

# 2022 Virtual Membership Committee Meeting

March 3, 2022 | 3:30 – 5:30 pm EST

# THE NACHC MISSION

#### **America's Voice for Community Health Care**

The National Association of Community Health Centers (NACHC) was founded in 1971 to promote efficient, high quality, comprehensive health care that is accessible, culturally and linguistically competent, community directed, and patient centered for all.





# "Cultivating winning relationships happens one conversation at a time." - Morag Barrett

# Committee Rules & Responsibilities

- Review progress on the Chair's Initiative as well as current membership status and recruitment and retention activities as measured by the Membership R/R Plan.
- Assess current benefit package and help identify potential new incentive benefits designed to increase and retain membership.
- Serve as active membership representatives in their respective states and regions, to include cultivating personal relationships with prospective members followed by referral to the membership department for active recruitment.

www.nachc.org



## Membership Progress & Statistics

## Legislative Successes in 2020

#### Federal Funding available to health centers

- \$100 million for COVID-19 prevention, preparedness and response
- \$1.32 billion for detection and/or prevention, diagnosis, and treatment of COVID-19
- \$600 million for COVID-19 testing
- \$175 billion pool (in the Paycheck Protection Program for providers with less than 500 employees) for care related expenses or lost revenue attributable to COVID-19
- \$200 million pool for certain providers, including health centers

   for telecommunications and other information services and
   equipment

**Private Funding - \$30 million** made available to health centers under various criteria by NACHC partners, including Direct Relief, TD Bank, Centene, Siemens, and Pfizer



## Legislative Successes in 2021

The American Rescue Plan Act included the following support for Community Health Centers and workforce programs:

- \$7.6 billion for health centers, as defined by Section 330 and the Social Security Administration, including Look-A-Likes
- \$800 million for the National Health Service Corps
- \$200 million for Nurse Corps Loan Repayment Program
- \$330 million for the Teaching Health Center program to increase the Per Resident Amount and expand the number of sites.



American Rescue Plan Update:

\$1 Billion in capital & infrastructure funding awards announced in 2021\*

\*Applies to 330 Grantees Only



## **Advocacy Update**

### House LHHS-Ed Appropriations Subcommittee Releases FY22 (Annual) CHC Discretionary Funding Proposal And Earmarks

- \$1.8 billion proposed in CHC funding, an increase of \$148 million from FY21.
- Of this, \$50 million would go to school-based health centers (SBHCs), and \$25 million would establish the Alcee Hastings Cancer Screening Program.

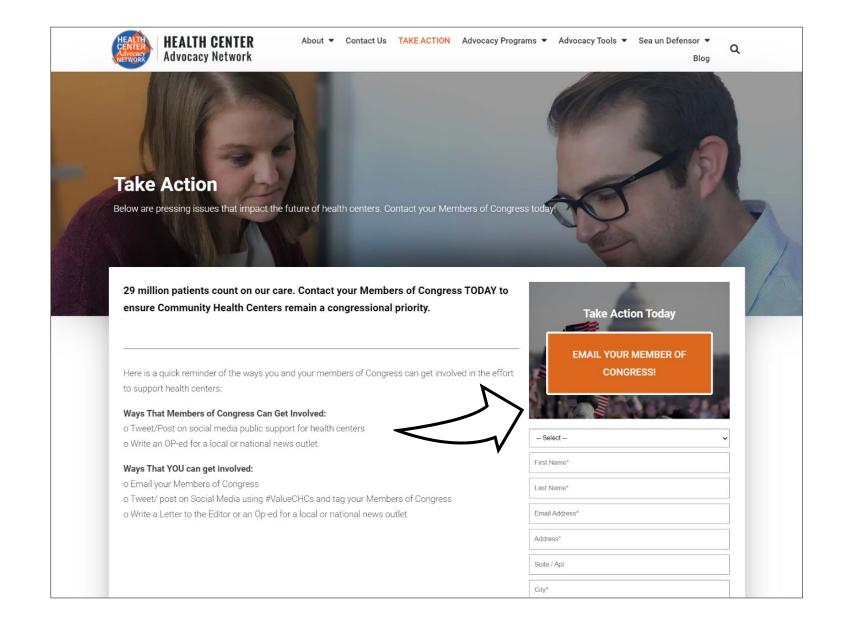
#### Reps. Spanberger and McKinley Introduce the PROTECT 340B Act

NACHC worked closely with Reps. Spanberger (D-VA) and McKinley (R-WV) who <a href="introduced">introduced</a> the Preserving Rules Ordered for the Entities Covered Through (PROTECT) 340B Act which would combat discriminatory 340B reimbursement policies against CHCs. The bill will:

- Prohibit health insurers and PBMs from paying below market rates, engage in discriminatory contract pricing
- Create a "clearinghouse" administered by a third-party entity to collect data to prevent duplicate discounts

## Senate Democrats Aim to Introduce Bipartisan Infrastructure Bill and Budget Resolution Before August Recess

Senate Majority Leader Chuck Schumer (D-NY) has said Senators are close to finalizing the partisan budget resolution and turning the \$1.2 trillion bipartisan infrastructure framework into legislation.



