

HCANYS

Home Care Association of New York State

Legislative Advocacy Primer

January 31, 2025 |
10:00 AM



Thank you!

Thank you for attending today's HCANYS advocacy primer and being part of HCANYS advocacy process.

YOU -- the constituents -- and those you serve, those you employ, and the communities you benefit, are the prime concern of legislators.

Your participation in bringing input, concerns and recommendations to legislators and to the legislative, budgetary and constituent service process, is foundational to securing support for the services and supports you provide, and to the association mission of HCANYS to *"promote the quality and accessibility of health care and support at home."*

You are the *grassroots* of grassroots advocacy **HCANYS**

“Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has.”

Margaret Mead



“

A man dies when he refuses to stand up for that which is right. A man dies when he refuses to stand up for justice. A man dies when he refuses to take a stand for that which is true.

MARTIN LUTHER KING JR.

AFRICANVIBES.COM QUOTES

Objectives

- Introduce HCANYS members to the advocacy process, or if you have been advocating, to introduce you further concepts in advocacy.
- Cover some of the basics of the Legislature and the legislative and budget process to assist with familiarity and comfort in approaching and engaging your legislators and staff.
- Further build responsiveness by state lawmakers and the Executive to home care support needs through HCANYS and HCANYS members' advocacy strength.
- Today's session is just the start! We will be conducting follow-ups on federal advocacy and also further areas, strategies, and tools for advocacy!

Plan on Attending HCA's February 11 Statewide Advocacy Day!! Member Planning Zoom is February 6, 10:00 AM



<https://hcanys.org/newsroom/latest-updates/hcanys-advocacy-day>

Examples of Major Budget Areas for 2025 HCANYS Budget Advocacy Based on the Executive Budget Proposal To Date & Other HCANYS

HCANYS Legislative Advocacy
Primer | January 31, 2025

Proactive Positions

- Home Care Funding - Currently the Executive proposal provides additional funds for all major sectors, except home care.
- An increase in Hospice funding is proposed , but it appears to be rate/claims based and to render very small and nonproportional support.
- Home Care Workforce - The Executive budget includes a package of proposals to support the health care workforce, but there is no delineation for home care and hospice.
- Hospital at Home - The Executive budget proposes again this year to authorize a hospital at home program without a duly licensed or certified home care agency, except upon referral post H@H.
- MLTC/PACE - The Executive Budget proposes elimination of the quality pool funding
- NHTD - The Executive Budget proposes a cap on NHTD.
- CDPAP - No specific provisions on CDPAP, including no “remedies” to implementation.

[See HCANYS Budget memorandum](#)

This is an interactive session. Please share mutual insights and questions.

Your stories and experiences in advocacy are not only welcome, they will greatly inform and further inspire discussion.



advocacy noun

ad·vo·ca·cy ('ad-və-kə-sē 🔊)

: the act or process of supporting a cause or proposal

Basics about the NYS Legislature & Lawmaking Process

Senate

63 seats

- 41 Democrats (**Majority**)
- 22 Republicans (Minority)



Senate Majority Leader
Senator
Andrea Stewart-Cousins (D)



Minority Leader
Senator
Robert Ort (R)

Assembly

150 seats

- 103 Democrats (**Majority**)
- 47 Republicans (Minority)



Speaker
Assemblymember
Carl Heastie (D)



Majority Leader
Assemblymember
Crystal Peoples-Stokes (D)



Minority Leader
Assemblyman
Will Barclay (R)

The Senate and Assembly conduct the legislative process through their Majority & Minority conferences and through legislative committees assigned key subject areas of law -- e.g., health, education, transportation, etc.

- See Senate Committees
<https://www.nysenate.gov/senators-committees>
- See Assembly Committees
<https://nyassembly.gov/comm/>

