



Advocacy Overview

 Advocacy is a team sport, but many sports have members that play different positions.

You don't need to be a policy analyst or a lobbyist to contribute.

 Public support, from the district they serve, can make a difference to an elected official

Nothing About You Without You

 Your Voice can help establish a profession in the eyes of stakeholders

 Allies can speak on your behalf but they cannot tell YOUR story as well as you can.

Advocacy

Advocacy is an <u>activity</u> by an <u>individual</u> or <u>group</u> that aims to influence <u>decisions</u> within political, economic, and social institutions.

Advocacy includes activities and publications to influence public policy, laws and budgets by using facts, their relationships, the media, and messaging to educate government officials and the public.

Overview

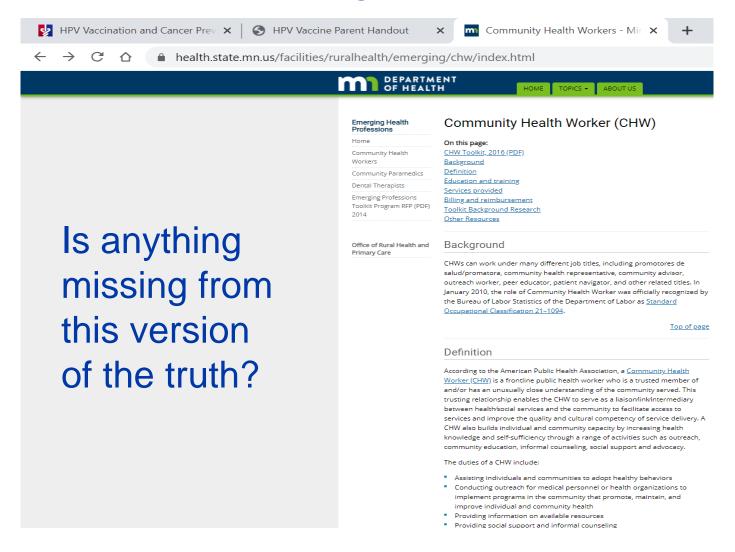
- Facts
- Relationships
- Message
- Media
- Elected Officials AND the Public

FACTS

1.What do you want others to understand about Community Health Workers?

2. What do you want them to do with this understanding?

What does your audience know?



Relationship

What is YOUR relationship to CHWs?

What is your relationship to the community that CHWs serve?

How can you build a relationship to the person or people you are trying to influence?

How can you tell the story?

- An idea of what a community health worker is
- An example that makes it tangible, something a CHW does to help promote public health or public safety (even better if it is something YOU have done)
- An action that the audience can take to support CHWs.

Practice: Your story

- 1) What is a CHW?
- 2) What is something a CHW does?
- 3) How could the person you are talking to able to help CHWs?
 - Legislator?
 - Potential Employer?
 - Person on the Street?

Who is willing to share?



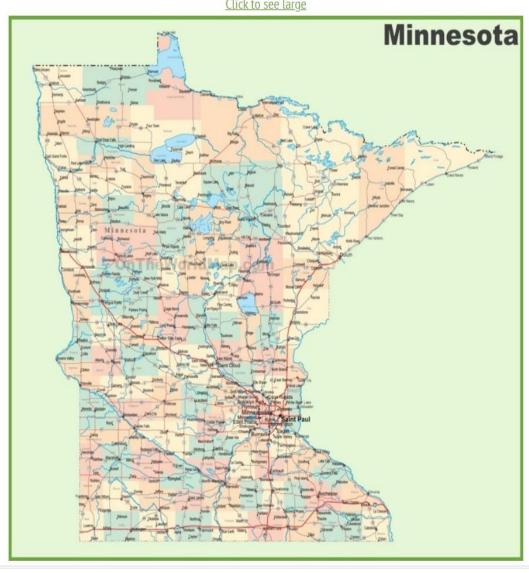
Where do you want to start?



