

NILA Member Talking Points

Saving Access to Laboratory Services Act (SALSA)

Before you call your legislators check to see if they have already cosponsored SALSA. You can find a list of Senate cosponsors [here](#) and House cosponsors [here](#). If your legislators have already cosponsored, make sure you thank them and ask them to call for SALSA's enactment before the end of the year. Tailor the talking points below for your individual conversations.

- I am a constituent and [your role] at [name of your laboratory] in [state] and I am calling to urge Representative/Senator's Name to call for the inclusion of the Saving Access to Laboratory Services Act (SALSA) in end-of-year legislation enacted by Congress. The bill number for SALSA 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. SALSA is a bipartisan, bicameral 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 clinical laboratories to provide essential laboratory services.
- SALSA will protect laboratories from imminent damaging cuts and will permanently repair the flawed data reporting and rate setting methodology put in place by PAMA to ensure additional drastic cuts are not imposed year after year.
- Without congressional action, further cuts to laboratory services will go into effect this January. **To protect our nation's laboratory infrastructure and to ensure it is prepared to address any future public health crisis Congress must enact SALSA before the end of the year.**
 - [Option A: If your legislator has not cosponsored SALSA] I urge Representative/Senator's name to cosponsor SALSA and urge his/her colleagues to include it in end-of-year legislation considered by Congress.
 - [Option B: If your legislator is already a cosponsor] I want to thank Representative/Senator's name for supporting SALSA and signing on as a cosponsor and ask him/her to communicate with congressional leadership that SALSA **must** pass before the end of the year. We need his/her support to ensure SALSA is included in an end-of-year legislative package.
- 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 details? [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.