## **Advocacy Update**

Health Center Advocates Successfully Advocated for Increased Investment in the Build Back Better Act which was passed by the House of Representatives in 2021.

- \$2 Billion for CHC modernization and construction project (double the original \$1 billion);
- \$3.37 Billion for Teaching Health Centers Graduate Medical Education program;
- \$2 Billion for National Health Service Corps; and
- \$500 Million for Nurse Corps.

#### **Capital & Workforce Advocacy**

Support \$10 billion in capital funding for Community Health Centers and \$6.3 billion in primary care workforce program funding in the Build Back Better Act. The funding is vital for the construction and modernization of Community Health Centers and a primary care workforce pipeline to alleviate the chronic clinician shortages.



## Membership Update

| Membership Type                             | Members as of February 24, 2022 |
|---|---------------------------------|
| Organizational Members                      | 789                             |
| Corporate Members                           | 41                              |
| HCCN Members                                | 26                              |
| Associate Members                           | 31                              |
| Full, Basic & Student<br>Individual Members | 809                             |
| Lifetime Members                            | 393                             |

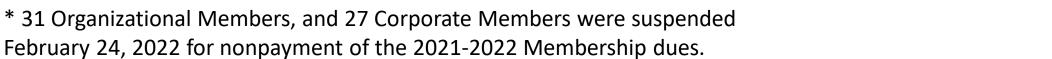
#### 789 of the 1,385

eligible FQHCs are Organizational Members of NACHC

#### 24 FQHCs

became Organizational
Members of NACHC since
the start of the 2021-2022
Membership Year



