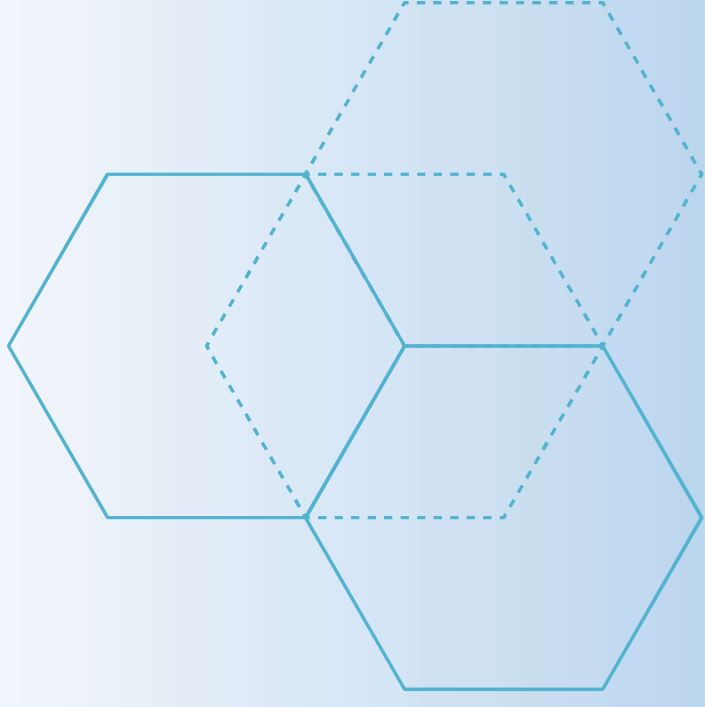


# Legislative Solutions for the Primary Care Crisis: Rejecting Incrementalism

Massachusetts Primary Care For You

[PC4YOU.org](http://PC4YOU.org)



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Founder, MA Primary Care Alliance for Patients (MAPCAP)  
Vice President, Massachusetts Academy of Family Physicians  
President, Family Practice Group, Sagov Center for Family Medicine



# *The Burning Platform(s)*



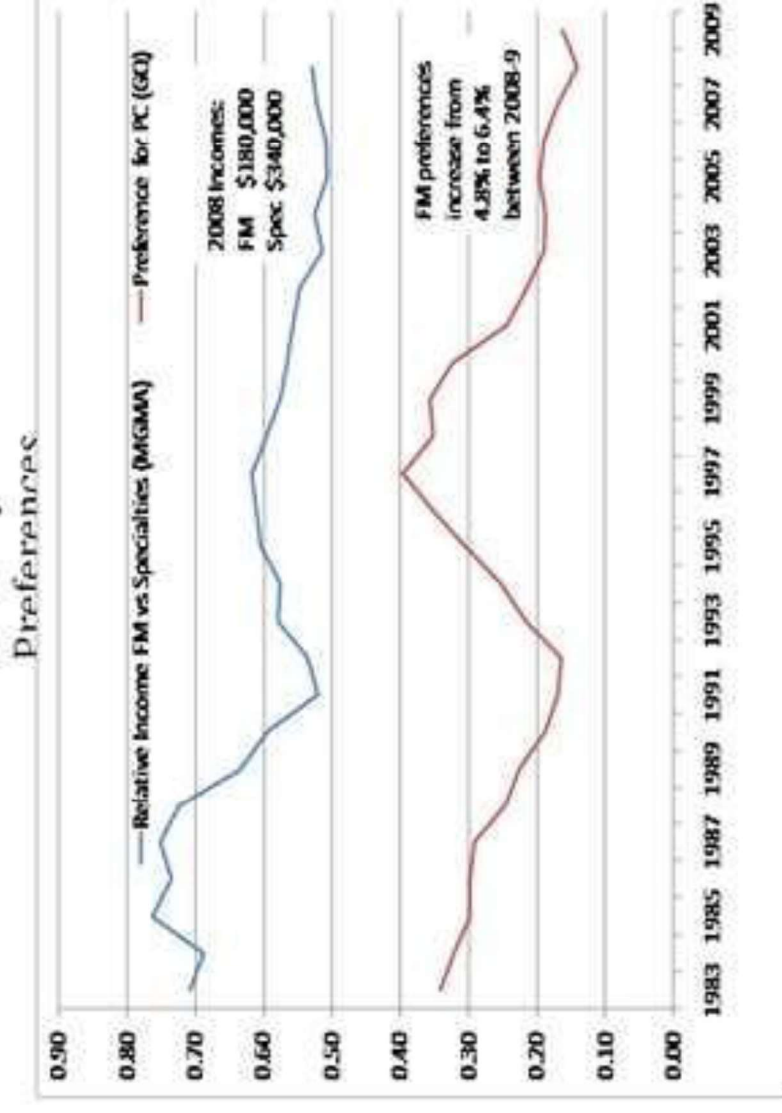
1. Primary Care **access** is abysmal.
2. The exorbitant **cost** of healthcare is devastating to individuals, families, and businesses <sup>1</sup>
3. **Health disparities**
4. The exodus of PCPs to **DPC/Concierge** is following the BH model, furthering inequities <sup>2</sup>
5. Inadequate **Primary Care Pipeline** <sup>3</sup>

