenges facing our hospitals and health systems. In the fall, HANYS and our allied regional hospital associations surveyed the membership, obtaining statewide numbers that confirmed the magnitude of these serious fiscal and workforce crises. The associations published a report, *Critical Condition: New Yorkers are losing access to care as a fiscal crisis hammers hospitals statewide*, to spread the word to lawmakers, media and the public and to support our advocacy as we begin the new year.



### Continuing pandemic support

HANYS continues to address member concerns around the clock related to the COVID-19 pandemic. We serve as a key member of New York's regional Healthcare Emergency Preparedness Coalition and provide feedback to state and federal policymakers to inform guidance on the continued response and now recovery from the pandemic.

Over the past year, HANYS' Statewide Steering Committee on Quality Initiatives engaged in direct dialogue with policymakers and national thought leaders on quality, health equity and public health. The committee's report, *Pandemic Preparedness: COVID-19 Lessons Learned in New York's Hospitals*, was distributed nationally through *The Joint Commission Journal on Quality and Patient Safety*. We will continue to advocate for implementation of the report's recommendations, including the need for improved systems for sharing supply and capacity information, workforce investments and flexibilities, and increased funding for emergency preparedness and public health.



## Managed care and insurance

HANYS continues to advance a managed care agenda that reflects our members' priorities and the innovative principles that guide our advocacy work.

HANYS' managed care team negotiated two circular letters with the Department of Financial Services to address administrative requirements for health insurance. The first suspended prior authorization for in-network hospital transfers and rehabilitation services during the COVID-19 omicron wave. The second reminded insurers about their statutory and regulatory obligations related to utilization review, clinical review criteria and other requirements. Both letters contained guidance that lifted the administrative burden from hospitals and helped streamline care delivery.

In the state Legislature, HANYS successfully negotiated significant changes to the HEAL Act, a bill that would have substantially limited providers' ability to negotiate contracts with health plans. HANYS also advanced managed care reform bills that would strengthen hospitals' position in an increasingly aggressive payer landscape.

HANYS continues to convene the monthly Managed Care Advisory Group, sharing updates with hospital members and gathering real-time information on payer relationships to help our advocacy efforts.



## Quality and health equity initiatives

The HANYS Quality Advocacy, Research and Innovation team sponsored numerous high-value educational programs focused on quality, health equity and professional development. HANYS leveraged outside funding from longtime and new partners to provide most of these programs at no cost to members. Nearly all were hosted virtually and participation remained strong throughout the year.

HANYS engaged members across the state and at all organizational levels through various committees, including critical care, infection control and clinical staffing. These high-level, member-driven discussions encouraged collective problem-solving and created impactful tools and resources for the broader HANYS membership.

In collaboration with our members, community-based organizations and other institutions and leaders, HANYS continues our strong commitment to health equity. The HANYS Health Equity Task Force and the Advancing Healthcare Excellence and Inclusion collaborative focus on systematically and intentionally closing economic, racial and health gaps in every New York community.

The HANYS Community Health Task Force met quarterly and continues to focus on issues related to the New York State *Prevention Agenda* to improve the health and well-being of all New Yorkers and promote health equity.



## Post-acute and continuing care

HANYS continued our engagement with post-acute and continuing care providers in 2022 through a series of regular calls focused solely on the needs of this important segment of our membership. These meetings provide an opportunity to gain input from the field to inform our advocacy related to nursing home Medicaid reimbursement, workforce and nursing home reform bills targeting staffing, transparency and revenue restrictions.

In addition to advocacy, HANYS' post-acute and continuing care staff implemented the Age-Friendly Health Systems New York State Action Community, which supported 85 sites in achieving Age-Friendly Health Systems recognition from the Institute for Healthcare Improvement. In related work, HANYS supported 15 sites in achieving Geriatric Emergency Department Accreditation through the American College of Emergency Physicians. With the generous support of multiple private foundations, HANYS looks forward to continuing both collaboratives in 2023.



