

# Laying the Foundation for a Constructive Discussion of Healthcare in 2019

Bea Grause, President, HANYS





Always There **for Healthcare**

## Our Mission:

*To advance the health of individuals and communities by providing leadership, representation, and service to healthcare providers and systems across the entire continuum of care.*





# Healthcare Reform

- Past Efforts
- New York's Current Status
- Laying the 2019 Foundation



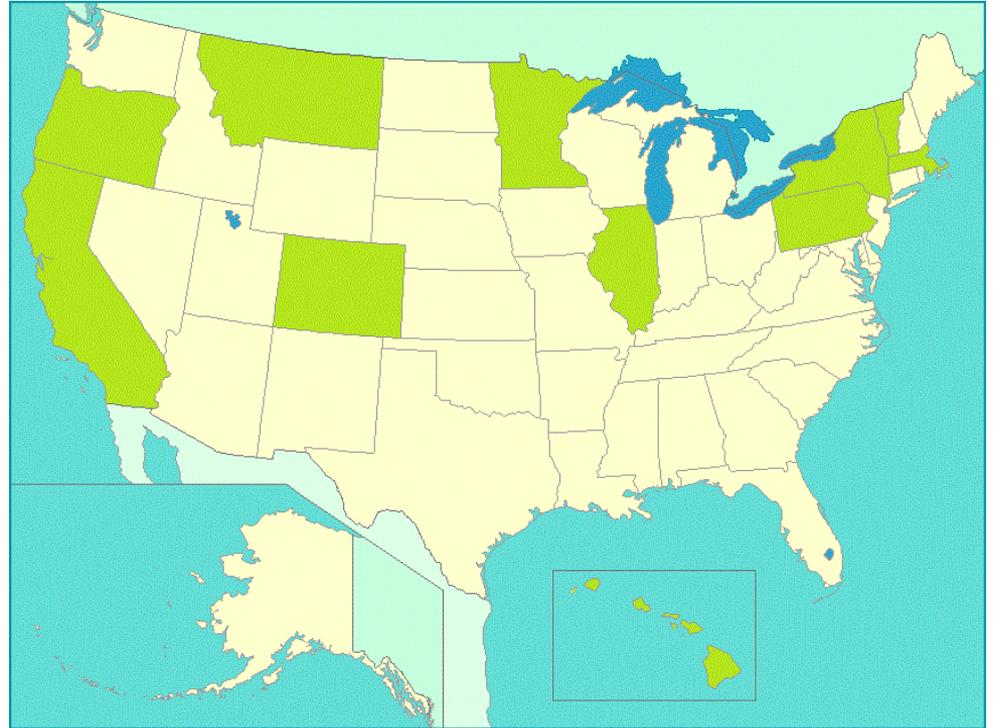
# Learn From What Others Have Done



# State-Level Single Payer Efforts

All 50 states engaged in HCR changes.

Recently, 11 states have had single-payer proposals.



# Vermont's Single Payer Experience



- Act 48 signed into law on May 26, 2011
- Created series of studies
- Established Green Mountain Care Board
- Built upon the ACA

# Lessons Learned

1. Don't count your savings before they "hatch"
2. Single *anything* is elusive
3. Workforce is our foundation
4. Change happens at the speed of trust
5. Timing is everything



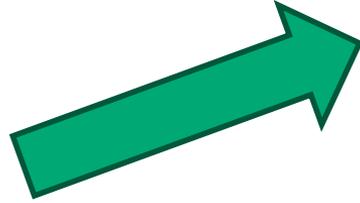


# It's a Journey

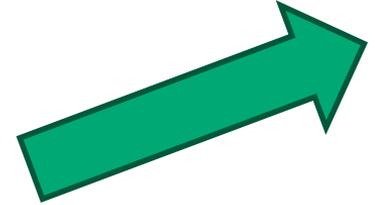
A scenic landscape featuring a stone path that winds through a lush green field. In the background, there are rolling hills and mountains, some of which are shrouded in mist or low clouds. The sky is overcast, and the overall atmosphere is serene and peaceful.

