



NASP
Legislative Committee
11-02-2021

1. Tony Green was invited by PRO and will be present at our meeting with Gov. Rickett's team this Thursday, Nov. 4th at 10:00am
 - a. All who plan to attend this meeting, please meet at **9:55 at the EAST** doorway.
 - b. Attendees: 5 lobbyists, 4 providers (Region V, CSN, ILC, Mosaic), and NASP ED = 10 total
2. Joe Dondlinger will be present to discuss the financial data collected by 5 CFOs
 - a. Was a good enough sample size for most recent rate rebasing model by the State
3. PRO Stevens Berry is a "numbers guy"
4. We need to make our points simple and concise: WHAT we need, WHY we need it, and WHEN we need it
 - a. We cannot compete in the pandemic labor market at current rates
 - b. Our rates are fixed by the State; we do not have the power ourselves to increase wages
 - c. We need the same support and consideration the State Employees have received: **a 30% increase**
 - i. 30% was suggested in place of the 25.6% figure post-meeting: 20% to match the state wage increase, 10% to bring our margin loss back to zero
 - d. Unable to staff at State recommended levels
 - i. Risk to health and safety of people in services
 - ii. Unable to bill in full so further loss of revenue
 - e. Insurance costs have gone through the roof due to the pandemic; others cost have as well due to inflation
 - f. Legislators have appropriated more funds to DD over the years, but DHHS is spending less
5. This needs to be a deficit request – we cannot wait until next June/July
6. What happens after this meeting with PRO?
 - a. Media campaign – Op/Eds in Omaha World Herald and Lincoln Journal Star
7. What is our retort for Tony Green's argument of "22 new providers, only 1 lost"?
 - a. The financial data of stable, large-scale providers which loss of approximately 10%
 - i. Does asking for 25.6 or 30% increase look bad if we are showing we've lost 10%?
 1. Additional overhead costs and need to offer competitive wages
8. How much time do we give them to respond/provide answer?
 - a. "Will you consider making an adjustment right now?"
 - b. "We need an answer so that we know what our next move is."
 - c. "We have no choice but to advocate for the most vulnerable"
 - d. Continue to push Appropriations Committee members throughout November
 - i. Alana will create a spreadsheet of who is meeting with whom and when
 - ii. Please email Alana if/when you meet with an Appropriations Committee member
9. Alana will develop bullet points and other hand-outs and share via email for input