<sup>1</sup> Bodenheimer, 2005

<sup>2</sup> Shi et al., 2005

<sup>3</sup> Bebinger et al., 2020

## Current Evidence on Physician Incomes and Preferences



The Ratio of Mean Primary Care Physician Income to Mean Specialty Income

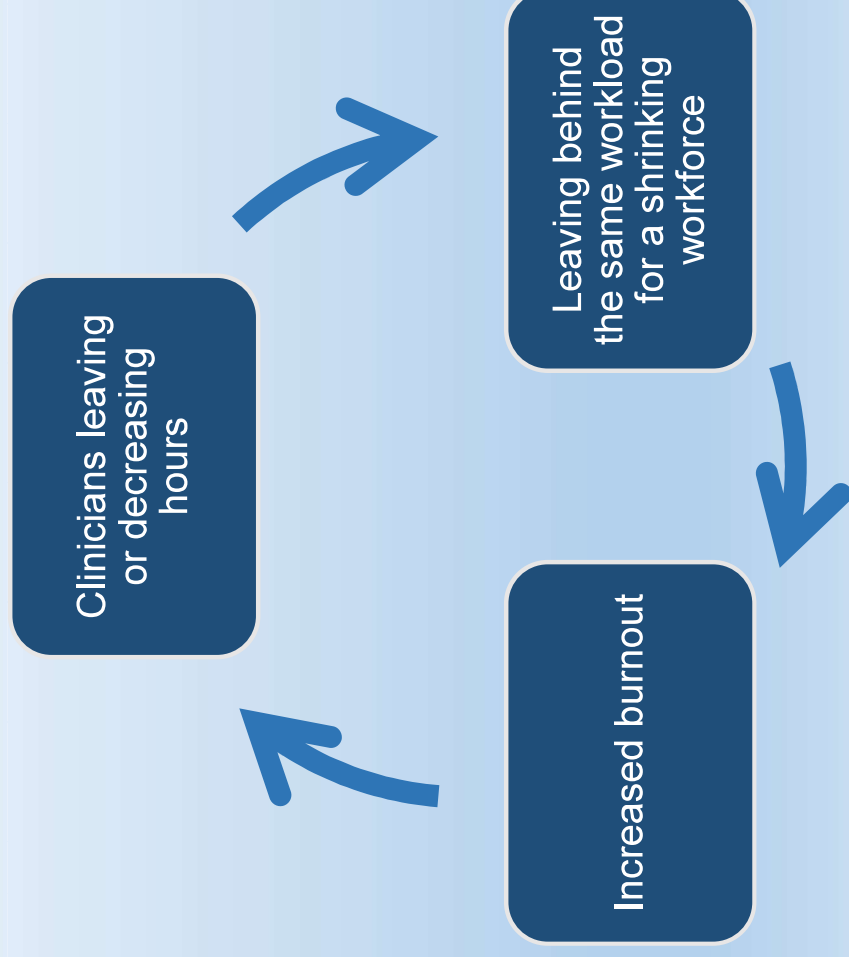
# Primary Care Access Crisis

> 1/3 of the MA Primary Care Docs are over 60 <sup>5</sup>

PCPs are...

- Retiring
- Retiring early
- Leaving the profession
- Decreasing their hours
- Shifting to DPC or Concierge

# Primary Care Access Crisis



危机

Crisis

Danger

危

Opportunity

机

# MA Primary Care for You (PC4YOU)

## GOALS

1. Improve Population Health
2. Increase Health Equity
3. Decrease overall cost of healthcare

**Primary Care Triple Superpower**

## OBJECTIVES

1. Double Primary Care Investment
2. Create a Prospective Monthly Payment for Primary Care, instead of FFS
3. Remove copays and deductibles from PC
4. Financially incentivize PC Transformation
5. Extricate PC from Health Insurance
6. MA Primary Care Task Force

# Primary Care Task Force

1. Executive Director of the **MA Health Policy Commission** (Co-chairs Committee)
2. Secretary of **HHS** (Co-chairs Committee) or designee
- 3,4. Chairs of Joint Committees on Healthcare Financing (from the **Senate and House**) or designees
5. Commissioner of Insurance
6. Assistant secretary for **MassHealth** or a designee
7. Executive director of **CHIA** or a designee
8. 1 Member from the Massachusetts Medical Society (**MMS**)
9. 1 member from the MA Primary Care Alliance for Patients (**MAPCAP**)
10. 1 member from the Mass Academy of Family Physicians (**MassAFP**)
11. 1 member from the MA Chapter of the American Academy of Pediatrics (**MC-AAP**)
12. 1 member from the MA Chapter of the American College of Physicians (**MA ACP**)
13. 1 member from the Massachusetts League of **Community Health Centers**
14. 1 member from Health Care For All Massachusetts (**HCFA**)
15. 1 member from Massachusetts Health Quality Partners (**MHQP**)
16. 1 member from Community Care Collaborative (**C3**)
17. 1 member from the Massachusetts Association of **Physician Assistants** (MAPA)
18. 1 member from the Massachusetts Coalition of **Nurse Practitioners** (MCNP)
19. 1 member from the Massachusetts Association of **Health Plans** (MAHP)
20. 1 member from Blue Cross Blue Shield of Massachusetts (**BCBSMA**)
21. 1 member from the Massachusetts Health and **Hospital** Association (MHA)
22. 1 member from Associated **Industries** of Massachusetts (AIM)
23. 1 member from **Retailers** Association of MA (RAM)
24. 1 member from a **rural** health care practice with expertise in primary care
25. 1 member from the MA chapter of the National Association of **Social Work** with expertise in BH in PC setting