# The NY Journey: Positive Trends

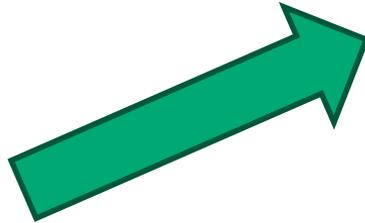
Access to Care



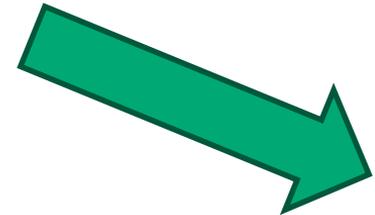
Health Rankings



Coverage



Medicaid Per  
Capita Costs



# Community-Based Care

1225 GERARD AVENUE



MORRISANIA NEIGHBORHOOD  
FAMILY HEALTH CENTER



718-960-2777

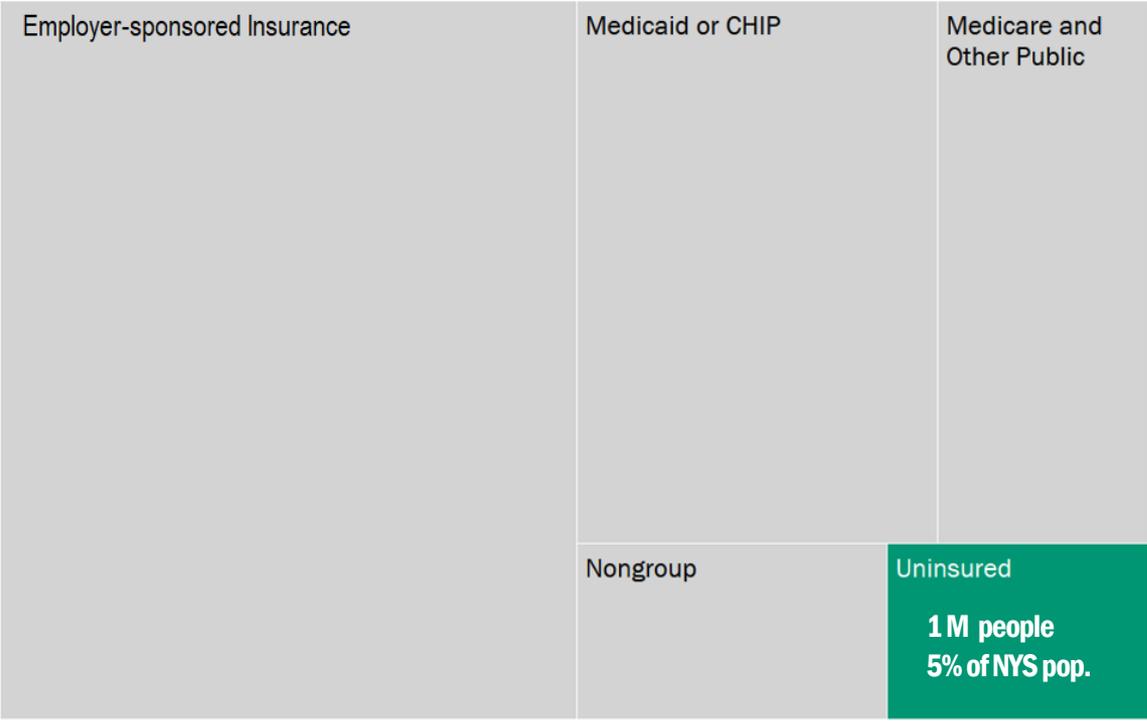


# Progress through Partnerships

- New Coordinated Care Models: ACOs, PCMHs, Health Homes
- Through DSRIP we've leveraged federal dollars to advance:
  - ✓ infrastructure;
  - ✓ electronic health records;
  - ✓ new access points for care; and
  - ✓ primary and behavioral healthcare.



# 95% of New Yorkers Have Health Coverage





**Healthcare  
improvement  
is no  
accident.**

According to the 2017 *America's Health Rankings* report, New York improved its overall health ranking more than any state over the past five years.

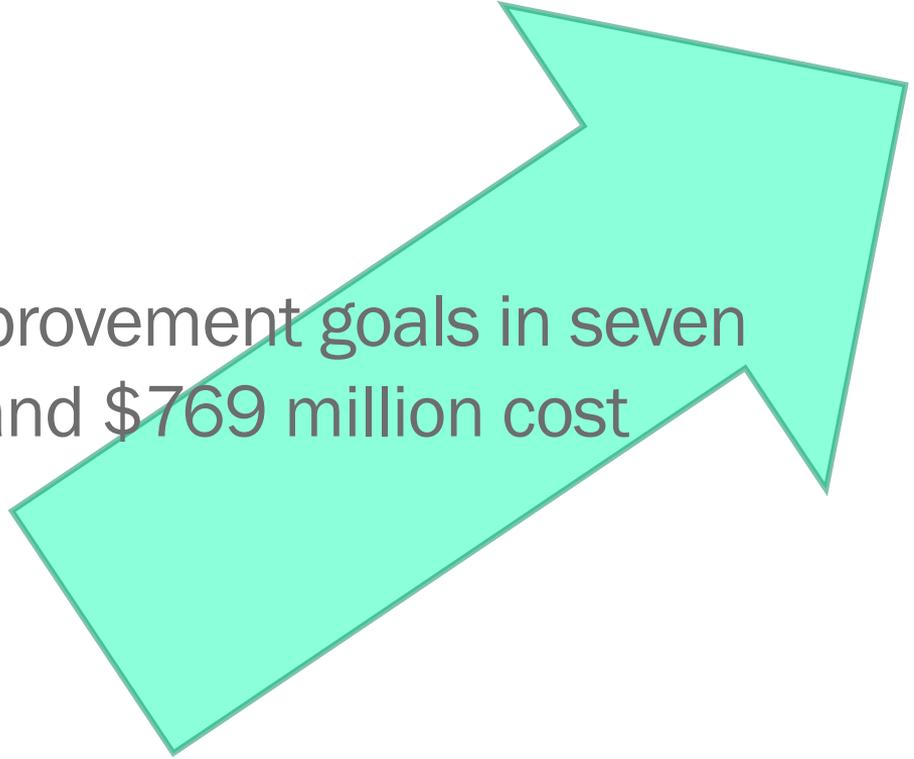
New Yorkers are living longer, healthier lives thanks in part to years of hospital improvements in critical areas like smoking cessation, immunizations, obesity, and mortality due to cancer.

**TO LEARN MORE ABOUT IMPROVEMENTS IN CARE BEING MADE BY NEW YORK'S HOSPITALS, VISIT [HANYS.ORG/3A](http://HANYS.ORG/3A).**

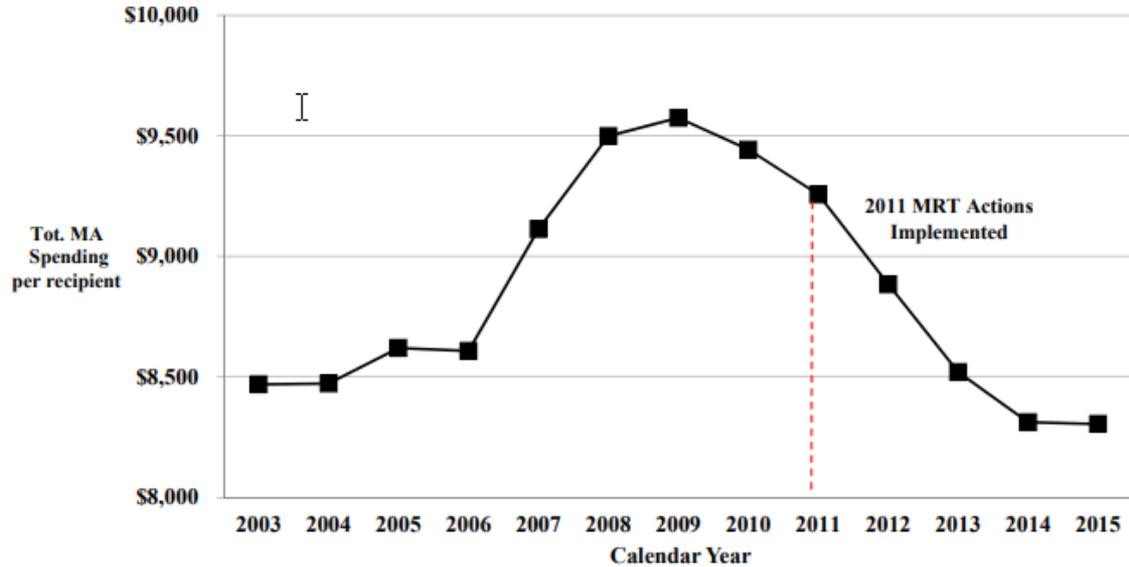


# Quality and Patient Safety Improvement

- ✓ NYS hospitals hit improvement goals in seven clinical focus areas and \$769 million cost savings (NYSPFP)