## Behavioral health

HANYS provided regular updates and advocacy as members confronted an upsurge of behavioral health policy changes. Our Behavioral Health Task Force and three workgroups provided valuable input to our work related to aggressive patient behavior, tele-behavioral health and complex case discharge delays.

HANYS conducted a data collection pilot in 2022 to investigate the scope of complex case discharge delays across New York. We continue to engage a variety of interested parties to develop strategic solutions to this growing issue.

HANYS convened experts and held 14 webinars to provide insight on complex case discharge delays and aggressive patient behavior at no cost to members.



## Workforce

Workforce recruitment and retention remain a top priority for our members. HANYS continues to advocate for funding, regulatory flexibility and expanding training programs to strengthen and bolster the workforce. The Statewide Human Resource Advisory Committee continues to provide a valuable platform for feedback that guides HANYS' advocacy. In the fall, HANYS surveyed

*Continued*

members to get current data on the state of the workforce and the persistent recruitment and retention challenges our members are experiencing. HANYS will use these data to forecast employment needs, justify funding requests and inform regulatory and legislative advocacy.



## Legal and compliance

To support our members' legal, compliance and contractual needs, HANYS' legal department works directly with general counsels and their legal teams to increase knowledge through sharing information and guidance in relation to law, risk management, governance and other areas of common interest. HANYS collaborates with regional association compliance officers to identify best practices. We also continue to populate the online HANYS Litigation Tracker to monitor the progress of critical litigation that impact HANYS' advocacy and policy priorities, and when necessary, file amicus briefs to support our members' interests.



## Health information technology

The HANYS health information technology team brings together members, regulators and other groups, such as the New York eHealth Collaborative, to improve technology use, streamline operations, enable peer networking and improve care. Our educational events, peer groups and workgroups assist with HIT strategy and day-to-day IT operations. *HIT Updates* filter useful HIT-related news and regulatory changes, and notify members about our educational programs. We offer regular educational sessions and strategy workgroups to enhance member understanding as they navigate the challenges of ongoing digital transformation, electronic medical record optimization, cybersecurity and regulatory compliance.



## Innovation

HANYS helps hospitals and health systems innovate through timely and thought-provoking presentations about emerging issues in healthcare. Through our board of trustees' Strategy, Innovation and Policy subcommittee, HANYS has focused on four key strategies to help health systems be resilient in the future: controlling the dollar, innovating around workforce, embracing the use of technology and understanding patients as consumers. In 2022, HANYS' leadership gave presentations to the SIP committee on how best to reduce health disparities, proactively help consumers avoid medical debt, provide price transparency to consumers, compete with the growing

number of private equity-backed physician groups and gave an overview of major emerging trends regarding healthcare consumer preferences. Additionally, the HANYS-led Hospital Innovation and Lean Network of New York offered a variety of educational programs ranging from an introduction to lean concepts to case studies of applying more advanced lean management principles in the hospital setting.



## Healthcare trustee education

Healthcare Trustees of New York State provides education, tools and resources to help hospital management and trustee boards fulfill their fiduciary and local advisory responsibilities. Working closely with its board of governors, HTNYS offered new educational programs during the past year focused on new board member orientations, hospital quality ratings and state budget advocacy. HTNYS also hosted its first in-person Annual Trustee Conference since the pandemic began. Education is more important than ever as hospital and health system boards continue to grapple with the ongoing pandemic and severe, persisting financial and workforce challenges. HTNYS will continue to drive valuable educational content to the trustee membership.



## We are here for you

Our members, from large academic medical centers to small rural hospitals, benefit from our expertise on the issues that impact your operations. HANYS works with your staff on important topics ranging from workforce shortages, behavioral health and regulatory challenges to the opioid crisis, antibiotic resistance, telemedicine and cybersecurity. We're here to tackle the tough issues surrounding Medicare and Medicaid reimbursement, leveling the playing field with insurers and ensuring fairness in a highly competitive marketplace.

Together, as the pandemic surges begin to recede, we're focusing on readiness for future public health crises while fighting to protect and strengthen healthcare providers.

**Give us a call. We're here to help.**

### Questions?

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