# Primary Care Investment Targets

Year 1: 10%

Year 2: 12.5%

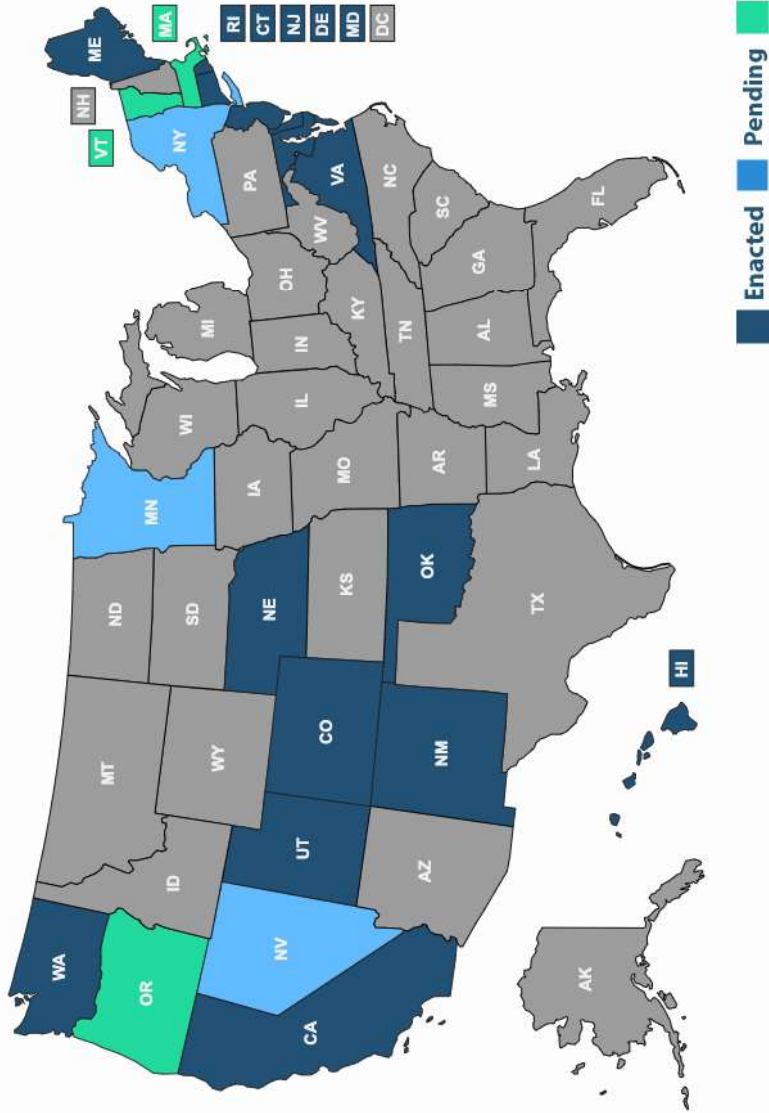
Year 3: 15%

# National Momentum

We are not alone

22 PCC, 2025

## State Primary Care Investment Initiatives

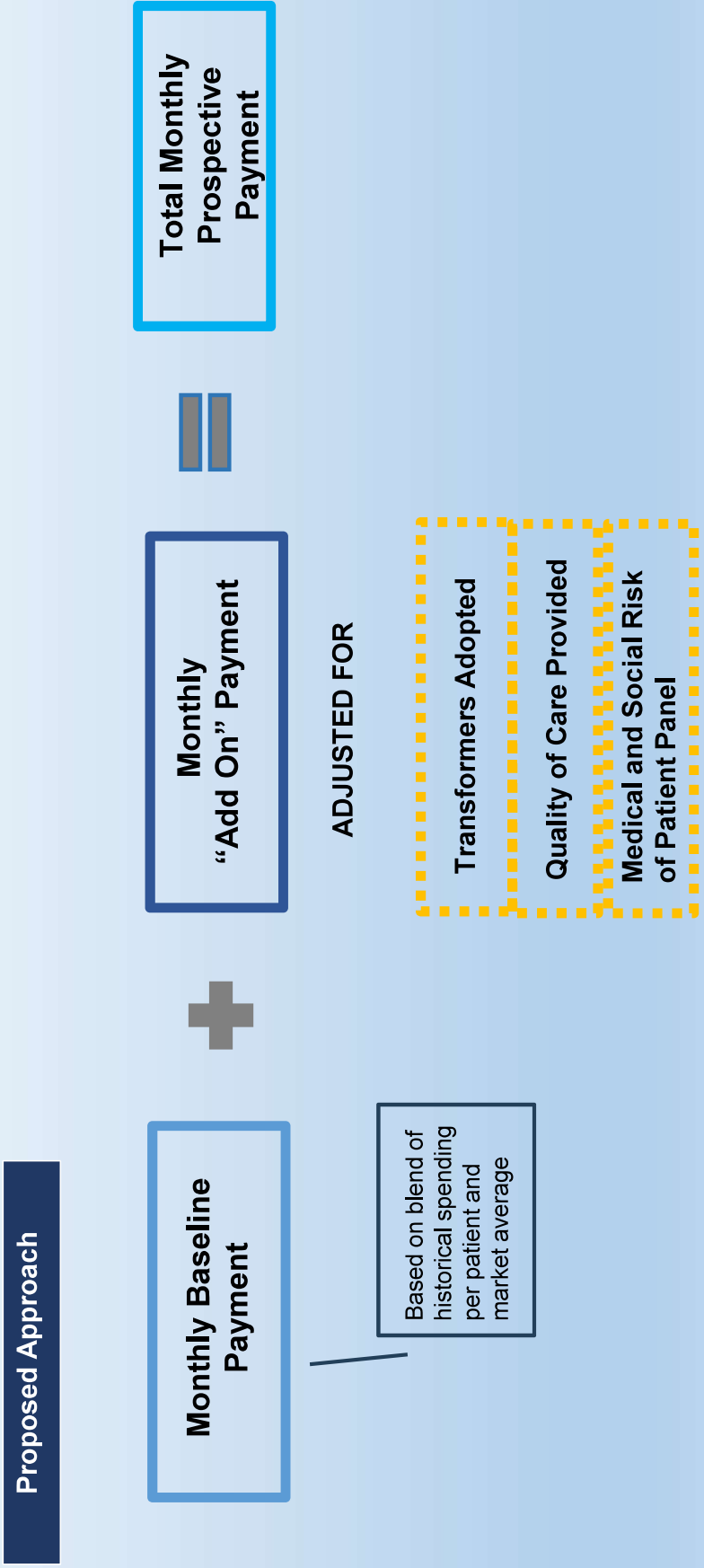


# MA PC4You Primary Care Transformers

|                              |                                |                          |                        |
|------------------------------|--------------------------------|--------------------------|------------------------|
| Integrated behavioral health | Addiction treatment            | Health coaches           | Home care              |
| Group visits                 | Population health              | Community health workers | Patient advisory group |
| Medical interpreter services | Collaboration with pharmacists | Investments in SDoH      | Telehealth             |
| Extended availability        | Medical scribes                | Care management          | Advanced Care Planning |
| Oral Health                  | Hosting Learners               | Walk In Availability     | Accessibility          |



# Create a Predictable Prospective Payment Model



# Quality Measurement/P4P

- Establish a menu of 12 Quality Measures
  - Must be appropriate for a primary care setting
  - Must be evidence that the implementation of these measures improves health
  - Must be patient-centered
- Choose six measures from this menu of 12
  - At least two of the five measures must be based on patient experience
    - Collaboration
    - Access
    - new ABFM Measures based on continuity and comprehensiveness
  - One of those two measures may be PCPCM<sup>30, 31</sup>
- Consider collaborating with the EOHHS Quality Measure Alignment Task Force
- Work toward Standardizing measures across MassHealth and commercial payers

<sup>30</sup> Etz et al., 2012

<sup>31</sup> Ronis et al, 2012

# Risk and SDOH

Risk formula to be established by the PC Council with the goals of increasing fairness and equity;<sup>31</sup> plus limiting opportunities for gaming and cherry picking.

## Age/Sex

- Removes gaming and administrative burden<sup>32</sup>
- Adopted by BCBS in some of their new products

## Neighborhood Stress Score (NSS)

- Accounts for social determinants of health<sup>33</sup>
- Builds on MassHealth ACO model<sup>34</sup>
- Similar models being used in UK, New Zealand