# Medicaid Costs Per Recipient Have Decreased



**4.3 M**  
**enrollees**

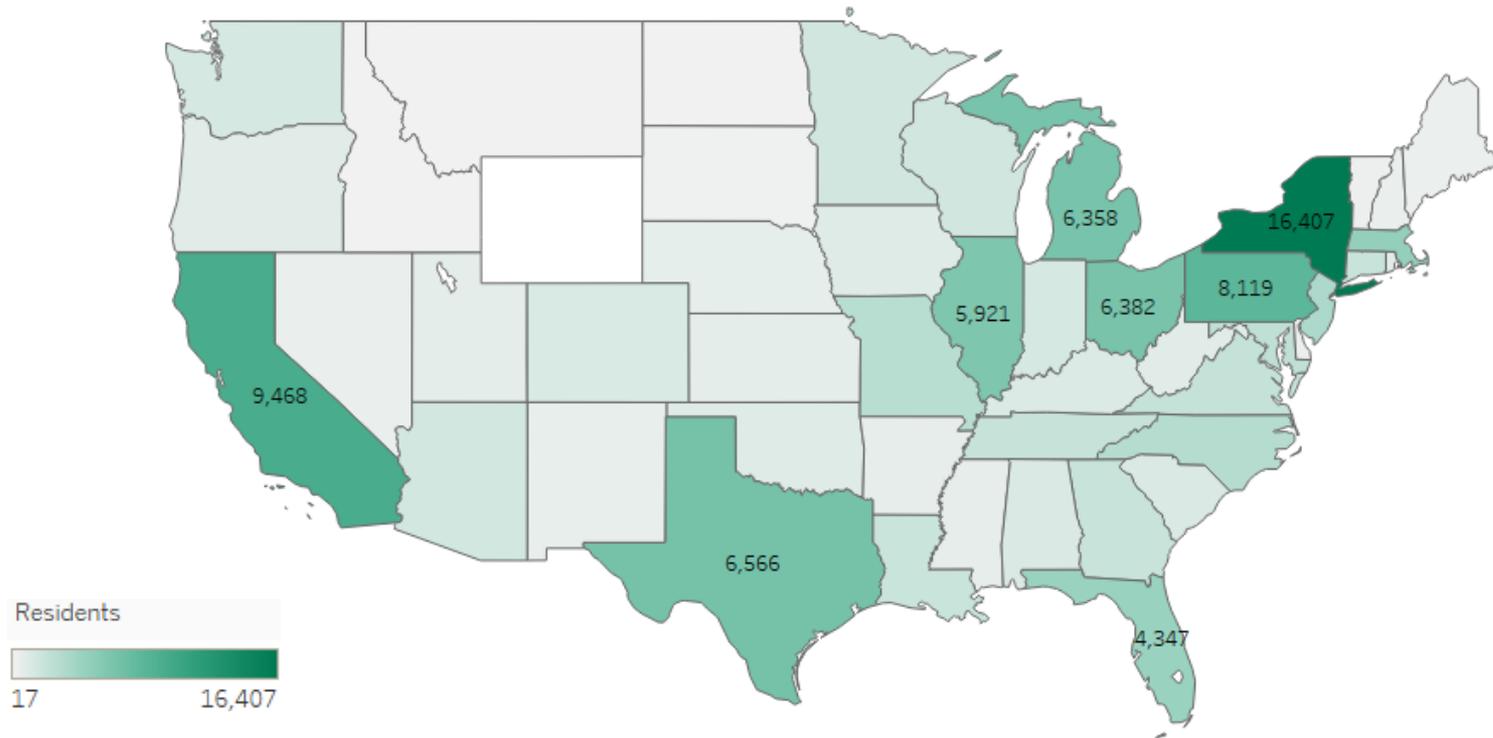
**5.4 M**  
**enrollees**

**6.7 M**  
**enrollees**





# GME Resident FTEs Training at Hospitals by State





# Uncomfortable Truths

- Unaffordability
- The “Silver Tsunami”
- Chronic Disease
- Opioid Epidemic
- Haves and Have-Nots
- Cost Shift
- Drug Prices



# (Un) Affordability

Unaffordability exists at all levels:

- Individuals
- Businesses
- Government



# The “Silver Tsunami”

Providing healthcare to the elderly is 5X more expensive than kids; 3X more expensive than adults.

Population 65+ (2015-2030)

U.S.

46.8M



71.5M

N.Y.

2.9M



3.9M

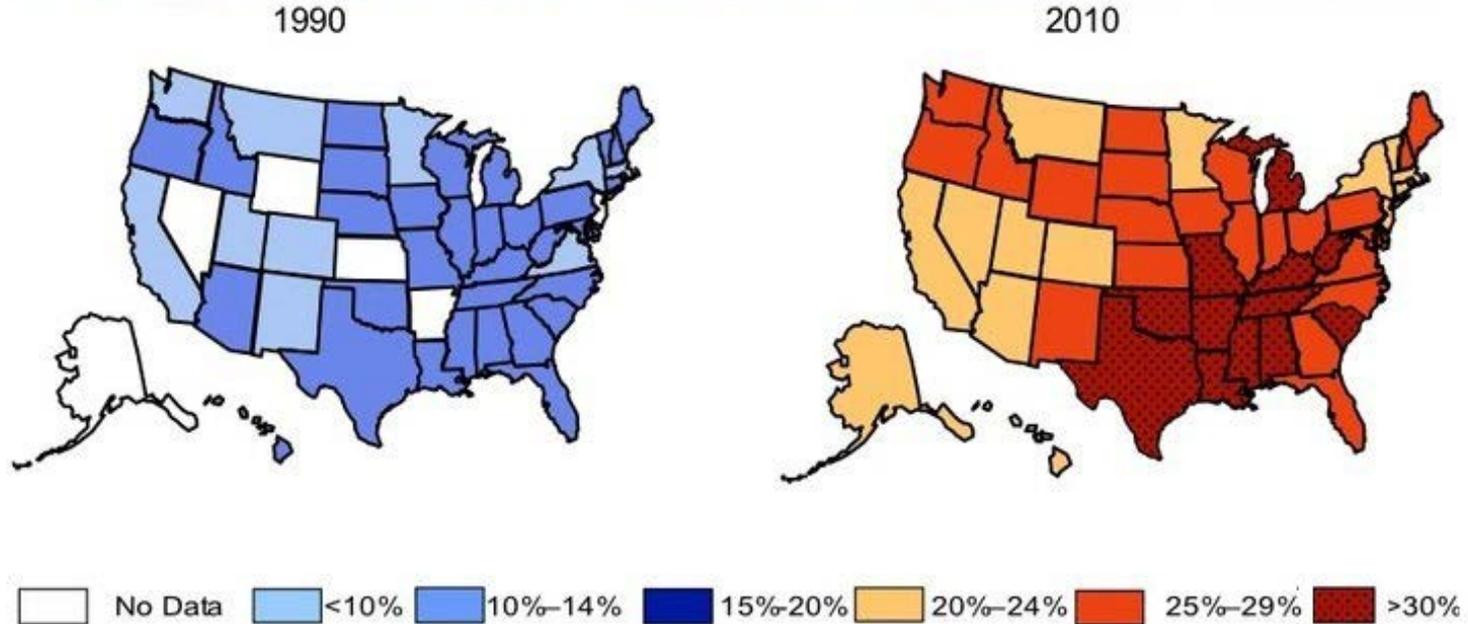
Sources:

<https://wonder.cdc.gov/wonder/help/PopulationProjections.html#Source> and  
<https://www.cms.gov/research-statistics-data-and-systems/statistics-trends-and-reports/nationalhealthexpenddata/nhe-fact-sheet.html>



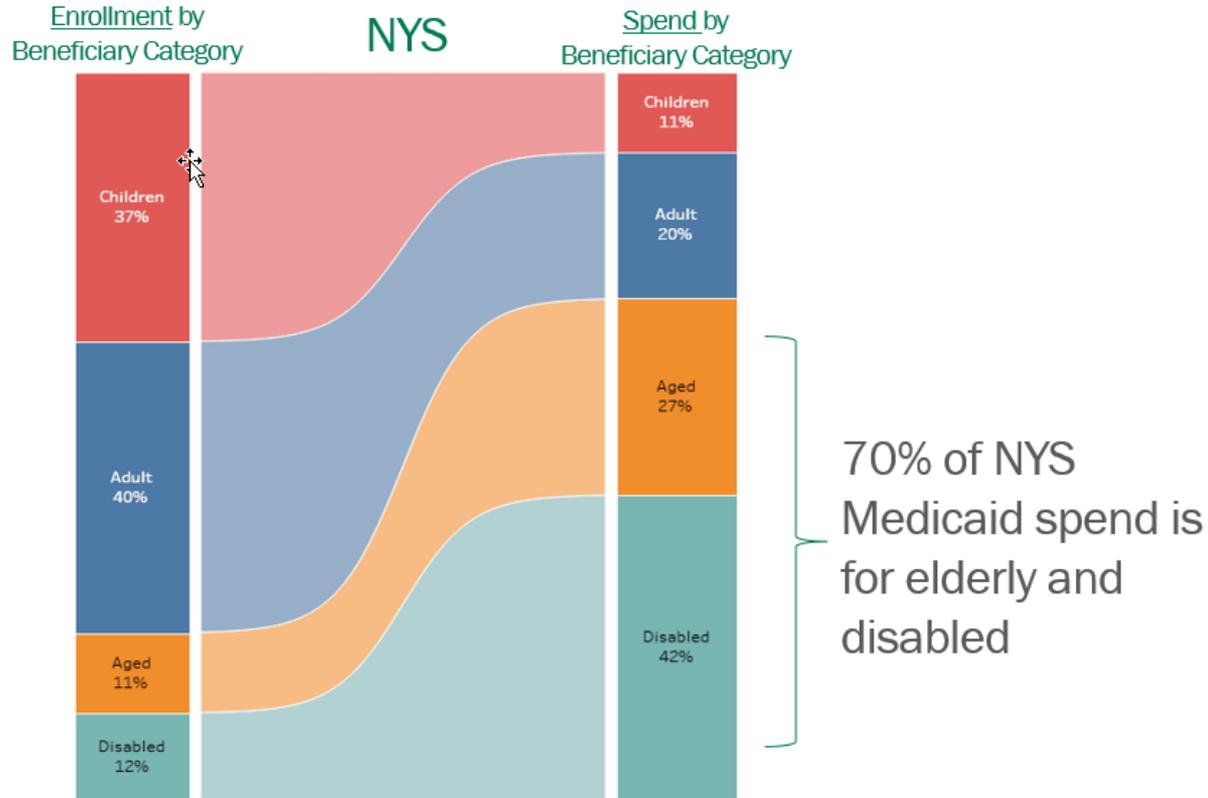
# Chronic Disease

## Comparison of obesity trends (in percent) in the US in 1990 and 2010



Source: Data obtained from CDC

# Where NYS Medicaid Dollars Are Spent



Source: 2011 data from Kaiser Family Foundation at <http://kff.org/medicaid/state-indicator/medicaid-spending-by-enrollment-group/?currentTimeframe=0> and <http://kff.org/medicaid/state-indicator/distribution-of-medicaid-enrollees-by-enrollment-group/?currentTimeframe=0>



