Get Ready for Fly-in Day June 6, 2017!
(And in-state Memorial Day recess visits!)

Talking to Congress about the American Health Care Act

Presenter: Katherine Berland, Esq., Director of Public Policy, ANCOR
What Does Medicaid Cover?

Medicaid is a program paid for jointly by states and the federal government.

**Medicaid:**
- Provides medically-related services for low-income
  - Children
  - Seniors
  - Pregnant women
  - People with disabilities
  - Low-income adults (in some states)
- Provides additional services, including
  - Home and community-based services (HCBS)
  - Employment supports
  - Transportation
  - And others

NOTE: The June 2012 Supreme Court decision in National Federation of Independent Business v. Sebelius maintained the Medicaid expansion, but limited the Secretary’s authority to enforce it, effectively making the expansion optional for states. 133% FPL = $15,906 for an individual and $26,911 for a family of three in 2013.
What is the American Health Care Act?

The AHCA contains several provisions changing how people will be covered under health insurance, as well as change how Medicaid is funded.

Current system: Matching funds

Proposed: Fixed spending per person

AHCA: Other provisions

• Repeal Medicaid expansion
• Charge 30% penalty for break in coverage
• Higher premiums for seniors, preexisting conditions
• Allow states to choose minimum standards for coverage

Up to $880 billion in Medicaid cuts
What is the American Health Care Act?

As approved by the House, the AHCA fails people with disabilities.

**It hurts states** – It significantly cuts funding to the Medicaid program and puts responsibility on states to pick up the costs while states are struggling to do so now and waiting lists are growing.

**It hurts workforce development** – By cutting funding, it will worsen the workforce crisis for direct support professionals who support people with disabilities.

**It hurts children with disabilities** – Federal Medicaid funds contribute around $4 billion annually to defray the costs for special education programs provided by public schools.

**It’s bad for business** - It expects private providers of community disability services to operate under cost and makes the safety net for people with disabilities a system of impoverishment.
What is the American Health Care Act?

Over time, the gap between costs and funding will grow.

**AHCA Growth vs. Disabilities Costs Growth**

<table>
<thead>
<tr>
<th>Year</th>
<th>AHCA Growth Rate</th>
<th>Disabilities Costs Growth</th>
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</thead>
<tbody>
<tr>
<td>2020</td>
<td>5.2%</td>
<td>4.8%</td>
</tr>
<tr>
<td>2021</td>
<td>5.2%</td>
<td>5.0%</td>
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<tr>
<td>2022</td>
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<td>2023</td>
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What is the American Health Care Act?

The AHCA ([H.R. 1628](https://www.congress.gov/bill/115th-congress/house-bill/1628)) was passed by the U.S. House of Representatives on May 4, 2017. All Democrats and 20 Republicans (listed below) voted against it. If you are scheduling visits with Reps, make sure you know how they voted!

**Republicans that voted no:**

- Andy Biggs (AZ)
- Mike Coffman (CO)
- Barbara Comstock (VA)
- Ryan Costello (PA)
- Charlie Dent (PA)
- Daniel Donovan (NY)
- Brian Fitzpatrick (PA)
- Jaime Herrera Beutler (WA)
- Walter B. Jones (NC)
- John Katko (NY)
- Leonard Lance (NJ)
- Frank A. LoBiondo (NJ)
- Thomas Massie (KY)
- Patrick Meehan (PA)
- Dave Reichert (WA)
- Ileana Ros-Lehtinen (FL)
- Christopher H. Smith (NJ)
- David Joyce (OH)
- Michael R. Turner (OH)
- Will Hurd (TX)
What’s Next for American Health Care Act?

Now the AHCA moves to the Senate. A 13-member workgroup is working on a Senate version. We have an opportunity to tell the Senate to save our services!