## PCALS (Primary Care Activity Levels): 1, 2 PLUS Diagnoses and Medications

<sup>32</sup> Iezzoni, 1997

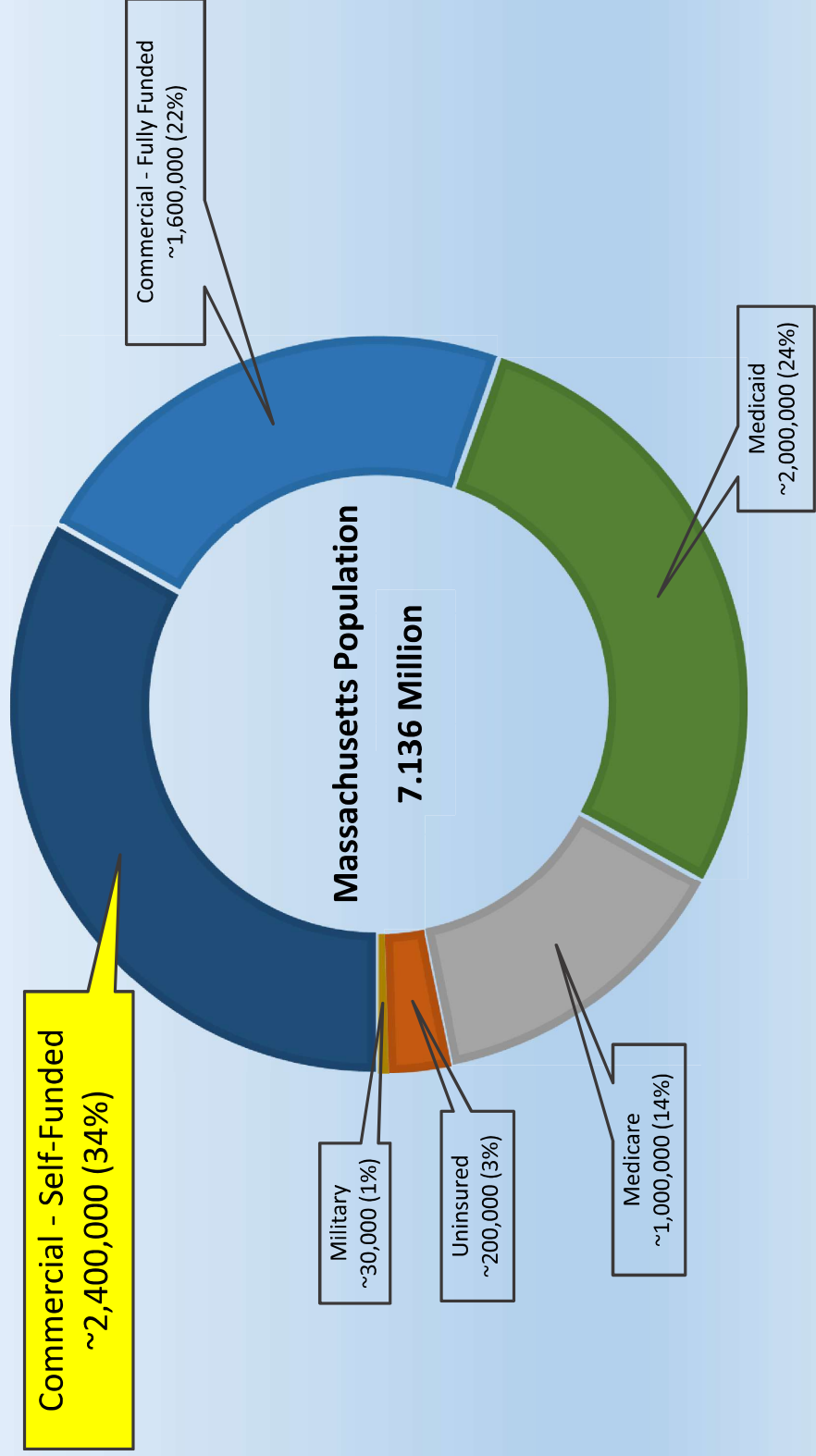
<sup>34</sup> Ash et al, 2017

<sup>33</sup> LaPointe, 2019

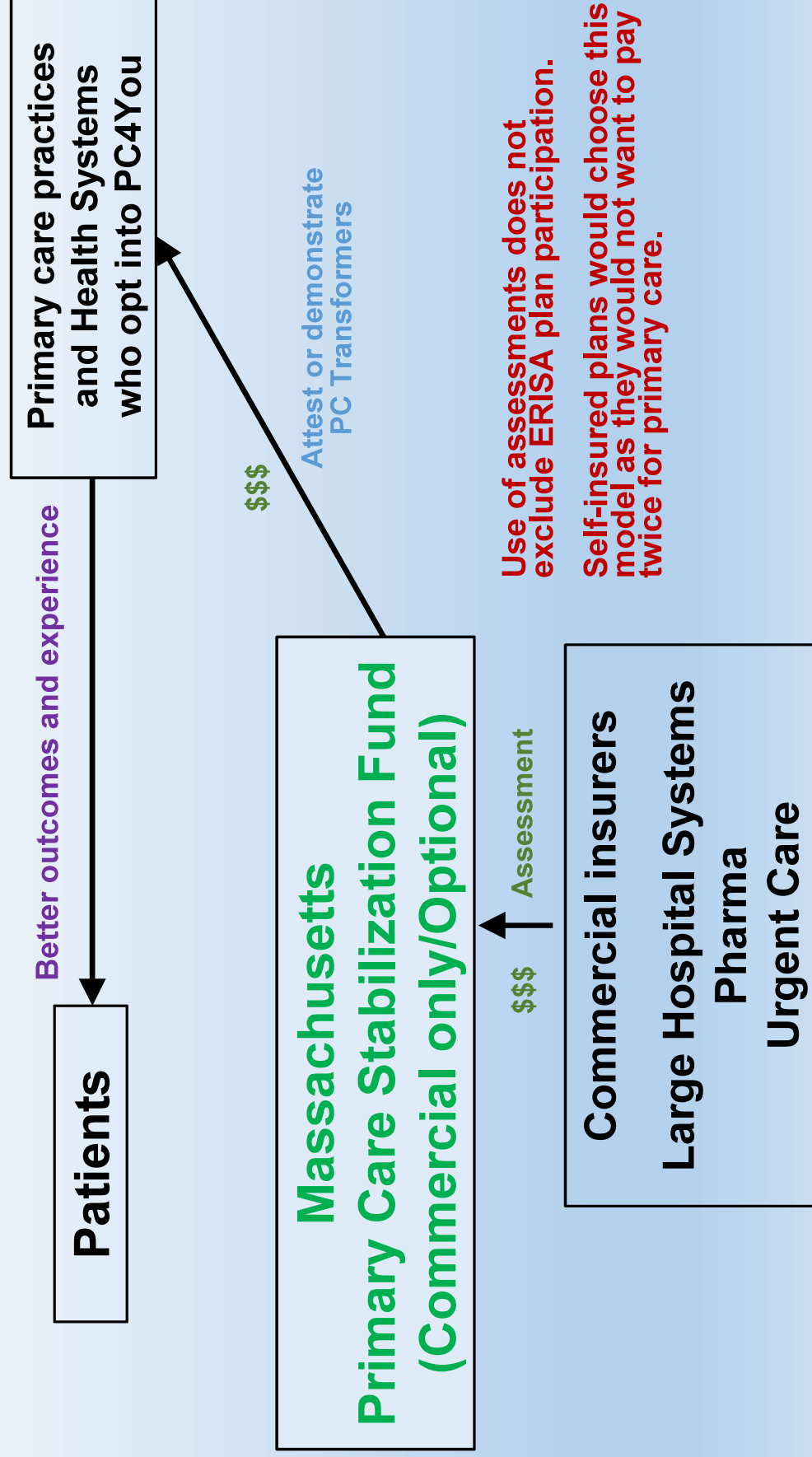
<sup>35</sup> Huffstetler et al., 2019

# Health Insurance Coverage in MA

Data from Kaiser Family Foundation (2023)