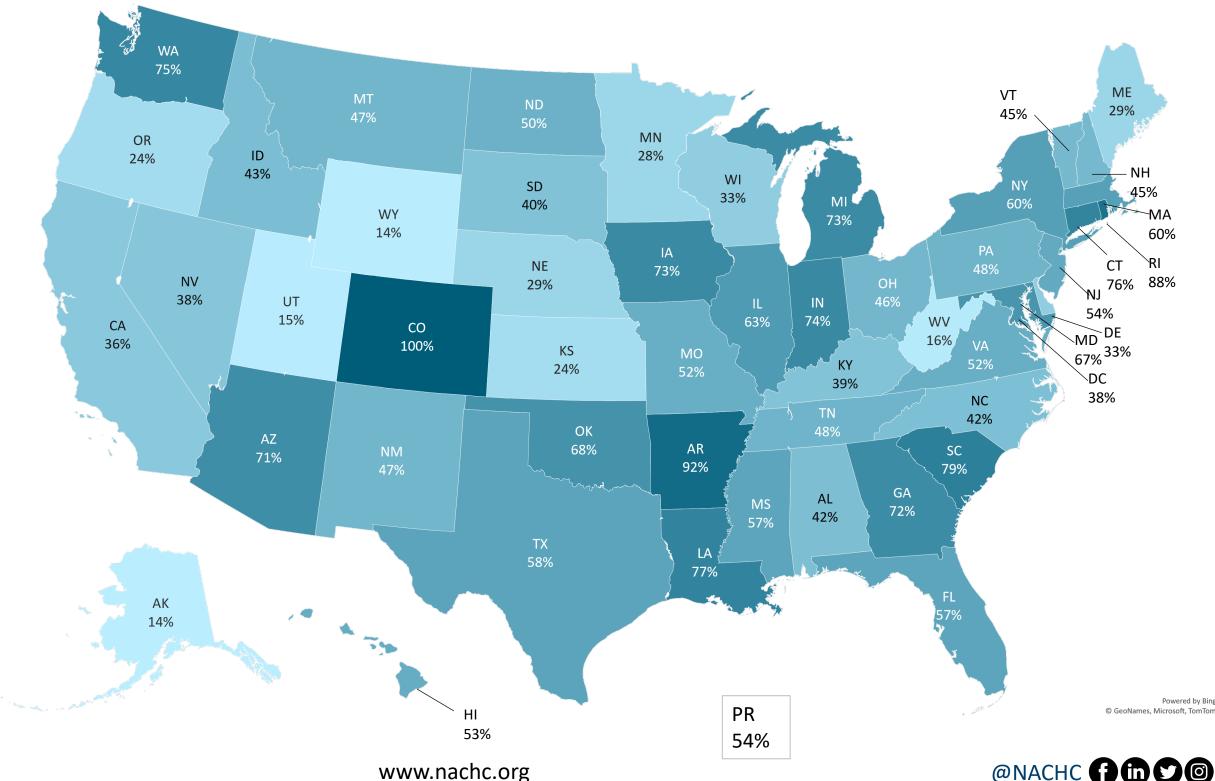


## Organizational Membership

% of FQHC Membership Participation by State

#### **High Ranking Membership Rates:**

Colorado – 100% Arkansas – 92% Rhode Island – 88% South Carolina – 79% Louisiana – 77% Connecticut – 76% Washington – 75% Indiana – 74%





# Organizational Membership

### Inside the Numbers

| \$14,796,155   | 96%   | 32%   | 15  |
|--|---|---|---|
| \$18,000 Average Annual Organizational Membership Dues | <b>80%</b> Of FQHCs are current or former NACHC members | <b>50%</b> Of the 2015 funded FQHCs have become NACHC Members | <b>12</b> States have over 70% Membership |

Membership Dues
Collection total from
2020-2021 Year

Membership Retention for 2020-2021 Membership Year Of Members have been NACHC
Members for 20+
Years

States have less than 40%
Membership

**79%**Of FQHCs with budgets of \$40
Million or more are NACHC Members

83%

Of NACHC

Members are at

the dues cap





## New Members (Since July 2021)

#### ORGANIZATIONAL MEMBERS

- Peninsula Community Health Services of Alaska (AK)
- Families Together of Orange County (CA)
- Colorado Coalition for the Homeless (CO)
- Uncompange Medical Center (CO)
- High Plains Community Health Center (CO)
- Northwest Colorado Health (CO)
- Sheridan Health Services (CO)
- Marillac Clinic, Inc. (CO)
- Axis Health System (CO)
- Inner City Health Center (CO)
- Promise Healthcare (IL)
- Muskegon Family Care (MI)

- Kagman Community Health Center (MP)
- Coastal Family Health Center (MS)
- Kintegra Health (NC)
- Neighborhood Health Services Corp. (NJ)
- Circle Health Services (OH)
- City of Cincinnati Primary Care/Cincinnati Health Department (OH)
- Family Health Services (OH)
- Asher Community Health Center (OR)
- Start Community Health, Inc. (PA)
- LCH Health & Community (PA)
- La Clinica De Los Campesinos, Inc. (WI)





## New Members (Since July 2021)

#### **ASSOCIATE MEMBERS**

- Community Mental Health Center, Inc. (IN)
- FW Black Collective (WA)
- National Nurse-Led Care Consortium (PA)
- Promise Fund of Florida (FL)
- Carey Counseling Center, Inc. (TN)
- CareMessage (CA)
- American Academy of Dermatology (IL)

#### **CORPORATE MEMBERS**

- ReCept Health Care Services (TX)
- Circulo Health (OH)
- Pair Team (CA)
- EqualizeRCM Services (TX)
- Maxor 340B (TX)
- The Hilb Group (MA)
- FQHC 340B Compliance (TN)
- POS Professional Office Services, Inc. (IA)
- Vigilance Health (CA)
- VerityStream (CO)
- Waystar (KY)