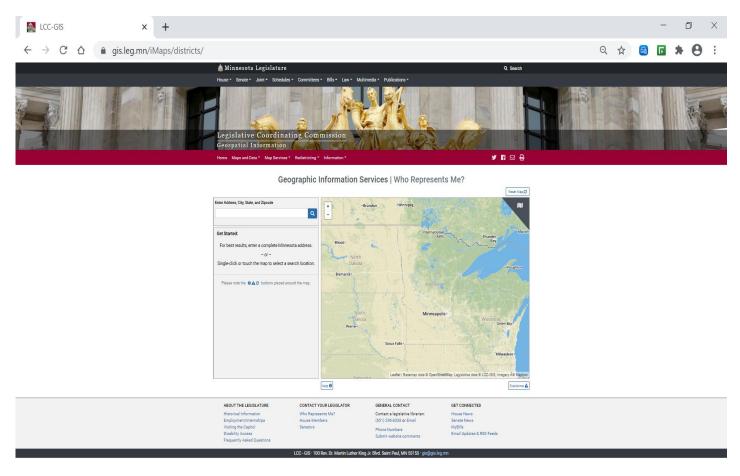
Who are these two?





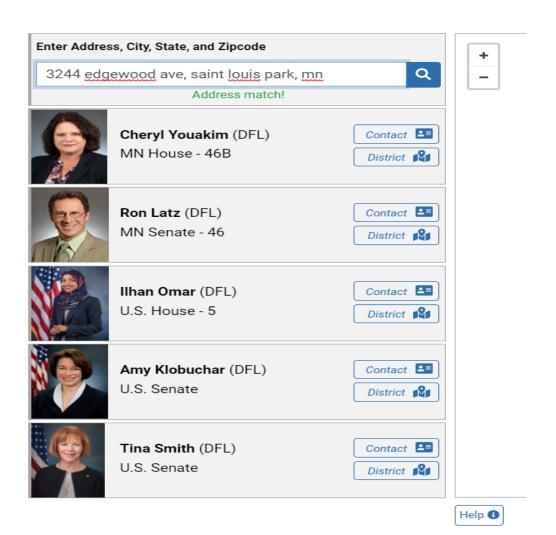


Who represents YOUR neighborhood?



https://www.gis.leg.mn/iMaps/districts/

Who represents me?



How could I contact her?

Rep. Cheryl Youakim



<u>Full-size image</u>

Rep. Cheryl Youakim (DFL) District: 46B

591 State Office Building *
St. Paul, MN 55155
651-296-9889

E-mail: rep.cheryl.youakim@house.mn

Email updates: Click to subscribe

Legislative Assistant: Eric Petersen 651-296-3869

Where should I you start?

Email

Mail

Phone Number

Legislative Assistant

Town Hall Meetings

← → C ♠ house.mn/members/profile/news/15450/29516

Back to profile

Join me for a virtual town hall meeting this Thursday!

Tuesday, April 21, 2020





Dear Neighbors,

This is a friendly reminder to join me for a virtual town hall meeting on Facebook Live this Thursday from 7:00 – 8:00 p.m. It'll be a great opportunity to connect with neighbors online and to ask any questions you might have about what's happening at the state legislature. You can access the town hall by visiting Facebook's website and searching @StateRepresentativeCherylYouakim, or by clicking the link here.

Please submit your questions in advance at rep.cheryl.youakim@house.mn.

I look forward to connecting with you on Thursday!