# Massachusetts Primary Care Trust (administered by HPC)



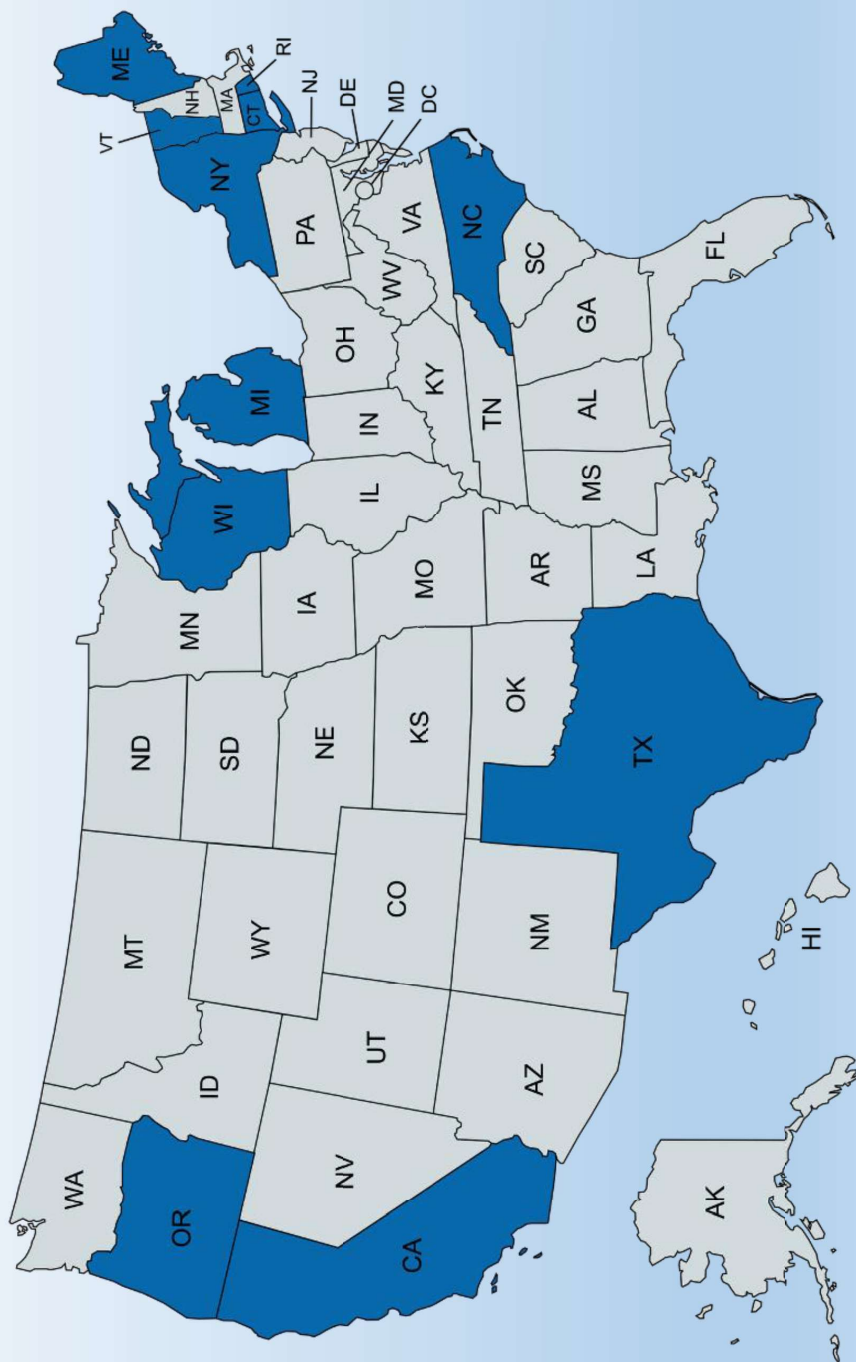
# Primary Care Stabilization Fund

## Does insurance belong with Primary Care?

- Includes ERISA plans/Employer-based/Self-Funded plans (unlike RI, DE)
- Only viable way to address market power differences/rate inequities
- Decreased administrative burden in practices
- Allows for resources to be shifted into patient care/The Transformers
- Commercial payers save money by not having to administer Primary Care

# Albert Einstein

“The significant problems we face cannot be solved at the same level of thinking we were at when we created them.”

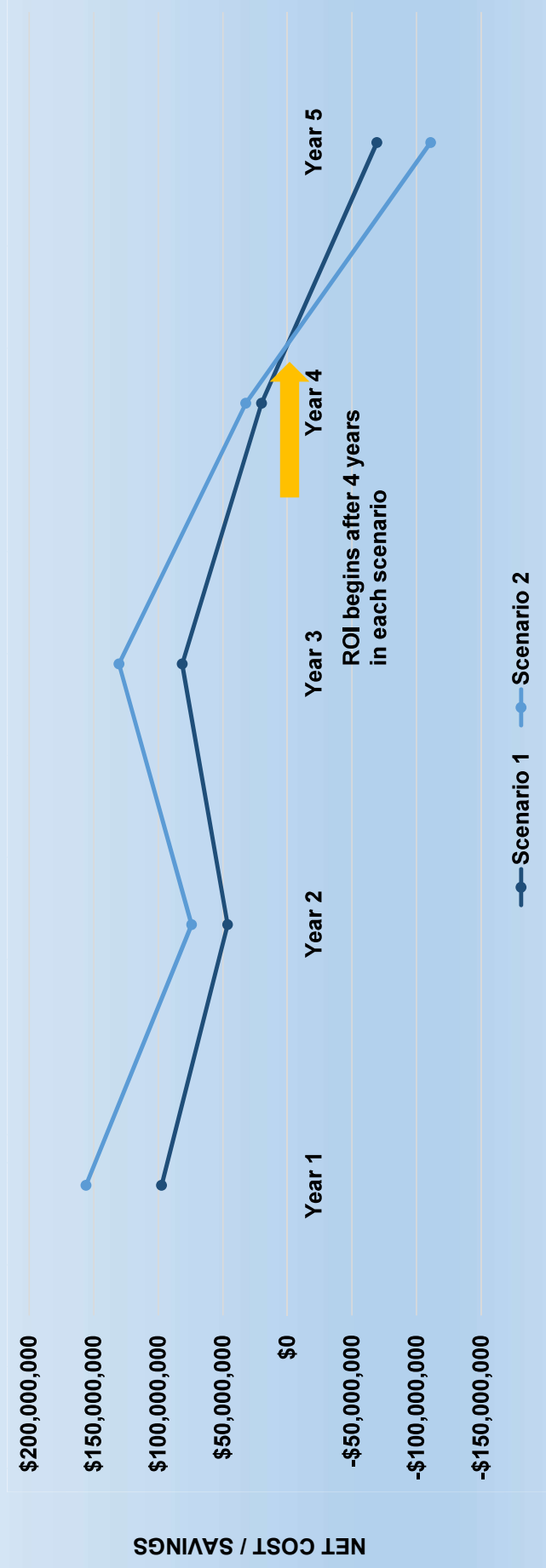


**How do we pay for this?**



# Achieving Return on Investment

Scenario 1 assumes the lowest participation. It had the lowest initial cost but also the lowest ROI.  
Scenario 2 assumes the highest participation. It had the highest initial cost and the highest ROI.