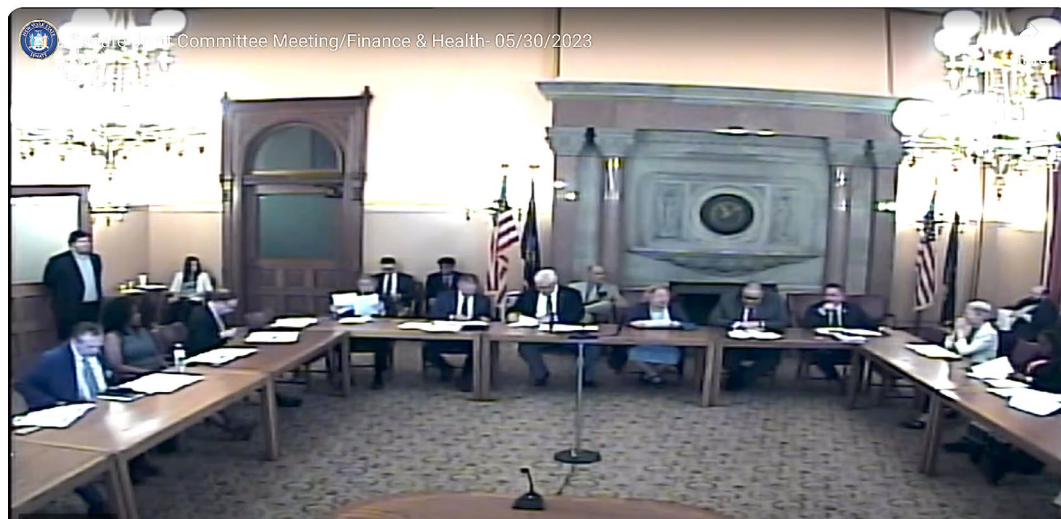
Individual Members of the Senate and Assembly are empowered to introduce legislative bills and resolutions.

The Governor is empowered to introduce the State Budget.

Upon introductions, bills are referred to legislative committees, next described

Legislative Committees and Committee Process

Committees meet (open to the public) to consider bills placed on an agenda by the Chair



... and vote whether the bills should be advanced (“reported”) to the next Committee or to the House Floor for further vote/passage

Where do the Senate and Assembly meet and where do you meet with them?

Most Senate and Assembly Offices are in the Legislative Office Building. Some offices are in the Capitol Building where also there is the Division of Budget (1st Fl) and the Governor's Office (2nd Fl)

This is where the public meets with legislators and where much advocacy takes place. Also, importantly, locally, in Members' District Offices!