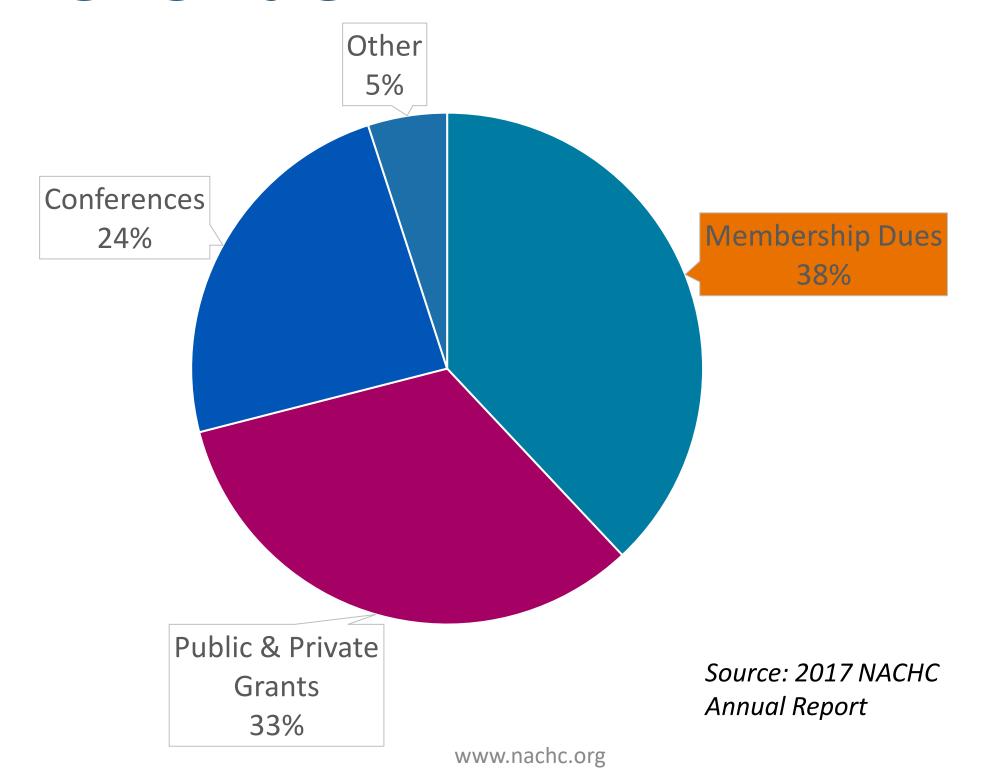






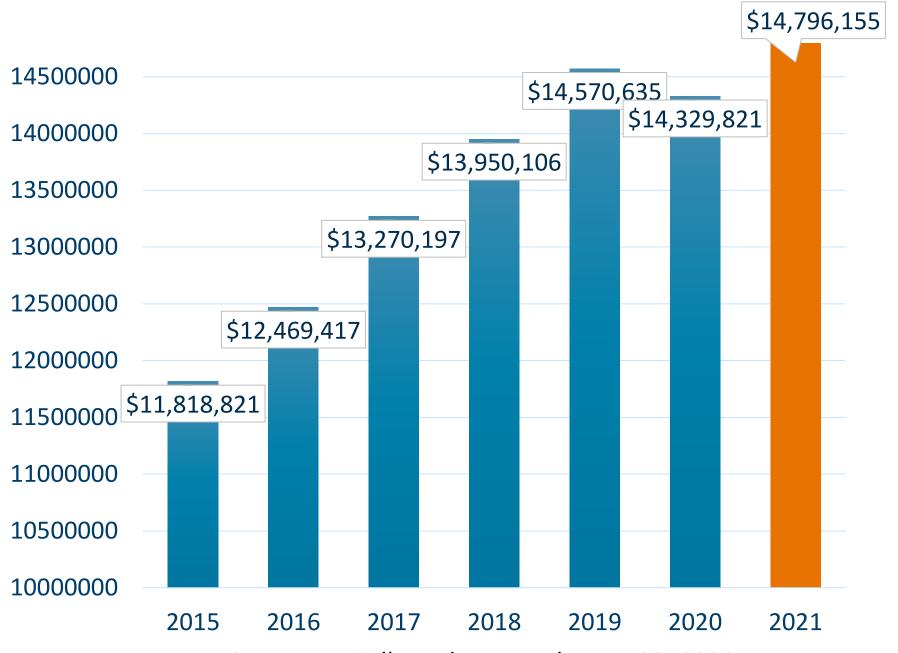
## Membership Revenue Update

# Membership's Impact on NACHC Revenue





## Membership's Revenue Growth Over the Years







## Membership Types by Revenue

# All OTHER MEMBERSHIP CATEGORIES 20% 80%

#### **Growth Opportunities**









Student Members



Individual Members





**ORGANIZATIONAL MEMBERS** 



## Membership Categories & Benefits

# Organizational Membership



Open to public or non-profit health centers that provide comprehensive primary health care services; are governed by a representative, consumer majority board of directors; and are committed to the mission and goals of NACHC.



## Associate Membership



Associate Membership is open to any non-profit primary health care organizations that are not eligible for Organizational Membership but support the mission and goals of NACHC.

#### **Associate Members could be:**

- **Health Care Associations**
- Churches
- Schools & Universities
- Public Health Departments

#### **8 OTHER NTTAPS ARE ASSOCIATE MEMBERS**





















## Health Center Controlled Network (HCCN) Membership



Health Center Controlled Network (HCCN) Membership is open to any health center controlled network entity that supports the goals and mission of NACHC.

