



**Kansas Hospital**  
ASSOCIATION

## KHA District Meetings Spring 2022



## Today's Agenda

- Welcome and Introductions
- State and Federal Advocacy Roundtable
- Workforce Roundtable
- Community Health Roundtable
- KHSC and APS Spotlight Services
- KHA Updates and General Discussion



# INTRODUCTIONS



# STATE AND FEDERAL ADVOCACY ROUNDTABLE





## State and Federal Advocacy



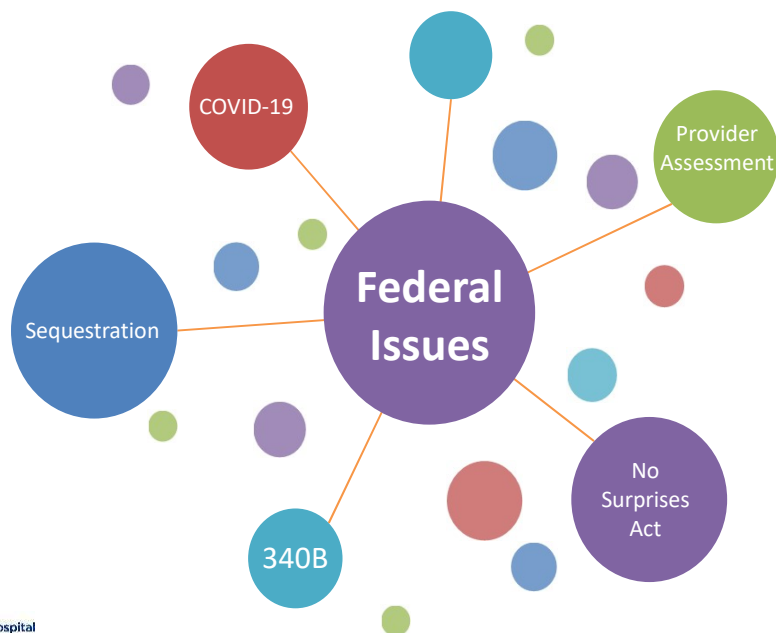
### What We Thought We Would be Talking About During the 2022 Session:

- Telehealth
- Medicaid Expansion
- COVID Regulatory Flexibilities and Liability Protections
- Workforce Issues/Assault of a Healthcare Worker
- 340B/PBM Reform
- Behavioral Health/Mental Health Services
- Anti-Vaccination Legislation
- Price Transparency



## What We Actually Talked About:

- COVID Regulatory Flexibilities and Liability Protections
- Workforce Issues/Assault of a Healthcare Worker
- 340B/PBM Reform
- Behavioral Health/Mental Health Services
- **Anti-Vaccination Legislation**
- APRN
- CNAs
- Medical Marijuana



## How Can You Help?

- ✓ Monitor policy issues
- ✓ Visit with your colleagues
- ✓ Reach out regularly to local community and civic leaders about the importance of the healthcare sector
- ✓ Establish great relationships with your elected officials to educate them on the issues
- ✓ Sign up for the KHA Grassroots Tool
- ✓ Keep up to date on Capitol Comments and Federal Advocate
- ✓ Participate in Advocacy Day and other opportunities to connect



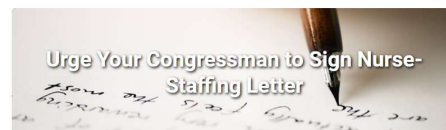
Provides members with legislative information and action alerts on state and federal issues.

Has an easy-to-use search engine for state and federal legislative and agency contact information.

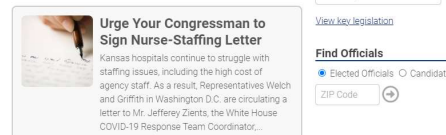


## KHA Advocacy Tool

[www.KHAGrassroots.org](http://www.KHAGrassroots.org)



State Campaigns Federal Campaigns



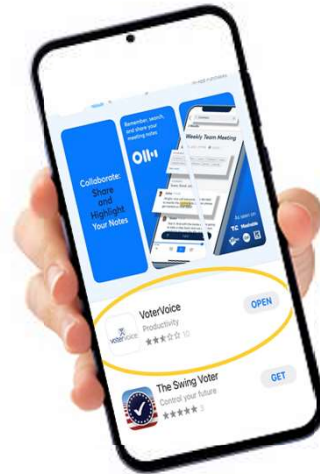
Powered by voter voice  
A HealthVox Company

# KHA Advocacy Tool

On your Computer By Visiting:  
[www.KHAGrassroots.org](http://www.KHAGrassroots.org)



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



## Templates to Customize

**Tell your Kansas Legislators to extend regulatory relief protections before they expire next week.**

The current regulatory relief provided by the State Executive Orders 22-01 and 22-02 will expire on Jan. 21. Please encourage the state legislature to put the regulatory relief in statute before they expire by passing House Bill 2477.

This regulatory relief is critical to allowing our hospitals to continue to address the latest surge in patient volumes and current staffing challenges facing our Kansas hospitals.

### Compose Your Message

- State Senator
- State Representative

#### Subject

Support Regulatory Relief Extensions for Kansa

#### Message Body

Please add your own story about this issue to personalize your message

While hospitals across Kansas continue to respond to high patient volumes with more limitations in staffing, we need your help to support regulatory relief extensions provided through House Bill 2477

### Enter Your Info

#### Your Information

Prefix \* First Name \* Last Name \*

Email \*

☒ Send me text alerts

Mobile Number \*

#### Member Type

-- Please select --

#### Home Information

Street Address \*

ZIP Code \* Enter Zip for City and State

#### Business Information

Your Title Company

Street Address

ZIP Code \* Enter Zip for City and State

#### Other Information

340B \*

☐ Yes ☐ No

☒ CAH Hospital

Hospital Ownership

-- Please select --

KHA District



-- Please select --



Find your elected officials:

- At each Level of Government
- Compose Messages to Select Targets

#### Your State Officials

- ☐  [Governor Laura Kelly](#) (D-KS)
- ☐  [Lt. Governor David Toland](#)
- ☐  [Secretary of State Scott Schwab](#) (R-KS)
- ☐  [Attorney General Derek Schmidt](#) (R-KS)
- ☐  [Senator Brenda Dietrich](#) (R-KS-020)
- ☐  [Representative Jesse Borjon](#) (R-KS-052)


**Compose Message**



Click on your elected officials to see:

- Photos
- Contact information
- Committees
- Biographical information

Profile



Senator Brenda Dietrich

Republican-KS-020

Contact

Personal

Political

Capitol Address	300 SW 10th St. Room: 223-E Topeka, KS 66612
Capitol Phone	(785) 296-7648
Capitol Fax	(785) 296-6718
District Address	6110 SW 38th Ter Topeka, KS 66610
District Phone	(785) 861-7065
Email Address	Brenda.Dietrich@senate.ks.gov
Web Site	<a href="http://www.kslegislature.org/li/b2021_22/members/sen_dietrich_brenda_1/">http://www.kslegislature.org/li/b2021_22/members/sen_dietrich_brenda_1/</a>

Close



## Roundtable Discussion



What pressing advocacy issues did we not discuss?