**Legislative Office Building
"LOB"**



State Capitol Building

Where the Senate & Assembly Meet for Session

NYS Senate Chamber - 3rd Floor,
Capitol Bldg

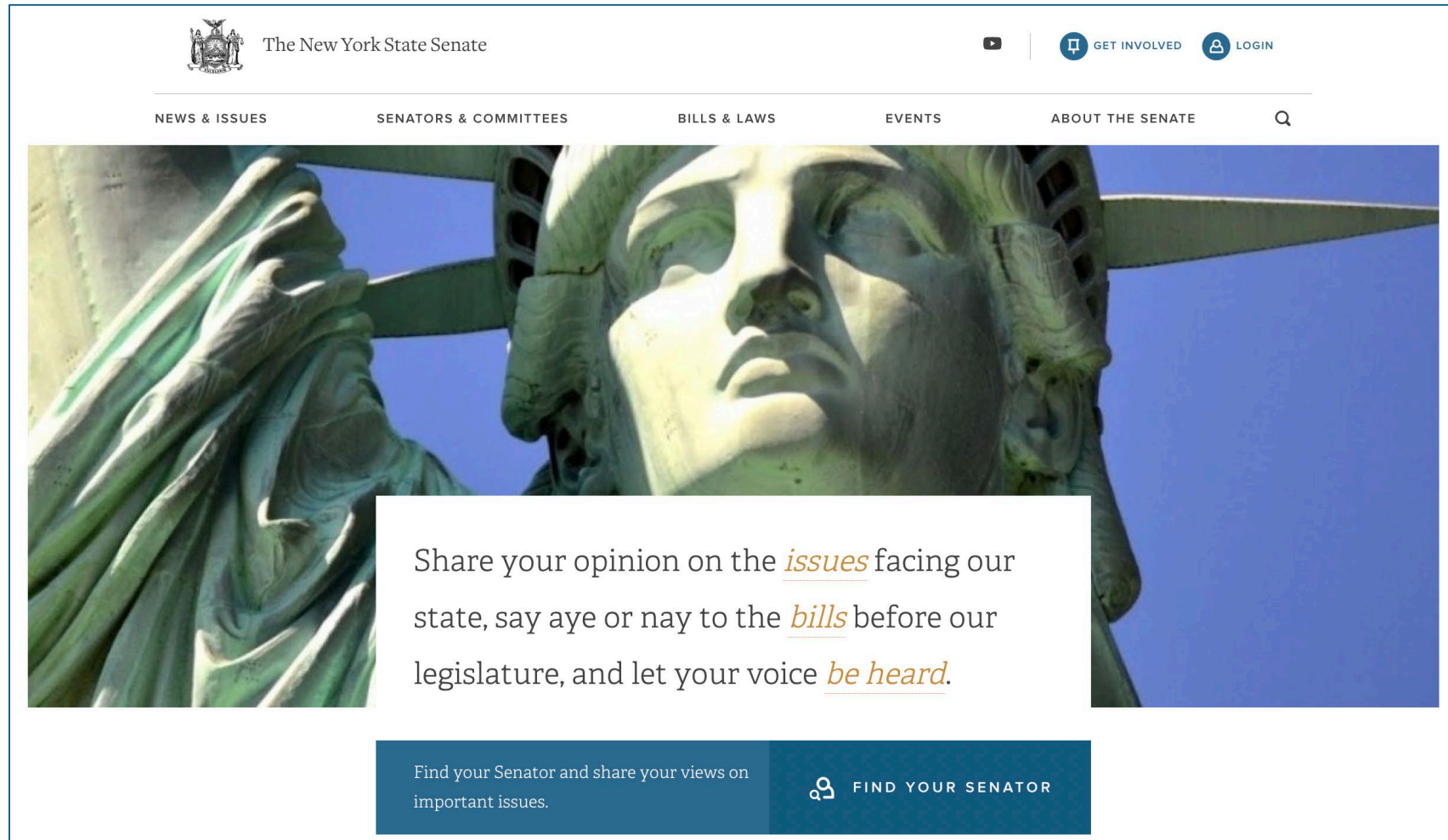


NYS Assembly Chamber - 3rd Floor,
Capitol Bldg



NYS Senate Homepage

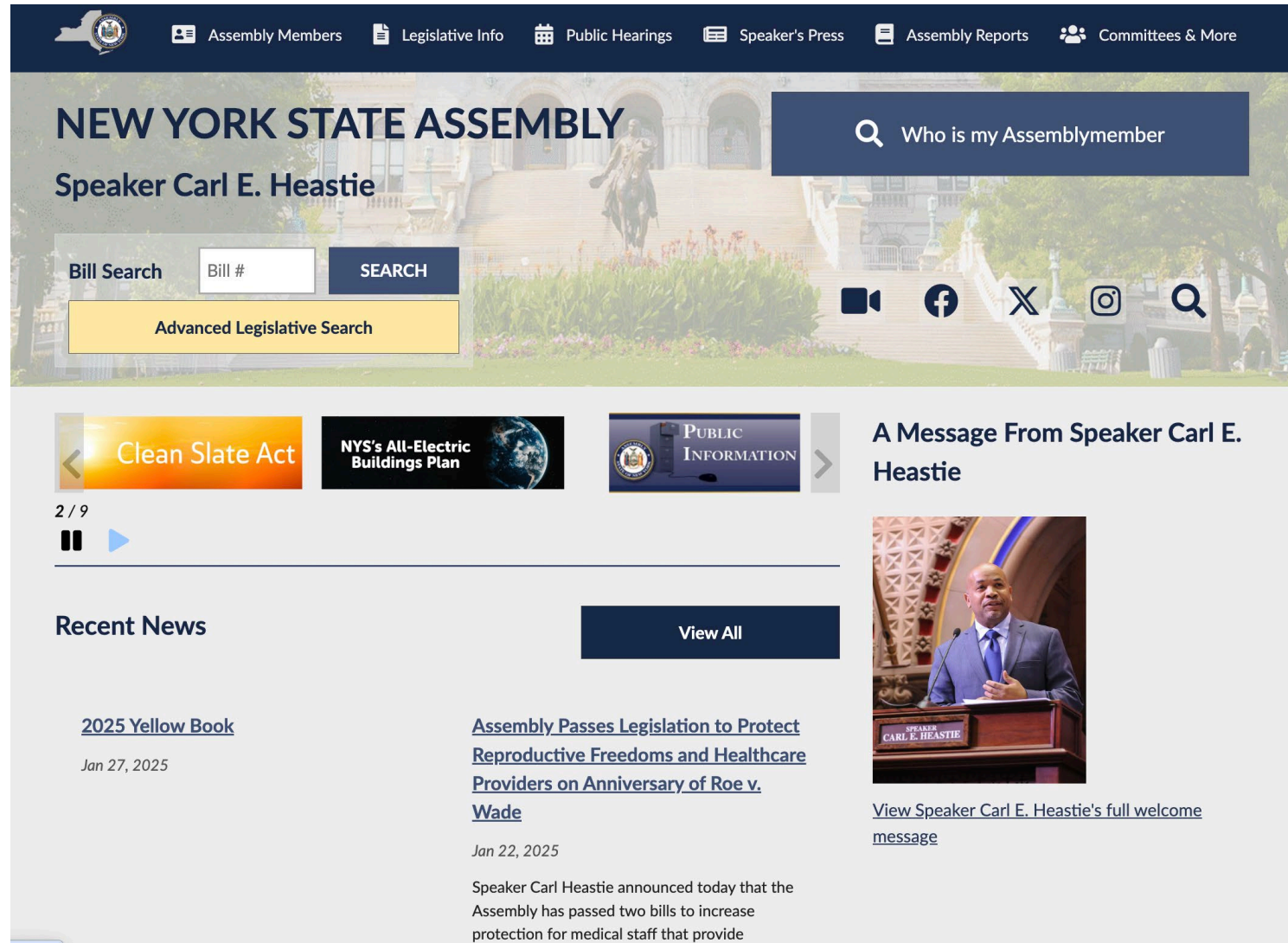
HCANYS Legislative Advocacy
Primer | January 31, 2025