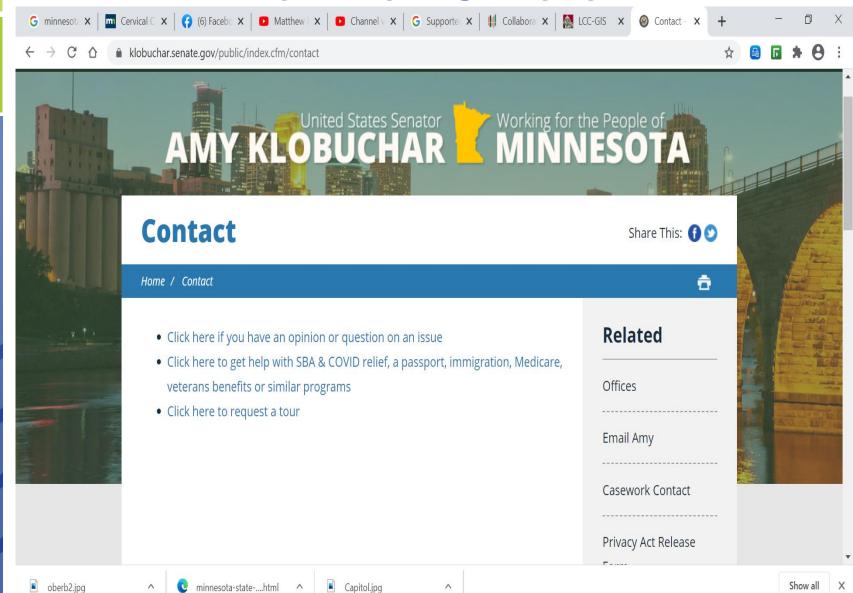
Sincerely,

Cheryl

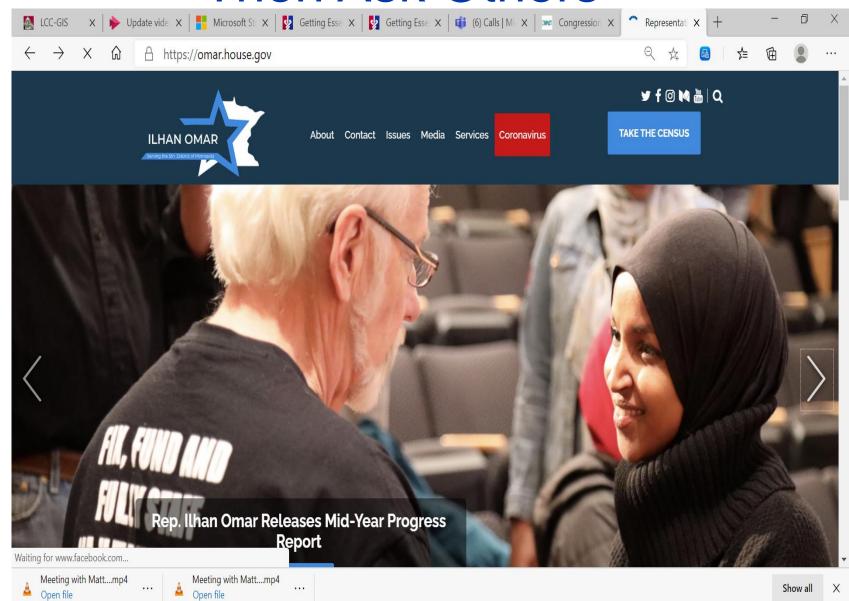
Start with a Thank-You?

A bipartisan group of lawmakers, including **Senator Tina Smith (D-MN**), have drafted letters to urge Secretary Alex Azar of the Department of Health and Human Services to more fully deploy community health workers in response to COVID-19, long-term improvement of public health, and lasting economic recovery.

Then Ask Others



Then Ask Others



Establishing a Relationship?

- The people that have been elected want to be re-elected
- The people from the areas they represent are potential voters
- They want a relationship with these people, because they can help re-elect them
- Many also want to hear from the people they represent so they can do a good job

Handgun Background Checks

"When colleagues suggest that I am not representing my constituents, it helps to have stories from my district that illustrate that I am standing up for what **they** believe"



Relationship

- Connect yourself with the issue that you advocate for
- Multiple contacts that establish a connection
- Consider other issues that can help reinforce your standing as an active community member
- Be persistent and provide the opportunity for the other person to demonstrate good will

Make an Introduction

I am Matt Flory and I live at 3244 Edgewood Avenue in Saint Louis Park.

I work in Health Promotions and I am concerned about health equity.

I am contacting you to ask for your support for Community Health Workers.

Message

 Presume a blank slate, but acknowledge that they may have an idea of what a community health worker is

 Share your definition to create a "bridge" to your experience and to open a conversation about issues

What are you going to ask YOUR elected officials to support?

Who is willing to share?



Community Health Worker?

APHA Definition

A community health worker is a frontline public health worker who is a trusted member of and/or has an unusually close understanding of the community served. This trusting relationship enables the worker to serve as a liaison/link/intermediary between health/social services and the community to facilitate access to services and improve the quality and cultural competence of service delivery.

A community health worker also builds individual and community capacity by increasing health knowledge and self-sufficiency through a range of activities such as outreach, community education, informal counseling, social support and advocacy.

