



Kansas Hospital
ASSOCIATION

KHA VIRTUAL District Meeting Spring 2023



Today's Agenda

- Financial Stability
 - All Payers Scorecard and Medicaid RFP Process
- Health Care Workforce Shortages
 - HPSA Designation, Apprenticeships, Incentives, Workforce Data
- Member Discussion
 - Preventative Health Services Making an Impact
- State and Federal Advocacy
- KHSC and APS Spotlight Services
- Member Discussion on Current Topics



Hospital Financial Viability Addressing Insurance Payer Issues

PAYERS SCORECARD REDUCING ADMINISTRATIVE BURDEN

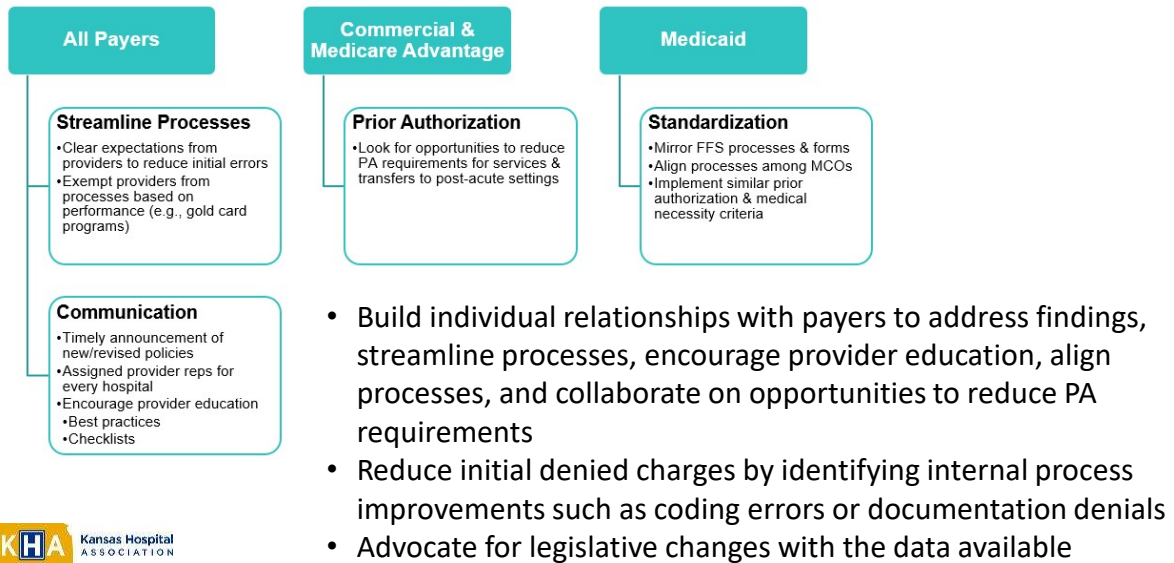


Why Consider an All Payers Scorecard?

- Increasingly challenging reimbursement environment
- Cost containment pressures
- Lack critical data to address the challenges with payers
- Pinpoints internal process improvements
- Helps understand who is thriving and who needs help
- Helps understand which payers are good or bad actors to aid in state policy
- Hospitals will now know:
 1. Hospital claim processing challenges
 2. Payers who have prompt-pay timing issues
 3. Hospital denial issues
 4. Payers who have denial issues
 5. Reimbursement % across the state and from what providers



What is the value in an All Payers Scorecard?



What is the American Hospital Association Vitality Index

National Benchmarking and analytics solution tool
De-identified claims and remittance files from hospitals across the country

Operational metrics, focused on revenue flow
Divided into four quadrants



Velocity

measures the speed related to claims, remits and cash



Visibility

reviews aging AR and denials by payer



Volatility

looks at the risk that could impact the speed and amount of cash



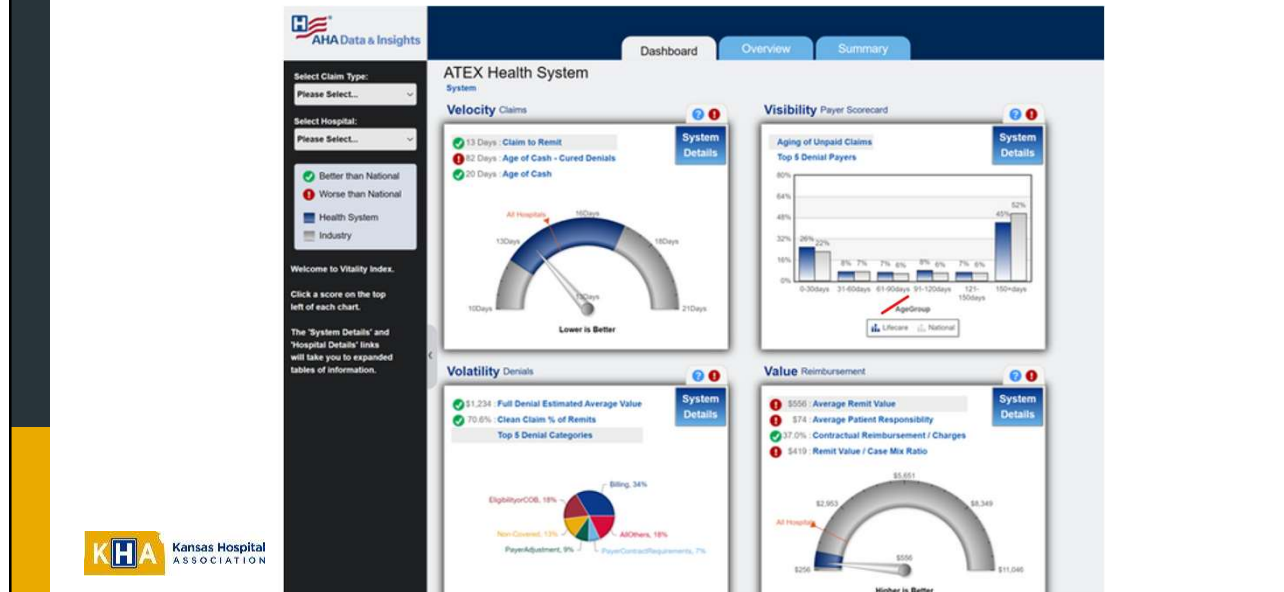
Value

evaluates the amount collected by payer, patient type, specialty and denials



Snapshot of Vitality Dashboards

Get a complete picture of what's happening

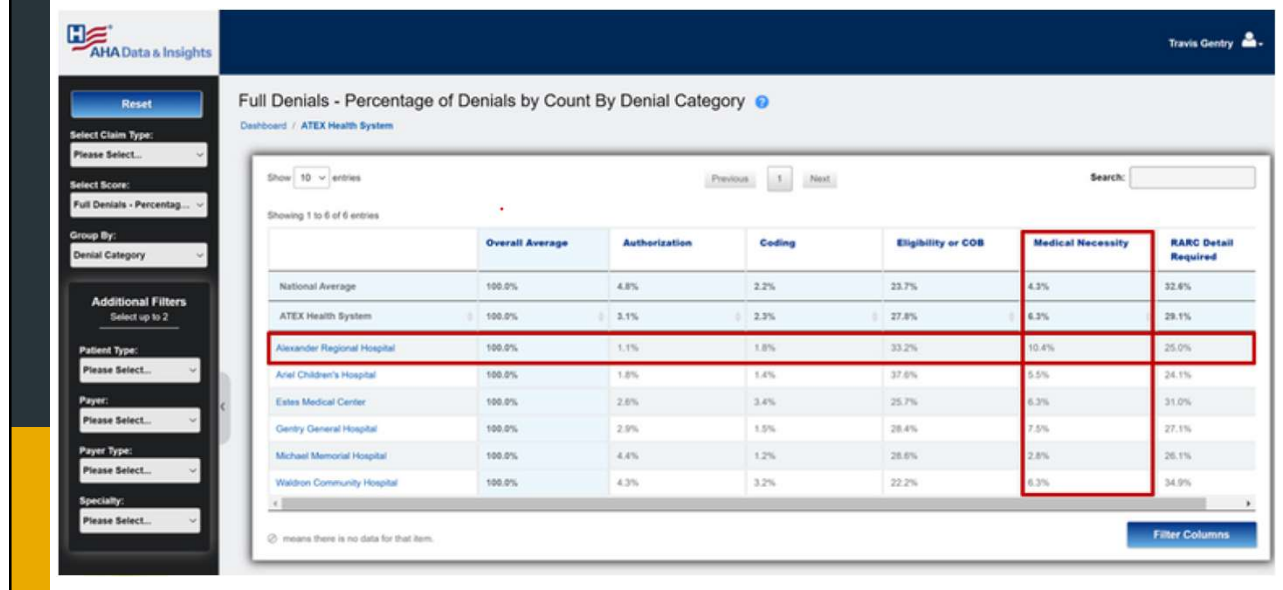


Comparison Data to Your Peers

(Hospitals will be listed as Peer 1, Peer 2 in real time. Hospital names will be de-identified)

	VELOCITY				VISIBILITY		VOLATILITY		VALUE	
	Claim to Remit	Age of Cash	Age of Cash - Cured Denials	Aging of Unpaid Claims	Top 5 Denial Payers	Clean Claim % of Remits	Full Denial Estimated Average Value	Average Remit Value	Average Patient Responsibility	Contractual Reimbursement / Charges
Sorted: BEST to WORST										
ATEX Health System	✓	✓	✗	✗	✗	✓	✗	✗	✓	✗
Gentry General Hospital	✓	✓	✗	✗	✗	✓	✗	✗	✓	✗
Michael Memorial Hospital	✓	✓	✗	✗	✗	✓	✗	✗	✓	✗
Kemper Behavioral Health Hospital	✗	✓	✗	✗	✗	✓	✗	✗	✓	✗
Meredith Rural Hospital	✗	✓	✗	✗	✗	✓	✗	✗	✓	✗
Estes Medical Center	✓	✓	✗	✗	✗	✓	✗	✗	✓	✗
Waldron Community Hospital	✗	✓	✗	✗	✗	✓	✗	✗	✓	✗
Ariel Children's Hospital	✗	✗	✗	✗	✗	✓	✗	✗	✓	✗