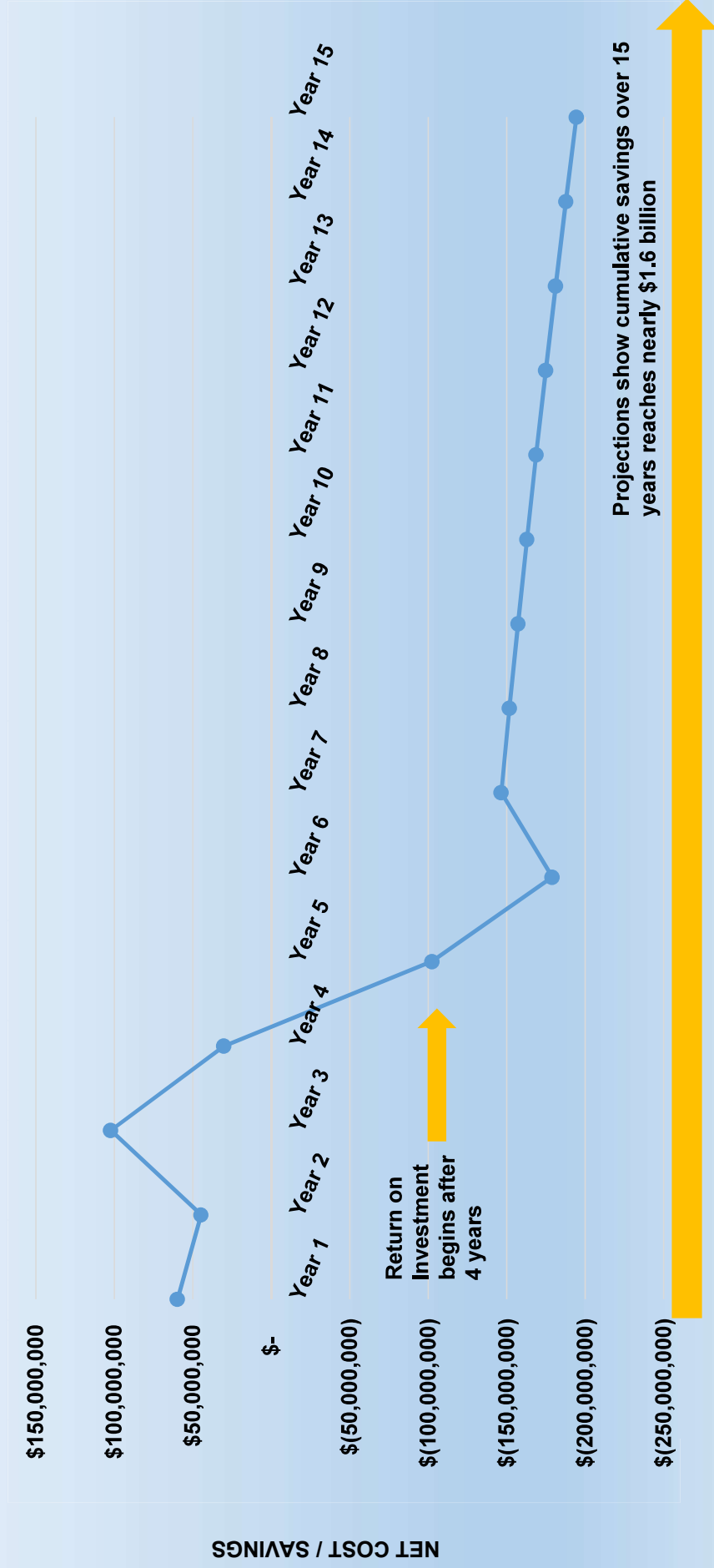


# What about the first four years?

- **Large Hospital Systems:** high functioning Primary Care decreases the number of low value patients we send to hospitals/, yielding a higher % of complicated and high value patients for them (“higher contribution margin”)
- **Commercial Payers:** how much can they continue to raise premiums?
- **Pharma in MA:** needs Primary Care to prescribe their medications
- Urgent Care copays

# Projections over the Long Term

The graph below illustrates the assumptions on the previous slides to show what the potential cost savings could look like over 15 years.