## WORKFORCE ROUNDTABLE





## WHAT IS HOSA?



- ❖ 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.**

# WHAT IS HOSA?



HOSA provides opportunities for students to develop, practice and refine their technical, leadership, and teamwork skills to achieve a seamless transition from education to a career



## HOSA STATISTICS



### 54 Chartered Associations

(including Puerto Rico, American Samoa, District of Columbia, China, Canada, and Korea)

Over 260,000 members

### Kansas HOSA allows students to compete in 58 Competitive Events in These Categories:

Health Science, Health Professions, Leadership, Teamwork, Recognition, & Emergency Preparedness

# KANSAS MEMBERSHIP

- ▲ 2014-2015 - 475
- ▲ 2015-2016 - 549
- ▲ 2016-2017 - 566
- ▲ 2017-2018 - 803
- ▲ 2018-2019 - 859
- ▲ 2019-2020 – 935
- ▲ 2020-2021 – Covid ☹️
- ▲ 2021-2022 – 957



**1,000 Member Goal!!**

## THE HOSA EXPERIENCE

- ▲ Fall Leadership Conference
- ▲ Washington Leadership Academy
- ▲ Engage in Chapter Activities & Service
- ▲ Spring Leadership Conference & Competition
- ▲ International Leadership Conference






Over 125 National Partnerships! **hosa**



Kansas HOSA Partnerships! **hosa**

# SUPPORT KANSAS HOSA


- ▲ Contact your local school and ask about starting up a HOSA chapter in your community
- ▲ Become a Local HOSA Advisor
- ▲ Assist with local chapter start up 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




## MY INTEREST IN HEALTH CARE CAREERS



**QUESTIONS:** Seth Nutt - Kansas HOSA Advisor  
1501 S. Joplin, Shirk Hall 4<sup>th</sup> Floor  
Pittsburg, KS 66762  
[snutt@kumc.edu](mailto:snutt@kumc.edu)  
(620) 235-4040 Ext. 4048




## HEALTHCARE 2028 KS CAREERS



**Top Health Care  
Careers in Kansas**

- Demand
- Education Requirements
- Average Salary
- Job Openings





This publication is brought to you through a cooperative venture between the Kansas Hospital Association and the Kansas Board of Regents.



You can download this publication electronically at:  
[www.kha-net.org](http://www.kha-net.org)  
 Click on Critical Issues, Workforce, then Health Careers

 <b>Emporia State University</b> Emporia, KS (620) 341-1200 <a href="http://www.emporia.edu">www.emporia.edu</a>	 <b>University of Kansas</b> Lawrence, KS (785) 864-2700 <a href="http://www.ku.edu">www.ku.edu</a>
 <b>Fort Hays State University</b> Hays, KS (785) 628-FHSU <a href="http://www.fhsu.edu">www.fhsu.edu</a>	 <b>Pittsburg State University</b> Pittsburg, KS (620) 231-7000 <a href="http://www.pittstate.edu">www.pittstate.edu</a>
 <b>Washburn University</b> Topeka, KS (785) 670-1010 <a href="http://www.washburn.edu">www.washburn.edu</a>	 <b>Wichita State University</b> Wichita, KS (316) 978-3456 <a href="http://www.wichita.edu">www.wichita.edu</a>
 <b>Kansas State University</b> Manhattan, KS (785) 532-6011 <a href="http://www.k-state.edu">www.k-state.edu</a>	

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## Top Health Care Careers in Kansas

This book highlights top health care professional job opportunities, at various educational levels, from less than one year of training to the requirement of a graduate degree. Health care professionals play a vital role in ensuring the health and well-being of Kansans. "Health care professionals" is a broad term that encompasses the many individuals who deliver health care in today's complex, patient care environment.

Kansas hospitals are busy places. The 122 community hospitals in Kansas provided care for more than:

- 586,000 inpatient visits
- 33,000 stays
- 8.3 million outpatient visits
- 1 million emergency department visits

Health care, at its core, is about people caring for people. Kansas hospitals alone employ nearly 300,000 health care professionals. This does not include physician offices, clinics and the many other places health care professionals work. More than 240,000 Kansans, or nearly 12 percent of the state's total workforce, work in health care. This is more than the national average of 10 percent of all U.S. workers employed in health care.

Throughout Kansas and the nation, hospitals and other health care providers are experiencing workforce shortages. These shortages cause considerable strain on the health care system, especially since an aging population is expected to need more health care services in the immediate future, and many of today's health care professionals are nearing retirement age. Consider the following reasons for an increased need for health care professionals:

- The population of Kansas is expected to grow 28.8 percent by 2035.
- The population of Kansans over the age of 65 is projected to double over the next 10 years.
- Health care demands increase in later years in life.
- The average age of most practicing health care professionals is over 40 years, with an expectation of retirement in the next 10 years.

The success of the health care system is dependent on the availability of properly educated and trained professionals. People enter into careers in health care because they want to make a difference in the lives of others. The work a health care professional does is demanding and exciting. It requires skill, focus and attention to detail. Health care careers are some of the most respected, exciting, rewarding and fulfilling careers one can have.

### Kansas Hospital Association

215 S.E. 10th Ave.  
 Topeka, KS 66603-3006  
 (785) 233-7436  
[www.kha-net.org](http://www.kha-net.org)

### Kansas Board of Regents

Workforce Development  
 1000 S.W. Jackson, Ste. 520  
 Topeka, KS 66612-1368  
 (785) 430-4240  
[www.kansasregents.org](http://www.kansasregents.org)

Revised July 2022



## CERTIFIED NURSING AIDE (CNA)

**Average Salary:**  
 \$13.02 (hourly) \$27,080 (annual)

**Education:**  
 Less than 1 year

**Projected 2028 Employment:**  
 24,417

**Average Annual Job Openings:**  
 2,762

**Common Job Titles:** Certified Medication Aide (CMA), Certified Nurse Aide (CNA), Certified Nurse's Aide (CNA), Certified Nursing Assistant (CNA), Licensed Nursing Assistant (LNA), Nurses' Aide, Nursing Aide, Nursing Assistant, Patient Care Assistant (PCA), State Tested Nursing Assistant (STNA)



Certified Nurses' Aides provide or assist with basic care or support under the direction of on-site licensed nursing staff. They perform duties such as monitoring of health status, feeding, bathing, dressing, grooming, toileting or ambulation of patients in a health or nursing facility.