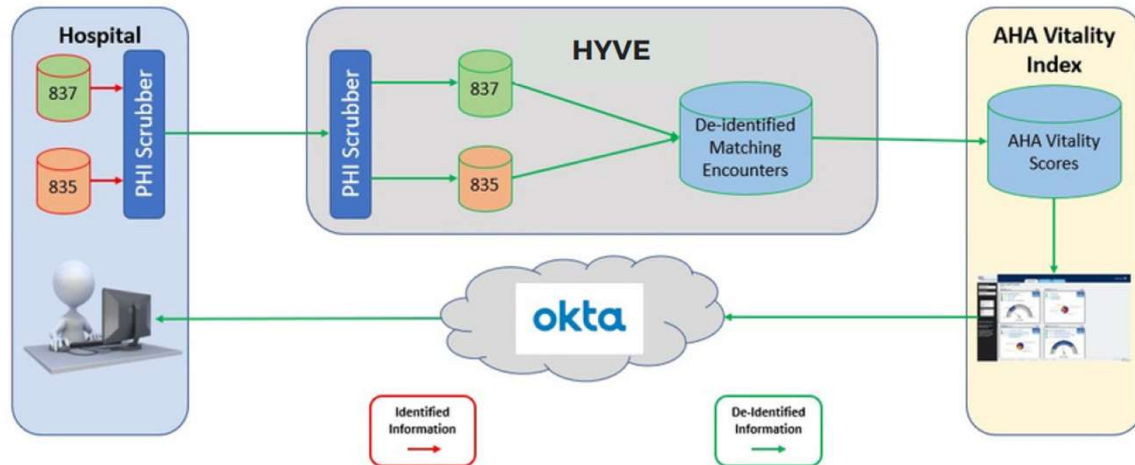
Drill Down by Denials by Category, Compared to Your Peers



AHA Vitality References

1. No IT installation, so no burden on hospitals. There is no need to create custom reports or extracts.
2. Vitality utilizes a PHI Scrubber that removes all PHI data before it leaves your hospital environment. All data is encrypted.
3. Raw 835 and 837 claims files are uploaded to Vitality once a month (similar to the claims files that are uploaded to Health Exchange Networks).
4. They can backload three years of claims files ASAP to give immediate comparison data.
5. Hospital has shown a quadruple+ return on investment compared to the monthly cost they pay for the program.
6. Finance and Audit Board Committee is pleased with the detail shown from the program.
7. Program is objective and pulls denial data straight from the claims files, so there is no subjective justifications made.

Flow of Data



Moving Forward

- KHA partnership with Vitality Product
- Cost to hospitals:
 - Months 1-12
 - CAH, \$250/month per facility
 - PPS, \$500/month per facility
 - Months 13-36
 - CAH, \$500/month per facility
 - PPS, \$1,000/month per facility



KHA Strategically Using the Payers Scorecard

1. KHA distribute scorecards to insurance payers, Kansas Insurance Department and key policymakers quarterly.
2. Follow up phone calls with key insurance payers to address the scorecard and highlight the common patterns.
3. Ask the insurance payer to provide a quarterly summary about the scorecard – what are the top five documentation denials by Kansas hospitals, what are the top five coding errors seen this quarter, what are the top five medical necessity denials seen this quarter.
4. Educational and communication strategies (marketing, advocating, external informational and educational briefs, etc.).



Hospitals Strategically Using the Payers Scorecard

- Hospital individually reaching out to payers on scorecard.
- Working one-on-one with the payer on highlighted issues.
- Implement internal process improvements.
- Utilize the data to benchmark against similar sized hospitals. Outreach to those hospitals.
- Use the data to share with your key community partners and policymakers.
- Partner with payers to pinpoint hospital areas for improvement and payers areas for improvement.



Strategic Opportunities to Consider

- Work directly with health plans to address issues collaboratively
- Consider legislation to address issues.
- Petition regulators to provide better oversight.
- Establish more health plan transparency through implementing payer scorecard.
- Partner with employers and other purchasers to influence health insurance payers.
- Explore legal avenues.
- Increase media campaign to make the issues more public.



KANCARE 3.0 Tentative Timelines



KanCare Public Forums – Spring 2023

RFP Formation - Summer 2023

RFP Open – Fall 2023

Bids Closed – February 2024

New Contracts Announced – May 2024

New Contracts Start – January 2025



KanCare 3.0 Public Forum Dates



KanCare Request for Proposal Public Meetings

Kansas is preparing to develop a Request for Proposal (RFP) for the 2025 KanCare Managed Care Organizations' (MCOs) contracts. The State needs your input about potential changes that are being considered.

The Kansas Department of Health and Environment (KDHE) invites KanCare providers and advocates to attend one of the information and feedback sessions listed below. State staff will provide you with updates and information about KanCare. We want to hear your ideas about how the program can be improved. You will have the opportunity to provide feedback and ask questions about how your input will be used to create the RFP.

To learn more about KanCare, please visit kancare.ks.gov.

Dates	Times	Locations
Tuesday, April 11	6:00 p.m. - 8:00 p.m.	Zoom: Click here to register.
Thursday, April 13	1:00 p.m. - 3:00 p.m.	Zoom: Click here to register.

Spanish language and American Sign Language interpreters will attend each session to assist you.

If you do not wish to attend one of these meetings, or if you would like to provide your ideas in writing via e-mail, please contact Amy Gajda at KDHE at kancarer renewal@ks.gov.

RFP Change Recommendations

- Collaboration and Partnerships
- Ensuring Timely Response
- Closing Accountability Gaps
- Instituting Standardization
- Outlining a Formal Appeals Process
- Care Coordination



Interested KanCare Bidders

- Sunflower
- UnitedHealthcare
- Aetna
- Healthy Blue (BCBSKS/BCBSKC)
- UCare
- Molina Health
- CareSource



Health Professional Shortage Areas (HPSA) 101

Ashley Wallace, Coordinator
Office of Primary Care and Rural Health
Bureau of Community Health Systems
Ashley.Wallace@ks.gov



Office of Primary Care and Rural Health Health Professional Shortage Areas



The Kansas Office of Primary Care and Rural Health (SOPC-RH) aids Kansas' rural and medically underserved communities in building sustainable access to quality, patient-centered primary health care services.

Supporting
recruitment and
retention of the
healthcare workforce



Connecting local
providers and
partners to resources
and programs



Strengthening
system-wide
performance
improvement
capacity

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Topics:

- Health Professional Shortage Area (HPSA) Designations
- How Provider & Demographic Data Affect Scoring
- Why Are HPSA Scores Important?
- What Can Hospitals Do To Keep Designations Active?

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

What is a HPSA?

Health Professional Shortage Area (HPSA) designations identify areas facing a critical shortage of health care professionals.

State and federal agencies use HPSAs to prioritize and direct limited resources to areas with unmet primary, dental, and mental health care needs.

The SOPC-RH is responsible for the collection of information from health care professionals used in the population to professional ratios.

The process of surveying the health care professionals is accomplished through various partnerships/contracts: Fort Hays State University, KDHE Bureau of Health Facilities & Licensing, and Board of Healing Arts. All other data used in HPSA scoring is obtained through U.S. census data and other national sources.

To protect and improve the health and environment of all Kansans

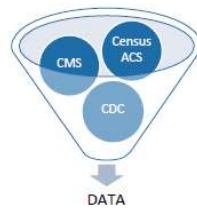


Office of Primary Care and Rural Health Health Professional Shortage Areas

Shortage Designation Management System (SDMS)



... is an online
application tool
used by State PCOs
and HRSA to manage
designations



... uses **standard data**
sets to calculate
designations



... is based on
regulations

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

HPSA

(Health Professional Shortage Area)

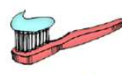
A shortage



Primary
Care



Mental
Health



Dental
Health

providers in



Geographic Area



Population
Group



Facility



Health Professional Presence



Socio-Economic and Demographic Data



Language Barriers



Health Indicators



Population's Access to Health Care



Travel Time to Nearest Available Provider

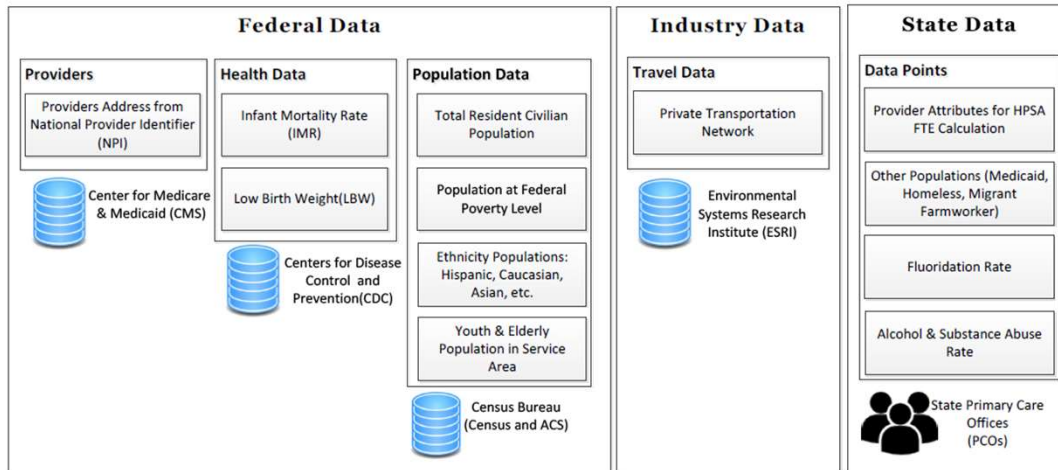
HRSA
Health Resources & Services Administration

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Standardized data sources



To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Criteria for Geographic and Population HPSA Designation