HCCNs ARE
COMPRISED
OF AND RUN
BY FQHCS

#### **HCCN's Benefit from:**

- Group purchasing power
- Shared training
- Data analytics to support quality measurement and improvement















COMMUNITY HEALTH





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## Corporate Membership



Corporate Membership is open to for-profit organizations that provide services and products to primary health care programs and that support the mission and goals of NACHC.











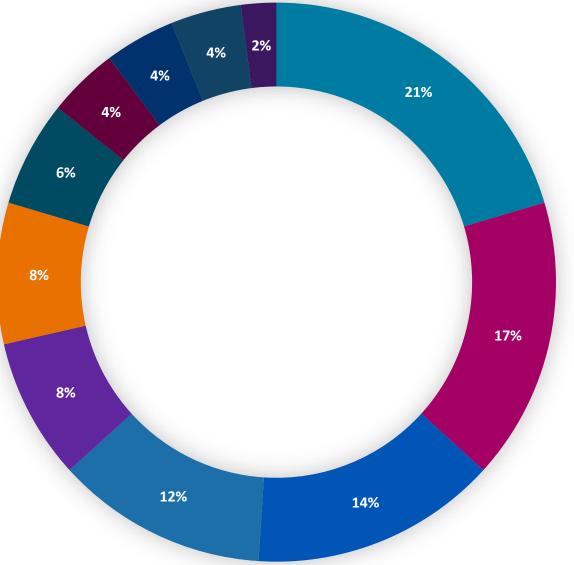








#### **Corporate Members By Business Type**



- Information Technology Solutions
- Accounting, Finance, Tax & Billing
- Health Insurance Solutions | Managed Care
- 340B Solutions
- Pharmaceutical | Medical
- Staffing | Workforce | Recruitement
- Ancillary Solutions
- Dental Products & Distribution
- Health Care Consulting
- Medical Supply Distribution

## Individual Membership

Individual
Membership is open
to individuals who
support the mission
and goals of NACHC.

#### **Lifetime Individual**

- Free subscription to Washington Update
- Free subscription to the *Community Health Forum* Magazine
- Eligible for tuition discounts\*
- Eligible to participate on NACHC Committees\*
- Lifetime Member Celebratory Pin

DUES \$325 (one-time)

#### **Basic Individual**

- Free subscription to Washington Update
- Eligible for tuition discounts\*
- Eligible to participate on NACHC Committees\*

DUES \$30



#### **Full Individual**

- Free subscription to Washington Update
- Free subscription to the *Community Health Forum* Magazine
- Eligible for tuition discounts\*
- Eligible to participate on NACHC Committees\*

DUES \$65

#### **College Health Professionals**

- Free subscription to Washington Update
- Gain Access to Searchable Database on NACHC's Job Board





## Membership Outreach

Friendly

reminder of

overdue or

lapsed dues

#### **Prospect Calls &** Meetings!



#### **Dues Reminders!**

NACHC Dues Reminder - Your Membership May Lapse!



To Michelle Shiel

Dear Health Center Colleague,

Thank you for your NACHC Organizational membership and ongoing support! We hope you've been able to take full advantage of the wealth of membership benefits and resources available to you and your health center team. If you would like a refresher on Membership Benefits, Training, Webinar recordings, COVID-19 Resources, Finance Office Hours, and Advocacy (\$6 Billion for FQHCs in the American Rescue Plan!) and other tools that NACHC offers, we are happy to schedule a call at your convenience.

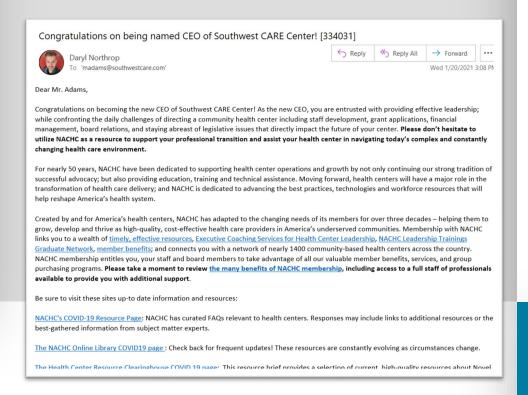
In reviewing your member record, I noticed that your organization has not made its membership dues payment and is in jeopardy of losing its Organizational Membership. Realizing this may be an oversight, I am sending this courtesy reminder. (Reply to this email if you need a copy of the most recent dues notice.)