## EMERGENCY MEDICAL TECHNICIAN (EMT)

**Average Salary:**  
 \$14.85 (hourly) \$30,890 (annual)

**Education:**  
 Less than 1 year

**Projected 2028 Employment:**  
 2,211

**Average Annual Job Openings:**  
 148



**Common Job Titles:** EMT, Emergency Medical Technician, First Responder

EMTs assess injuries and illnesses and administer basic emergency medical care which may include transportation of injured or sick persons to medical facilities.



## YEAR OR LESS TRAINING

## Roundtable Discussion

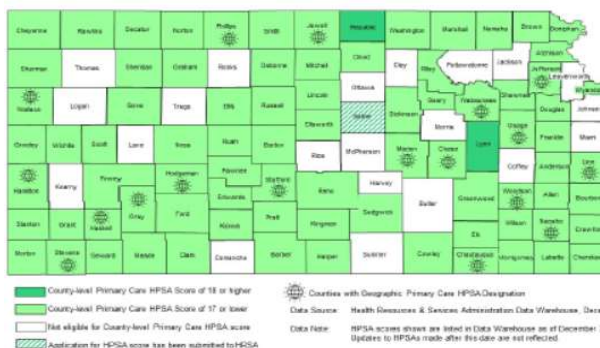


How have you been working with students or encouraging students with an interest in health care?

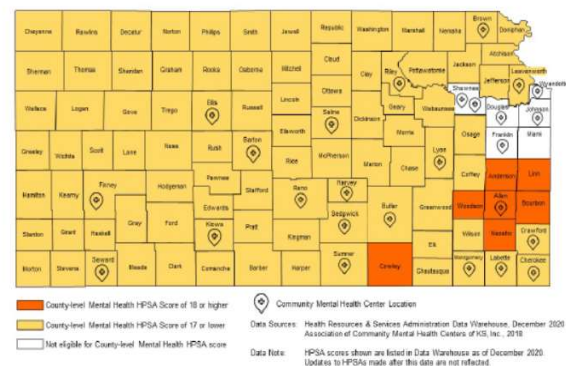


## Kansas Health Care Workforce Shortages

### Primary Care Shortages, 2020



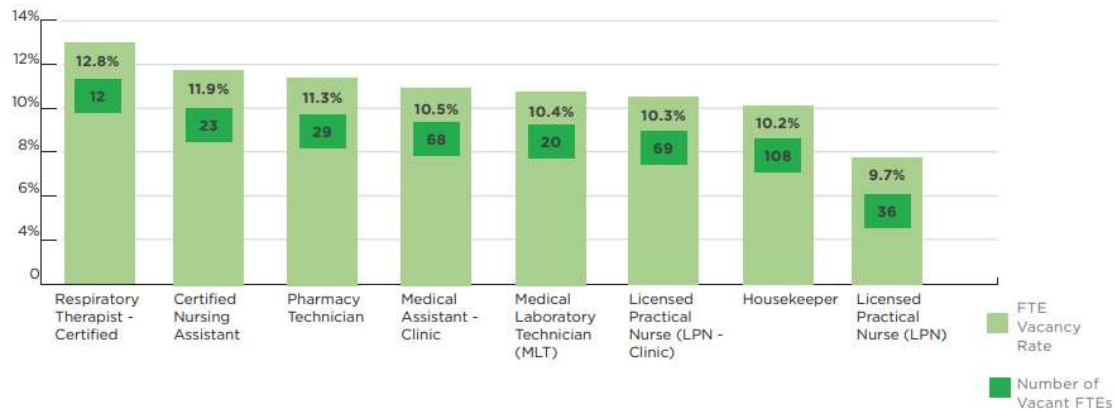
### Mental Health Shortages, 2020



Source: KDHE Health Professional Underserved Areas Report

## FTE Vacancy for Select High-Demand Positions (2020)

Based on reporting from Kansas hospitals, the following health care positions are in high demand across the state.



Source: Kansas Hospital Association Annual Workforce Survey, collected January 2021



## Top Vacancies and Turnovers by Rural and Urban Areas (2020)

Based on reporting from 37 urban hospitals (includes Kansas City, Missouri) and 73 rural hospitals, both groups experienced significant turnover in housekeepers and food service workers with a substantial number of employee separations in certified nursing aides and staff nurses.

Urban	Vacant FTEs	Vacant Positions	Employee Separations	Turnover
Certified Nursing Aide (CNA)	384	569	1,390	31%
Staff Nurse (RN)	1,220	1,727	2,345	17%
Housekeeper	155	193	576	33%
Food Service Worker/Dietary Aid	53	80	294	31%

Rural	Vacant FTEs	Vacant Positions	Employee Separations	Turnover
Certified Nursing Aide (CNA)	116	163	624	31%
Staff Nurse (RN)	207	250	576	16%
Housekeeper	39	48	188	25%
Food Service Worker/Dietary Aid	41	50	201	27%

Source: Kansas Hospital Association Annual Workforce Survey, collected January 2021



## Why do we have a shortage?

- COVID-19 burnout/exhaustion
- Baby Boomers are retiring
- Desire for flexible work schedules
- New options like remote work/digital opportunities
- Salary and benefit limitations
- Education opportunities limited
- Rural patients need more services
- Rural practice characteristics
- Rural communities lack spouse opportunities
- Rural communities lack child care



## Impacts on the Delivery of Care

In January and February 2022 **over 50 percent** of Kansas hospitals report limiting services due to staffing shortages.

Limited services include ....

- Elective surgeries cancelled
- Surgeries requiring overnight stay cancelled
- Limited number of swing beds available
- Increased nurse/patient ratio
- Transfer issues – delays and lack of beds



Source: Kansas Hospital Association

## Health Care Workers Are Leaving

3 in 10 health care workers say they have considered no longer working in health care.

Washington Post/Kaiser Family Foundation 2021

32 percent of nurses surveyed in November 2021 said they intended to leave their current position in the next year.

McKinsey & Company 2022

More than half of nurses surveyed under the age of 40 are less committed to the profession than one year ago.

Trusted Health 2021



## Impacts on the Bottom Line

- 95 percent of health care facilities report hiring temporary staff
- The average pay for a contract nurse has more than doubled
- Average hourly wages have increased 8.5 percent
- Labor costs are now over 50 percent of a hospital's total expenses



American Hospital Association 2021 and 2022

## Costs of Turnover

Average cost of turnover for bedside RN is \$40,038.

NSI 2021

Each percentage change in nursing turnover can save a hospital \$270,800 a year.

