

Afternoon Keynote Presentation: “Making the Economic Argument for APP Residency and Fellowship Training Programs

Micah Weinberg, PhD, Economist Institute President, California
Forward, CEO

LEARNING OBJECTIVES:

1. Participants will explore the financial implications of a postgraduate training program and how to make the economic argument at their organization.
2. Participants will appreciate the importance of rigorous postgraduate training as a driver for the future of healthcare and the motivating economic factors for the organization.
3. Participants will explore the Effectiveness of Postgraduate Training Programs for Increasing Confidence and Competence among New APPs and the economic value to organizations

The Economic Argument for APP Residency and Fellowship Training Programs



Micah Weinberg, PhD
President, Bay Area Council Economic Institute
CANP Annual Conference 2016

Where COVID is sending people to hospital



The things that have changed with COVID

- ✓ Significant financial challenges for hospitals and clinics especially in the safety net
- ✓ Substantial constraints on financing resources (Medicare, Medicaid, ESI)
- ✓ Overtaxed ICUs due to critically ill patients
- ✓ Shortage of advance practice care managers
- ✓ Need to continue the transition to value-based care
- ✓ Worsening health disparities by race/ethnicity

The things that are going to remain changed

- ✓ Significant financial challenges for hospitals and clinics especially in the safety net
- ✓ Substantial constraints on financing resources (Medicare, Medicaid, ESI)
- ✓ Overtaxed ICUs due to critically ill patients
- ✓ Shortage of advance practice care managers
- ✓ Need to continue the transition to value-based care
- ✓ Worsening health disparities by race/ethnicity



What if we pass Medicare for All?



Will use of APPs reduce quality?

- No, and I refuse to even cite studies about this anymore ... at this point this is a fundamentally unserious argument ...

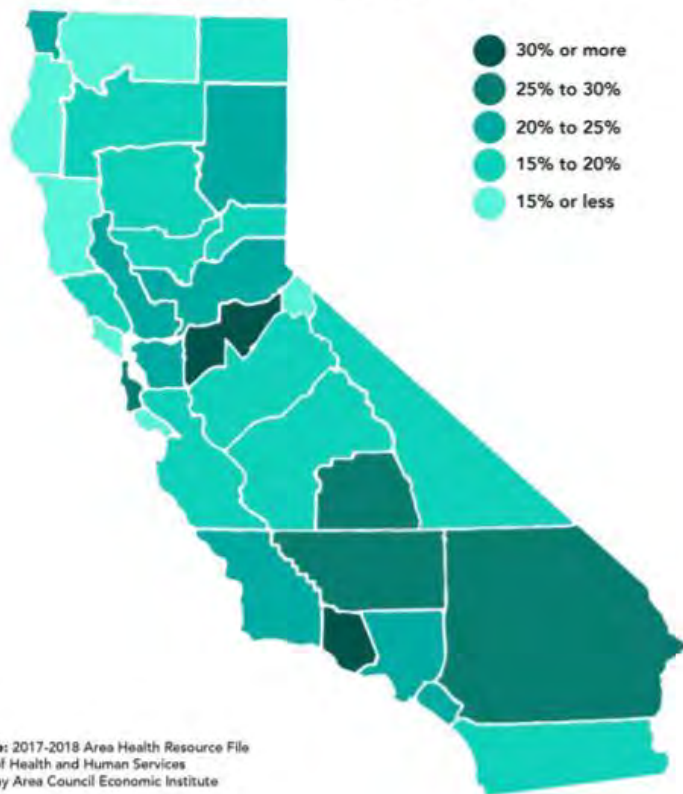
But will APP primary care lead to more hospitalizations and higher costs?

“We found that use of NPs and PAs as primary care providers for complex patients with diabetes was associated with less use of acute care services and lower total costs [in the VA system].” Morgan et al, *Health Affairs*, June 2019

But what about outside team-based settings?

Full practice authority for NPs expands access, improves quality and lowers cost

Increase in the Supply of Nurse Practitioners by HSA as a Result of Reform



Over 2 million
more preventative care visits
each year following reform

Over \$394 million
saved on preventative care visits
each year following reform

Chattopadhyay and Zangaro (2019): \$45B
in Medicare cost savings per year!

Making the Economic Argument *Successfully*

- Understand it's not an argument ... whose specific problem are you solving?
- And whose income are you reducing?
- Appreciate that most private and public bean counters are looking at a one year time horizon
- With public resources there is often a direct tradeoff with public health expenditures

Thank you!!



What Have We Learned? Where Are We Going?

Kerry Bamrick, MBA, NNPRFTC Executive Director

“World Café” Webinars
will be available to all
conference attendees over
a 6-month period following
the conference beginning
in **October 2020**.



“World Café” topics to include: Clinical Specialty Considerations; Program Administration—Leadership and Staff; Partnerships; Psychiatric Mental Health Postgraduate Training Programs; Evaluations and Outcomes; and Accreditation.

“World Café” Webinars will be held on the first Wednesday of the month at 3 p.m. (EST).

Mark your calendars for these scheduled webinars:

- ▶ **October 7, 2020** *Accreditation*
- ▶ **November 4, 2020** *Behind the Scenes of a Postgraduate Training Program—How to Survive*
- ▶ **December 2, 2020** *Academic and Clinical Partnerships*
- ▶ **January 6, 2021** *Psychiatric Mental Health Postgraduate Training Programs*
- ▶ **February 3, 2021** *Clinical Specialty Considerations*
- ▶ **March 3, 2021** *Evaluations and Outcomes*



NATIONAL NURSE PRACTITIONER
RESIDENCY & FELLOWSHIP TRAINING
CONSORTIUM

SAVE THE DATE!
Sunday–Monday, July 25–26, 2021

2021 Annual Nurse Practitioner Residency and Fellowship Training Consortium Conference

*Make plans to join us in **Washington, D.C.** for our 2021 Conference. Watch for details coming soon!*



Conference Materials:

<https://www.nppostgradtraining.com/conference/>

Complete the Survey for CME

https://www.surveymonkey.com/r/Consortium_Conference