# The Opioid Epidemic





# Haves and Have-Nots



Poverty Rate in New York State: ~14%

Source: U.S. Census data



# Cost Shift

## Cost of Delivering Care

Payments  
to Providers



Self-Pay



Medicaid



Medicare



Insurers/ Managed Care



# Federal Fiscal Realities

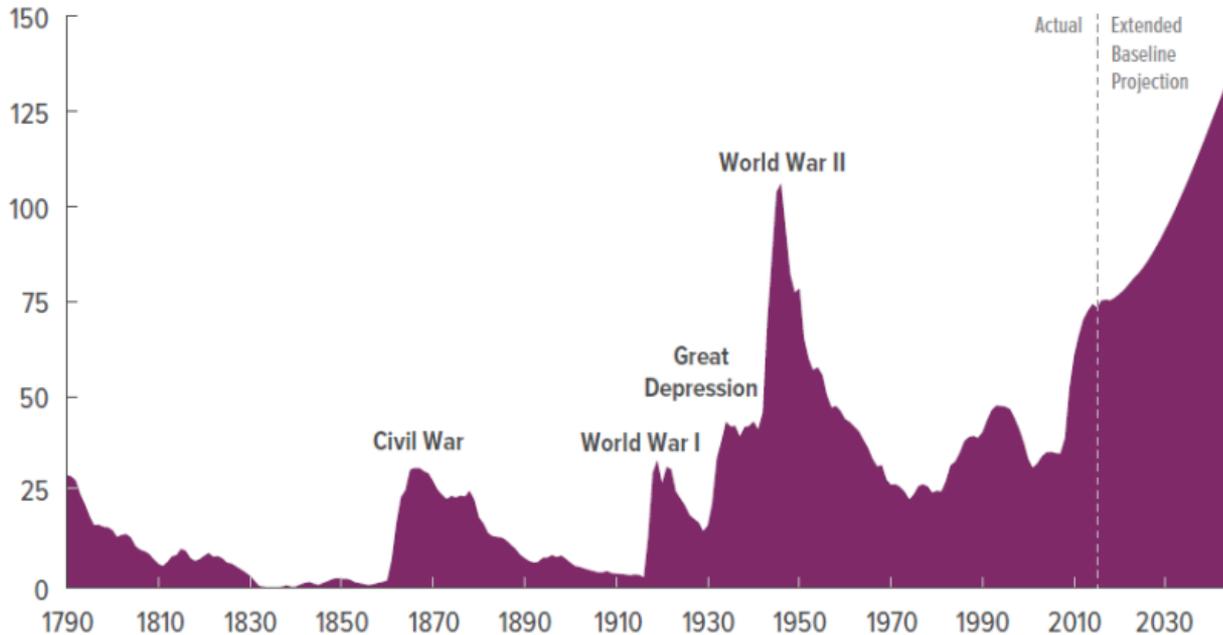
- Federal Debt
- Federal Deficit
- Entitlement Programs



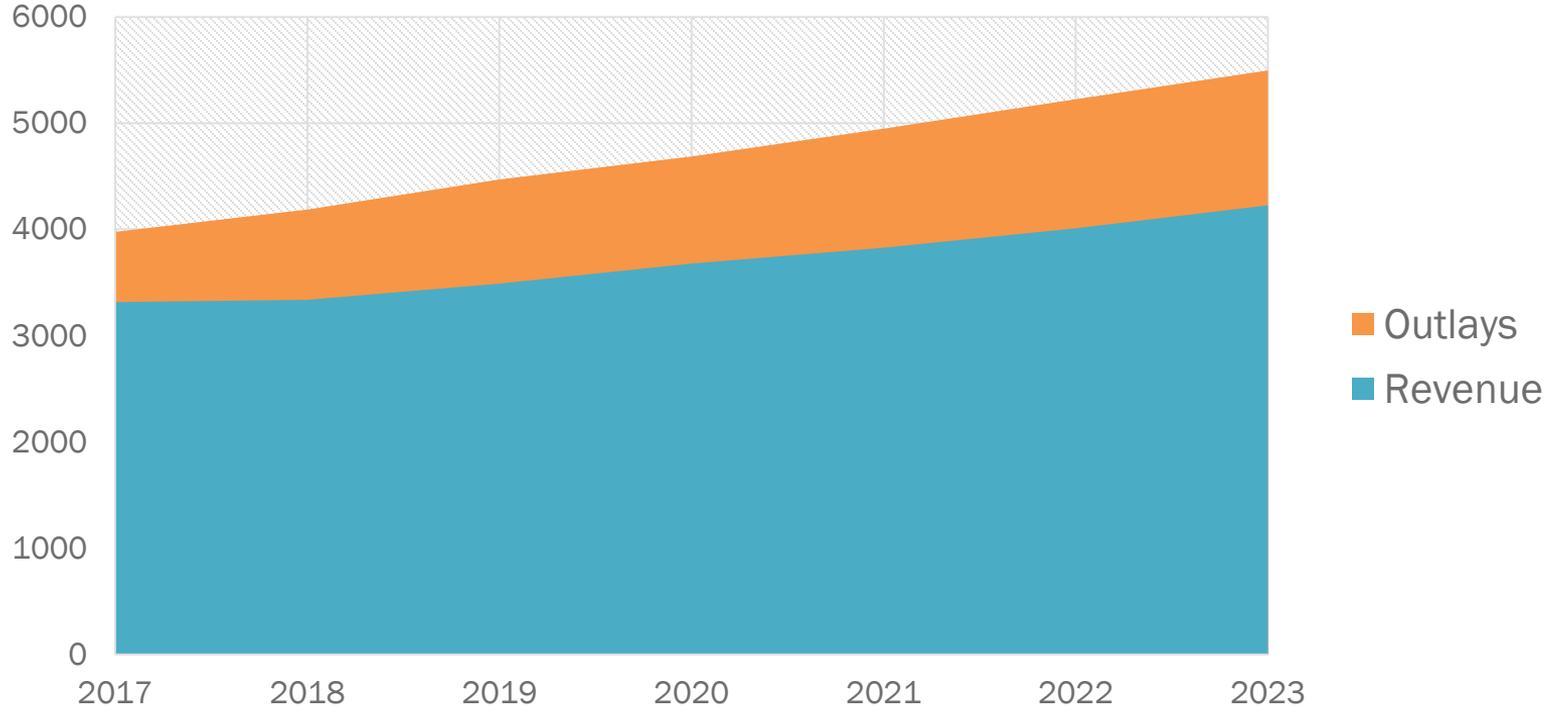
# Current National Debt: \$21.6 Trillion