NSI 2021

Replacing a physician often costs a practice two to three times the annual salary of the physician who left.

AMA 2018



## Workforce Strategic Initiative



The Kansas Hospital Association Board of Directors and the Healthworks Board of Directors have each allocated additional resources to help our members address the current workforce crisis.

Both boards are dedicated to adding to our existing efforts to address workforce challenges with additional workforce efforts and new partnerships in 2022-2024. KHA staff have identified numerous overarching goals to address supply and capacity to meet the needs of Kansas hospitals and the communities they serve.

KHA will work with our members and other constituents to ***ensure a robust and resilient health care workforce*** and ***increase workforce supply through a pipeline of talent***. This will be in alignment with 2022-2024 KHA Strategic Plan workforce strategic priorities:

- Promote hospital and health care careers to younger generations.
- Collaborate with stakeholders to increase health care graduates.
- Develop strategies to recruit and retain physicians and health care employees.
- Provide education and resources to support health career advancement.



## Roundtable Discussion



What workforce issues are impacting your hospital?  
How can KHA help?



## KHA Staffing Shortage Pulse Survey

We appreciate our members participation in the weekly staffing survey. The results of the 5 week survey were shared with legislators and others to educate on the impact of staffing shortages on our member hospitals. A summary of the responses and trends are below.

Week of Pulse Staffing Survey	21-Jan	28-Jan	4-Feb	11-Feb	18-Feb
Number of hospitals reporting	62	74	80	75	64
Hospitals with staff out due to COVID	95%	96%	90%	83%	58%
Percentage hiring Agency Staff	77%	81%	84%	83%	81%
Limiting services due to staffing shortages	60%	57%	40%	41%	30%
Beds unavailable due to staffing shortages	53%	43%	39%	35%	30%
Number of beds unavailable	534	412	441	371	215





## Potential New Measures

- How many (or what percentage) agency staff is your facility currently utilizing?
- Has your hospital limited procedures or admissions due to staffing challenges?
- Others?



## Workforce Related Measures in QHi

### Staff Turnover - \*Core Measure\*

[Number of employees (excluding temps and PRNs) leaving during the month / Number of employees at the beginning of month (excluding temps and PRNs)]

### Nursing Staff Turnover (RN, LPN, CNA)

Number of Nursing Staff (RN, LPN, CNA) who left / Total number of Nursing Staff (RN, LPN, CNA)]

### Non-Nursing Staff Turnover

Number of Non-Nursing Staff who left / Total number of Non-Nursing Staff)

### Staff Turnover: Non-Clinical Staff

(Number of non-nursing CLINICAL DEPARTMENT employees leaving during the month / Total number of non-nursing CLINICAL DEPARTMENT employees at the beginning of the month)

### Staff Turnover: Non-Nursing Clinical Staff

(Number of non-nursing CLINICAL DEPARTMENT employees leaving during the month / Total number of non-nursing CLINICAL DEPARTMENT employees at the beginning of the month)



### Average Time to Hire (All Staff)

Total days to fill positions / Total number of positions posted

### Average Time to Hire (Nursing)

Total days to fill Nursing positions / Total number of Nursing positions posted

### Average Time to Hire (Non-Nursing)

Total days to fill Non-Nursing positions/ Total number of Non-Nursing positions posted

### Benefits as a Percentage of Salary - \*Core Measure\*

Total cost of benefits provided to employees / Total of cost of salary payment to employees (wages only)]

### Salary to Operating Expenses Comparison

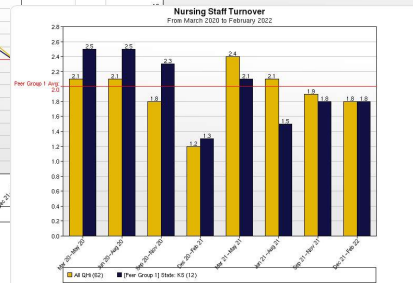
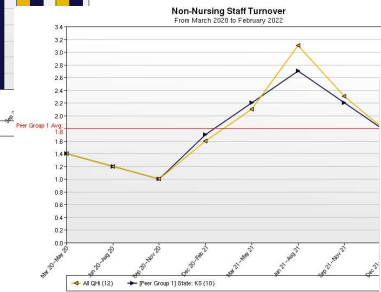
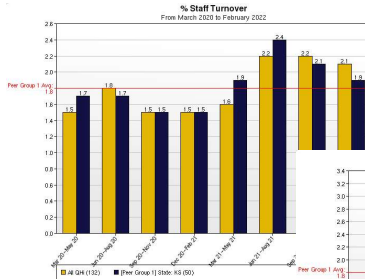
[(Total Salary Expense + Contract Labor Expense) / Operating Expense]

### Overtime Hours as a percentage of Total Worked Hours

[(Total Overtime Hours / Total Worked Hours)]



## Workforce Related Measures in QHi



**Kansas Hospital  
ASSOCIATION**

## Networking Break



# COMMUNITY HEALTH ROUNDTABLE



## KHA STRATEGIC PLAN

2022-2024



**VISION:**  
Optimal health for Kansans

**MISSION:**  
To be the leading advocate and resource for members

**VALUES:**  
*Excellence:*  
Exceeding Expectations

*Innovation:*  
Pursuing and Shaping Solutions

*Integrity:*  
Upholding Respect and Trust

*Knowledge:*  
Sharing Insights and Developing Expertise

2022-2024 STRATEGIC AIM: Improve Kansas' statewide health ranking, with a focus on preventive health services.

### STRATEGIC PRIORITIES



#### POLICY INFLUENCE



Advocate for policies that expand access, including telemedicine and KanCare expansion.



Advance policies that reduce administrative burden.



Reduce behavioral health crisis patients in emergency departments.



Expand grassroots advocacy network.



#### FINANCIAL STABILITY



Advocate for improved reimbursement.



Educate legislators and consumers about the cost and complexity of health care.



Promote payment parity for telehealth to improve access to care.



Develop resources for members on the No Surprise Billing Act and Price Transparency Rules.



#### WORKFORCE



Promote hospital and health care careers to younger generations.



Collaborate with stakeholders to increase health care graduates.



