



Memo

To: Affiliate Liaisons
From: Scott Curtis
Haley Brase
Date: November 11, 2024
Subject: November Liaison Report

- **Health Comes First:** As you know, MercyOne and Trinity Health are committed to holding health insurers accountable for their role in advancing patient care. Health insurers, including Aetna and Humana, are posting record-breaking profits for shareholders, while we are expected to cover gaps. We cannot continue to do more with less. [Health comes first.](#)

MercyOne continues to be in active contract negotiations with both Humana and Aetna with the goal to reach an agreement on a new contract effective January 1, 2025. However, we are at risk that if this agreement is NOT reached by January 1, MercyOne providers are at risk of being out of network with one or both of these payors.

Open enrollment for Seniors on Medicare Advantage plans runs October 15 - December 7.

There are currently Health Comes First TV, print and digital (internet) ads in market and are in active negotiations with both Aetna and Humana. For more information, go to MercyOne.org/Aetna or MercyOne.org/Humana.

- **Election Day Overview:** MercyOne continues to recognize what ongoing issues will be front and center following the election. These issues are probably familiar to many of you because they have been discussed for many months: site neutral payment policies, 340B challenges with pharmaceutical companies, workforce support, and preventing Medicare cuts. MercyOne looks forward to continuing to work with our members of Congress and educating them on these critical issues and their impact on our health system.

At the state level, MercyOne has spent the interim between sessions working with legislators on ongoing issues like Certificate of Need, while also meeting with officials from HHS and the Insurance Commissioner. We have had the opportunity to discuss the current health care landscape in Iowa, how we can partner to ensure access and greater accountability of payer behavior. While we do not anticipate big changes in the make-up of our State Legislature, there will be new members and new leaders of the HHS committees in both the House and Senate. This presents an opportunity to educate and shape future policy, as we hope to do through advocacy and the strong relationships we have built.

Advocacy leaders across Trinity are in the process of strategic planning which will help determine our priority pillars and policies at the federal level. We are working with our MercyOne Regional Advocacy Council to gather feedback throughout this process to ensure we identify the greatest opportunities and threats to Iowa – and possibly nationally – at the federal level.

- **Adair County Memorial Hospital Update:** Adair County Memorial Hospital was heavily impacted by the devastating tornado that swept through Greenfield in May. We are proud to announce Adair County Memorial Hospital is once again fully operational as of Nov. 11.
- **Colleague Recognition:**
 - **Mike Trachta**, MercyOne Vice President, Network Affiliates, is the recipient of the Iowa Rural Health Association's 2024 Jerry Karbeling Award for demonstrating a tremendous contribution to rural health care in Iowa. [Congratulate him on LinkedIn!](#)
- **Leadership Update:**
 - **Jennifer Rapenske** has been appointed Director of Finance Operations, Critical Access Hospitals.
 - **Brody Hala** has been appointed Director of Clinic Operations, MercyOne Medical Group.
 - **Dr. Chris Crome** has been appointed Chief Operating Officer for MercyOne Genesis.
 - **Joyce Schroeder** has been appointed Director of Compensation, MercyOne Medical Group.
- **National Rural Health Day:** November 21 is National Rural Health Day! Thank you to everyone who works, supports, and oversees rural health care in Iowa.