

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, navigate to OPTION 2 for the correct talking points. **If your legislator is not a cosponsor, proceed with Option 1.**

Tailor the talking points below for your individual conversations.

OPTION 1: Legislator is Not a Cosponsor of SALSA

- 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 cosponsor the Saving Access to Laboratory Services Act (SALSA). The bill number for SALSA is S. 1000 in the Senate or H.R. 2377 in the House.
- Clinical laboratories are facing as much as a 15 percent cut to many of the most common clinical laboratory tests on January 1, 2024, 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 independent 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 in 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. I urge Representative/Senator's name to cosponsor SALSA and urge his/her colleagues in Congress to enact it before the end of the year.**
- [Laboratory name] also a member of the 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.

OPTION 2: Legislator is a Cosponsor of SALSA

- I am a constituent and [your role] at [name of your laboratory] in [state] and I am calling to express my gratitude for [Representative/Senator's Name]'s co-sponsorship of the Saving Access to Laboratory Services Act (SALSA).

- Today, I urge **[Representative/Senator's Name]** to take one more crucial step in ensuring the passage of SALSAs by contacting committee and congressional leadership and asking them to bring SALSAs to the floor. Now is the time to act to get SALSAs passed by the end of this year.
- Independent laboratories like ours are currently facing the looming threat of potentially drastic cuts to reimbursement, set to take effect on January 1, 2024. These cuts are a result of the flawed implementation of the Protecting Access to Medicare Act (PAMA) of 2014. Without congressional action in the form of SALSAs this year, we are poised to witness devastating cuts to laboratory services. This would have far-reaching implications for our ability to continue serving our communities and responding effectively to emerging threats to public health.
- Congress has acted to delay these cuts several times and SALSAs represents a long-term sustainable solution for the clinical laboratory infrastructure and the Medicare program.
- As a constituent and employer in our state, I implore your boss to continue safeguarding our nation's laboratory infrastructure from further devastating cuts. I am asking **[Representative/Senator's Name]** to use his/her influence to urge congressional leadership to ensure its swift enactment by Congress this year.
- **[Laboratory Name]** is also a member of the 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.
- Thank you for your time and for making **[Representative/Senator's Name]** aware of my asks.