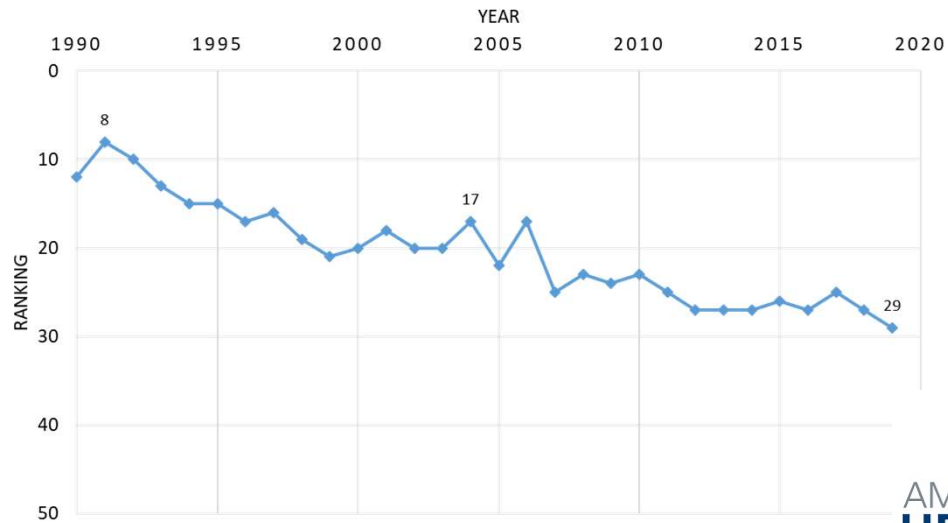
Develop strategies to recruit and retain physicians and health care providers.



Provide education and resources to support health career advancement.



## OVERALL KANSAS HEALTH RANKINGS



America's Health Rankings <https://www.americashealthrankings.org/>



## 2020 – 2021 Kansas Health Rankings

Measures related to Overall-Annual Rank	2020	2021
Social and Economic Factors	21	24
Physical Environment	35	39
Clinical Care	28	31
Behaviors	26	31
Health Outcomes	26	33



America's Health Rankings <https://www.americashealthrankings.org/>



## Kansas

State Health Department Website: [khs.kan.gov](https://khs.kan.gov)

Measures	State Ranking	State Value	U.S. Value
<b>SOCIAL &amp; ECONOMIC FACTORS*</b>			
<b>Community and Family Safety</b>	*** 34	0.565	—
Crash-related fatalities (deaths per 100,000 workers)	—	8.1	4.2
Public Health Funding (dollars per person)	—	\$67	\$76
Violent Crime (per 100,000 population)	—	47	279
<b>Economic Resources</b>	—	—	—
Economic Inequality (Index from 1-100)	—	43	—
Food Insecurity (% of households)	—	13.3%	10.7%
Income Inequality (90/10 ratio)	—	4.27	4.85
<b>Education</b>	—	—	—
High School Graduation (% of students)	—	87.2%	85.8%
High School Graduation Readiness (percentage point differential)	—	13.1	15.1
<b>Social Support and Engagement</b>	—	—	—
Advanced Childhood Experiences (% ages 0-5)	—	78.3%	64.8%
High-speed Internet (% of households)	—	89.0%	86.4%
Residential Segregation – Black/White (index from 0-100)	—	59	62
Voter Turnout (% ages 18+)	—	55.0%	61.4%
Voter Participation (% of U.S. citizens ages 18+)	—	61.3%	60.7%
<b>PHYSICAL ENVIRONMENT*</b>			
<b>Air and Water Quality</b>	—	—	—
Air Pollution (nanograms of fine particles per cubic meter)	—	78	8.3
Drinking Water Violations (% of community water systems)	—	1.7%	0.8%
Risk screening (Environmental Indicator Score) (unfused score)	—	1,943.388	—
Water Fluoridation (% of population served)	—	65.3%	70.7%
<b>Housing and Transit</b>	—	—	—
Drive Alone to Work (% of workers ages 16+)	—	82.3%	75.2%
Housing with Lead Paint (% of housing stock)	—	21.4%	29.6%
Severe Housing Problems (% of occupied housing units)	—	10.8%	17.3%
<b>CLINICAL CARE*</b>			
<b>Access to Care</b>	—	—	—
Avoided Care Due to Cost (% ages 18+)	—	10.4%	9.8%
Providers per 100,000 population	—	36	54.8
Dental Care	—	259.3	284.3
Mental Health	—	27	265.2
Primary Care	—	8.7%	8.2%
Preventive Clinical Services	—	—	—
Colorectal Cancer Screening (% ages 50-75)	—	69.7%	74.3%
Dental Visit (% ages 18+)	—	22	67.5%
Immunizations	—	—	—
Childhood Immunizations (% by age 36 months)	—	78.8%	75.4%
Flu Vaccination (% ages 18+)	—	47.2%	40.0%
HPV Vaccination (% ages 13-19)	—	53.3%	68.6%
Quality of Care	—	—	—
Delivered Health Care Provider (% ages 18+)	—	79.8%	77.0%
Perinatal Hospitalizations (discharges per 100,000 live births)	—	25	3.663
<b>BEHAVIORS*</b>			
<b>Nutrition and Physical Activity</b>	—	—	—
Exercise (% ages 18+)	—	20.8%	22.0%
Fruit and Vegetable Consumption (% ages 18+)	—	8.8%	8.2%
Physical Inactivity (% ages 18+)	—	22.0%	22.4%
<b>Social Health</b>	—	—	—
Chronic Disease (per 100,000 population)	—	1,545	1,602
High-risk Behaviors (% ages 18+)	—	5.9%	5.8%
Safe Births (per 100,000 live births)	—	9.2	8.2
<b>Sleep Health</b>	—	—	—
Insufficient Sleep (% ages 18+)	—	27.0%	17.7%
<b>Smoking and Tobacco Use</b>	—	—	—
Smoking (% ages 18+)	—	14.6%	15.5%
<b>HEALTH OUTCOMES*</b>			
<b>Behavioral Health</b>	—	—	—
Excessive Drinking (% ages 18+)	—	18.4%	17.8%
Frequent Mental Distress (% ages 18+)	—	14.0%	13.2%
Non-malingering Drug Use (% ages 18+)	—	13.3%	12.0%
<b>Mortality</b>	—	—	—
Perinatal Death (lower is better) (per 100,000 population)	—	1,545	1,602
Perinatal Death (Race: Disparity) (ratio)	—	27	1.5
<b>Physical Health</b>	—	—	—
Frequent Physical Distress (% ages 18+)	—	9.7%	9.0%
Low Back Pain (% of live births)	—	7.9%	8.3%
Low Birthweight (% of live births)	—	2.2	2.1
Low Self-weight (Race: Disparity) (ratio)	—	30	34.0%
Multiple Chronic Conditions (% ages 18+)	—	36	35.3%
Obesity (% ages 18+)	—	36	35.3%
<b>OVERALL</b>	—	—	—

\* Values derived from individual measures; higher values are considered better.  
For measures involving scores and data points, the higher is the score, the better the ranking.