<https://www.nysenate.gov/>

HCANYS

NYS Assembly Homepage



The screenshot shows the official website of the New York State Assembly. The header features a dark blue navigation bar with icons and links for Assembly Members, Legislative Info, Public Hearings, Speaker's Press, Assembly Reports, and Committees & More. The main banner area has a large image of the Assembly Building with the text "NEW YORK STATE ASSEMBLY" and "Speaker Carl E. Heastie". A search bar on the right asks "Who is my Assemblymember". Below the banner, there's a "Bill Search" section with a "Bill #" input field and a "SEARCH" button, along with an "Advanced Legislative Search" button. Social media icons for YouTube, Facebook, X, Instagram, and a general search icon are also present. A carousel of featured topics includes "Clean Slate Act", "NYS's All-Electric Buildings Plan", and "PUBLIC INFORMATION". A section titled "A Message From Speaker Carl E. Heastie" features a video of the speaker at a podium. The "Recent News" section lists two articles: "2025 Yellow Book" dated Jan 27, 2025, and "Assembly Passes Legislation to Protect Reproductive Freedoms and Healthcare Providers on Anniversary of Roe v. Wade" dated Jan 22, 2025. A "View All" button is located to the right of the news items.

NEW YORK STATE ASSEMBLY
Speaker Carl E. Heastie

Who is my Assemblymember

Bill Search Bill # SEARCH
Advanced Legislative Search

Clean Slate Act
NYS's All-Electric Buildings Plan
PUBLIC INFORMATION

A Message From Speaker Carl E. Heastie

Recent News View All

2025 Yellow Book
Jan 27, 2025

Assembly Passes Legislation to Protect Reproductive Freedoms and Healthcare Providers on Anniversary of Roe v. Wade
Jan 22, 2025

Speaker Carl Heastie announced today that the Assembly has passed two bills to increase protection for medical staff that provide

View Speaker Carl E. Heastie's full welcome message

<https://nyassembly.gov/>

Timeline/Cycle of the Session

January - April - April - Jun

Focus is on Budget Focus is on Legislation

The “Regular Legislative Session” typically begins the first Tuesday after New Year’s Day, typically runs through third week of June; and a Legislative term is two years.

Either house of the Legislature may reconvene at the call of the house leader (Speaker or Senate Majority Leader), or upon the call of the Governor.

Legislation can be acted on at any time either house is in session.

From January-April, the primary focus is on State Budget, April-June the focus is on individual legislation, including possible budget amendments.



New York State Legislative Session Calendar

January — June 2025

The New York State legislative session calendar establishes a schedule for the 2025 legislative session and provides dates important to the legislative process. The session calendar is intended to afford Members flexibility in conducting legislative business in Albany and planning activities within their home districts. The session calendar will foster orderly and timely consideration of legislation. Unforeseen events may require modification of the session calendar.



JANUARY						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

FEBRUARY						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

MARCH						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

APRIL						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

MAY						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

JUNE						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

January 8 2025 Legislative Session convenes
 January 20 Martin Luther King, Jr. Day
 January 21 Final Day for Submission of Executive Budget

February 17 Presidents’ Day
 April 1 Beginning of new Fiscal Year
 May 26 Memorial Day

Indicates session day

The Basics of Bills

Bills

Thousands of bills are introduced in a typical legislative session; most are not passed in the first go-round; some remain introduced, reintroduced, and considered for years; some are never enacted into law.

Bills are introduced to serve various purposes.



The Basics of Bills

In most basic terms, a bill is an idea or a language change to the law that is developed by or provided to a Senator and/or Assembly member for sponsorship, is formally written and prepared, and introduced by the sponsor.