## Federal Debt Held by the Public

Percentage of Gross Domestic Product



# The Growing Federal Deficit (in billions of dollars)

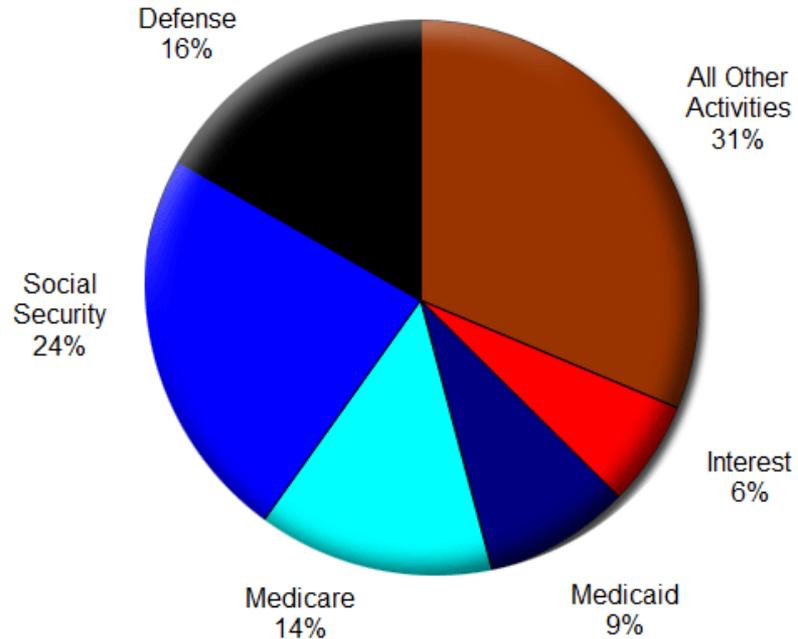


**Annual Deficits:** 665 804 981 1,008 1,123 1,244 1,274

Source: Congressional Budget Office Projections

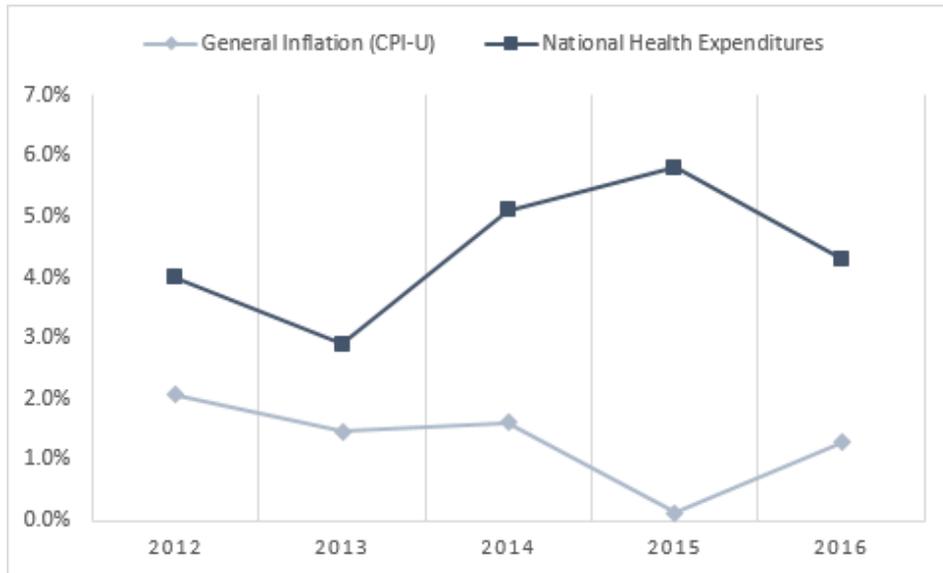


# Entitlement Programs Under Pressure



U.S. Government Spending in 2015. Total: \$3.8 Trillion

# National Healthcare Expenditures Continue to Exceed Inflation



**From 2012-2016, national health expenditures had an average annual increase of 4.4%—that is 4X the increase of general inflation as measured by the CPI-U**

Sources:

<https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/NationalHealthExpendData/NationalHealthAccountsHistorical.html> and <https://www.bls.gov/cpi/>.

