



## HEALTH AND HUMAN SERVICES

The **LOCKRIDGE GRINDAL NAUEN P.L.L.P. Federal Relations Group** has extensive experience in developing and implementing successful federal relations and public policy advocacy programs in the health and human services arena. Through our efforts on behalf of hospitals, nursing homes, practice groups, research facilities, and academic medical institutions as well as local governments, we have been involved in nearly every major issue discussed in the health care debate in recent years including reform, facilities development, human services spending, and Administration regulation.

The **Federal Relations Group** is comprised of a bipartisan team of federal relations specialists and healthcare policy experts that are able to create unified support and focused strategy. Our team of seasoned professionals has decades of experience working in and with the Administration and Congress and specifically the Department of Health and Human Service (HHS) and the Centers for Medicare & Medicaid Services (CMS). This familiarity and collegiality has led to proven and measurable results for our clients, including successful efforts to direct targeted federal health and community-based human services dollars, influence distribution formulas, insert legislative and report language, implement regulatory relief actions, and directly intervene to support client objectives.

### Record of Success

- University-Affiliated Teaching Hospitals
- Urban Hospitals
- Large Health Systems
- Non-profit Skilled Nursing Home Facilities

### Special Expertise

- Medicaid and Medicare Legislation
- Health Program Appropriations
- Health Regulatory Processes
- Competitive Grant Strategies

**“Clearly, staff with whom we met respect you highly and were eager to meet with us... The meetings were much better than any of my previous [Congressional ] meetings, and I attribute that difference to you.”**

- Margaret Perryman, President  
*Gillette Children's Hospital*  
St. Paul, Minnesota

**“Dennis McGrann and his team get the job done—period!”**

- Sue Pratt, Director  
*National Coalition of Parent Centers*  
Lansing, Michigan

# Health and Human Services Client Successes

The **LOCKRIDGE GRINDAL NAUEN P.L.L.P. Federal Relations Group** creates value by applying proven strategies to realize successes and advance client objectives. Notable successes include:

## ➤ **Medical Research Funding:**

Designed an aggressive legislative and communications strategy, drafted Congressional correspondence and testimony, and worked directly with Congress and national medical research officials in a coordinated plan which secured over \$10 million in federal research funds for a major Midwestern medical center.

## ➤ **Federal Medicaid Reimbursement:**

Successfully led efforts to secure a moratorium against a Centers for Medicare and Medicaid Services ruling which limited payments to local governments for assisting low-income individuals and families in gaining access to medical and educational services. Savings to counties and tribal governments were estimated at \$101 million dollars.

## ➤ **Health Claims Marketing:**

Postponed the implementation of a U.S Food and Drug Administration (FDA) rule that threatened to eliminate a Fortune 100 food production/distribution corporation's ability to manufacture and distribute a major line of consumer food products.

## ➤ **Medicaid Waiver:**

Coordinated support from state and federal leaders for a consortium of local governments seeking to offer Medicaid eligible citizens coordinated human service program services. Successful implemented a plan to seek a federal Medicaid waiver to demonstrate an integrated care package tailored to individual family needs and to allow the consortium to buy medical services directly from doctors, clinics, and health plans.

## ➤ **Federal Health Care Funds:**

Formulated an aggressive legislative strategy, drafted Congressional testimony, and worked with the Governor's office, the National Governors Association, and the National Association of Counties in a coordinated plan to enact federal legislation to correct a reporting error by federal officials costing county clients millions of critically needed federal healthcare/human service funds.

## ➤ **Title XX Funding:**

Successfully reversed the U.S. Senate Appropriations Committee vote to slash critical human service funding for Minnesota counties by pulling together a nationwide coalition of "high SSBG" funded states which restored funding to the maximum level allowed under statutes.