Sources of Bills:

- Legislators' ideas, insights, experiences
- The Governor (Budget Bills, Program Bills)
- Executive Agencies (Departmental Bills)
- Constituencies' needs, issues, ideas. Constituencies can be geographic, citizen, sector, subject-defined or from subject-expertise (e.g., YOU)
- Numerous other

The Basics of Bills

- Bill number (preceded by “S” for Senate or “A” for Assembly)
- Sponsor and co-sponsors
- Initial committee assignment
- Every bill has a Title/Enacting Clause, Basic Language/Purpose, and Effective Date (and at least 2 sections)
- Bills are organized by “sections” – § - bill sections and sections of law
- Every bill is accompanied by a sponsor’s memorandum explaining, justifying and quantifying the provisions of the bill

STATE OF NEW YORK

782

2023-2024 Regular Sessions

IN ASSEMBLY

January 11, 2023

Introduced by M. of A. PEOPLES-STOKES -- read once and referred to the Committee on Health

AN ACT to amend the public health law, in relation to collaborative models for addressing health care disparities

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

1 Section 1. Subdivision 4 of section 2805-x of the public health law is
2 amended by adding a new paragraph (d) to read as follows:
3 (d) Collaborative programs to address disparities in health care
4 access or treatment, and/or conditions of higher prevalence, in certain
5 populations, where such collaborative programs could provide and manage
6 services in a more effective, person-centered and cost-efficient manner
7 for reduction or elimination of such disparities.
8 (i) Such programs may target one or more disparate conditions, or
9 areas of under-service, evidenced in defined populations, including but
10 not be limited to:
11 (A) cardiovascular disease;
12 (B) hypertension;
13 (C) diabetes;
14 (D) chronic kidney disease;
15 (E) obesity;
16 (F) asthma;
17 (G) sickle cell disease;
18 (H) sepsis;
19 (I) lupus;
20 (J) breast, lung, prostate and colorectal cancers;
21 (K) geographic shortage of primary care, prenatal/obstetric care,
22 specialty medical care, home health care, or culturally and linguis-
23 tically compatible care;
24 (L) alcohol, tobacco, or substance abuse;

EXPLANATION--Matter in italics (underscored) is new; matter in brackets [] is old law to be omitted.

LBD00055-01-3

Finding & Reviewing Bills

HCANYS Legislative Advocacy
Primer | January 31, 2025

<http://public.leginfo.state.ny.us/navigate.cgi?NVMUO>

Home Agenda ▾ Calendar ▾ Lists ▾ Laws ▾ Budget

Bill No. ▾ 2025 ▾ ☒ Status ☐ Text ☐ Summary ☐ Sponsor's Memo

<https://nyassembly.gov/>

 Assembly Members Legislative Info Public Hearings

NEW YORK STATE ASSEMBLY

Speaker Carl E. Heastie

Bill Search

[Advanced Legislative Search](#)

<https://www.nysenate.gov/legislation>

 The New York State Senate   GET INVOLVED

NEWS & ISSUES SENATORS & COMMITTEES **BILLS & LAWS** EVENTS ABOUT THE SENATE

Find your Senator and share your views on important issues.  FIND

Bills & Laws

Browse the current laws of New York organized by subject matter. You can also search for changes to the laws (known as "bills") which have been proposed by members of the Senate, members of the Assembly, and the Governor.

The Legislative Process

HOW A BILL BECOMES LAW

LEARN MORE →



Senator has new
policy idea
*Not a Senator or
Assemblymember*



Idea is drafted into
a Bill



Bill undergoes
committee process



Senate and
Assembly pass bill



Bill is signed by
Governor

Source: NYS Senate web <https://www.nysenate.gov/>

The State Budget Process



This process also occurs at each budget area “table” for a final set of bills to be approved by Governor

Visit the NYS DOB Website for budget resources



An official website of New York State.

Division of the Budget

Budget Applications

State Agency Guide

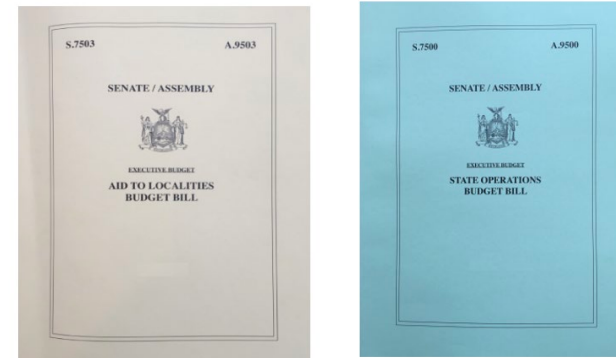
<https://www.budget.ny.gov/>

The state budget is legislation – a series of revenue, appropriation and legislative language bills necessary to implement the state's overall fiscal, policy and program plan.