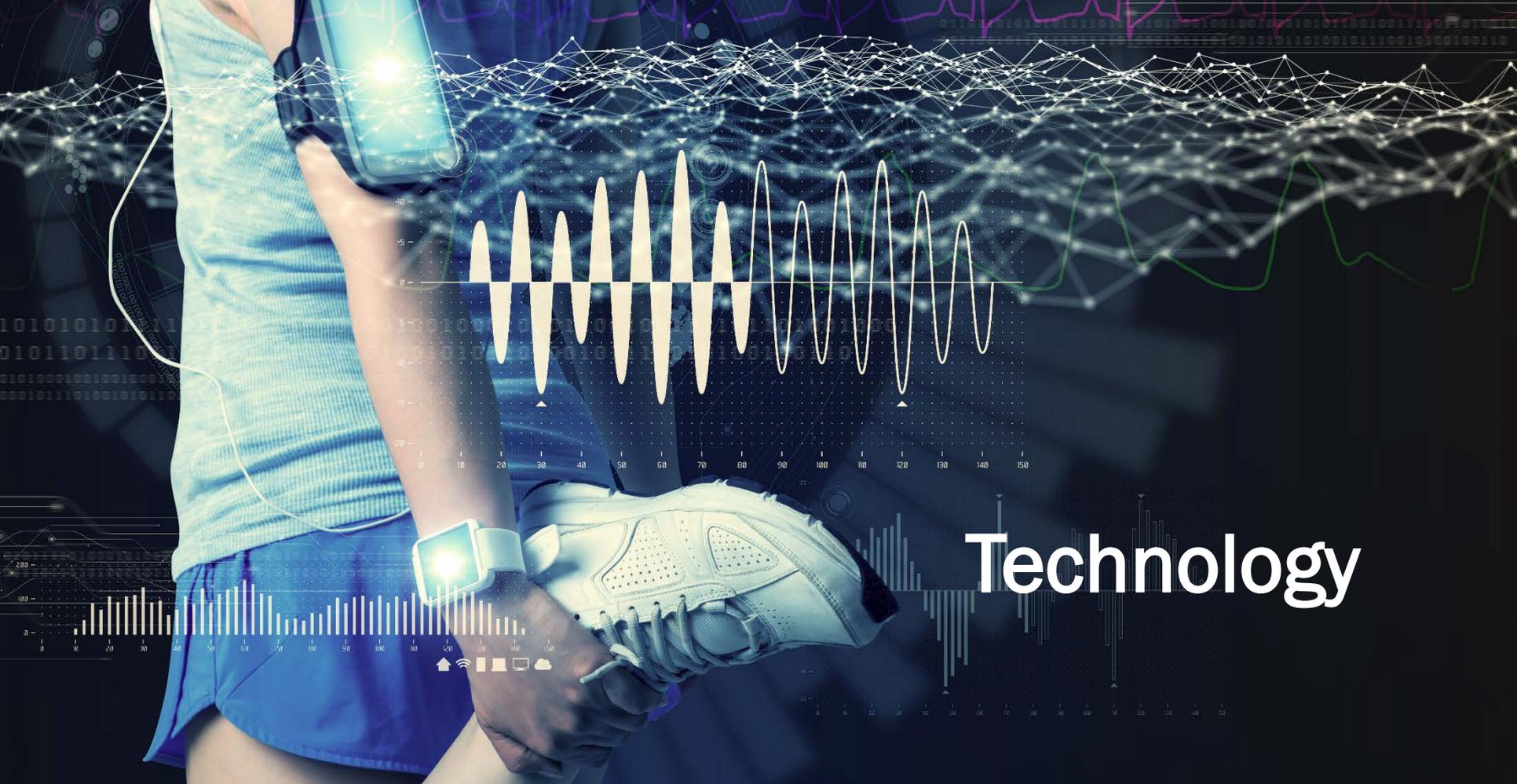


# Future Focus









# Technology



# Disruptive Market Changes

## *Amazon, Berkshire Hathaway and JPMorgan Team Up to Try to Disrupt Health Care*

By NICK WINGFIELD, KATIE THOMAS and REED ABELSON JAN. 30, 2018



AM Thursday, November 20, 2018 THE WALL STREET JOURNAL

## A new path to better health

♥ **CVS**Health.  
aetna

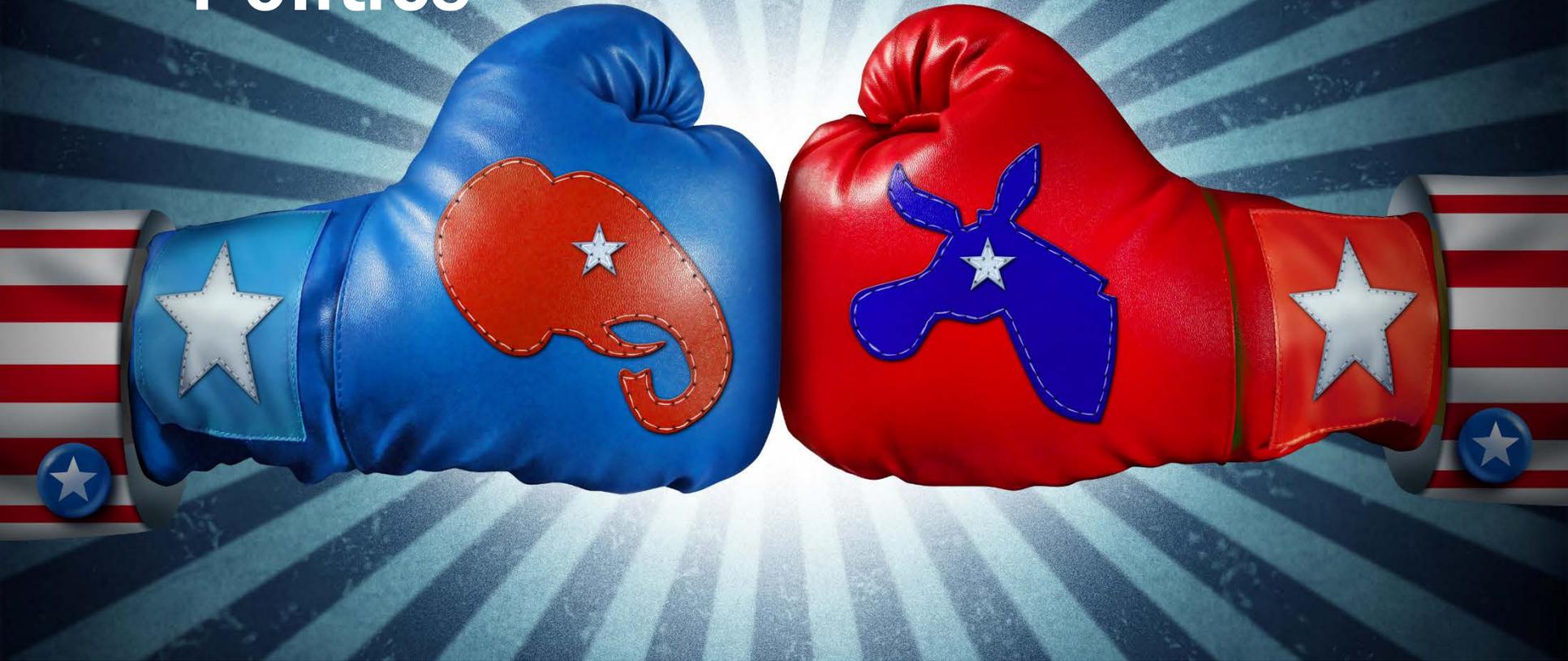
Coming together with Aetna, we're leading the change to create a new health care model that is easier to use, more affordable, and puts consumers at the center of their care.

And that leads to a healthier you.

Learn more at [cvshealth.com/aetna](https://www.cvshealth.com/aetna)