In order to achieve a geographic or population designation, the area under consideration must:

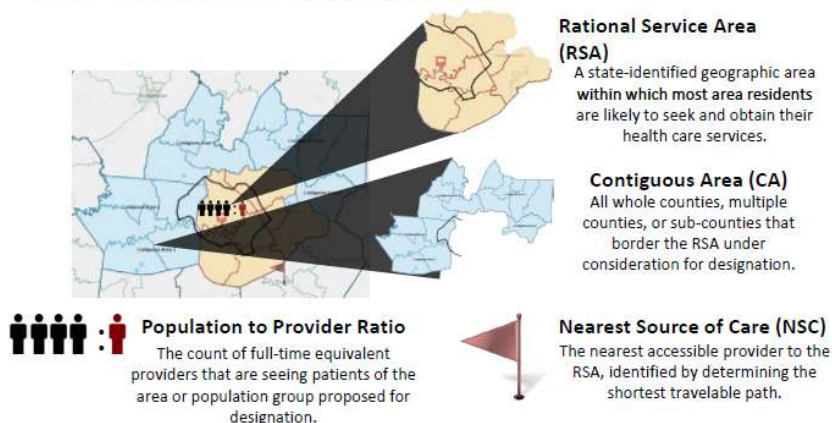
- 1** Be a **rational area** for the delivery of services;
- 2** Have a **certain ratio of population to providers** serving the area that has been determined to qualify as a shortage; and
- 3** Demonstrate that health professionals in contiguous areas are **excessively distant, over-utilized, or inaccessible** to the population under consideration.

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

While each type of designation has its own distinct rules, there are several cross-cutting factors that go into any designation application:



To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas



Primary Care

Includes Doctors of Medicine (MD) and Doctors of Osteopathy (DO) who provide services in the following specialties:

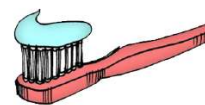
- Family Practice
- Internal Medicine
- Obstetrics and Gynecology
- Pediatrics



Mental Health

Includes:

- Only Psychiatrists or
- Psychiatrists AND all:
 - Clinical Social Psychologists
 - Clinical Social Workers
 - Psychiatric Nurse Specialists
 - Marriage & Family Therapists



Dental Health

Includes:

- Dentists and
- Dental Auxiliaries

Dental auxiliaries are defined as any non-dentist staff employed by the dentist to assist in the operation of the practice.

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Minimum Population-to-Provider Ratios set by HRSA

	Primary Care	Mental Health	Dental Health
Geographic	3,500:1	6,000:1 & 20,000:1 CMH and Psychiatrists OR 9,000:1 CMH only 30,000:1 Psych only	5,000:1
Population	3,000:1	4,500:1 & 15,000:1 CMH and Psychiatrists OR 6,000:1 CMH only 20,000:1 Psych only	4,000:1
Facility	1,000:1	2,000:1	1,500:1
	Min Pop 500	Min Pop 3,000	Min Pop 1,000

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Rules for Population Group HPSAs

Low-Income Population

- To qualify, the RSA must have > 30% of its population ≤ 200% of the poverty level.

Medicaid-Eligible Population

- To qualify, the RSA must have > 30% of its population ≤ 200% of the poverty level.

Migrant or Seasonal Farmworker

- Designation requests should adjust the number of migrant or seasonal farmworkers for the fraction of the year they are in the RSA.

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Scores range from zero to 26. The higher the score, the higher the need for health care professionals.

Factor	Primary Care			Dental Health			Mental Health
	Max Pts Awarded	Multiplier	Total Points Possible	Max Pts Awarded	Multiplier	Total Points Possible	Max Pts Awarded
Population : Provider Ratio	5	x 2	= 10	5	x 2	= 10	7
% of Population below FPL	5	x 1	= 5	5	x 2	= 10	5
Travel distance/time to NSC	5	x 1	= 5	5	x 1	= 5	5
Infant Mortality Rate or Low Birth Weight	5	x 1	= 5				
Water Fluoridation				1	x1	= 1	
Ratio of children under 18 to adults 18-64							3
Ratio of adults 65 and older to adults 18-64							3
Substance prevalence							1
Alcohol abuse prevalence							1
Max Score:			= 25			= 26	= 25

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Federal Programs Using Shortage Designations

Shortage Designation Type	National Health Service Corps (NHSC)	NURSE Corps	Health Center Program	CMS Medicare Incentive Payment	CMS Rural Health Clinic Program	J-1 Visa Waiver Program
Primary Care						
Geographic HPSA	X	X		X	X	X
Population HPSA	X	X			X	X
Facility HPSA	X	X				X
Dental Care						
Geographic HPSA	X					
Population HPSA	X					
Facility HPSA	X					
Mental Health						
Geographic HPSA	X	X		X		X
Population HPSA	X	X				X
Facility HPSA	X	X				X
Exceptional MUP			X			X
Medically Underserved Area			X		X	X
Medically Underserved Population			X			X
State Governor's Certified Shortage Area					X	

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Common programs relying on HPSA designations and their scores include:

- National Health Service Corps (NHSC) Loan Repayment
- Nurse Corps Loan Repayment
- CMS Medicare Incentive Payment
- CMS Rural Health Clinic Program
- J-1 Visa Waiver
- State Loan Repayment Program (SLRP)

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

PROGRAM TYPE	NHSC Loan Repayment Program	NHSC SUD Workforce Loan Repayment Program	NHSC Rural Community Loan Repayment Program
DISCIPLINES ELIGIBLE FOR ALL PROGRAMS	Physicians (DO/MD) • Nurse Practitioners (NP) • Physician Assistants (PA) • Certified Nurse Midwives (CNM) Health Service Psychologists (HSP) • Licensed Clinical Social Workers (LCSW) • Psychiatric Nurse Specialists (PNS) Marriage and Family Therapists (MFT) • Licensed Professional Counselors (LPC)		
DISCIPLINES ELIGIBLE FOR SPECIFIC PROGRAMS	Dentists (DDS/DMD) Dental Hygienists (RDH)	Substance Use Disorder (SUD) Counselors Pharmacists (PHARM) Registered Nurses (RN)	Substance Use Disorder (SUD) Counselors Pharmacists (PHARM) Registered Nurses (RN) Certified Registered Nurse Anesthetists (CRNA)
AWARD AMOUNT	\$50K full-time / \$25K part-time	\$75K full-time / \$37.5K part-time	\$100K full-time / \$50K part-time
SERVICE COMMITMENT	2 YEARS	3 YEARS	
NHSC HEALTH CARE SITE	✓ Any NHSC-approved site	✓ Any NHSC-approved SUD site	✓ Any rural, NHSC-approved SUD site

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Student Loan Repayment – *Help Spread The Word!*

From 2018 to 2022, we helped 59 healthcare professionals pay off over \$1.3 million in student debt through the [Student Loan Repayment Program \(SLRP\)](#). Of the 59 participants, 16% served a frontier county, and 44% served in a rural county.



The SLRP offers eligible health care providers an opportunity to receive assistance with the repayment of qualifying educational loans in exchange for a minimum two-year commitment to provide health care services at an eligible practice site in an underserved area. (Up to \$125,000 total for up to 5 years)

***Application cycle now open year-round**

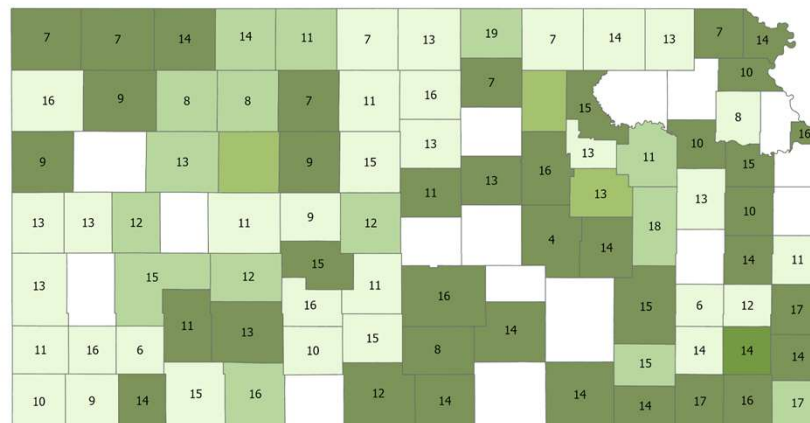
***New Eligible Provider Types: RNs and Pharmacists**

***Increased Number of Awards & Funding Available through 2025**

To protect and improve the health and environment of all Kansans



Primary Care HPSA Scores as of October 2022



HPSA Status

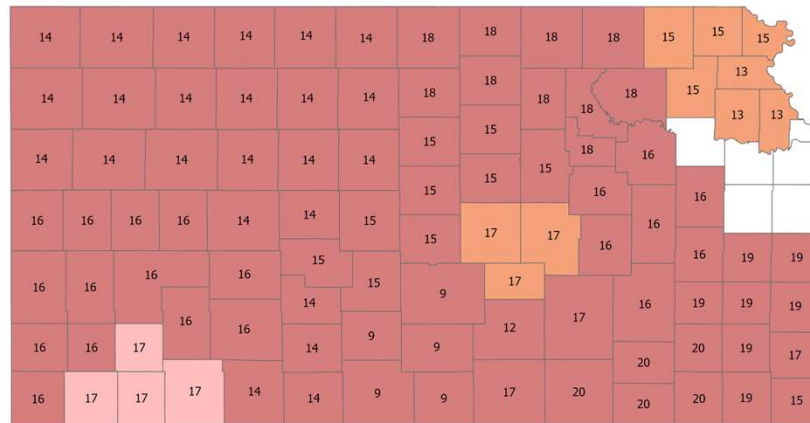
- Not Eligible for HPSA Designation
- Proposed For Withdrawal
- Proposed For Withdrawal and Under Review
- Previously Withdrawn and Under Review
- Designated and Under Review
- Designated