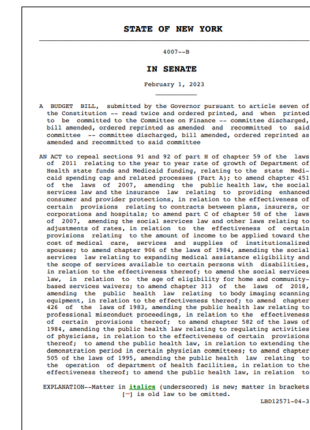
State Budget Bills

- **Appropriation Bills:** Provide funding amounts to each state agency and to entities across the state, by program area. Includes State Operations, Aid to Localities, Capital Bills and other.
- Includes **new appropriations** and **reappropriations**.
- **Article VII Language Bills:** Provide legislative language (new law and law amendments) to support the appropriations and policies.
- Almost always, the Governor's originally submitted Appropriation and Article VII bills are amended several times (reflecting the Governor's own amendments, legislative additions/modifications, and negotiations) and then passed and delivered back to the Governor.

- The “Appropriation Bills” of the budget **apply** to spending for the specific state fiscal year.



- “Article VII” language bills are needed for and coincide with the fiscal year (but are not necessarily bound to the fiscal year).



... Both have **future year** implications.

State Budget Bills

“Appropriation Bill” language/appearance

809	12553-07-3
DEPARTMENT OF HEALTH	
AID TO LOCALITIES 2023-24	
1	fiscal year 2023-24, and (ii) appropri-
2	ation for this item covering fiscal year
3	2023-24 set forth in chapter 53 of the
4	laws of 2022 (29573) 14,000,000
5	For services and expenses of the medical
6	assistance program including payments to
7	promote women's health and reduce the
8	adverse effects of multiple births.
9	Notwithstanding any provision of law to the
10	contrary, the portion of this appropri-
11	ation covering fiscal year 2023-24 shall
12	supersede and replace any duplicative (i)
13	reappropriation for this item covering
14	fiscal year 2023-24, and (ii) appropri-
15	ation for this item covering fiscal year
16	2023-24 set forth in chapter 53 of the
17	laws of 2022 (26793) 10,000,000
18	For services and expenses of the medical
19	assistance program including the managed
20	long term care ombudsman program.
21	Notwithstanding any provision of law to the
22	contrary, the portion of this appropri-
23	ation covering fiscal year 2023-24 shall
24	supersede and replace any duplicative (i)
25	reappropriation for this item covering
26	fiscal year 2023-2024, and (ii) appropri-
27	ation for this item covering fiscal year
28	2023-24 set forth in chapter 53 of the
29	laws of 2022 (26800) 10,700,000
30	For services and expenses of the medical
31	assistance program including facilitated
32	enrollment for aged, blind and disabled.
33	Notwithstanding any provision of law to the
34	contrary, the portion of this appropri-
35	ation covering fiscal year 2023-24 shall
36	supersede and replace any duplicative (i)
37	reappropriation for this item covering
38	fiscal year 2023-2024, and (ii) appropri-
39	ation for this item covering fiscal year
40	2023-24 set forth in chapter 53 of the
41	laws of 2022 (26818) 8,000,000
42	Notwithstanding any inconsistent provision
43	of law, subject to the approval of the
44	director of the budget, upon submission of
45	an allocation adjustment from the commis-
46	sioner of health, the amount appropriated
47	herein, together with any available feder-
48	al matching funds, may be transferred or
49	suballocated to the office of mental
50	health, office of addiction services and
51	supports, office of people with develop-
52	mental disabilities, division of housing

“Article VII Bill” language/appearance

S. 7507--A 10 A. 9507--A

provisions, and any other waivers necessary to require on or after April first, two thousand twelve, medical assistance recipients who are twenty-one years of age or older and who require community-based long term care services, as specified by the commissioner, for more than one hundred and twenty days, to receive such services through an available plan certified pursuant to this section or other program model that meets guidelines specified by the commissioner that support coordination and integration of services. Such guidelines shall address the requirements of paragraphs (a), (b), (c), (d), (e), (f), (g), (h), and (i) of subdivision three of this section as well as payment methods that ensure provider accountability for cost effective quality outcomes. Such other program models may include long term home health care programs that comply with such guidelines. Copies of such original waiver applications and amendments thereto shall be provided to the chairs of the senate finance committee, the assembly ways and means committee and the senate and assembly health committees simultaneously with their submission to the federal government.

