

## NILA Member Talking Points

### Saving Access to Laboratory Services Act (SALSA)

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- I am a constituent and [your role] at [name of your laboratory] in [state]. And I am calling to urge your boss to sponsor the Saving Access to Laboratory Services Act, or SALSA). The bill number for the legislation is S. 4449 in the Senate or H.R. 8188 in the House [depending on if calling House or Senate].
- Clinical laboratories are facing as much as a 15 percent cut to many of the most common clinical laboratory tests on January 1, 2023, and I need your help to stop these cuts before they go into effect. There is a bipartisan bill that will do this!
- As you may know, the Protecting Access to Medicare Act (PAMA) of 2014 tied Medicare reimbursement for laboratory tests to private payer rates. Flawed implementation of PAMA resulted in drastic, unanticipated payment cuts that threaten the ability of community and regional independent laboratories to provide essential laboratory services.
- A bipartisan, bicameral bill, the Saving Access to Laboratory Services Act (SALSA), has been introduced to protect laboratories from imminent damaging cuts and repairs the flawed data reporting and rate setting methodology put in place by PAMA to ensure additional drastic cuts are not imposed year after year.
- [If your laboratory does COVID-19 testing]: Laboratories like mine have been an indispensable component of the COVID-19 response. But because of PAMA-related rate cuts, many laboratories did not have the resources in place to act quickly when COVID-19 emerged. This constrained access to COVID-19 testing during the early stages of the pandemic, leading to long wait times for results and ineffective contact tracing.
- [Share how PAMA impacted your laboratory, including the COVID-19 response, staffing, and other impacts]
- Without congressional action, further cuts to laboratory services will go into effect in January. **To protect our nation's laboratory infrastructure and to ensure it is prepared to address COVID-19 and any future public health crisis, I urge you cosponsor SALSA (S. 4449, H.R. 8188) and work with your colleagues to ensure it is enacted by Congress this year.**
- I am also a member of National Independent Laboratory Association ([NILA](#)), which represents regional and community clinical laboratories that often serve communities and patient populations not adequately served by large independent laboratories—including rural areas, underserved city neighborhoods, mid- and small-sized cities and municipalities, congregate facilities, and critical access hospitals.
- Is there a member of the staff with whom NILA can follow up to share further detail? [Ask for the appropriate staff member's name and contact information]
- Thank you for your time and for making [Representative/Senator's name] aware of my concerns.