Source: National Provider Identifier
Britney Nasseri KDHE 10/5/2022



Mental Health HPSA Scores as of October 2022



HPSA Status

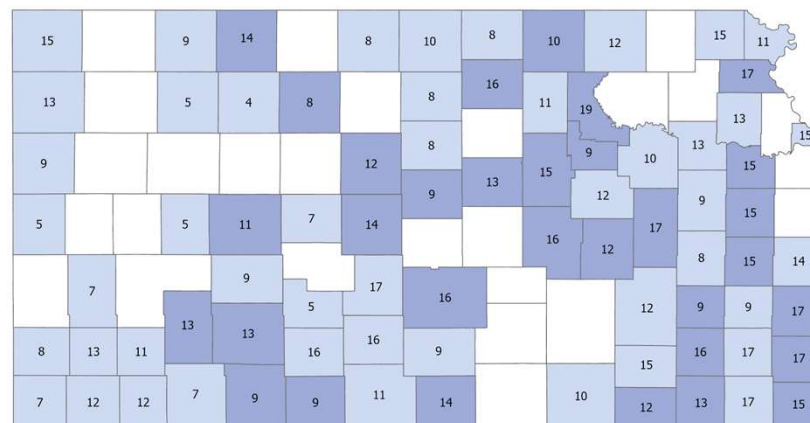
- Not Eligible for HPSA Designation
 Proposed For Withdrawal
 Proposed For Withdrawal and Under Review
 Designated



Source: National Provider Identifier
Britney Nasser KDHE 10/5/2022



Dental Health HPSA Scores as of October 2022



HPSA Status

- ☐ Not Eligible for HPSA Designation
☐ Proposed For Withdrawal
☒ Designated



Source: National Provider Identifier
Britney Nasser KDHE 10/5/2022



Office of Primary Care and Rural Health Health Professional Shortage Areas

What You Can Do to Help:

- Ensure your community/facility's Provider Data is as accurate and up-to-date as possible

How?

- Hospital/RHCs: respond to RHC Provider Verification Form from KDHE
- Stay In Touch
 - Have you or has a provider you work with moved to a different location? Retired? Working more hours? Working fewer hours? Let us know so we can better understand the primary care, mental and dental health access for your community!

To protect and improve the health and environment of all Kansans



Office of Primary Care and Rural Health Health Professional Shortage Areas

Many HPSA scores have recently changed, or are currently in the process of being updated.

- **To find your county/facility HPSA designation status or score:**
HPSA Find tool: <https://data.hrsa.gov/tools/shortage-area/hpsa-find>
- **To request a HPSA score, rescore, or more info:**
Contact Ashley Wallace – Ashley.Wallace@ks.gov (SOPC/RH)
- **Share Your Feedback via our Statewide Rational Service Area (SRSA) Design Team**
Contact SOPC-RH for more details.

To protect and improve the health and environment of all Kansans

KHA Webinar

Learn More about Your HPSA Designation

Ashley Wallace, KDHE



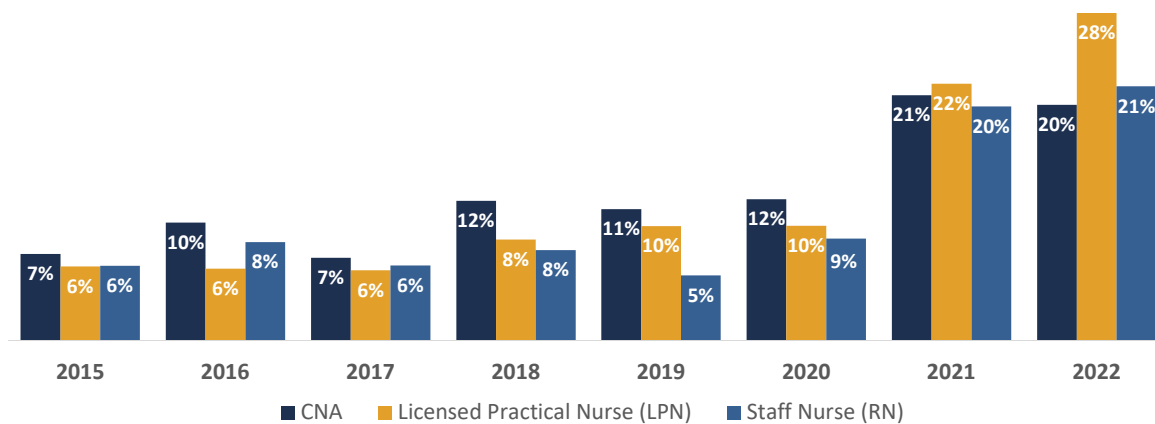
Noon

Thursday, May 25, 2023



KHA 2023 Workforce Survey Results

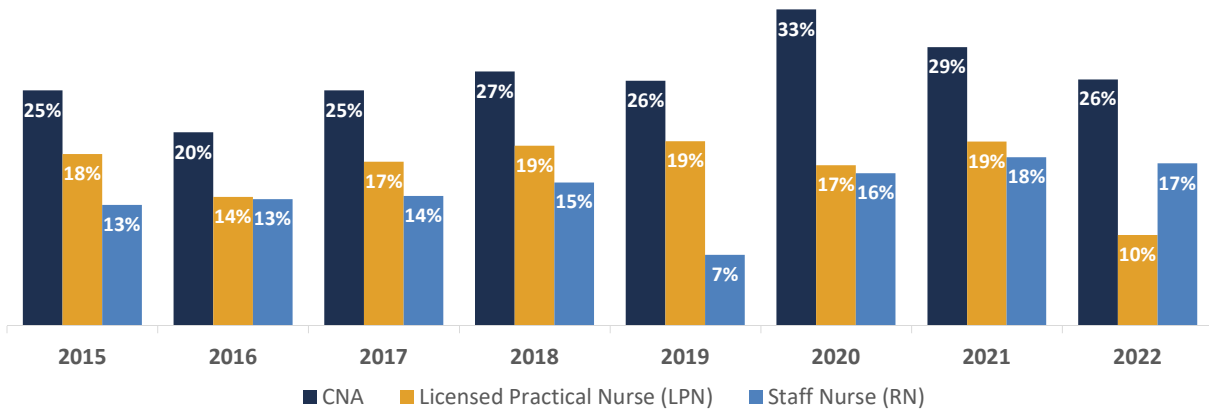
Nursing Vacancy Rates



[Kansas Hospital Association 2022 Workforce Survey](#)

KHA 2023 Workforce Survey Results

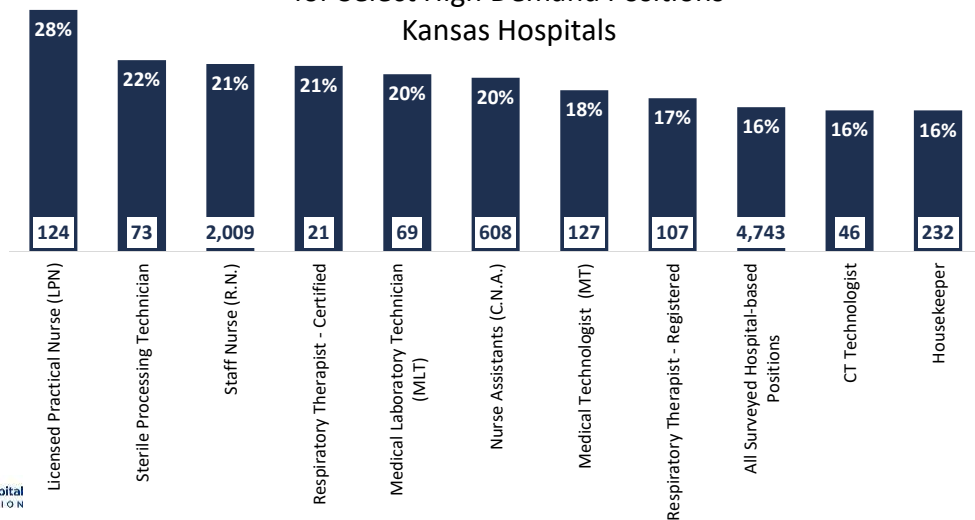
Nursing Turnover Rates



[Kansas Hospital Association 2022 Workforce Survey](#)

Top In-Demand Roles in Kansas Hospitals

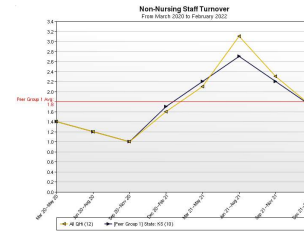
FTE Vacancy Rates and Number of FTE Vacancies for Select High Demand Positions Kansas Hospitals



QHi Kansas Workforce Measure Set ... continued

Nurse Assistants Turnover (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)

- Number of Nursing Assistant separations this month (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)
- Denominator - Total number of Nurse Assistant positions at the beginning of the month (Includes Patient Care Technician, Certified Nurse Assistant or Unlicensed Assistive Personnel)



Contract, Agency and Traveling Staffing

- Numerator - Number of positions (head count) filled with contract/agency/traveling personnel this month
- Denominator - Number of employees at the beginning of month (excluding temps and PRNs)

Has your hospital limited procedures or admissions due to staffing challenges?

Yes or No



Apprenticeships as a Workforce Tool

What is Registered Apprenticeship?

Registered Apprenticeship is an industry-driven, high-quality career pathway where employers can develop and prepare their future workforce, and individuals can obtain paid work experience, classroom instruction, and industry-issued, nationally recognized credentials.

Outcomes include:



ON-THE-JOB
TRAINING



RELATED TECHNICAL
INSTRUCTION



MENTORSHIP



REWARDS FOR
SKILL GAINS



NATIONAL
OCCUPATIONAL
CREDENTIAL



[Kansas Office of Registered Apprenticeship](#)

How do Health Care Apprenticeships Work?