If the Senate passes a health care bill, it will go through a process called “conferencing” with the House to work out differences between the versions.
Upcoming Opportunities to Weigh In

May 29 – June 4: Set up a visit with your Senator’s local office in your state over Memorial Day recess

June 6: Join us in Washington D.C. for our fly-in day!

(You can even organize visits to do both!)
5 Steps to a Successful Congressional Visit

Step 1: Locate contact information for the Congressional office

Step 2: Call or email the office to set up an appointment and identify the right staff person for your issue

Step 3: Plan out what you are going to say and who is going to say what if you are going in a group

Step 4: Plan your travel to the office

Step 5: After the meeting, send a thank you email and any follow-up information
ANCOR Amplifier makes it easy to find your Senators and Representative!

Go to amplifier.ancor.org and enter your zip code in the search box.

Health Staffer/Scheduler Contacts: https://cqrcengage.com/ancor/file/7PZaFaqloc0/Staffers%20contact%20list.xlsx
**Locating Contact Information**

**ANCOR Amplifier** makes it easy to find your Senators and Representative!

You will get a page with all of your elected officials. Click on any one of them to access:

- Their official government website
- Biographical information
- Committee assignments
- Complete local and federal office contact information

You might want to bookmark this page for easy reference. The top of the page includes a link to your representative’s official webpage.
Dear [DISTRICT SCHEDULER NAME] –
As a constituent of your district based in [CITY, ZIP], I am writing to request a meeting with Senator [INSERT SENATOR’S LAST NAME] when they are back home during the Memorial Day recess. I am available between [DAYS/TIMES YOU ARE AVAILABLE DURING IN-DISTRICT PERIOD May 26-June 4]. I care deeply about issues concerning individuals with intellectual and developmental disabilities, such as autism, cerebral palsy and Down Syndrome. For this meeting, I wish to share with the Senator my knowledge and perspective about programs that provide services to people with disabilities in order for you to have vital information for the discussions around the American Health Care Act (AHCA). I hope you will be able to accommodate this request and look forward to hearing back from you on the Senator’s availability.
Sincerely,
[Your Signature]

Before Your Meeting: Request an Appointment

Contact both your Senators now to schedule a visit – Senators’ schedules fill up in advance so the sooner you do so, the more likely you are to have a meeting. Usually meetings are scheduled at least two weeks in advance. Visit www.disabilitysos.org to find a list of in-state Senate staff who can schedule the meeting for you. Below is the text of a sample email you could send them – please personalize the bolded areas.
Before Your Meeting: Plan Your Travel

- Plan how your group will get to the office (metro, taxi, Uber/Lyft, carpool).
- Save a map of Congressional offices to your phone, and/or print one out.
- Plan to arrive at least 30 minutes in advance to allow time to get through security, locate the office within the building, and review your talking points.
- House and Senate office buildings will have you go through a metal detector, and place any bags through an x-ray machine. Photo ID is not required at Congressional office buildings, but is required at the Capitol, Capitol Visitor’s Center and federal agency buildings.
Today’s Learning Objectives:

• How to make contact with your elected officials
• What to do before your meeting
• How to conduct your meeting
• How to follow up for maximum impact

Before Your Meeting: Do Some Prep Work!

- Do some homework – check out your Member’s website. The committees he or she serves on, his or her voting record, and positions on key issues is all good background to be familiar with before you meet. *(Remember to be familiar with how Representatives in the House voted for the AHCA.)*
- Review ANCOR’s information and talking points so you get a better understanding of key issues.
- Decide within your group what you are going to talk about, and assign roles in advance.
- Use personal stories as much as possible, and try not to read from a handout. **Just be yourself!**
During the Meeting: Relax and Be Yourself!

- It’s easier said than done, but the most important thing is to just relax and tell your story. Maintain a polite, respectful, and friendly tone.

- **Stay on point!** Remember to tell stories that relate to the issues you’ve decided to discuss. Anecdotes are great if they’re on point.

- If you don’t know something, it’s ok to say so! **Don’t make something up.** Offer to find the answer and follow up with it.

