

For SNF Providers

Tips for Working with Legislators

Communicating with Legislators

Here are some points you may want to consider as you prepare.

Provide a proper introduction including your background and role, and your experience with long term care issues. Establishing your credentials as a subject matter expert is essential to your work with legislators.

Know your numbers! Prepare a [facility profile](#) so you can easily provide specific details about your care center. Many people are impacted by your care, and those same people are impacted by legislative decisions and actions.

Be polite, be specific, and be brief! Your legislators are asked to make decisions about a myriad of issues during the legislative session. Typically, you'll have 15 minutes to make your case.

Follow-up is important. When you conclude your legislative meetings, ask if there is additional information you can provide, and then make sure to provide it! Follow up with a thank you note and continue to check in throughout the legislative session.



Key Messages: Skilled Nursing Facilities

In July 2022, Medicaid rates were updated to 2020 costs. This still leaves an annual gap of over \$100 million between the cost of care and the Medicaid rates.

Long term care services for low-income Washingtonians who rely on the state Medicaid program are at tremendous risk.

We are dealing with an unprecedented long term care workforce crisis that threatens access to critically necessary services to people who need care. (Provide details about position vacancies and impact on care delivery).

Low wages have made it difficult to attract new workers, and retirement, burnout, and stress are driving workers to exit the long term care sector in unprecedented numbers.

We have been challenged to have enough staff to care for patients discharging from hospitals. Skilled nursing facility occupancy is at an all-time low, while hospitals are exceeding capacity, unable to discharge patients to subacute settings, and unable to serve those patients who do require acute care.

It is imperative to improve Medicaid rates to ensure providers can compete for the workers who care for our aging and disabled.

Please make it a priority to support the [DSHS recommendations](#) for skilled nursing facility funding. The Department's proposal would create predictability in funding and would provide funding for our workforce.