- Apprenticeship programs meet all industry standards for training employees with regards to safety, education and licensing requirements.
- Apprenticeships allow students to earn while they learn.
 - Enables staff and students to put their health care education into practice in real time.
 - Provides income to students from a job that is tied directly to their career goals.
- Effective Apprenticeships Provide:
 - Skills and bedside experiences.
 - Address skills competency and socialization to professional nursing.
 - Enhanced ability to clinical reason much earlier in the educational conduit.
 - Career advancement opportunities.
 - Improved retention rates and significantly strengthens the nursing workforce.



[Missouri State Board of Nursing, 2019](#)

Who can be an LPN Apprentice?

- In theory, anyone that would otherwise normally be admitted into an LPN program.
 - Admission into an accredited LPN program is a requirement.
- In practice, employers could use LPN apprenticeship to train and upskill current staff such as CNAs while keeping those staff employed and within their communities.



Lake Region State College, 2022

North Dakota LPN Apprenticeship Example

- The apprentice is a W-2 employee on **Day 1**.
- The apprentice receives a starting wage when they begin their apprenticeship.
- Most LPN apprentices work 20 hours a week and then attend classes (virtually or on campus).
- The employer pays for education (at the community college, tech school, etc. or through an online learning platform) and the apprentice learns through instruction while also learning through on the job experience.
- The LPN apprentice travels to campus on occasion to do labs OR the instructor comes to apprentice and does a simulation lab.
- As the apprentice learns from instruction and mentorship, they fulfill an increasing number of competencies as part of their framework.
- The apprentice program ends after 2000 hours are met, and the apprentice has obtained their credential, and earns a wage increase.



[Lake Region State College, 2022](#)

Benefits to the Apprentice

- Able to have a paying job while they are also gaining a professional credential in health care.
- Learns experience on the job while also learning the material from instruction.
- Remain living in the local community instead of leaving to attend a program.
- Become a valued part of the hospital by having a mentor.
- Apprentice develops loyalty to employer due to employer's investment in the apprentice.



[Kansas Office of Registered Apprenticeship](#)

Employer Benefits of Apprenticeship Programs



- Pipeline of workers
- Fill vacancies
- Improve employee morale
- Apprentices have a **92%** retention rate
- Reduces need for contract labor
- Supports new hires through mentoring
- Improve productivity
- Decrease error and accident rates



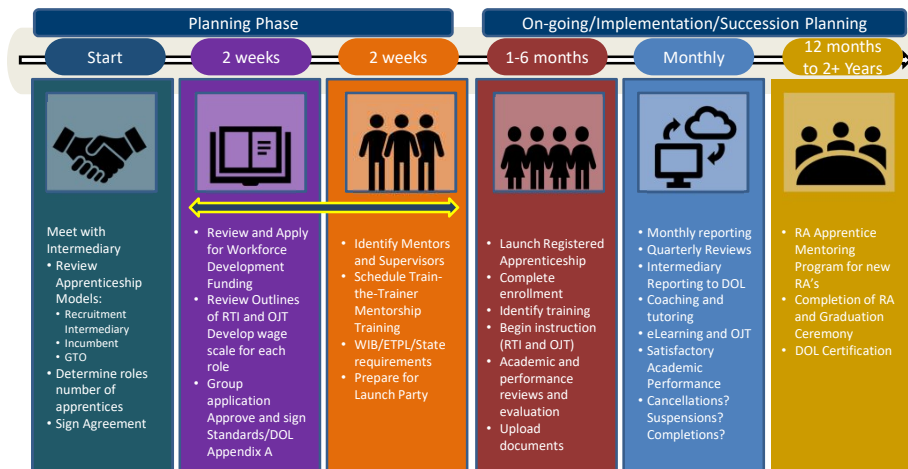
[Kansas Office of Registered Apprenticeship](#)

Vast Opportunities with Apprenticeship

- Can apprentice roles including:
 - CNA/PCT
 - CMA
 - Dietary/EVS
 - Medical Coders
 - MAs
 - Phlebotomists
 - Techs
 - LPNs
- Funding available to support education and training of the apprentice
- KHA is pursuing legislative financial support for the development and administration of health care apprenticeships
 - \$2,750 per apprentice, up to 20 apprentices (\$55,000)



Timeline for Apprenticeship Programs



Health Care Worker Incentives

• Kansas Nursing Service Scholarship

— The Kansas Nursing Service Scholarship requires an obligation to practice as an LPN or RN in Kansas and work for a sponsor. The sponsor will provide partial scholarship funding and provide employment upon licensure of the recipient. The obligation for the scholarship is to work for the sponsor for one year for each year of the scholarship support received.

— Award Amounts:

- Recipients enrolled full-time in a Licensed Practical Nurse program are eligible for \$3,500 each school year.
- Recipients enrolled full-time in a Registered Nurse program are eligible for \$4,500 each school year.
 - Sponsors pay from \$1,000 up to one-half of the scholarship and the State of Kansas pays the remaining amount.
 - Each scholarship amount is divided — one half awarded in the fall semester (LPN \$1,750; RN \$2,250) and the second half awarded in the spring semester.

Health Care Worker Incentives, continued

• Kansas Promise Act

- The Kansas Promise Scholarship was created in 2021 to assist students attending Kansas community colleges, technical colleges, Washburn Institute of Technology and certain private postsecondary educational institutions and enrolled in specified fields of study, including health care.
- Eligible programs include:
 - ADN, LPN, CNA, CMA, HHA, EMT, Pharmacy Technician, Surgical Technology, Sterile Processing Technology, Phlebotomy, Medical Assisting, etc.
- Award Amount:
 - This scholarship may be used for up to a per student lifetime total of 68 credit hours or \$20,000, whichever occurs first, in one or more of these eligible programs.

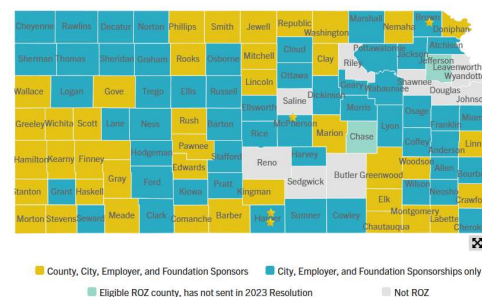


KBOR

Health Care Worker Incentives, continued

• Rural Opportunity Zone Program

- The state of Kansas has designated 95 counties as “**Rural Opportunity Zones**,” which means moving there comes with significant added benefits. Designated counties offer one or both of the following financial incentives for new full-time residents.
- Student Loan Repayment Assistance
 - Provides up to \$15,000 in Student Loan Repayment Assistance over 5 years.
- 100% State Income Tax Credit
 - To qualify, a taxpayer must have lived outside of Kansas for 5+ years immediately prior to establishing their domicile in a Kansas ROZ.
 - Must have had no more than \$10,000 in Kansas source income in any one year prior.



KDOC

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.
- Healthworks New Chapter Sponsorships.
 - 4 unclaimed remaining this year.



AGENDA

9:00 a.m. – Opening Remarks

Chad Austin, President and CEO, Kansas Hospital Association
Alan Cobb, President and CEO, Kansas Chamber of Commerce
Laurie Kelly, Governor, State of Kansas

9:20 a.m. – Medical Assistant

Labette Health
Medical assistants work on the clinician and administrative side of health care by assisting both every day. A medical assistant's day is anything but routine and a gateway to exploring career advancements in health care.

9:40 a.m. – Diagnostic Imaging – Radiology Technologist

Ascension Via Christi
Using a little bit of detection and a whole lot of cool tech, radiologic technologists utilize curiosity and discovery to get beneath the surface and help diagnose problems.

10:00 a.m. – RN, LPN, Nurse Assistant

HayMed
There's a reason nurses are the lifeblood of the medical community. They are assessors, advocates and caregivers. Nurses can go anywhere and be in high demand.

10:20 a.m. – Nutrition Services – Registered Dietician and Dietary Aids

Smith County Memorial Hospital
Are you a natural-born leader with great empathy and a dose of can-do spiritedness? Registered dietitians or dietary aids jumpstart a health-first lifestyle by crafting food and fitness plans that lead to positive and long-term change.

10:40 a.m. – Laboratory Services – Medical Laboratory Tech, Medical Technologist, Phlebotomists and Lab Assistants

Nemaha Valley Community Hospital
Beakers and bunsen burners! Do you have a dash of mad scientist in you? Channel that enthusiasm into a laboratory career and help identify causes of illness and ailments.

HEALTHCARE 20 KS 23 VIRTUAL CAREER DAY

April 19, 2023
9:00 a.m. to 12:30 p.m.



Get your gameplan ready by downloading the [top Health Care Career Guide](#). Your guide to salary, demand and outlook for the most sought after health care jobs.

11:00 a.m. – Environmental Services – IT, Maintenance and Housekeeping

Southwest Medical Center
Do you consider yourself a savvy gamer, quick to lay bats and trolls? How about a tinkerer who can diagnose problems with systems and machinery? Maybe the pandemic sparked your interest in hygiene and better health? All three are represented in environmental services and integral to the daily care and running of health care facilities.

11:20 a.m. – Respiratory Therapy

Saint Luke's Health System
Offer your Zen spirit to a career in respiratory therapy. RTs ease breathing worries using modern tech and provide a calm and reassuring presence amidst worry and distress.

11:40 a.m. – Sterile Processing Technician and Surgical Tech

The University of Kansas Health System
Scalped, please! Be a part of the front line surgical team by assisting in high-stakes situations that require clarity, confidence and quick thinking.

12:00 p.m. – Taking Your Next Steps in Health Care

Kansas State Department of Education and host partners
Need a scholarship? Want to learn more about important courses and opportunities to shadow careers? We want to help you on your journey.

12:30 p.m. – Closing

The 2023 Health Care Career Day is presented by the Kansas Hospital Association, Kansas Chamber of Commerce and the Kansas Department of Education. Also, visit [HappyInHealthCare.org](#) to discover schools, careers and scholarships dedicated to building a robust and thriving health care workforce!