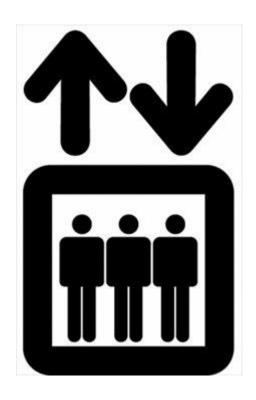
MN CHWA Definition

"Community Health Workers (CHWs) come from the communities they serve, building trust and vital relationships. This trusting relationship enables the CHWs to be effective links between their own communities and systems of care. This crucial relationship significantly lowers health disparities in Minnesota because CHWs: provide access to services, improve the quality and cultural competence of care, create an effective system of chronic disease management, and increase the health knowledge and self sufficiency of underserved populations."

What is your definition?

- When someone asks you what a community health worker is, how do you explain it to them?
- If you wanted to explain it more formally, in an email or a letter, how would you describe what CHWs do?

Elevator pitches



How quickly can you communicate your message?

Who is willing to share?



What issue will you advocate for?

What do you have passion for?

Example:

What does Matt advocate for?

Early Detection Improves Survival Rates

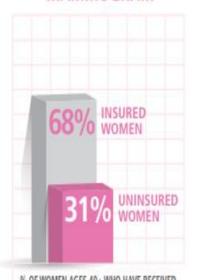
Breast and Cervical Cancer Facts and Figures

BREAST CANCER

2019 Estimates

268,600 new cases of breast cancer

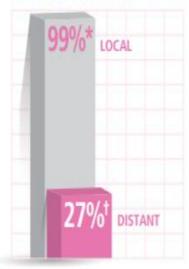
MAMMOGRAM



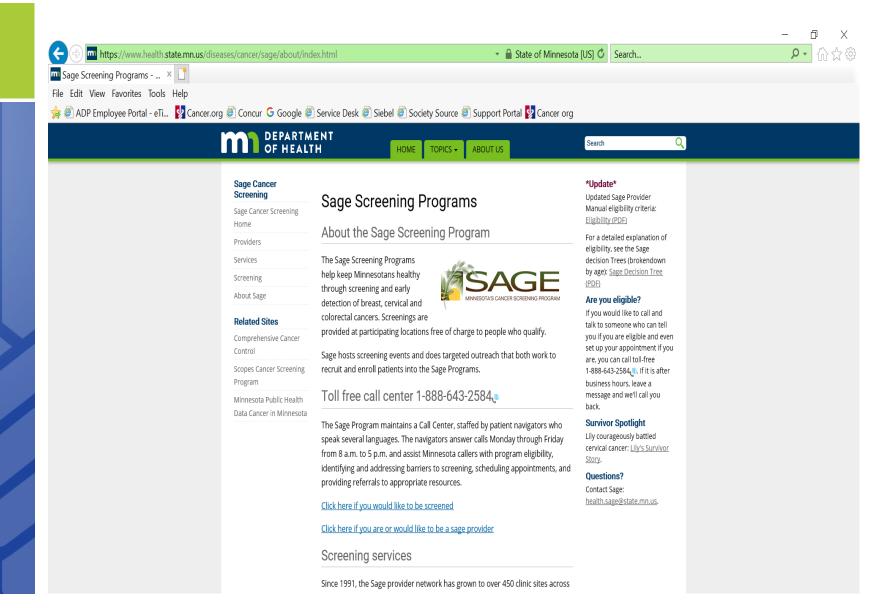
A MAMMOGRAM WITHIN PAST TWO YEARS

• 41,760 deaths annually

5-YEAR SURVIVAL RATE



What if you don't have insurance?



What is covered?

Minnesota Department of Health

Screening

About Sage

Related Sites

Comprehensive Cancer Control

Scopes Cancer Screening Program

Minnesota Public Health Data Cancer in Minnesota

Eligibility

- Breast Women beginning at age 40 to 64
- Cervical Women ages 40 to64
 - Do not have insurance
 - Have insurance that does not cover screening or has a deductible or copay
 - Have income within program guidelines

Screening services

- Office visit for breast and/or cervical exam
- Screening mammogram (breast exam required)
- Pap smear every three years

Diagnostic services

- Office visit to review abnormal screening results
- Breast surgical consult
- Diagnostic mammogram
- Fine needle aspiration of breast lump, including pathology reading
- Colposcopy, including biopsy
- Endometrial Biopsy (when done as a follow-up for a Pap with abnormal result of Endometrial cells or Adenocarcinoma)
- High Risk HPV Panels (when done as a follow-up for a Sage-covered Pap with ASCUS or LSIL results)
- Breast ultrasound
- Breast biopsy

Note: Treatment for non-insured, Sage patients may be covered by the Medical Assistance for Breast or Cervical Cancer (MA-BC).

by age): <u>Sage Decision Tree</u> (PDF)

Are you eligible?