On or after October first, two thousand eighteen, the commissioner may, through such an approved waiver, limit enrollment in a plan certified under this section to individuals who achieve a score of nine or above when assessed using the Uniform Assessment System for New York assessment tool and who require community-based long term care services for a continuous period of more than one hundred twenty days from the date of enrollment and from the dates when continuing enrollment is reauthorized; however, medical assistance recipients enrolled in a managed long term care plan on October first, two thousand eighteen may continue to be eligible for such plans, irrespective of whether the enrollee meets these level of care requirements, provided that once such recipients are disenrolled from their managed long term care plan, any applicable level of care requirements would apply to future eligibility determinations.

§ 4. Subparagraphs (vii) and (viii) of paragraph (b) of subdivision 7 of section 4403-f of the public health law are redesignated as subparagraphs (viii) and (ix) and a new subparagraph (vii) is added to read as follows:

(vii) If another managed long term care plan certified under this section is available, medical assistance recipients required to enroll in such plans pursuant to this section may change plans without cause within thirty days of notification of enrollment or the effective date of enrollment into a plan, whichever is later, by making a request of the local social services district or entity designated by the department, except that such period shall be forty-five days for recipients who have been assigned to a provider by the commissioner. However, after such thirty or forty-five day period, whichever is applicable, a recipient may be prohibited from changing plans more frequently than once every twelve months, as permitted by federal law, except for good cause as determined by the commissioner.

§ 5. Clauses 11 and 12 of subparagraph (v) of paragraph (b) of subdivision 7 of section 4403-f of the public health law, as amended by section 48 of part A of chapter 56 of the laws of 2013, are amended to read as follows:

(11) a person who is eligible for medical assistance pursuant to paragraph (b) of subdivision four of section three hundred sixty-six of the social services law; ~~and~~

(12) Native Americans; ~~and~~

Budget Timeline During the Legislative Session

- 1st or 2nd Week in January - Governor presents State of the State Message to open the Legislative Session, identify priorities and provide a plan that also previews key items anticipated to be introduced the upcoming budget.
- 3rd Week in January - Governor presents State Budget Message and submits budget bills for introduction.
- End of January first 2 Weeks in February - Legislature analyzes the budget, meet with the Executive for briefings and Q/As, holds hearings on the budget and receives input from constituencies across NYS. Governor may introduce amendments to the original budget, called “30 day Amendments.”
- Late February - early March - Senate and Assembly each formulate priorities and positions, and adopt.
- Senate and Assembly form joint budget conference committees by subject area (e.g., Health) and attempt to reconcile their positions as much as possible.
- Mid to March 31 - Senate, Assembly and Executive meet to negotiate, finalize and adopt new state budget to be in place by April 1.

Meeting with Lawmakers

- Meeting with lawmakers and outreach to the Governor's staff and state agency staff is a vital part of advocacy.
- Important to establish and maintain your relationship with especially with your own district Senator(s) and Assembly member(s) **ALL THE TIME**, including their staffs, and not just in reaction to the session or the budget, or to make a request. It is important to keep them informed about issues affecting your agency and the home care sector.
- Before you meet or call for the first time:
 - Learn as much as you can about your area officials. Stay informed.
 - You can look up your Senator and Assembly member at these sites:
 - <https://www.nysenate.gov/find-my-senator>
 - <https://nyassembly.gov/mem/search/>
 - Then review their biography, public releases and statements about their priorities, the topic areas of bills or budget initiatives or hearings or other programs that they sponsor and care about.

- Prepare for your advocacy contact - know the issue you are reaching out on; give thought to how your patients (i.e., the lawmaker's constituents), organization, and community are affected by it, and would be specifically helped by the request that you make.
- Consider questions that your lawmaker or staff might ask, and be prepared to respond, or to offer to check with your sources and get back.
- Your lawmaker and staff want and need to know how THEIR district, constituents, and community are affected and benefited by what you have to say. Make it real; substantiate it data/evidence specific your agency and community whenever you can.
- When meeting with lawmakers, be sure to let them know:
 - The constituents your organization serves, the services you provide, and the role you play in the community
 - The number of staff your organization employs
 - The service, health system, and economic benefits of your organization to the community.
 - Cost-saving programs or interventions that bridge access to care
 - Important stories, cases, and other depictions that enable the lawmaker and staff to best understand and appreciate what you do.
 - Data and other evidence of your service, the benefits you provide, and needs that you have is critical, and highly impactful.