[HappyInHealthCare.org](#)

Thank you to our sponsors



Gold Sponsors



Silver Sponsors

Pratt Regional Medical Center

Corporate Sponsors
Patterson Health Center



Member Discussion



Preventative Health Services Making an Impact

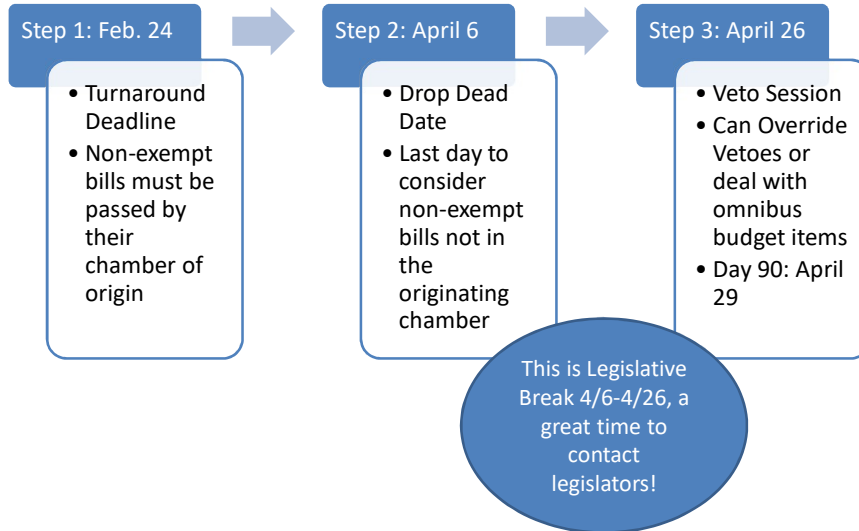


Legislative Updates

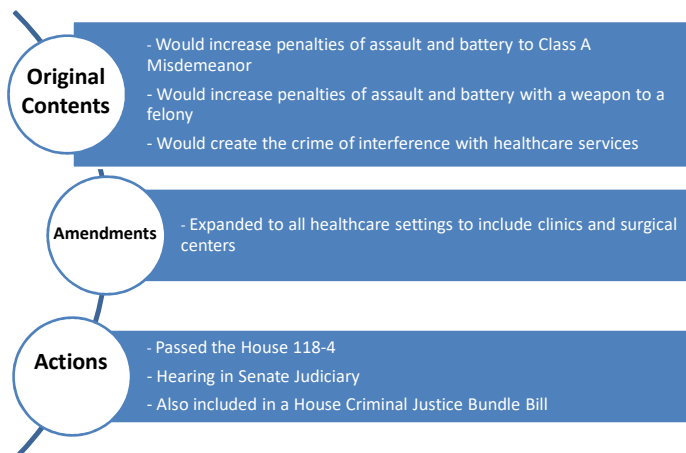
April 2023



2023 Session



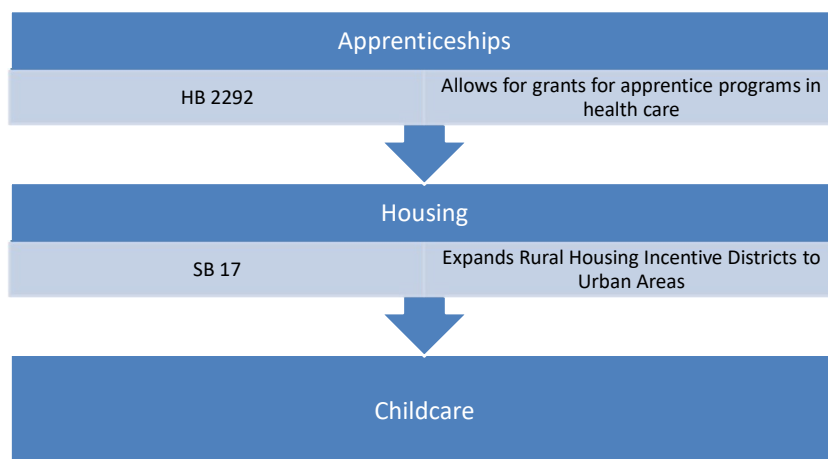
2023 Legislation Health Care Worker Protections



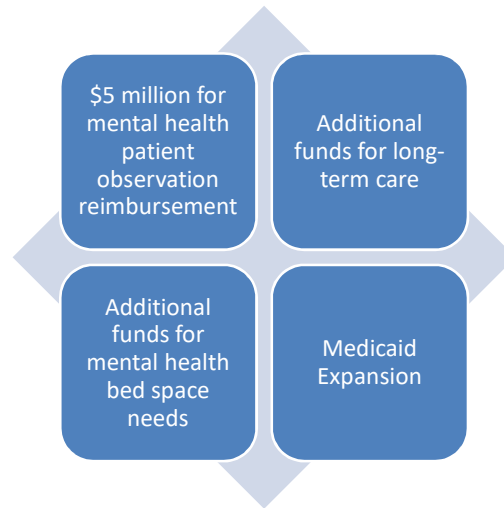
2023 Legislation Prior Authorization

HB 2283	Post Hearing	Education
<ul style="list-style-type: none"> Hearing held in House Insurance Opposition suggested that they don't believe this is a large issue 	<ul style="list-style-type: none"> Information requested by committee members to staff Conferees told that they want to have discussions 	<ul style="list-style-type: none"> Working to get the media and public involved Encouraging hospitals to raise the issue with payers and submit complaints to the Kansas Insurance Dept.

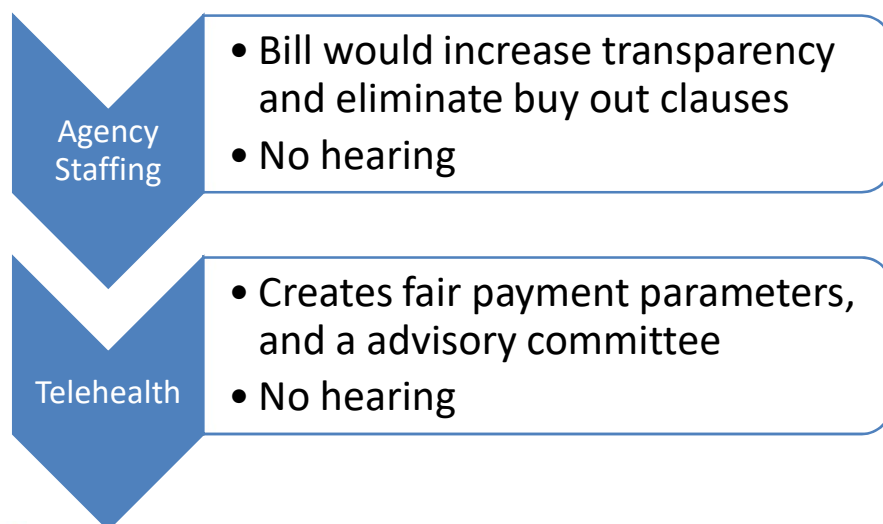
2023 Legislation Workforce Bills



2023 Session Budget Items



2023 Legislation – Other Items



2023 Legislation – Other Items

County Jails

- Bill would establish parameters for when jailer can require medical evaluation before being accepted
- Keeps payment procedures in place as is in current statute
- Passed Senate and House

Visitation

- Requires that hospitals and long-term care facilities must allow for visitation
- House side allows us to maintain federal standards, and utilize appropriate infection control protocols
- Senate version does not include those provisions
- Now also in SB 131
- Was not agreed to in conference

2023 Legislation – Other Items

Abortion

- May bills on the topic only a handful passed.
- HB 2313 the Born-Alive Act passed and is now onto the Governor. Has been vetoed.
- HB 2264 requiring certain notifications for medication abortion that can be reversed onto the Governor. Vote was not veto proof.

Gender Affirming Care

- SB 26 would allow individual who had gender reassignment services to bring civil suit and would require KS Board of Healing Arts to revoke the licensee of a physician who performed childhood gender reassignment service. Bill passed both the house just under veto proof in the House.

Public Health

- HB 2390 Would have restricted KDHE Secretary and Local Public Health Officers from implementing certain infectious or contagious disease actions.
- Would have prohibited the Secretary from requiring COVID-19 vaccines for school or daycare
- Would create more exemptions for vaccine requirements in child and school settings
- The bill failed in the Senate on a vote of 19-18.

Federal Update



- US Debt Limit is just under \$31.4 trillion which we hit in January
- You see the Government hasn't shut down, so what happened – the US Treasury began employing “extraordinary measures”
 - Selling existing investments
 - Suspending reinvestments of both the Civil Service Retirement and Disability Fund and the Postal Service Retiree Benefits Fund
- Extraordinary Measures will only last until June

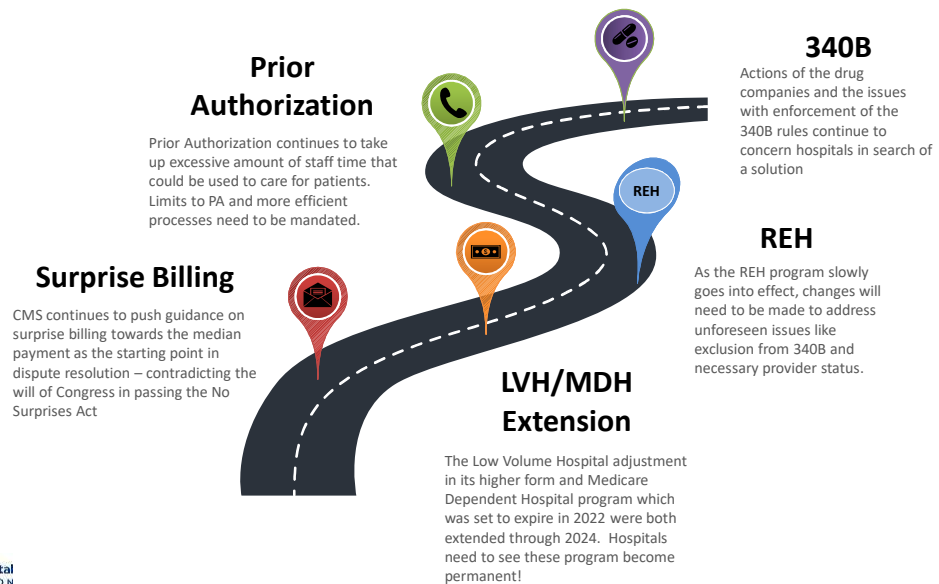


Reimbursement Issues

- Sequestration – 4% PAYGO increase to pay for the sequester “holiday” during COVID-19 is delayed through 2024.
- Medicare Reimbursement