♥ **CVS**Health.  
Health is everything.™

# Politics





# The Extremes on the Spectrum: Free Market vs. Single Payer



**Free Market**

# NYS Single Payer



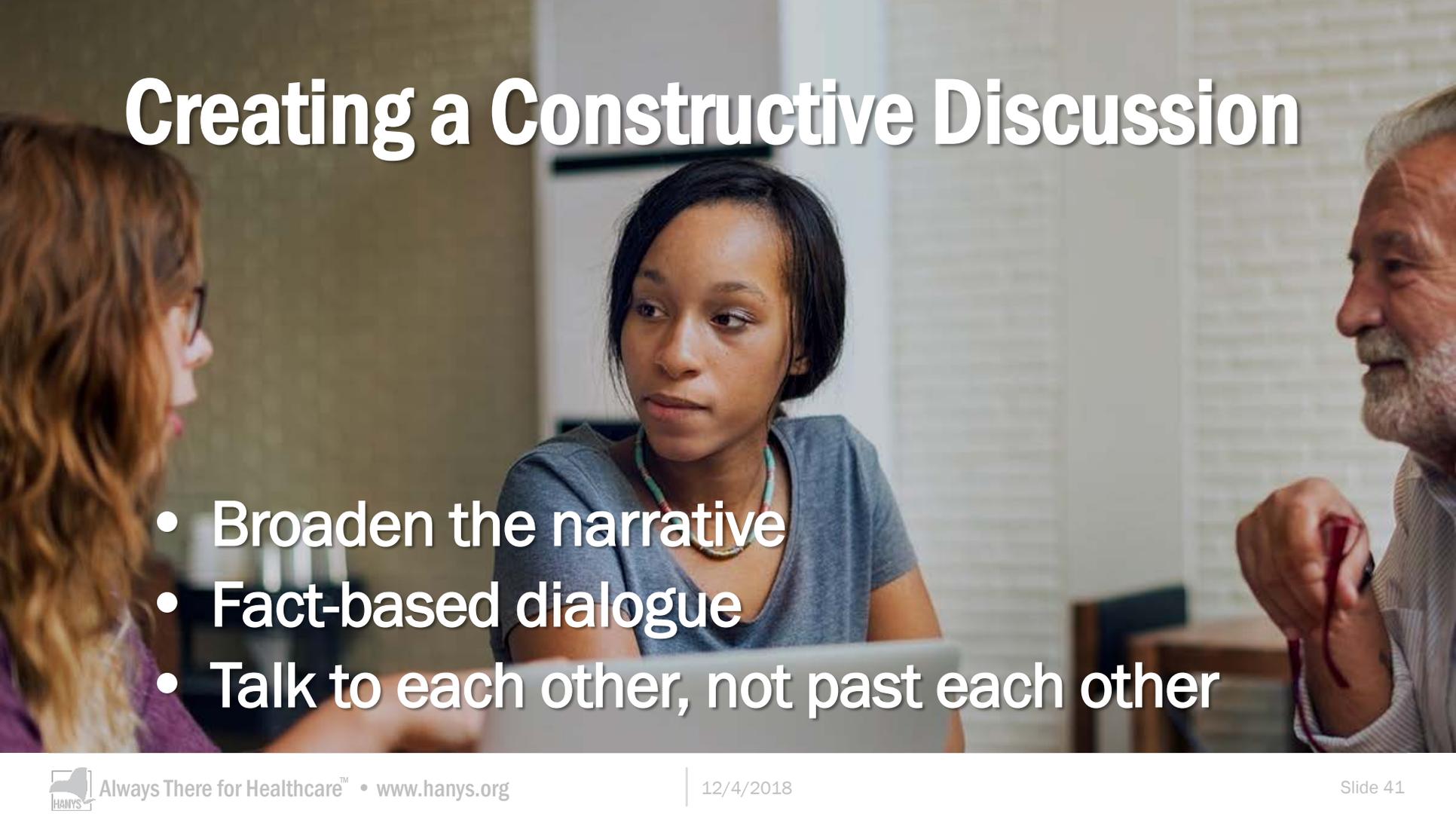
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# Creating a Constructive Discussion

A photograph of three people in a meeting. On the left, a woman with long brown hair and glasses is looking towards the center. In the middle, a woman with dark hair is looking at a laptop screen. On the right, an older man with a grey beard is looking towards the center. They appear to be in a collaborative discussion.

- Broaden the narrative
- Fact-based dialogue
- Talk to each other, not past each other



# Coalesce Around Core Goals

## 1. Affordability at All Levels



# Address Affordability

For individuals, government,  
businesses, taxpayers





# Focus on Long-Term Care





# Support Caregivers



# Coalesce Around Core Goals

## 2. Improving Individual and Population Health



# Coverage



# Better Information





# Support Innovation

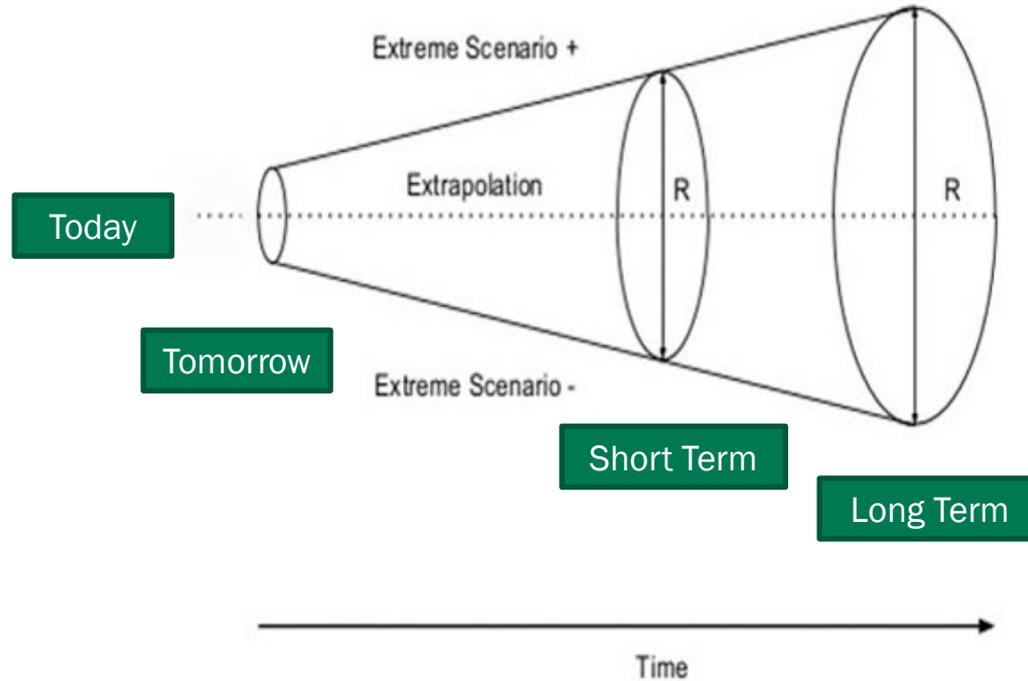


An aerial photograph of a suburban neighborhood, showing rows of houses with swimming pools and green lawns. The houses are arranged in a grid-like pattern, with streets running parallel to each other. The colors of the roofs and pools vary, creating a vibrant, textured appearance. The overall scene is bright and sunny, with shadows cast by the trees and buildings.

# Disparities: Your ZIP Code Defines Your Health Risks



# Scenario Planning



Source: Woody Wade. *Scenario Planning. A Field Guide to the Future.*



The Triple Aim:

**BETTER HEALTH  
BETTER CARE  
LOWER COST**





# Questions and Answers

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The Statewide Voice for New York's Hospitals and Health Systems