NACHC realizes that it is because of dedicated members such as you and your organization that our efforts on your behalf are successful. We value your show of support and solidarity with all health centers by continuing your NACHC membership.

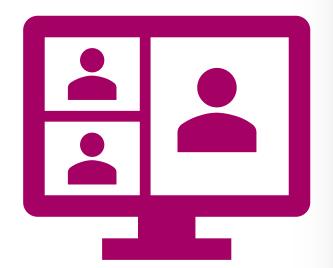
Please contact us at your earliest convenience to maintain your membership or address any questions you may have about your membership. I look forward to hearing from you and to the continuation of our partnership.

Thank you, Michelle

#### **New CEO Welcome!**



#### **New Member Orientations!**



#### **Email. Email. Email!**



Congratulations on your American Rescue Plan Award!

## Benefits of Membership

**ADVOCACY** 

TRAINING & TECHNICAL ASSISTANCE

**NETWORKING** 







## PROFESSIONAL DEVELOPMENT

PUBLICATIONS & RESOURCES

COMMITTEE PARTICIPATION





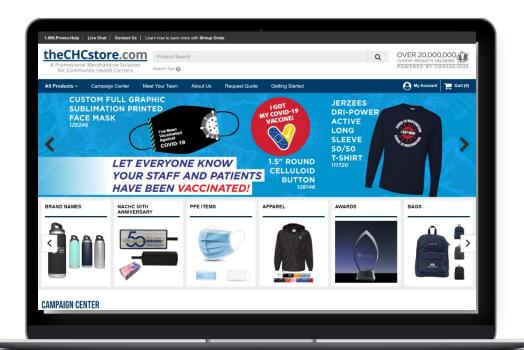


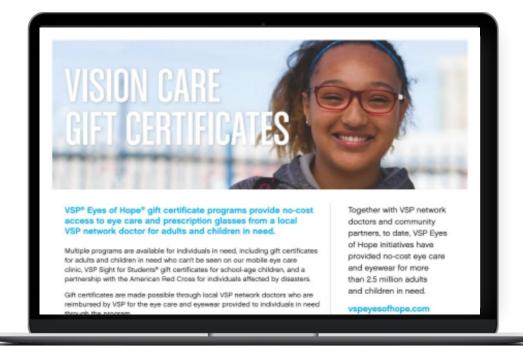
# Additional Member Benefits

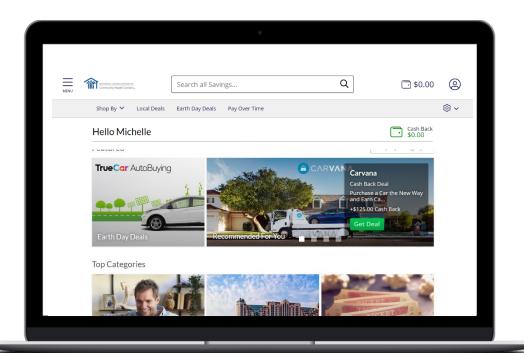










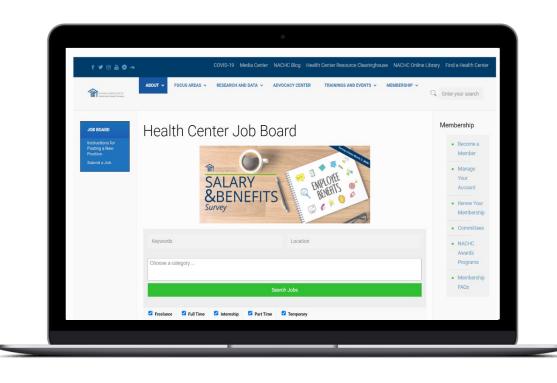






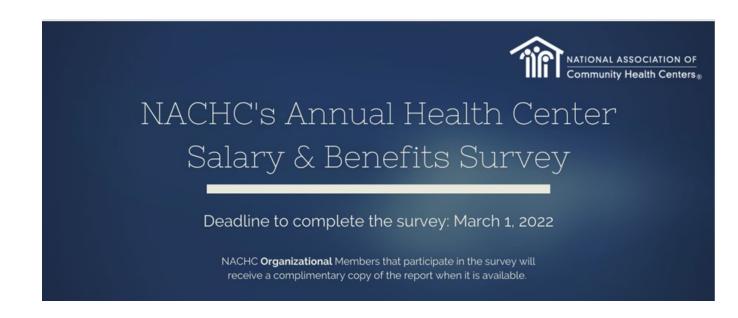
## Additional Member Benefits

#### **JOB BOARD**



Free posting of 75 words to Organizational Members!
To learn more, <u>click here!</u>

#### **SALARY & BENEFITS SURVEY**



Participating Organizational Members Receive a Free Report.