Educate Lawmakers on These Topics

- The value of home and community-based care to constituents, to the community's entire health care system (i.e., importance to hospitals, physicians, nursing facilities, etc.) and to goals that would be important to the lawmaker (e.g., improves health, maintains safety, saves costs to the state and taxpayers, etc.)
- The fiscal impact your organization has on your local community as a "local business" (e.g. job impact and revenue generated annually)
- Challenges and needs specific to home care as well as to your agency individually, such as:
 - Reimbursement
 - Staffing and workforce development
 - Innovations/collaborations your organization is involved with
 - Unfunded mandates
 - Burdensome regulations

Remember HCANYS is your backup, and your support!

- If there are questions that you can't answer or if follow-up that is needed, HCANYS is there to assist!
- Let your lawmaker and staff know about HCANYS and offer our resources on the topics you cover with them, or for any assistance we could provide to them about home care.

Ways of Engagement

- Meet (and when you do, consider helpful “leave-behinds”).
- Write, email, engage via social media.
- Invite officials and staff to your agency, to meet with your staff, conduct home visits. This is the most important way your official will know your organization, the constituents you serve, the constituents you employ, and the unique benefits to the community.
- Attend town meetings or offer to host one.
- Provide resource information to the lawmaker’s office for use in assisting constituents who need care, and offer your availability whenever constituents call with home care needs and are not sure where to turn.
- Testify at public hearings.
- Attend fundraisers that are hosted for the official to show your support

Contribute to and participate in "HCA|PAC!"



HCA Political Action Committee (HCA PAC) offers a means for HCA members and individuals concerned with the challenges confronting home care to support worthy candidates for state elected office.

A strong PAC is a useful advocacy tool that can help the home care community have a strong voice in public policy efforts. HCA's PAC will help continue HCA's strong presence in advocating at the state level for your interests.

Your participation in the HCA|PAC produces real political power. Protecting home care providers and the patients and families we serve cannot be done without commitment. When you and your home care colleagues contribute to the HCA PAC, it reinforces and reminds lawmakers of the importance of home care.

Visit the HCA PAC website to learn more and to contribute!

Effective Skills/Attributes in Advocacy

- | | |
|---|---|
| <ul style="list-style-type: none">• How is this issue important to/relevant to the official? Who wants, who benefits, who supports?• Draw connections to the constituencies• Identify and engage the right offices and officials• Know the office/official you are calling, writing to or meeting with and others of jurisdiction.....what are their perspectives, leanings, party affiliation, other; what they look like• Get/have the facts; be knowledgeable and viewed as knowledgeable and/or dully representative of the issue/ constituency | <ul style="list-style-type: none">• Be accurate; error-free• Be timely and appropriate to the process• Be engaging, interesting, captivating• Affiliate with the right cohorts; effectively build and operate coalitions where applicable• Have multiple options if your “Plan A” is not doable; be prepared for and open to scrutiny; be prepared for and open to receiving alternative options; be prepared for “no” or “not now” or other obstacles; be prepared for “homework” or other “assignments” |
|---|---|

- | | |
|--|---|
| <ul style="list-style-type: none"> • Know the landscape of issues and constituencies that are related, benefitted, adversely affected; plan for engaging all of these • Engage the support of individuals/constituencies that support the issue • Maintain integrity, honesty, good faith • Be able to be extremely clear and concise, and aware of when and how to be brief • Understand and optimize the importance of presentation and format • Be open, fair, respectful, even when you intensely disagree | <ul style="list-style-type: none"> • Offer to be a source of support for the official's or constituencies' needs, interests, concerns • Appreciate the import of legislative staff • Appreciate the real challenges and obstacles that a legislator or office may have with issues, schedules, other • Don't stereotype based on party or other elements you "think" predetermine an office's/officials' position • Be willing to accept a preliminary disappointment; it is often a step toward ultimately attaining the goal |
|--|---|

Always Express Appreciation to the Lawmaker & Staff



Questions, Resource Needs - HCANYS is Your Source

<https://hcanys.org/>

518-426-8764

info@hcanys.org

HCA Key Contacts for Policy and Program:

Jan VanDeCarr, Assistant Vice President for Policy & Advocacy

jvandecarr@hcanys.org

Taylor Perre, Associate Director for Policy & Advocacy

tperre@hcanys.org

Rebecca Fuller Gray, Executive Vice President

rgray@hcanys.org

Patrick Conole, Vice President of Finance & Management

pconole@hcanys.org

Celisia Street, Vice President for Workforce Development & Innovation

Brandon Vogel, Director of Communications

bvogel@hcanys.org

Al Cardillo, President & CEO

acardillo@hcanys.org