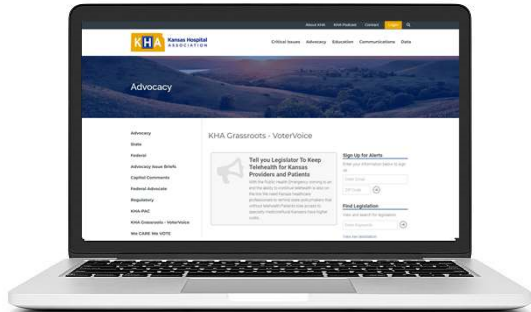
Other Issues Ahead



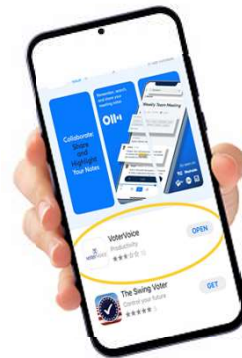
KHA Advocacy Tool



On your computer:
www.KHAGrassroots.org



On your mobile:
 Voter Voice App in the App Store



Stay Up to Date on the Latest at Voter Voice

Like, Comment and Share on Social



Now is the time for Kansas to expand KanCare, we encourage all Kansans to contact their Senators, urging them to act NOW and bring health care coverage to a vote.



Demand Action to Expand KanCare ...

Contact Your Senator Now!



... to Improve Access to Affordable Health Care ...

Contact Your Senator Now!



... to Bring Health Care Coverage to a Vote.

Contact Your Senator Now!





Political Action Committee

Making A Difference



Suggested Contribution Levels

Title	Small Facility	Mid-Size Facility	Large Facility
CEO/Administrator	\$250	\$500	\$1,000
Senior Management	\$100	\$250	\$500
Trustee/Physician	\$100	\$250	\$500
Director/Manager	\$50	\$100	\$250
Volunteer	\$25	\$25	\$25

DONATE NOW

<https://kha-pac.square.site/>



New Videos for Staff and Trustees



www.kha-net.org/AboutKHA/KHAPAC/



COMING SOON:

- More opportunities to participate in golf outings
- Themed Family-Friendly Events
- Additional opportunities for connections at KHA Convention

DONATE NOW

<https://kha-pac.square.site/>



Questions?



KHSC Spring 2023 Update



- Chronic Care Management Turn-key solution.
- Tried Chronic Care Management on your own? ChartSpan is offering **3x guarantee** – will triple the program or your fees are refunded.
- Chris Miller at chris.miller@strategichealthcareadvisors.com (816) 588-4650





- Provides assistance in meeting Price Transparency and No Surprises Act compliance requirements.
- KHA members can receive 15% discount (Act by June 30, 2023).
- Contact Greg Goodale at greg.goodale@corrohealth.com (417) 880-6237.



- Newest KHSC endorsement
 - Give them a chance to demonstrate their value!
- Voyce helps providers give patients the highest quality of care for the lowest possible cost by making communication as simple as possible.
- Pay as you go ... no additional fees.
- Contact Andrew Royce, CEO at andrew.royce@voyceglobal.com (954) 860-9159.





- Did you purchase equipment with COVID funds? It may be time to review your service contracts and let Remi provide an apples-to-apples, no obligation quote.
- Simply email your OEM Service Contracts to:
KHA@theremigroup.com
- Contact Adam Pabst at adam.pabst@theremigroup.com (480) 254-3460.



340B Update

- 340B Education Opportunities – *Save The Date!!*
 - SUNRx Webinar Series
 - May 24, 2023 – 1pm CT – Regulatory Update
 - November 7, 2023 – Time and Topic TBD
 - 340B Day – In-person education event
 - August 1
 - Homewood Suites, Salina, KS





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



Breez - Automate your Charity Care



breez
Automated FAP App
Review and Processing
Financial assistance
made easy

Reallocate/reduce non-revenue generating workforce while offering a more accessible FAP application experience to your patients.

- Save patients and hospital staff time with a simplified financial assistance application
- No more reviewing pay stubs, bank statements and tax returns
- Remove patients who cannot pay from your billing workflows
- Increase charity care numbers to show community benefit
- Increase revenue by offering partial discounts to patients who need them

Our Solution

- Eliminate labor dedicated to FAP
- Maintain the integrity of your FAP
- Eliminate mountains of paperwork to manage/review
- Leverages tax return and FAFSA score data to ensure only charity-eligible patients receive discounts

We're here to help

We provide automated application processing services that save you time and money. Additionally, we can perform an assessment of your current financial assistance policy and requirements to ensure the policy is up-to-date. We'll handle the results of your community, and the application is streamlined and easy to complete for patients.

remcoughlin@breezhealth.com
breezhealth.com

Breez is an affiliate of Goodbird - Networking healthcare, one system at a time. Learn more at goodbirdinc.com

Web-based Platform Streamlines Financial Aid Application and Management Processes (cont.)

Increase charitable care

Effective financial assistance programs ensure non-profit hospitals are in compliance with section 501(r) of the federal tax code and related provisions in the Affordable Care Act. Improving financial aid efforts likewise can result in new revenue capture via Centers for Medicare and Medicaid Services (CMS) uncompensated care and bad debt reimbursement programs.

Finally, improving financial assistance helps hospitals better align with the mission of providing charitable care. Increasing publicly reported charity care volume supports community goodwill and can help mitigate growing media and political pressure around hospital non-profit status.

Three levels of support

Breez Health offers three levels of financial aid program support: • Pre-processing support: Daily reports are provided on all online applications received, with pre-determinations based on patient entries and hospital eligibility criteria.

• Application processing with document verification: Daily reports of all online applications are provided, along with verified determinations based on patient entries, supporting document review and hospital eligibility requirements.

• Comprehensive Financial Assistance Processing Partnership: A complete outsourcing solution that optimizes your program, reduces risks, identifies hidden revenue opportunities and helps vulnerable community members in need.

To learn how Breez Health can help you improve your financial assistance program, visit their [website](https://breezhealth.com) or contact Patrick Whisenand, Senior Account Executive, at (316) 323-7446 or pwhisenand@breezhealth.com.

Deterra: Drug Deactivation Safe for Environment Release Packet coming soon-Call if you need now



**DRUG DEACTIVATION:
A SOLUTION TO AN EPIDEMIC**

Prevention is more than dispensing less; it's about removing the abundant supply of prescription opioids from circulation to prevent misuse.

- 70% of opioid prescriptions are available for misuse
- 9.5 million prescriptions are available for misuse
- 108,000 prescriptions are available for misuse
- 295 prescriptions are available for misuse
- 1,000 prescriptions are available for misuse

Deterra is the first to market process in active drug deactivation and disposal. Transparent, third-party testing proves its proprietary patented technology provides enough activated carbon to permanently deactivate the highest amount of medication. Unlike disposal products that may risk and suppress in-gate or other solutions will not destroy active ingredients, leaving medications available for misuse, theft and environmental contamination.

DeterraSystem.com

**SAVE THE ENVIRONMENT
WITH DRUG DEACTIVATION**

Deterra's patent-based pouches have a smaller carbon footprint because they use organic carbon, are over 50% bio-based, and carry the "I'm green" certification.

- 200% reduction in carbon footprint
- 50% reduction in carbon footprint
- 1 in 2 reduction in carbon footprint

CUSTOMIZED ENVIRONMENTAL PROCESS

1. SELECTED DRUGS: The appropriate drug is selected from the CDC's list of controlled substances to be deactivated.

2. 22.5 TON EQUIPMENT: At the facility, the drug is placed in a specialized deactivation pouch.

3. 1000 GAL. DRUGS: Through the deactivation pouch, the drug is deactivated and the resulting solution is captured.

4. 1 TON DRUGS: The green pouches are then placed in a specialized disposal bag to be safely disposed.

5. WASTE CARBON: The waste carbon is then disposed of in a specialized manner.

Visit DeterraSystem.com to learn more about proper drug deactivation and disposal or reach out to (812) 556-1126 or Sales@DeterraSystem.com.

I'm green logo and other certifications.



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

Member Hospitals have 6 Clinician starting this year!



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

Optimize Locum Tenens Staffing with Qualivis

Qualivis



APS
SHARE • SOLVE • SAVE

- Our most commonly requested specialties are:
 - CRNA, NP, PA, CNM • Anesthesiology • Primary Care and Urgent Care
 - Emergency Medicine • Hospitalist • Pulmonary Critical Care

Qualivis is the only vendor-accountable managed service provider created by hospitals for hospitals.