## Chairs Report

## **Chairs Report**

Anthony Blake Hall, MBA, Committee Chair Community Health of South Florida, Inc., FL

Beth Wrobel, Co-Vice-Chair HealthLinc, Inc., IN

Julia Liou, Co-Vice-Chair Asian Health Services, CA

- Updates and Perspectives from Vice-Chairs (optional)
- Review Committee's Charge
- Reimagining the Membership Committee to Support the "CHCs of the Future and NACHC of the Future"
  - Potential Committee Priorities
    - Workforce (College Health Professionals/HBCU/Health Equity)
    - Innovation (Conferences etc.)
    - Update Membership Dues Structure
    - Identify New Member Benefits
    - FQHC Branding





## Old Business

## NACHC Membership **Ambassador Program**

#### Goal:

Link registrations from non-member FQHC's directly to committee members to discuss Organizational Membership, identifying interested parties, sharing Organizational Membership experience, and identifying areas where additional information/education is needed.

#### **Process:**

- Each committee member will be tasked to reach out to non-member FQHCs in their state. If there are multiple committee members from one state, they should coordinate with each other, or can assist committee members from other states.
- Committee members will be provided with NACHC Membership information and handouts (Member benefits brochure, Organizational Membership forms, etc.) in PDF format.
- Committee members will be provided with sample email verbiage, and relevant contact information.
- NACHC Membership team will follow up with committee members to see if any assistance or additional outreach by NACHC staff is needed.



For 50 years and counting, NACHC has been dedicated to supporting and growing Health Centers and Look-a-Likes by continuing our strong tradition of successful advocacy; but also providing education, training, and technical assistance. Moving forward, health centers will have a major role in the transformation of health care delivery; and NACHC is dedicated to advancing the best practices, technologies and workforce resources that will help reshape America's health system. Please do not hesitate to utilize NACHC as a resource for your health center in navigating today's complex and

Created by and for America's health centers, NACHC has adapted to the changing needs of its members helping them to grow, develop and thrive as high-quality, cost-effective health care providers in America's underserved communities. NACHC membership entitles you, your staff and board members to take advantage of all our valuable Member benefits, Services, and Group Purchasing Programs.

- Executive Coaching Services For Health Center Leadership
- NACHC Leadership Trainings Graduate Network
- Conferences: Connecting you with a network of colleagues from over 1400 community centers
- The CHC Store: Your first stop for all your PPE, health center branded apparel, giveaway items,

#### Be sure to visit these sites up-to date information and resources:

NACHC's COVID-19 Resource Page: NACHC has curated FAQs relevant to health centers. Responses may include links to additional resources or the best-gathered information from subject matter experts.

The NACHC Online Library COVID19 page: Check back for frequent updates! These resources are constantly evolving as circumstances change.

The Health Center Resource Clearinghouse COVID 19: This resource brief provides a selection of current, high-quality resources about Novel Coronavirus (COVID-19). These resources provide preparedness information for primary care providers, as well as answers to frequently asked question

COVID-19 Health Center Advocacy Toolkit: Resources to help navigate your advocacy efforts to protect







## New Business

### **NACHC RESOURCES**



Timely and Effective Resources

**Executive Coaching Services For Health Center Leadership** 

**NACHC Leadership Trainings Graduate Network** 

**Member Benefits** 

Conferences: Connecting you with a network of colleagues from over 1400 community centers across the country.

The CHC Store: Your first stop for all your PPE, health center branded apparel, giveaway items, hand-sanitizer, and more!

#### Be sure to visit these sites up-to date information and resources:

<u>COVID Vaccine Communications Toolkit:</u> This page shares key vaccine messages, sample social media posts and graphics, selfie signs, and more resources to help health centers communicate with staff and patients about the COVID-19 vaccines.

NACHC's COVID-19 Resource Page: NACHC has curated FAQs relevant to health centers. Responses may include links to additional resources or the best-gathered information from subject matter experts.

