



IROQUOIS
Healthcare Association

MEMBERSHIP INFORMATION

The Premier Voice of Upstate New York
Hospitals and Health Systems



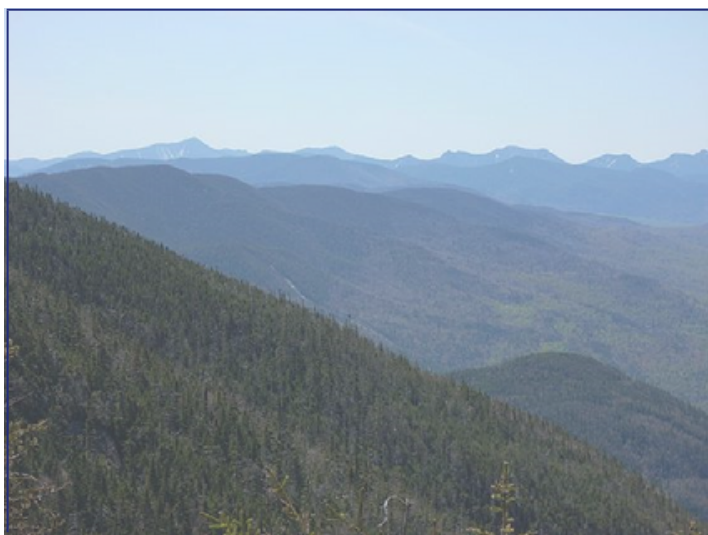
WHO WE ARE

The Iroquois Healthcare Association (IHA) is the premier voice of Upstate New York's hospitals and health systems. We are a not-for-profit membership organization representing over 50 hospitals and health care systems in 32 counties of Upstate, spanning nearly 28,000 square miles. IHA and its affiliates provide members with advocacy, education, patient safety and quality initiatives, data & analytics, cost-saving initiatives and business solutions that improve the health of people throughout the communities they serve. For detailed information about our association, please visit us at www.iroquois.org.



IHA is the only health care advocacy group in NYS that solely represents the unique needs of Upstate and rural hospitals and health systems.

Upstate health care has very different needs than other parts of the state. Our focus on Upstate allows us to prioritize the things that matter most to our population, without compromise. Through our knowledge of the NYS lawmaking process and relationships with decision makers, IHA is able to ensure that our members have a voice.



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WHAT WE DO

ADVOCACY



IHA frequently meets with decision makers during the state budget process and throughout the legislative session to communicate the interests of its members.

During 2022 IHA met with the Senate and Assembly Health Committees, Finance Committees, legislators from both houses, the executive chamber and the Department of Health.

By using a data-driven advocacy approach, IHA is able to provide legislators with context and a better understanding of the issues Upstate health care faces. IHA accomplished meaningful wins for our members throughout the FY 2023 budget process, 2022 legislative session, & COVID-19 related mandates.

FY 2023 Budget Inclusions & COVID-19 Related Mandates

- The inclusion of Critical Access Hospitals and Sole Community Hospitals in Appropriation language.
- Ensured payer mix threshold does not disqualify Upstate hospitals from financial relief.
- Increased Medicaid Rate.
- Prevention of Spring COVID-19 booster mandate.
- Advocated against clinical staffing ratios and committees.

IHA took position and distributed memos regarding the following legislation:

- Wrongful death
- Patient Liens
- Surgical smoke exposure
- Nurse consecutive hours
- HEAL Act
- Anti-Trust
- Simulation training
- And others

HEALTHCARE WORKER BONUS

IHA advocated to ensure that hospitals were not on the hook for taxes stemming from the bonus. This commitment resulted in DOH establishing reimbursement to hospitals for payroll and FICA taxes in their remittance.



THIS IS HOW WE HELP OUR MEMBERS

WORKFORCE SOLUTIONS & COST-SAVING INITIATIVES



The COVID-19 pandemic has exacerbated staffing shortages and financial burdens on hospitals, making it difficult to make ends meet. IHA is piloting two innovative and member exclusive programs to help relieve the pressure.



Upstate Works

IHA launched a private label staffing agency, Upstate Works, to provide an alternative solution to traditional and costly staffing agencies at no cost to members.

Upstate Works uses a unique recruitment approach and technology which lowers the administrative fees standard to traditional staffing agencies. This program also gives hospitals access to proprietary market intelligence for travelling staff nationally, regionally, and locally. This insight gives hospitals the knowledge, and ability, to determine competitive compensation to attract temporary staff, while also saving money through lower bills.



Robotics Process Automation

IHA is also working to integrate robotic process automation (RPA) into compatible hospital functions. RPA uses software bots to replace manual work done by humans to streamline and speed up processes.

This solution handles high volume and repetitive tasks, lessening dependency on paid labor, increasing accuracy, and reducing costs. RPA also boosts productivity, enables people to focus on more strategic work, and increases employee engagement. Areas where bots have been very effective in healthcare include finance, accounting and revenue cycle. IHA has partnered with a certified UiPath to provide this capability to members.