We partner with more than 200 vetted agencies, including over 50 specifically for locum tenens, to optimize fulfillment for your unique facility

Transparent fee structure:

 - We deliver competitive rates for fair market pricing with no administrative, daily,
 - seasonal or additional fees to reduce cost and locum expenditures.
- Partner Network
 - In addition to our pre-vetted vendors, clients can request preferred suppliers
 - to join our Partner Network. We deliver an exceptional partner experience,
 - including 29-day guaranteed payment, that fosters loyalty and a high level of
 - engagement for our clients' open positions.
- One point of contact
 - Your dedicated account manager collaborates with you and our partners to
 - find the best provider(s) for your facility. This single point of contact streamlines
 - communication between our internal logistics team to ensure your staffing needs are met.
- Quality review team
 - Candidates undergo a thorough process by account management and review
 - Teams under the guidance of our in-house Chief Medical Officer.
- For more information, contact locumsWFS@qualivis.com Ethan Castelow, Kansas Business Development
Ethan.Castelow@qualivis.com or Qualivis.com



CorroHealth



APS
SHARE • SOLVE • SAVE


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 Small Balance
 - **Pre Authorization and Follow up** These programs can be on Contingency.
- T-System is part of CorroHealth
- CorroHealth Academy – CorroHealth provides an invitation only Lunch and Learn webinar for coders, <https://academy.corrohealth.com/> (It is FREE)
- APRIL 26 12:00 pm – 1:00 pm
- [Respiratory System Coding IP & OP: Anatomy, COPD, PNA, COVID, CHF, Respiratory Failure, ARDS, etc](#)
- MAY 24 12:00 pm – 1:00 pm
- [2nd Quarter Coding Clinic Updates](#)
- JUNE 28 12:00 pm – 1:00 pm
- [HCC Coding Overview](#)

CorroHealth is a trusted vetted APS partner Offering a free assessment of 2023 E/M coding







Solutions

 <p>REVENUE INTEGRITY</p> <ul style="list-style-type: none"> Data & Analytics Physician Advisors Utilization Management Clinical DRG Validation Appeals CDI Education Regulatory Compliance 	 <p>CODING</p> <ul style="list-style-type: none"> Coding Automation Outsourced Coding HCC Coding & HEDIS Abstraction 	 <p>REVENUE CYCLE MANAGEMENT</p> <ul style="list-style-type: none"> PARA Data Editor NSA Co-Provider Portal Small Balance AR Zero Balance Transfer DRG AR Workflow Auditing and Compliance Contract Management 	 <p>POINT OF CARE</p> <ul style="list-style-type: none"> Ambulatory EMR
---	---	--	--

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.



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



Kansas Hospital
ASSOCIATION

UPDATES AND MEMBER DISCUSSION

Drug Diversion Prevention Toolkit



Overall Guidance

Data, Reporting
and Monitoring

Reporting
Obligations

Sample Policies
and Procedures

KHA Education
Archives

Additional
Resources



<https://kha-net.org/CriticalIssues/QualityandPatientSafety/drug-diversion-prevention-toolkit/>

Antimicrobial Stewardship Webinar Series

- Monthly webinars April – August
- Sponsored by KDHE/KHC
- Antimicrobial stewardship experts
- Focuses on different Antimicrobial stewardship topics each month

**Syndromic Antimicrobial Stewardship:
Focused Initiatives Targeting Common
Infections & Disease Scenarios**

**Save the
Date!**



Event Schedule

Session #1 | April 5, 2023 | 12:00 p.m.
Syndromic Antimicrobial Stewardship: Focused
Initiatives for the Prevention & Treatment

Session #2 | May 3, 2023 | 12:00 p.m.
Syndromic Antimicrobial Stewardship: Focused
Initiatives for Wounds, Skin & Soft Tissue

Session #3 | June 7, 2023 | 12:00 p.m.
Syndromic Antimicrobial Stewardship: Focused
Initiatives for Upper & Lower Respiratory Infections

Session #4 | July 12, 2023 | 12:00 p.m.
Syndromic Antimicrobial Stewardship: Focused
Stewardship Initiatives Directed Towards Sepsis

Session #5 | August 2, 2023 | 12:00 p.m.
Syndromic Antimicrobial Stewardship: Focused
Stewardship Initiatives Directed Towards Shorter
Courses & Reducing Prophylactic Antimicrobial
Use



Speakers



Kellie Wark, MD, MPH
HAI/AR Expert and AS
Co-Lead, KDHE
Asst Prof. Infectious
Diseases, KUMC



Nikki Wilson, PharmD, BCIDP
AU/AS Expert and AS
Co-Lead, KDHE
AS Program Coordinator,
KUMC



Target Audience

- Pharmacists
- Nurse Leaders
- Clinicians
- Quality Leaders
- Infection Preventionists
- Antibiotic Stewardship Team Members



Healthcare-Associated Infections
& Antimicrobial Resistance Program





**Kansas Hospital
ASSOCIATION**



SAVE *the* DATE

2023 Summit on Quality

August 24th, 2023
Wichita, KS
Wichita State University
Rhatigan Student Center

Audience
Clinicians, Nurse Leaders, Hospital and Clinic Leaders, Infection Preventionists, Pharmacists and Quality Leaders



**Kansas Healthcare
COLLABORATIVE**

Incremental change, exponential impact



**KANSAS
MEDICAL
SOCIETY**
Established 1859



**Kansas Hospital
ASSOCIATION**

KHA STRATEGIC PLAN

2022-2024

Updated March 2023



**Kansas Hospital
ASSOCIATION**

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 workforce development, telemedicine and KanCare expansion.
-  Advance policies that reduce administrative burden.
-  Mitigate the impact of behavioral health crisis patients in emergency departments.
-  Expand grassroots advocacy network.

FINANCIAL STABILITY



-  Advocate for improved reimbursement and insurance accountability.
-  Educate legislators and consumers about the cost and complexity of health care.
-  Share the impact of prior authorizations with policymakers and the public.
-  Engage in the KanCare 3.0 RFP and implementation process.

WORKFORCE



-  Promote hospital and health care careers.
-  Collaborate with stakeholders to increase health care graduates.
-  Develop strategies to recruit and retain health care providers and staff.
-  Provide education and resources to support development and advancement of health care careers.



**Kansas Hospital
ASSOCIATION**





The Importance of the Health Care Sector to the Kansas Economy

Kansas Hospital Association
University of Kansas
Institute for Policy & Social Research

Statewide Report
March 2023

Dr. Donna K. Ginther, Director, IPSR
Pat Oslund, Associate Researcher, IPSR
Thomas Becker, Assistant Researcher, IPSR
Dr. John Leatherman, Kansas State University, Retired

Executive Summary

The health care sector in Kansas provides substantial contributions to the state's economy. Not only does it generate direct jobs and employee income—it also supports additional businesses across many industries through supply chain linkages and employee spending on household goods and services. These secondary feedbacks are known as multiplier effects. **The Kansas health care sector contributes over 300,000 jobs and almost \$20 billion in labor income to the Kansas economy,** including direct effects and multiplier effects. This labor income, when spent, generates over \$600 million in sales tax revenue. On average, **every 100 jobs in health care industries support an additional 50 jobs in other Kansas industries.** Similarly, each \$1000 in health care wages sustains an additional \$365 in wages for other industries. The table on the following page summarizes the contributions of health care and its component industries to the current Kansas economic system.

Hospitals comprise the largest industry within the health care sector, with direct employment of over 72,000 Kansans and direct labor income of over \$6 billion. The hospital sector also has large multiplier effects. Every 100 hospital jobs support an additional 73 jobs in non-health care sectors. And **every \$1000 in current hospital wages and salaries sustains an additional \$483 in income** for employees of grocery stores, restaurants, gas and electric utilities, and other industries used by hospitals and their employees. As will be discussed later in this report, multiplier effects are even higher when we consider changes in hospital activity rather than contributions of current levels.

A vigorous health care system is essential not only for the health and welfare of community residents, but also to enhance economic opportunity. **Health-related sectors are some of the fastest growing in the economy.** Given demographic trends, this growth is likely to continue. Furthermore, evidence shows that **quality health care improves business productivity, aids in the recruitment and retention of businesses, and attracts and retains retirees.**

2

Medicaid Unwinding Key Updates and Messaging

- KDHE Toolkit - <https://www.kdhe.ks.gov/unwind> (Spanish materials available)
- Key Messages:
 1. **Update address/contact info with KanCare** (video - <https://youtu.be/sB8ovOb0i-4>)
 2. **Check for mail from KanCare and respond on time**
 If eligible: continue to report changes to KanCare.
 If ineligible: connect with a Navigator at <https://getcoveredkansas.org/> to find coverage options.
- Resources: <https://www.communitycareks.org/medicaid-renewals-social-media-toolkit/>



Staying Informed

- Helper Network newsletters:
<https://getcoveredkansas.org/helper>
- Next call: Thursday, Apr 20 – 1pm
- Cover Kansas Virtual Navigator line: **(866) 826-8375**
- Questions/ideas: kgramlich@communitycareks.org

Upcoming event:

- Kansas Community Health Worker Symposium – June 15



MEDICAID RENEWAL KANSAS HELPER NETWORK

Medicaid renewals have been on pause since 2020 and will resume this spring. It is crucial that KanCare recipients report any change of contact information prior to renewal to avoid unnecessary loss of coverage. We need YOUR help to spread awareness of these changes across Kansas.



BECOME A HELPER!



Scan above or go to:
getcoveredkansas.org/helper
to join the helper network.

Cover Kansas

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.



KHA Awards – continued ...

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.

Workforce Strategies Award – The award recognizes a team of employees, providers or volunteers who worked collaboratively to make a significant contribution to the wellbeing, retention or recruitment of health care workers at their facility(s) or in Kansas.



2023 KHA Annual Convention

**Room Block
Now Open!**



September 7-8, 2023

Hyatt Regency Wichita

Century II Convention Center



Leadership Development

KHA Leadership Institute

- June, August, September
- Open to any hospital employee
- CEO nomination required
- Participation limited to 30 students

**Registration Now Open
for Both Programs!**

Foundations of Leadership Training

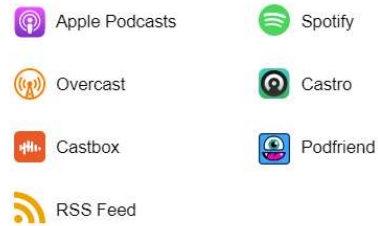
- June 29 and 30
- Adaptive leadership training for administrative and physician/clinical leaders
- Partnership with Kansas Leadership Center
- Participation limited to 50 individuals





KHA Podcasts

Listen to this podcast on



New episodes are uploaded the third Thursdays of each month.



QUESTIONS

Thank You to Our Sponsors

