

[Sample PAC Solicitation Letter to Salaried Executives, Administration, and Management Staff,
and Physicians]

From the Desk of CEO's Name

Date

Name

Address

City, State Zip

Dear (salutation):

Health care policy decisions take place in Harrisburg and Washington, D.C. every day that directly impact our work and patients. Our industry is squarely in the national spotlight as elected officials debate issues ranging from billing transparency, the future of the Affordable Care Act, and Medicare and Medicaid payment models.

In this unprecedented political climate, The Hospital and Healthsystem Association of Pennsylvania (HAP) is our trusted partner advocating for our legislative and regulatory priorities. Together, our organization, the dedicated health care professionals that serve our community, and our colleagues across the state have made progress advancing health care for all Pennsylvanians. However, we are at a critical juncture as unprecedented policy actions emerge, such as the Pennsylvania State Supreme Court's proposal to rescind venue reform.

After 17 years, the Court's Civil Procedural Rules Committee is considering a return to venue shopping—whereby lawyers can move cases to counties where the payouts are bigger.

A return to venue shopping means:

- Increased medical liability insurance rates, which will make Pennsylvania a less attractive place for physicians, nurse practitioners, and midwives to practice
- Access issues for patients
- Increased health care costs for business, consumers, and government payors

Although the Supreme Court is delaying its decision about venue reform, HAPAC must raise money to support legislative champions who can continue speaking out about these issues during 2019 (flyer enclosed). With Supreme Court justices and a rules committee inclined to unravel medical liability reform, **WE MUST FIGHT BACK!**

I am writing to you today as a private individual asking you to join me and more than a thousand of our colleagues statewide in participating in the political action committee for Pennsylvania's hospitals, health systems, and their employees—HAPAC. By contributing to HAPAC, you help support candidates who care about health care and are concerned about the future of <facility>.

This year, HAPAC's goal is \$509,000 with the "fair share" goal for <facility> being \$<GOAL>. My goal is 100 percent participation by our leadership team. Please understand your decision to participate is purely voluntary. Any amount given or the decision not to give will not affect your

job status, performance review, compensation, or employment and you will not be favored or disadvantaged by your contribution decision.

HAPAC and grassroots advocacy efforts do make a difference in influencing the direction of health policies. Pennsylvania hospitals and health systems need the support and partnership of elected officials. HAPAC helps bolster that support and helps us communicate our key policy priorities. See the enclosed document for details.

Contributions made by check must be written from personal accounts and signed by the person making the contribution. Please be advised a remittance form (enclosed) must be completed in its entirety and accompany each contribution. Contributions can also be made online at www.haponline.org (simply scroll down to the HAPAC box). Political contributions are not tax-deductible.

Thank you in advance for your support. If you have any questions pertaining to HAPAC, please contact Sue Stewart, HAP's manager, political development, at (717) 561-5310 or sstewart@haponline.org.

Sincerely,

CEO's name

Enclosures