- Don’t get tripped up on trying to recite facts and data you aren’t familiar with. That’s what leave-behinds and follow ups are for.
Pro Tips: How to make your visit a success!

Three parts to a great Hill visit:

- Introduce Yourself
- Frame the Issue
- Make the Ask

Who you are • Why you’re there • What you want
Step 1: Introduce Yourself

WHO: Your name/role in the organization (if applicable)

WHEN: How long you’ve been around/how long you’ve been in the field/how long you’ve been interested in this issue

WHERE: If you’re a provider, where you operate. Otherwise, where you live or work in the state.

WHAT: The **types of supports** you provide or use, and **where** they are provided (at home, at work, etc.)

(For providers) Also how many people you **employ** and **support** in the Senator’s state

WHY: To empower and support individuals with significant disabilities to live meaningful lives in the community
Tell them why you’re here: You are concerned about the impact the AHCA will have on people with disabilities, especially because it cuts from the Medicaid program which provides community services for people with disabilities. Keep it simple!

Connect the dots: Explain that you (or people you know) depend on the programs Medicaid funds – tell your story so they understand how serious it would be to take those programs away.

Show the problem: Use ANCOR’s talking points to highlight how those changes will exacerbate the workforce crisis, impact Medicaid eligibility, fail to cover actual provider costs, and impact children in special education programs.
Step 3: Make the Ask

Offer solutions!

• Ask your Member to not support any version of the AHCA that includes significant cuts to the Medicaid program.
• Offer to work with them on alternatives that will increase the efficiency and cost-effectiveness of the Medicaid program, without harming people with disabilities.
Pro Tips: *How to make your visit a success!*

*Visit as a group to amplify your message*
Pro Tips: *How to make your visit a success!*
*Know your audience!*

- Want to protect ACA provisions
- Have stake in seeing that ACA not fail
- Do not prioritize changing Medicaid structure/funding

**What they need to hear:**
*Impact on individuals served, workforce crisis*

- Campaigned on ACA repeal
- May see Medicaid as inefficient, wasteful
- Want to offer state flexibility
- May think Medicaid expansion disadvantages “vulnerable populations” in favor of “able bodied”

**What they need to hear:**
*The new problems caused by making significant changes to Medicaid*
Pro Tips: How to make your visit a success!

Dos and Don’ts

Do
• Listen actively
• Anticipate and overcome objections
• Dictate the direction of the conversation
• Talk about your own experience

Don’t
• Assume knowledge/lack of knowledge
• Talk about other rules/laws/issues – STAY FOCUSED!
• Get argumentative or confrontational
• Bluff your way through questions you can’t answer
Today’s Learning Objectives:

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Putting it All Together: Role Play!
After the Meeting: Plan Your Follow Up and Next Steps

- Decide who will send a thank you email to the person you met with.
- Include any information you offered to follow up with, as well as electronic versions of any leave-behinds you have.
- Snap a picture with your Member or staffer if you can, or at least of your group before you leave the building. You can tweet it to @TheRealANCOR using the hashtag #disabilitySOS.
- Make sure to let ANCOR know who you met with and how your meeting went!
Got Questions? Ask us!

Your GR team stands ready to help!

Esmé Grewal, egrant@ancor.org, (202) 579-7789

Katherine Berland, kberland@ancor.org, (703) 535-7850 ext. 104

*Doris Parfaite-Claude, dparfaite-claude@ancor.org, (703) 535-7850 ext. 108

*Doris is the lead contact for questions on coordinating your visits, talking points, and anything else you need on the day of! Contact her to get her cell number before your visits!
Links & Resources

Please let us know if you can participate in DC for our fly-in day June 6 by completing this short survey:
https://www.surveymonkey.com/r/protectmedicaidjune6

For talking points and other resources, visit:
www.disabilitysos.org

Remember, if you have any questions, contact Doris Parfaite-Claude (dparfaite-claude@ancor.org)!