

SUPPORTING MICHIGAN HEALTH CENTERS

Fall 2025 Michigan Health Policy Forum

The Coverage Support Framework

The Health Center Impacts We Expect

- Compounding financial pressures because of what's come before H.R.1 (e.g. flat federal funding, insufficient reimbursement, pharmacy program constraints, rapidly rising personnel costs).
- Constrained capacity growth and expansion in the near term to prepare for lower resources.
- Significant attempts to attract patients with stable coverage, to bring a better balance to financial outlooks.
- Intensified efforts around navigating coverage with patients (but with no new resources, there will be tradeoffs).
- Growing stability concerns compounding existing workforce challenges.
- As coverage losses begin, <u>likely</u> capacity reductions and service line limitations.
- As coverage losses persist, loss of the financial balance that supports service availability, and difficult choices on what needs can be met (with direct patient access impacts).
- Bottom line... there's no way to experience the level of resource loss safety net providers will
 and maintain everything occurring today.



Impact on Health Center Patients' Coverage and Organizational Revenue

 As we've heard, H.R.1's Medicaid coverage changes will impact patients' ability to get and keep their health insurance coverage, and as a result will impact health center's ability to obtain Medicaid reimbursement for services.



MPCA estimates (conservatively) that statewide, just over 55,000 health center patients who currently get their health insurance through Medicaid will become uninsured.

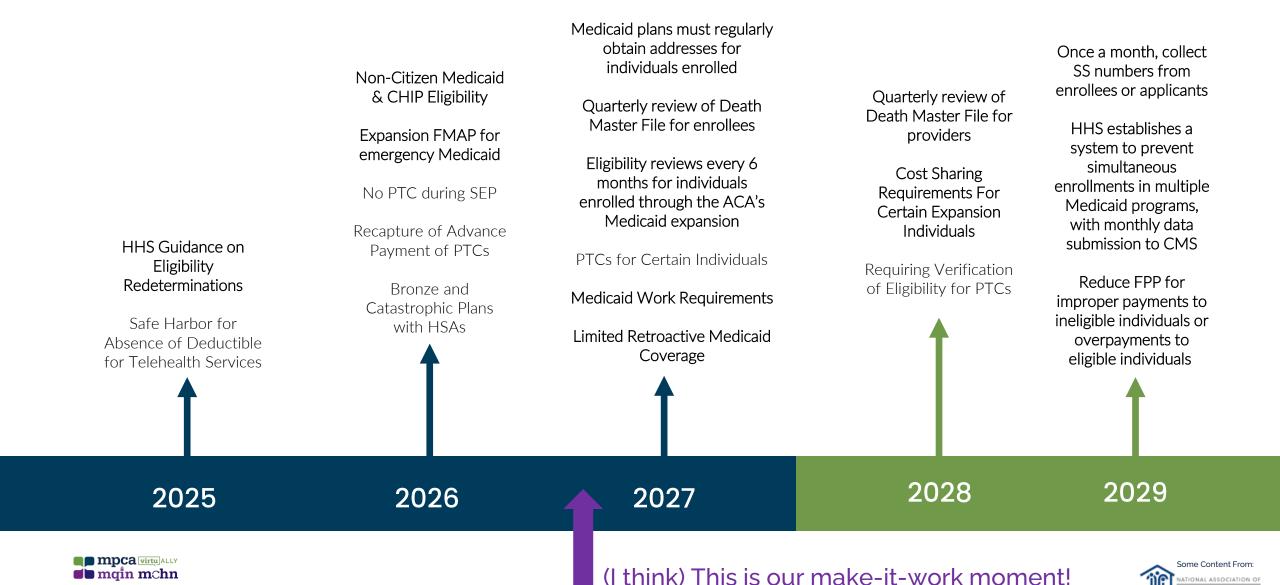


MPCA estimates (conservatively) that statewide, just over \$75.9 million in Medicaid reimbursement will be lost due to patients losing Medicaid coverage.

- With Marketplace impacts added, these numbers rise to over 77,000 and \$94.2 million.
- But, these estimates- for health centers and other organizations- don't have to be the whole story... our actions on coverage support matter and can soften this outcome.



When Major Provisions Are Effective



Coverage Support Framework

Data, Reporting, and Monitoring Coverage Type, Redetermination, Work Requirements Related,

Actionable Reports to Identify Patients for Targeted Communication on Necessary Coverage Actions

and Other Data Sharing

Indicators to Monitor Coverage Outcomes and Support Actions

Communication and Outreach

Broad External Communication from the Health Center

Health Center Engagement in Community Outreach and Events

Health Center Internal Communication (Including Leveraging Existing Systems and Tech)

Targeted, Individual Patient Communication Around Coverage (Electronic Messaging Focused)

> Health Center Participation in Local/Regional Partnerships and Coalitional Efforts

Coverage Support Services

Space, Internet, and Device Access for Coverage Self-Service at Health Centers

Support to Strengthen Internet, Phone, and Mailing Address Consistency for Coverage Communication

On-Demand and Scheduled Individualized Coverage Support (In-Person and Remote)

Coverage Support in a Group Setting

Infrastructure

Maintenance of Coverage-Related Designations, Agreements, and External Listings

Coverage Support Staff Training (Primary and Backup/Peak Demand Staff Capacity)

All Staff Orientation to Coverage Changes and Coverage Support Services

Health Center-Based Workforce Training and Community Service Opportunities

Refreshed, Compiled Resources for Newly Uninsured Patients

Management and Governance

Executive Sponsorship and Support for the Health Center's Coverage-Related Efforts

Leadership Team
Visibility and
Collaboration to Infuse
Coverage-Related Efforts
Throughout the
Organization

Board Leadership to Make Coverage-Related Efforts Part of Organization Strategy and Support Necessary Resources

Revenue Cycle and Fund Development Considerations for Coverage Support





Technical Assistance



What can support now at the community and organization level?

- Making coverage support part of core strategy, with the visibility and commitment of a strategic goal!
- Protecting (and, if possible, investing in) coverage support capacity.
- Ensuring the coverage support scope of work and team has a clear connection point to executive leadership in an organization.
- Starting internal communication around an organization's vision for what coverage support can (and needs to) look like in the future.
- Engaging with a network or group of aligned organizations to advance the work together.