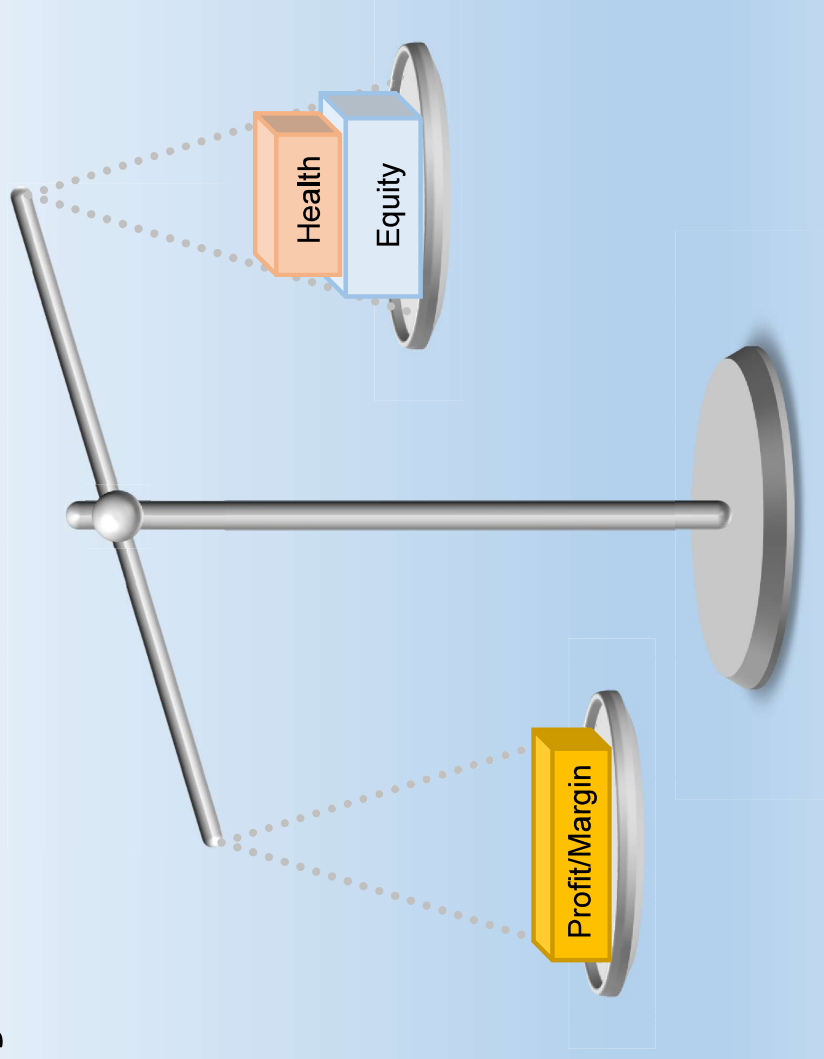


# 24 Endorsements

- Massachusetts Medical Society (MMS)
- UMASS Memorial Health Care
- Mass League of Community Health Centers
- Community Care Cooperative (C3)
- American Academy of Family Physicians (AAFP)
- Mass Academy of Family Physicians (MassAFP)
- Massachusetts Chapter of the American Academy of Pediatrics (MC-AAP)
- Massachusetts Chapter of the American College of Physicians (MA ACP)
- Society of General Internal Medicine (SGIM)
- MA Society of Addiction Medicine (MASAM)
- The Arc of Massachusetts
- Families USA
- Inst. for Healthcare Improvement (IHI)
- MA Assoc. for Mental Health (MAMH)
- Health Care For All (HCFA)
- MA Association of PAs (MAPA)
- MA Coalition of NPs (MCNP)
- Doctors Council: MGB PCP Union
- Ask Nurses and Doctors (AND)
- Boston Community Pediatrics
- Boston Public Health Commission
- Worcester Board of Health
- The City of Springfield, MA
- The City of Cambridge, MA

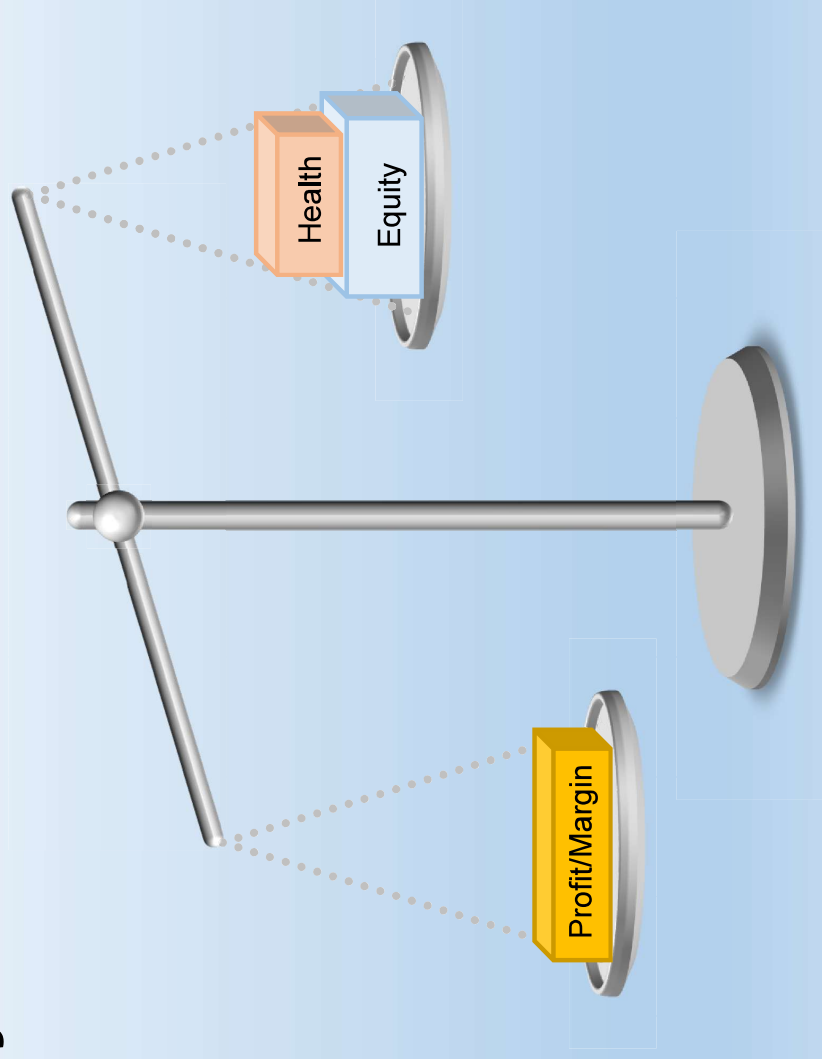
# Current System

PG4YOU



**Current  
System**

**PC4You**



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**Questions?**

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