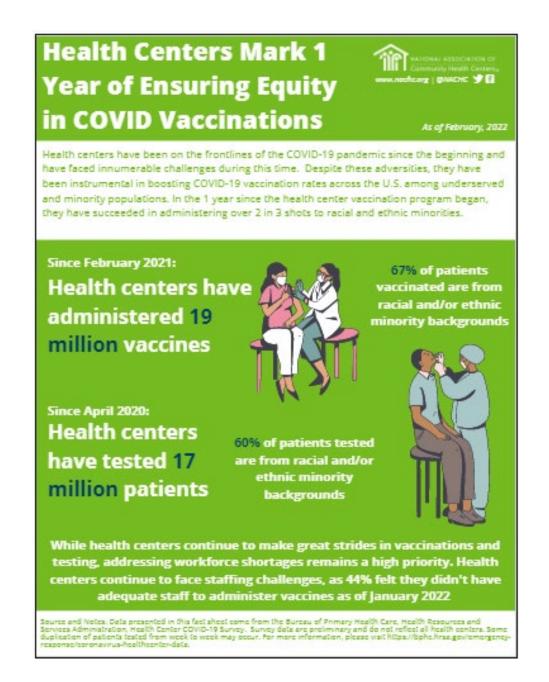
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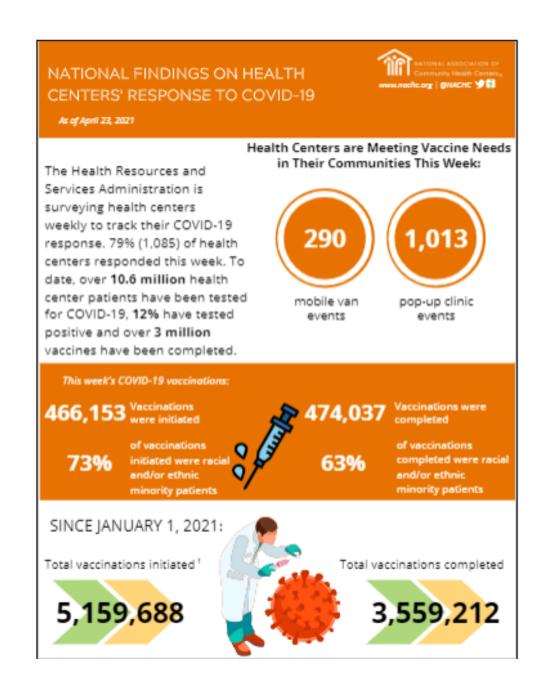
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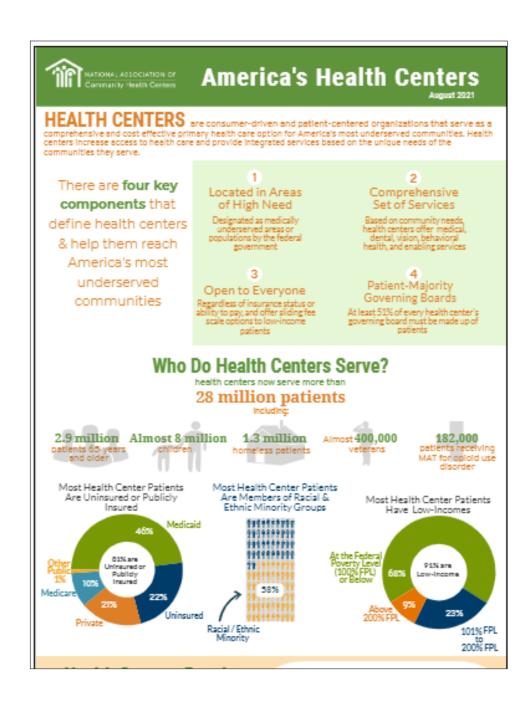
COVID-19 Health Center Advocacy Toolkit: Resources to help navigate your advocacy efforts to protect Community Health Centers during and after COVID-19.



### Research & Fact Sheets







https://www.nachc.org/research-and-data/research-fact-sheets-and-infographics/



# NACHC Membership Department

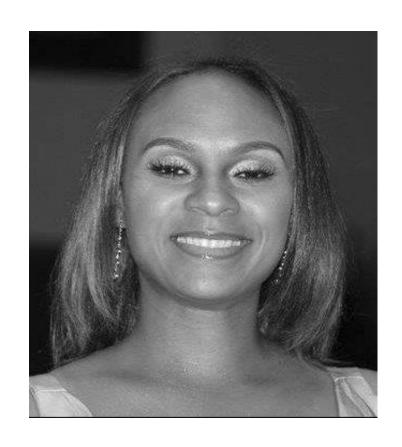


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## THANK YOU!

## QUESTIONS?

Email <a href="membership@nachc.org">membership@nachc.org</a> for any other questions or comments.



www.nachc.org