ANNUAL REPORT [www.AmericasHealthRankings.org](https://www.AmericasHealthRankings.org)

### Summary

#### Strengths:

- Low income inequality
- High childhood immunization rate
- Low percentage of severe housing problems

#### Challenges:

- High occupational fatality rate
- High prevalence of cigarette smoking
- Low prevalence of colorectal cancer screening

#### Highlights:

**DRUG DEATHS**  
**▲29%**  
 from 11.2 to 14.4 deaths per 100,000 population between 2016 and 2019

**FOOD INSECURITY**  
**▼29%**  
 from 15.9% to 11.3% of households between 2012-2014 and 2018-2020

**HIGH HEALTH STATUS**  
**▲12%**  
 from 49.7% to 55.8% of adults between 2019 and 2020



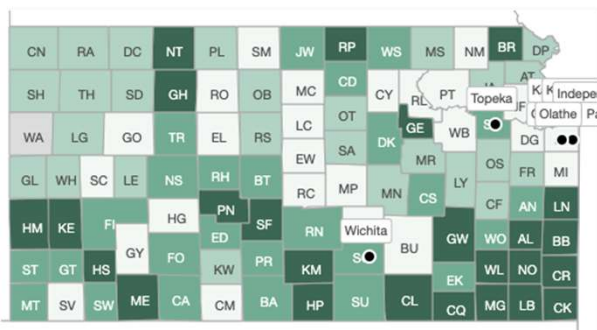
## County Health Rankings & Roadmaps

Building a Culture of Health, County by County

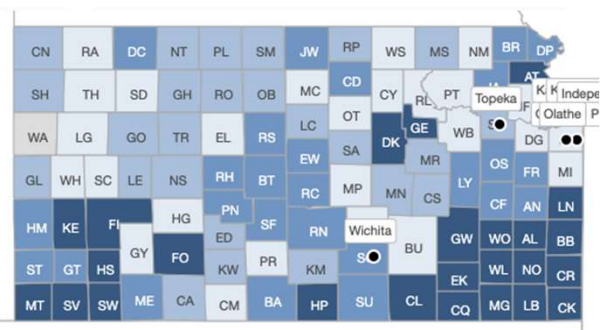
A Robert Wood Johnson Foundation program

2022 County Health Rankings out April 27!

### Overall Rankings in Health Outcomes



### Overall Rankings in Health Factors



## Roundtable Discussion



What is your top community health priority?



## Preventive Services Tools



<https://www.cms.gov/Medicare/Prevention/PrevntionGenInfo/medicare-preventive-services/MPS-QuickReferenceChart-1.html>



NATIONAL  
QUALITY FORUM



PATIENT SUPPORT & ADVOCACY

### Preventive services coding guides



#### CONTENTS

Access coding guides | How physicians and other health care providers help patients benefit | Coding rules specific to ACA zero-dollar preventive services: Commercial payers | Coding rules specific to ACA zero-dollar preventive services: Medicare | Preventive care and COVID-19 | Essential tools & resources

Due to the Affordable Care Act (ACA), when physicians order certain evidence-based preventive services for patients, the insurance company may cover the cost of the service, with the patient having no cost-sharing responsibility (zero-dollar).

The ACA requires that most private insurance plans provide zero-dollar coverage for the preventive services recommended by four ACA designated organizations, specifically:

- U.S. Preventive Services Task Force (USPSTF)
- Advisory Committee on Immunization Practices (ACIP)
- Women's Preventive Services Initiative
- Bright Futures

#### Access coding guides

As coverage is directly aligned with these evidence-based recommendations, it is important to recognize which patient populations are eligible for each preventive service without cost sharing and which patients may require

<https://www.ama-assn.org/delivering-care/patient-support-advocacy/preventive-services-coding-guides>

#### Your powerful ally

The AMA helps physicians build a better future for medicine, advocating in the courts and on the Hill to remove obstacles to patient care and confront today's greatest health crises.

[Join the AMA](#)

#### CPT code revision updates

The AMA's work on streamlining documentation

[Translate to Spanish/Español or other language](#)



**DATA**


- Community Dashboard
- Disparities Dashboard
- Demographics
- Key Health Indicators
- Social Determinants of Health Dashboard
- Healthy People 2030 Progress Tracker
- By Location, Type or Topic
- Health Equity Index
- Food Insecurity Index
- Mental Health Index

**TOOLS      PROMISING PRACTICES      RESOURCES      INITIATIVES**




Locate best practices to improve the health of your community


<https://www.kansashealthmatters.org/indexsuite/index/mentalhealth>




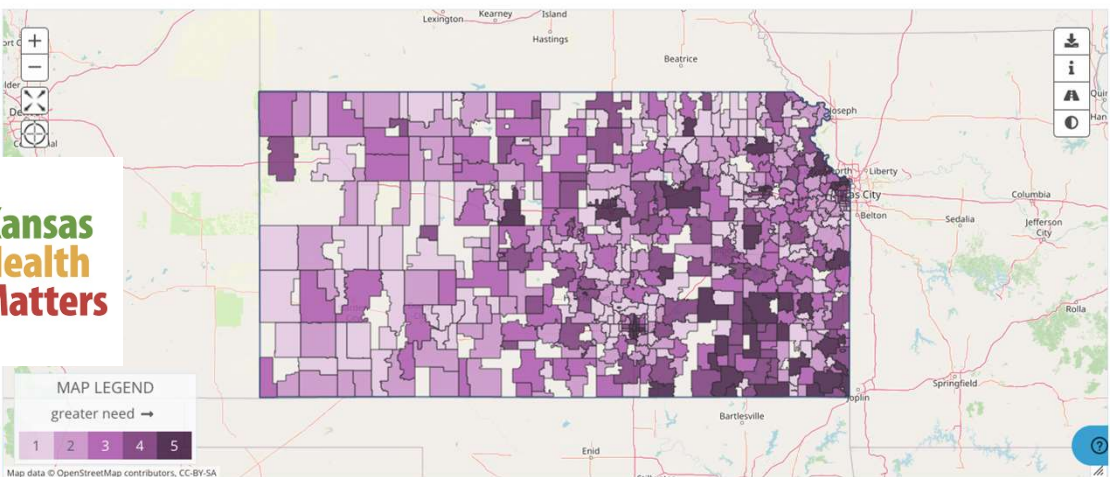
**Mental Health Index**



The **2021 Mental Health Index**, created by [Conduent Healthy Communities Institute](#), is a measure of socioeconomic and health factors correlated with self-reported poor mental health. The index is part of the Conduent's **SocioNeeds Index® Suite**, which provides analytics around social determinants of health to advance equitable outcomes for a range of topics.

