

**Sample Legislator Visit Talking Points**

*Template Tips: Use these talking points as a conversation during the facility tour and conversation with the legislator. Make changes to this template specific to your event and facility by updating the content identified by* ***[brackets]****.*

1. **Take the legislator on a tour of your facility. During the tour, discuss the importance of having a facility able to address advance care needs.**
	1. Individuals residing in our facility have very advanced care needs. [Provide any specific examples of types of care provided that may be helpful.]
	2. Their care needs can only be met in a facility. These individuals require care 24/7, and it is no longer safe for these individuals to be at home alone.
	3. It is critical that individuals in our community have access to care to meet their advanced care needs in a skilled nursing facility.
2. **After the tour, meet with the legislator to discuss the state of the sector and legislative funding needs.**
	1. **Describe reimbursement model:** Long-term care operates on a cost-based reimbursement basis.
		1. [Provide example of the average costs to care for a single Medicaid resident and the current reimbursement rate provided by the state.]
		2. This rate is set once every other year and has not kept pace with costs.
		3. 2023 is the year the rate can be re-set.
	2. **Explain cost pressures and factors:** The pandemic has had a devasting impact on the sector, and the inflationary environment is causing further financial pressure. The sector is operating at a net margin loss of X?
		1. [Provide any specific examples on range of cost increases that the facility may have experienced in the past year.]
		2. Wage inflation has been especially difficult due to staffing shortages. 60-70% of costs to care for a person is labor costs.

			1. Staffing shortages are fueling wage inflation.
			2. We cannot compete on wages because of the reimbursement system.
			3. At the same time, we are forced to look to staffing agencies, which have leveraged this environment to also drastically increase their pricing.
	3. **Emphasize the need to act now:** The long-term care sector in Iowa will be completely insolvent by (date) without a $60 million rebase rate adjustment in 2023.
		1. Without this action, we will see more building closures in Iowa
		2. Iowa families will need to travel farther to visit loved ones who need advanced skilled nursing facility care
		3. Iowa’s direct care workers will need to travel farther to find jobs in their profession
		4. Please take action this year to provide this important rebase adjustment to ensure we can keep long-term care in our local communities.