



HCA Member Advocacy Meetings - February 11, 2025

Member Guidance & Talking Points

Overview/Background for Meetings

- Introduce yourself, your agency, the communities you serve (especially areas that correspond to the official's legislative district), the types of patients you serve, individuals you employ, and services you provide. Make it "real." Include patient and family scenarios for those you serve. See [HCANYS Advocacy Primer for Membership](#) for further background and tips for advocacy and approaching and discussing issues with legislative officials, including follow-up relationship building opportunities.
- In your meeting, address the HCA priorities from this HCANYS list of [2025-2026 State Budget Priorities](#). Speak first on the issue that most corresponds to your agency and services (and thus to your discussion with the official and to the official's legislative district), and then follow by addressing the next highest or most relevant item for you on the list of HCA priorities from the above-linked document.
- If possible, be sure to ask (for purposes of follow-up) the name and contact information of legislative staff that you meet with, and be sure they have your contact information (business card, brochure on your agency, and a copy of the [2025-2026 State Budget Priorities](#) one pager to leave-behind for the legislator and staff. Offer to answer any questions and to be a resource for any follow-up information they may need, or to help with direct assistance with constituents who contact their offices seeking assistance with health care at home.

Suggested Script (Most important to follow your own comfort, expertise, and role as constituent)

- I'm _____ from _____ (name of your agency) serving (these areas) _____ of your legislative district.
- Thank you for the opportunity to meet today, during this very busy time in the Legislative and Budget Session.
- I'm here today along with colleagues from the Home Care Association of New York State (HCANYS) to ask your support for items in the budget critical to the services for your constituents. First allow me to describe our agency to you.
- Our agency is a _____ (name your type of agency) serving _____ (explain the types and #s of patients), employing _____ (# and type of workers). We partner with hospitals and physicians to provide essential care to your constituents, and are part of the "3-legged" stool that enables the health system to function. We are part of the home and community



based care system that includes Home Care providers, Hospice, Waiver Programs, and MLTC/PACE plans and services, all of whom are part of HCANYS.

- Home care services are the health and life connection for medically needy patients living at home and in the community who require medical, health and therapeutic services to treat severe conditions, and to recover from illnesses, injuries, and surgeries, maintain health, and avoid emergencies, hospitalizations, and long-term institutionalization.
- They are also the essential connection bridging a person back to home from a hospital episode, emergency episode, surgery or rehab stint, to receive through home care the next phase of care and medical support for recovery and maintenance.
- Home care serves the entire spectrum of patients: from maternal patients and infants, to children with special needs, to adults with disabilities needing daily support for their activities of living and sustainability, to palliative end-of-life care.
- To meet the community's needs for services, our agencies must be supported with vital funding for workforce and operations so that we can provide the access and care that our patients need, and which the community health system (hospitals and physicians) greatly depends upon.
- Not only are our services being severely held down from over a decade of underfunding and under reimbursement, **this year the Executive budget proposes over \$600 hundred million in increased funding and support for nearly every sector of the health care system, except for home care**, and there is only a minor increment for hospice. This would be the 3rd successive year of health care funding increases where home care is overlooked!
- The majority of our agencies in the state are being left to function well-below break-even levels. Agencies are suffering major fiscal losses and cannot sustain our services without adequate support. This is borne out in data such as in this document [CHHA A.1493 One Pager](#), which applies to our home health segment, and is reflective across-the-board.
- We have respectfully asked the Executive to amend the proposed budget to equitably include funding for home and community services. And we ask your support to include home care in this budget's supplement funding.
- The Home Care Association has recommended critical funding and program supports that are vital to our ability to sustain services. I would like to leave with you this one-page summary of these [2025-2026 State Budget Priorities](#) and to ask your support for the essential funding, workforce and program supports it lays out for the budget.
- I hope you can speak to and memo Majority Leader Andrea Stewart-Cousins and Health Chair Senator Gustavo Rivera (for Senate meetings) / the Speaker Heastie and Health Chair Assemblywoman Amy Paulin (for Assembly meetings) asking they prioritize these home care needs in their budget recommendations and final actions.
- Thank you. Please allow me to answer any questions and to provide you with my contact information for any follow-up or assistance I can provide.