RURAL HOSPITAL EXPERTISE

- IHA represents the majority of Critical Access Hospitals (CAH) and Sole Community Hospitals (Soles) across New York State. We follow Center for Medicaid and Medicare (CMS) rulings and proposed changes to protect the status and financial support these designations provide. IHA is currently working with members to ensure the CAH mileage rule is fair and beneficial to state CAHs.
- IHA also worked successfully to ensure the Directed Payment Template (DPT) program specifically included CAHs, Soles, and Upstate hospitals that reached a reasonable combined payer mix threshold.

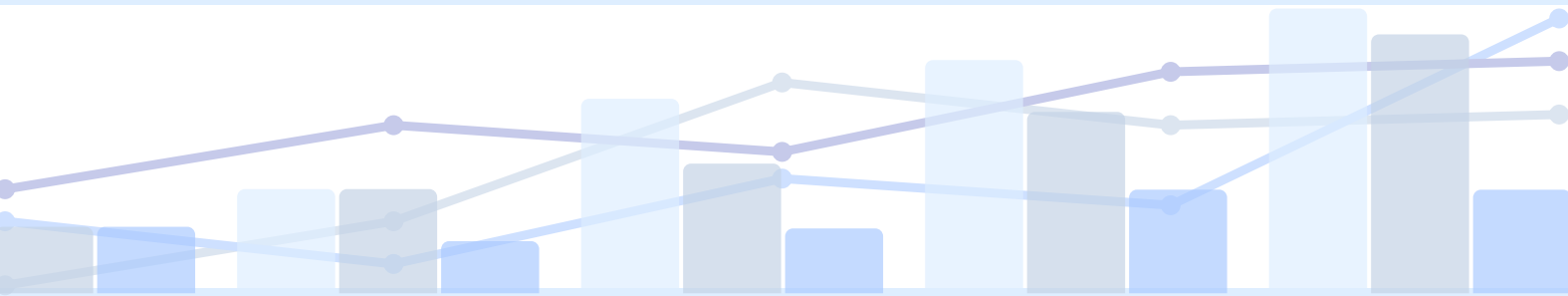
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WORKFORCE DATA COLLECTION



IHA uses data as a driving force behind its advocacy. To best illustrate the needs of Upstate hospitals and health care, current numbers paint a vivid picture for legislators and policy makers.

IHA conducts quarterly surveys that capture vacancy data from members. This allows IHA to review past and present trends of Upstate health care. The data we collect allows us to detect problem areas and identify the most effective solutions through advocacy and other creative tactics.



ADDITIONAL MEMBER BENEFITS

- Access to a network of peers and organizations with aligning interests.
- Strength in numbers when legislation or mandates are problematic for Upstate health care.
- Industry forums that offer an opportunity for insight and collaboration on current issues.
- A partner to help navigate your organization through complicated governmental affairs, mandates, and growing financial instability.
- Networking opportunities with legislators, policy makers, hospital executives and other industry stakeholders.
- Grant initiatives that offer programs such as free online education for employees and employee scholarships.
- Associate member expertise, [list of associate members](#).
- Dues discount to United Iroquois Shared Services group purchasing organization. [See here for additional UISS program details](#).
- [IHA membership map](#)

TO LEARN MORE ABOUT IHA MEMBERSHIP, PLEASE CONTACT DIRECTOR OF MARKETING AND COMMUNICATIONS, KATHY KIRVIN, AT KKIRVIN@IROQUOIS.ORG

IHA MEMBERSHIP APPLICATION



***Please complete the following as you would like it to appear in our directory and on our website.
Please attach additional sheets as needed.**

Name of Hospital/System: _____	Number of Beds: _____
Address: _____	City/State: _____ Zip: _____
Phone: _____	Website: _____
Contact person's name/title: _____	Contact person's email: _____
Name of CEO: _____	Phone: _____ Email: _____
Name of CFO: _____	Phone: _____ Email: _____
Name of COO: _____	Phone: _____ Email: _____
Name of CMO: _____	Phone: _____ Email: _____
Name of HR Exec: _____	Phone: _____ Email: _____

IHA Dues Calculation

IHA annual dues are calculated on a tiered rate structure. Tiers are based upon adjusted operating expenses from 3 years prior as reported on Form 990 (or from the audited financial statements for public hospitals that do not file Form 990), Operating expenses adjustments include:

- interest expense
- depreciation
- bad debt
- charity care
- unreimbursed Medicaid and other unreimbursed government programs
- graduate medical education

Dues may change year-to-year if a hospital's operating expenses decrease or increase enough to put them into another pricing tier. In an effort to minimize the impact of any larger increases, dues increases are capped.

Hospitals that participate in the Premier national purchasing program receive a 15% discount on their IHA annual dues.

Benefits extend to all components of the system/enterprise; select benefits apply to those employees identified by the hospital and/or system.

Please complete and sign this application and include with it a copy of your audited financial statements from the prior 3 years.

Name/Title: _____ Signature: _____

Date of Application: _____

Return this form to IHA by email at mboese@iroquois.org or by mail at:
Iroquois Healthcare Association
Attn: IHA Membership
15 Executive Park Drive
Clifton Park, NY 12065