If you would like to call and talk to someone who can tell you if you are eligible and even set up your appointment if you are, you can call toll-free 1-888-643-2584. If it is after business hours, leave a message and we'll call you back.

Survivor Spotlight

Lily courageously battled cervical cancer: <u>Lily's Survivor Story</u>.

Questions?

Contact Sage:

health.sage@state.mn.us.

Who pays for Sage?

- Federal dollars from CDC (Congress)
- State dollars from MN (State Legislature)
- Grants from Non-Profits (Public Donors)

How do people learn about Sage?



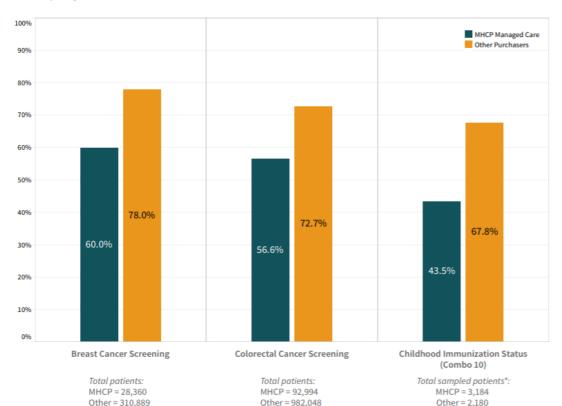
What are other ways that CHWs reach people who could benefit from health services?

Why do we need Community Health Workers to help people learn about these services?

Cancer Screening Before Pandemic

FIGURE 1: Statewide Results by Insurance Type for Preventive Health Measures

2019 report year (2018 dates of service)



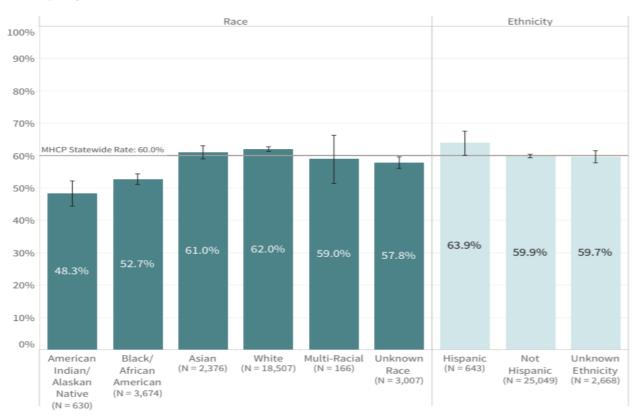
Results for all preventive health measures continue to illustrate room for improvement, regardless of insurance type. However, there are significant differences in performance rates by insurance type. In particular, the childhood immunization measure has the largest gap between insurance types, with a difference of approximately 24 percentage points.

^{*}HEDIS hybrid measure. Total number of patients is a sample of total eligible patients. For more information on HEDIS measures, see Methodology and Definitions.

Cancer Screening Pre-Pandemic

FIGURE 3: Breast Cancer Screening MHCP Rates by Race and Hispanic Ethnicity

2019 report year (2018 dates of service)



NOTE: MHCP managed care statewide rate is recalculated for this figure to include only patients with race/ethnicity information available.

Cancer Screening Now

 Patients have been discouraged from visiting clinics for fear of COVID19

 Some patients may have health concerns related to their employment and/or ability to care for family members

 The Medicaid disparities that existed prepandemic are likely worse now

Issues

- We will need to maintain (and maybe increase) state funding to provide cancer screening to uninsured women
- We will need clinics to make cancer screening a priority for all women
- We will need community outreach and support to encourage uninsured women to contact Sage but we also need to encourage women on Medicaid to schedule appointments

Story telling

- How could YOU connect CHWs to this?
 - Identify someone you know who needs help?
 - Identify how a CHW could help connect that person to cancer screening?
 - Identify what a CHW needs from decisionmaker to make this easier?
 - More \$\$ for the program
 - Support for CHWs