All zip codes, census tracts, counties, and county equivalents in the United States are given an **index value** from 0 (low need) to 100 (high need). To help you find the areas of highest need in your community, the selected locations are **ranked** from 1 (low need) to 5 (high need) based on their index value relative to other similar locations within the region.





**MAP LEGEND**

greater need →

1
  2
  3
  4
  5

Map data © OpenStreetMap contributors, CC-BY-SA



## State Health Improvement Plan Priorities

1. Improve disparities in health/health outcomes
2. Improve access to care
3. Improve health behaviors/health literacy
4. Improve public health funding



## Roundtable Discussion



What priority do you think could most impact  
Kansas' state health ranking?



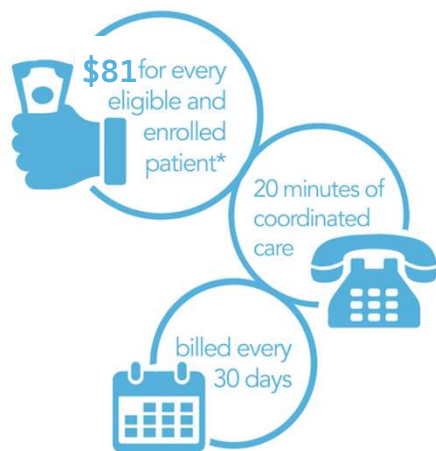
# **KHSC AND APS SPOTLIGHT SERVICES**





## CHRONIC CARE MANAGEMENT (25%+ 2022)

PREVENTATIVE CARE PROGRAM FOR MEDICARE PATIENTS



\* Based on the CCM national average

Patient must have

**TWO**  
CHRONIC  
CONDITIONS



Patient must have

**24/7**  
access to care  
management

## CHARTSPAN – KANSAS HOSPITAL CASE STUDY

VALUE-BASED-CARE LEADER



### Facility Medicare Population – 2000

#### The Hospital Currently Self-Administers CCM

Enrolled Patients – 30

Current CCM Revenue - \$2400 per month

Current CCM Expenses - \$10,000 per month

Profit/(Loss) – **(\$7600)** per month

#### ChartSpan Benchmarks

Enrolled Patients – 55% or 902

**CCM Monthly Hospital Profit - \$36,000**



Based on CMS retrospective claims analysis detailed in: "Evaluation of the Diffusion and Impact of Chronic Care Management" and applied to 57 months of ChartSpan operational delivery of CCM services [www.cms.gov/innovation-center/reports/chronic-care-management-claims](https://www.cms.gov/innovation-center/reports/chronic-care-management-claims)

## Why KHA Chose ChartSpan!



- ✓ They enroll 3x the percentage of their nearest competitor & 5x to 10x self-administered plans
- ✓ 57% average enrollment with over 2% monthly positive **patient churn**
- ✓ ChartSpan has a 10% market share & they bill 14% of all CCM encounters
- ✓ They close Care Gaps, increase Attributed Beneficiaries & Increase Quality Scores
- ✓ 60% to 70% of ChartSpan's encounters deal with social determinant issues
- ✓ RapidBill prepares all billings so your biller batches them with two button clicks



## CCM SERVICES

REINFORCE PROVIDER CARE INSTRUCTIONS



## KEY TAKEAWAYS

- ✓ No up-front fees (pay for performance)
- ✓ Bi-Directional EMR Integration
- ✓ Set PMPM rate - \$39.18 (CAH/RHC)
- ✓ 55% average CCM conversion rate
- ✓ 2% average monthly churn
- ✓ HITRUST certified
- ✓ Dedicated client success team
- ✓ No clinical workflow interruptions
- ✓ Fully compliant CCM interaction 100%
- ✓ Better clinical outcomes



For Additional information, Contact:

Chris Miller – (816) 588-4650

[chris.miller@strategichealthcareadvisors.com](mailto:chris.miller@strategichealthcareadvisors.com)



KHSC Endorsed Vendor



## DATA CONVERSION AND ARCHIVAL

- Cost saving solutions for EMR/EHR
- Single sign-on capability



Patrick Regan

[pregan@trinisisys.com](mailto:pregan@trinisisys.com)

(406) 853-3807



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Kansas Hospital  
ASSOCIATION





## Natural Gas and Evergy



-  Jim Zakoura continues his work on the Natural Gas Price Gouging.
  - APS has a Natural Gas Agreement. If you are on a individual agreement and would like to review our program, it is not too late to join.
  - APS is paying the cost for his services with our coalition members for Kansas Hospitals.
  - The Mulberry Case in SEK is moving forward. This is the test case in Kansas for the February 2021 High pricing.
-  Electric Rates continues to be a issue with EVERGY.
  - 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.
  - KIC is monitoring all increases like the annual fuel charge true up.
  - The 2022 incremental increase (about \$116.398 million) over last year's ACA amount, is \$0.005974 cents per kWh (a little more that half a cent per kWh).
  - A company that may have paid 7.5 cents per kWh on average, will pay 8.0974 cents per kWh beginning on April 1, 2022.

## 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



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## Evidence – Good Financial Stewardship

December 6, 2021



## National Bill Rate Averages by Specialty

March 28, 2022



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Nursing

Specialty	Change in Demand	% Change in Demand	National Average Rate
PACU	-	0.85%	\$143
Behavioral Health	+	-1.17%	\$117
ORNA	+	-0.07%	\$58
Home Health	+	-2.80%	\$115
Cath Lab	+	-4.05%	\$197
IR	+	-5.09%	\$156
CR	+	-3.88%	\$151
Dialysis	+	-6.45%	\$138
Care Management	+	-7.87%	\$142
ER	+	-9.91%	\$143
NICU	+	-11.90%	\$146
PICU	+	-11.98%	\$154
L&D	+	-13.94%	\$150
MedSurg	+	-14.14%	\$135
MS/Trauma	+	-16.89%	\$141
ICU	+	-17.01%	\$149
Mother/Baby	+	-35.62%	\$128

Allied

Specialty	Change in Demand	% Change in Demand	National Average Rate
CR Tech	-	3.50%	\$98
X-Ray Tech	+	-0.76%	\$102
MIL	+	-1.97%	\$101
CT Tech	+	-2.21%	\$114
Ultrasound Tech	+	-3.77%	\$120
Cath Lab Tech	+	-4.31%	\$122
Med Tech	+	-4.79%	\$109
IRRI Tech	+	-5.19%	\$114
Social Worker	+	-5.93%	\$112
RRT	+	-14.12%	\$158
Phlebotomist	+	-17.19%	\$57

- Change in demand is change from 3/22-3/23.
- Average rates are average of contracts signed from 3/22-3/23.
- CR includes CNA, CR, Outpatient Surgery.
- MS/Trauma includes DOU, MIC, MS/Trauma, Telemedicine, ICU, Trauma/ICU.
- IR includes Cardiac, Sleep/Stroke/Neuro.
- Home Pool includes MS/Trauma, ICU, ER, Trauma/ICU.
- MedSurg includes MedSurg, MedSurg Neuro, MedSurg Case.
- ICU includes, SICU, CIVICU, ICU, CRICU, GICU, CCU, Critical Care.
- CR Tech includes, CR Tech, CR Tech, CR Tech, CR Tech.
- RRT includes CR, RRT, RRT, RRT.
- Social Worker includes CRW, CRW, CRW, CRW, Medical Social Worker, School Social Worker.