Media

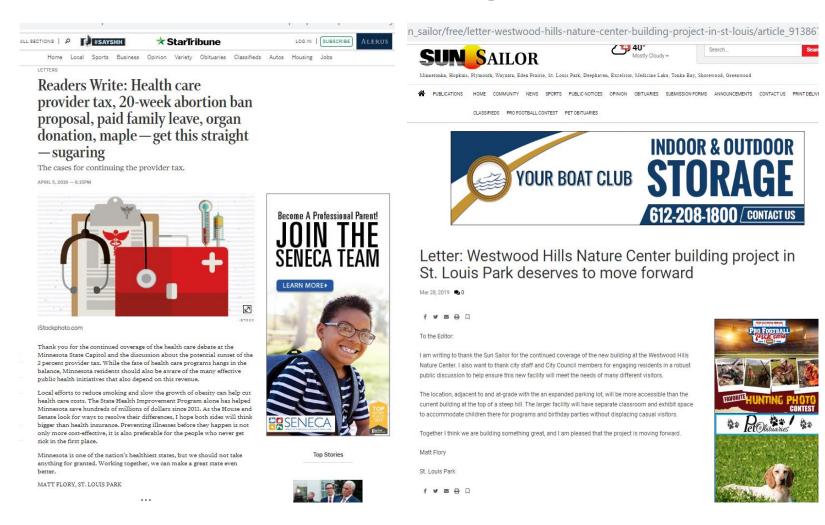
 Media can help you raise issues in a public forum, to encourage public support

 Media which quotes you demonstrates your willingness to connect with other people (eg organize)

Letters to the Editor

- Short (Less than 250 words)
- Response to something in the news
- Illustrates an opportunity that a CHW has made or could make a difference
- Notes a way that readers could support the profession

Practice Writing Letters



Writing about other issues is good practice so you can make the most when writing about CHWs

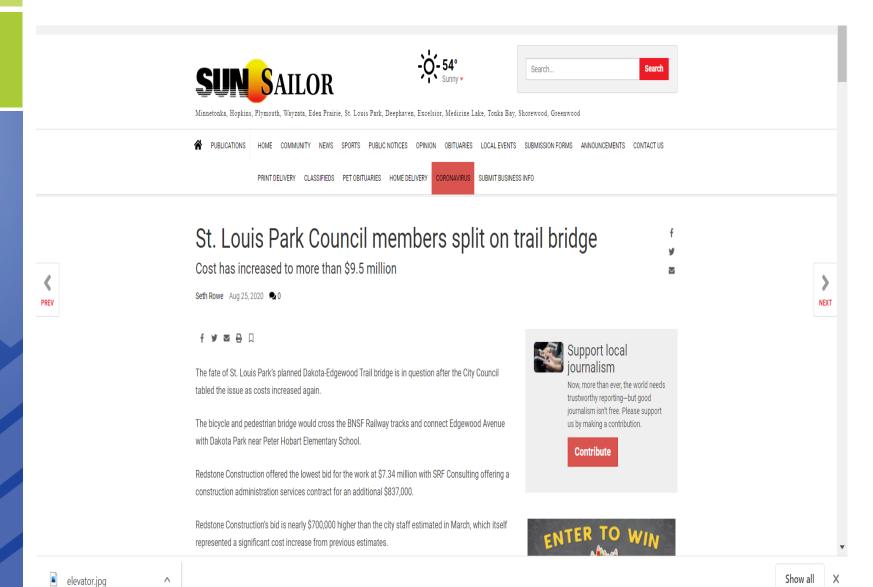
Advocacy is a Team Sport

 Look for other community members that share your interest in promoting CHWs and encourage them to contact your elected officials

Include both CHWs and CHW allies

 Look for ways to work across district boundries

Local Example: Bridge in SLP



Phone-A-Friend: More Letters!

LETTER: St. Louis Park needs to finish Dakota-Edgewood Bridge project

Aug 27, 2020 🗫 0

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To the Editor:

The St. Louis Park City Council needs to finish what it started and fully fund the Dakota-Edgewood Bridge over the BNSF railroad tracks. Since incorporation, St. Louis Park has lacked reasonable north-south connections, especially for non-automobile trips. Anyone who has waited on multiple traffic signal cycles along Louisiana Avenue or made the unpleasant, dangerous trek up and down the narrow, exposed sidewalks along the Louisiana bridge has suffered for this.

For well over a decade, the community has craved a project like the Dakota-Edgewood bridge that would connect areas north of the tracks to the Cedar Lake Trail, Peter Hobart Elementary School and the rest of the city. To that end, city staff have worked admirably to present a solution, which the council previously approved and which several firms competitively bid to construct within engineering estimates, only to have the council delay over misguided and ill-timed cost concerns at its meeting Aug. 17. The project is in jeopardy of being delayed (yet again) or shelved completely over issues that have already been vetted and resolved because the community demands this bridge!

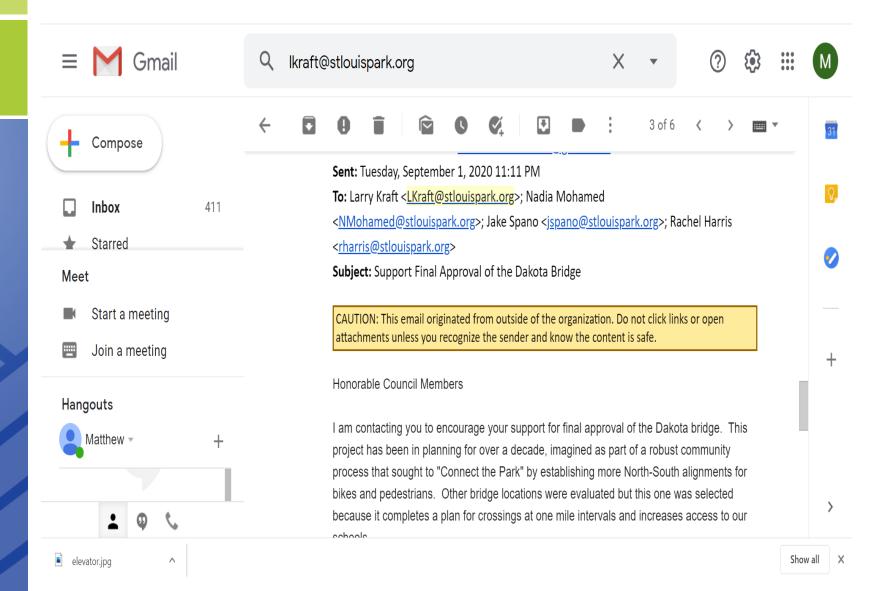
The longstanding need and community support for this bridge is reflected in the city's Connect the Park program, its 2040 Comprehensive Plan and its Climate Action Plan. If it ignores the will of the community, the City Council would be giving up nearly \$3 million in federal funds already granted for the project, would be wasting over \$1 million in local tax dollars and staff labor already spent and would gravely disappoint thousands of residents. I beg of the City Council: Build this bridge!







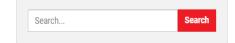
Add E-mails



Victory!







Minnetonka, Hopkins, Plymouth, Wayzata, Eden Prairie, St. Louis Park, Deephaven, Excelsior, Medicine Lake, Tonka Bay, Shorewood, Greenwood

PUBLICATIONS

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St. Louis Park City Council unanimously approves bid for trail bridge costing nearly \$10M

Seth Rowe Sep 15, 2020 ■ 0

The St. Louis Park City Council that had been undecided on the fate of the Dakota-Edgewood Trail Bridge instead voted unanimously in favor of bids for the project.

The bridge will cross the BNSF Railway tracks and connect Edgewood Avenue with Dakota Park near Peter Hobart Elementary School.

The council voted 7-0 Sept. 8 to approve contracts of \$7.34 million for Redstone Construction and about \$837,000 for SRF Consulting Group.

With other costs, engineering, tree replacement, art and utility relocation, the total cost of the bridge had been pegged at \$9.55 million in August. With a contingency for unexpected costs during construction, the





How does this apply to CHWs?

 Find an issue in the news which poses a challenge that could be answered by a

CHW



What other local newspapers are relevant and read in your community?

What other "hooks" for Media?

 Thanks for reporting on _____, but people should also know about CHWs

It's national _____ month.

October National Awareness

- National Breast Cancer Month
- Domestic Violence Month
- Healthy Lung Month
- National ADHD Awareness Month
- National Dental Hygiene Month
- National Down Syndrome Month
- Pregnancy and Infant Loss Month
- Spina Bifida Month
- Sudden Infant Death Syndrome Month

Thank you!