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## New AHA Investment Fund Opportunities



<b>BRIGHT MD</b>	Asynchronous virtual care and care navigation platform
<b>Cedar</b>	Consumer-centric digital <b>patient billing and collections technology</b>
<b>Critical Insight</b> <small>by CI Security</small>	<b>Managed detection and response cybersecurity solution</b> to address external threats to providers
<b>Clarify</b>	Comprehensive data analytics platform that provides <b>precision insights to providers</b> and payors
<b>CYLERA</b>	Internet of Things ("IoT") <b>cybersecurity platform</b> securing hospital-based devices and equipment
<b>flexwise</b>	Enterprise SaaS company providing <b>workforce management solutions and predictive analytics</b>
<b>learntolive</b>	<b>Online behavioral health programs</b> focused on the proven principles of Cognitive Behavioral Therapy ("CBT")
<b>loyal</b>	Integrated <b>patient engagement technology</b> providing an end-to-end platform solution
<b>Mednition</b>	<b>Clinical decision support technology</b> with guidance for patient triage in the emergency department
<b>mindmaze</b>	<b>Digital Therapeutics (DTx)</b> delivering rehabilitative interventions to treat medical disorder or disease
<b>MIVI</b> <small>REPRODUCIBLE</small>	Medical device solutions to <b>address acute ischemic stroke ("AIS")</b>
<b>pieces</b>	<b>Social Determinants of Health technology platform with data analytics</b> to improve clinical outcomes
<b>POSTACUTE</b> <small>by CI Security</small>	Data analytics platform enabling <b>management of the patient across the post-acute care continuum</b>
<b>VitalTech</b>	<b>Virtual care platform</b> with remote patient monitoring capabilities



### **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



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## *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 – CorroHealth provides an invitation only Lunch and Learn webinar for coders. https://academy.corrohealth.com/](https://academy.corrohealth.com/) (It is FREE)

Next Monthly Education: E/M Refresher April 27th

Mental Health Coding - May 25th

Cardio Basics June 22nd

CorroHealth is a trusted vetted APS partner Offering a free assessment of 2022 E/M coding



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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](http://www.apskc.org)  
[www.apstaffing.org](http://www.apstaffing.org)  
[www.vizientinc.com](http://www.vizientinc.com)



**Kansas Hospital**  
ASSOCIATION

## UPDATES AND GENERAL DISCUSSION



## Political Action Committee

*Making A Difference*



## KHA-PAC 2021 Campaign Summary



KHA-PAC contributions	\$67,500
Hospitals at goal	64
Hospitals participating	73
Individual contributions	257
Contributions to AHA-PAC	\$21,960

## 2022 Campaign Goals

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



*Supporting those who care  
about hospitals and the  
patients they serve.*



KANSAS

***Thank you for your support!***

***PAC DONOR  
DRAWING***



## KHA Awards – Nominations Due June 1

**Charles S. Billings Award** – The award recognizes a hospital leader for his or her lifetime of service and continuing contribution to the health care of Kansas.

**Distinguished Health Care Advocate Award** – The award honors individuals, organizations or groups that have demonstrated their commitment to health care through participation in the public domain.

**Donald A. Wilson Visionary Award** – The award recognizes hospital-related individuals who have made outstanding, innovative contributions to health care delivery, health care financing or initiatives that improve the health and clinical outcomes of their community.

**Trustee of the Year Award** – The award recognizes and honors a hospital board member from each facility who is a leader, gives back to the community and routinely goes beyond the call of duty.

**Health Care Worker of the Year Award** – The award recognizes and honors the excellence of health care workers statewide.

**NEW Excellence in Teamwork Award** – 2022 focus is on workforce strategies.



## NEW Excellence in Teamwork Award

- The Excellence in Teamwork Award recognizes and honors excellence in teamwork by health care workers.
- The focus of the Excellence in Teamwork Award will be determined annually.
- In 2022, the Excellence in Teamwork Award will focus on Workforce Strategies. Ensuring a robust and resilient health care workforce and increasing workforce supply through a pipeline of talent is essential to providing optimal health in Kansas.
- The award recognizes a team of employees, providers or volunteers who have made a significant contribution to the wellbeing, retention or recruitment of health care workers at their facility(s) or in Kansas.



## KHA Trustee Resources

- Board Education Videos
- Governance Manual
- Terms and Abbreviations
- Trustee Recognition and Accountability
- KHA staff and governWell consultations
- [KansasgovernWell.net](https://kansasgovernwell.net)
  - username: kansastrustee
  - password: 1governWell+



## Webinar Series - Moving Forward: A New Focus on Patient Care

Everyday Habits to Create a Culture of Innovation

May 3

Creating an Environment of Trust through Compassion

June 14

The Patient as a Consumer:

How to Create Experiences Patients Actually Value

July 12

Leading a Change-Ready, Inclusive Environment

August 16



## Management and Leadership Training Three-Part Webinar Series

---

Getting the Most Out of Interviews

September 27

Basics of Budgeting

October 25

Wages and Hour Mistakes that Employers Make

November 29



## 2022 KHA Annual Convention



September 8-9, 2022

Sheraton Overland Park

Overland Park Convention Center



44

## Walk with a Doc Initiative Cohort 2



BlueCross BlueShield  
**Kansas**

Blue Health  
**Initiatives**



**Transforming health care through patient-centered initiatives that improve quality, safety, and value**



## KHC Technical Assistance Programs — 2022

- + 1815/1817 Program: Cardiovascular Disease and Diabetes
- + Overdose Data to Action (OD2A) Program
- + 2103 Program: Community Health Worker (CHW) Teams
- + Zero Suicide Program
- + Health Systems Breast & Cervical Cancer Screening Program; and Colorectal Cancer Control Program
- + QIN-QIO SOW: Health Quality Innovators Network (HQIN)
- + Hospital Quality Improvement Contract (HQIC)
- + [AlignAllHealth.org](https://AlignAllHealth.org)



## *Summit on Quality, August 19, 2022*

**KAMMCO Conference Center  
Topeka, KS**



## Thank You to Our Sponsors



## Networking Lunch

